

**INDIVIDUAL CONSULTANT TO SUPPORT ON MARKET SHAPING FOR THE
AFRICAN POOLED PROCUREMENT MECHANISM (APPM)****INVITATION FOR CONSULTANCY SERVICE****REFERENCE NO.: ACDC/APPM/CS/04****1. Background**

The African Pooled Procurement Mechanism (APPM) is a flagship of the Africa CDC continental strategy to secure equitable, timely and sustainable access to priority health products by shaping markets, supporting regional manufacturing and driving innovation across the continent.

A core function of the APPM is to implement market-shaping interventions that improve access to priority health products while supporting African manufacturers. The APPM Directorate is finalising the first phase of establishing a pool of African manufacturers for products aligned with the disease and programmatic priorities of the continent. This will support the establishment of framework agreements and facilitate access by Member States to priority health products.

As the APPM moves into this phase, its market-shaping work will focus on:

- generating data-based market intelligence and access information on the demand and supply of priority health products;
- developing well-defined market-shaping frameworks that include innovative procurement strategies, such as volume guarantees and advance purchase commitments; and
- aligning the short-term needs of Member States and the readiness of manufacturers and products with the long-term continental target of 60% of health products manufactured in Africa.

With the first phase of registering African manufacturers nearing completion, timely consultancy support is required to advance the market-shaping work and to support the establishment of framework agreements and the APPM product catalogue.

2. Objective

To provide senior strategic and analytical support to the Director, APPM, in designing and carrying out the Africa CDC market-shaping agenda: generating evidence on health product access gaps and market dynamics, identifying and prioritising the levers that move markets toward affordability, reliability and long-term supply security, and developing a continental market-shaping strategy for the APPM priority health products.

3. Scope of work

The Consultant works with the APPM Directorate and supports its work with governments, regional economic communities, manufacturers, financiers, regulators and global health partners, to align incentives, use complementary strengths and increase collective impact. The Consultant will:

3.1 Analysis of health product access gaps

- Lead assessments to identify and quantify critical access gaps for vaccines, diagnostics, therapeutics, medical devices and other priority health products.
- Develop evidence-based insights to inform procurement strategies, manufacturing priorities and policy interventions.

3.2 Market dynamics mapping and strategic levers

- Analyse market dynamics, including supply and demand trends, pricing structures, manufacturing capacity (including active pharmaceutical ingredients), regulatory pathways and the competitive landscape.
- Identify and prioritise strategic levers, such as advance purchase commitments and volume commitments and guarantees, to reshape markets toward affordability and sustainability.

3.3 Continental market-shaping strategy

- Design a market-shaping strategy for the APPM priority health products that accelerates regional manufacturing, strengthens supply security and reduces reliance on external markets, in line with the Africa CDC objectives.
- Keep the strategy responsive to changing epidemiological, technological and market conditions.

3.4 Rapid response

- Give high-level technical and strategic advice on emerging supply chain disruptions, quality issues, regulatory delays, and market and access failures.

3.5 Acceleration of access to innovation

- Facilitate pathways for the rapid introduction, adoption and scale-up of innovative products across AU Member States.
- Support engagement with innovators, research and development institutions and regulatory bodies to reduce time to market for priority products.
- Support the APPM and the Platform for Harmonized African Health Products Manufacturing (PHAHM) in developing roadmaps to accelerate access to innovation and to meet the 60% local production target.

3.6 Support to the manufacturers' pool, framework agreements and product catalogue

- Provide market inputs to the establishment of framework agreements and the APPM product catalogue, aligning the short-term needs of Member States with manufacturer and product readiness.

4. Deliverables and schedule

No.	Deliverable	Description	Due
1	Inception report	Work plan, methodology, data sources, stakeholder map and risks.	Week 3
2	Health product access gap report	Quantified access gaps for priority vaccines, diagnostics, therapeutics, medical devices and other products, with the evidence base and implications for procurement and manufacturing priorities (3.1).	Month 3

No.	Deliverable	Description	Due
3	Market dynamics and strategic levers paper	Mapping of market dynamics for the priority products and a prioritised set of levers, including advance purchase commitments and volume guarantees, with analysis of options and risks (3.2).	Month 5
4	Continental market-shaping strategy	Draft strategy at month 8 and final strategy, with implementation plan and indicators, at month 10 (3.3).	Months 8 and 10
5	Innovation and local production roadmaps	Roadmap(s) with the APPM and PHAHM to accelerate access to innovation and meet the 60% target (3.5).	Month 10
6	Rapid response advice and market inputs	Short advisory notes on request (3.4) and market inputs to framework agreements and the product catalogue (3.6), logged and summarised each quarter.	On request; quarterly summary
7	Progress reports, final report and handover	Monthly progress report with certified timesheet; final report and handover note.	Monthly; final report at month 12

Each deliverable is submitted to the Director, APPM, who reviews it and notifies the Consultant of acceptance or of required changes within ten (10) working days. A deliverable is accepted only when the Director, APPM, confirms in writing that it meets these Terms of Reference.

5. Qualification and experience

Africa CDC seeks a highly specialised consultant with deep expertise and experience in active pharmaceutical ingredients, market dynamics, market-shaping interventions and procurement strategies. This is a senior role that requires analytical capability, strategic vision, partnership skills and the ability to work effectively in complex, multi-stakeholder environments across the continent.

Requirement	Minimum qualification
Education	Advanced university degree (Master's or equivalent) in public health, health economics, pharmaceutical sciences, supply chain management, economics or a related field.
General experience	At least 10 years of progressively responsible experience in health product markets, procurement or supply chain, at senior level.
Specific experience	At least 7 years in market shaping, pooled procurement or health product market analysis, including the design of interventions such as volume guarantees or advance purchase commitments. Demonstrated experience with pharmaceutical supply chains, including active pharmaceutical ingredients, and with regional or local manufacturing.
Knowledge	Knowledge of African health product regulatory pathways and of regional manufacturing initiatives; familiarity with global health partners and procurement mechanisms.
Skills	Strong analytical and strategic skills; ability to prepare high-quality strategy and analysis documents; sound stakeholder engagement and partnership skills.
Languages	Fluency in English. Working knowledge of French is an advantage.

6. Evaluation and qualification criteria

The Consultant is selected as an individual consultant in accordance with the AU Procurement Manual (April 2024), by comparing the qualifications of the candidates against the criteria below, and the fee is agreed within the limits of Annex V of the Manual.

Criterion	Maximum points	Basis
Education and professional qualifications	20	Degree and relevant specialization
Specific experience in market shaping, pooled procurement and pharmaceutical markets (including active pharmaceutical ingredients)	70	Comparable assignments, with evidence of results
Knowledge of the African health products, regulatory and manufacturing context	10	Experience on the continent
Total (minimum 70 points to be considered)	100	

Candidates must submit a curriculum vitae, a letter of interest, a writing sample, the names of three referees. Africa CDC may interview the highest-ranked candidates and check references.

7. Budget and payment terms

The individual consultant will be paid a fixed total amount of USD 123,480.00 for a total duration of 144 working days over a period of 12 month from the date of contract signature. This cost includes all the Consultant's fees as well as any tax obligation that may be imposed on the Consultant.

Fees payable does not include costs associated with assignment-related travels, different coordination/organization of project-related activities and events and workshops as these costs will be met by Africa CDC. This is a time-based contract, and payment will be made after submitting monthly reports as approved by Director of APPM.

8. Inputs To be Provided By The Africa CDC

- The Africa CDC will provide all the relevant documents required by the consultant to successfully accomplish the development of the guideline and;
- The Africa CDC will also provide an office to the consultant during the exercise when they are working from the Africa CDC office in Addis Ababa, Ethiopia;
- Any other services approved and deemed necessary by the Client

INVITATION

The African CDC now invites interested Individual Consultants ("Consultants") to submit their CVs and required documents, as listed in the ToR, to provide the requested services to the Africa CDC. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

A Consultant will be selected in accordance with the Individual Selection method set out in the AU Procurement Manual (April 2024)

Further information can be obtained at the address below during office hours: 8:00 - 13:00 and 14:00-17:00, Addis Ababa Time.

CVs must be delivered in written form, following the above shortlisting criteria, to the emails below before 15:00 Addis Ababa Time on 28 October, 2026.

E-mails: procurement@africacdc.org and mabekad@africacdc.org

The address(es) referred to above is (are):

Africa Centres for Diseases Control and Prevention,
Supply Chain Division
Administration Directorate
Lafto Square, Haile Garment,
Africa CDC Office, John Nkengasong Building Tower, 4th floor, Room No. 408

For clarification, please submit your request to both emails:

E-mail: procurement@africacdc.org and mabekad@africacdc.org



Africa CDC is a continental autonomous health agency of the African Union established to support public health initiatives of Member States and strengthen the capacity of their public health institutions to detect, prevent, control and respond quickly and effectively to disease threats.

Safeguarding Africa's Health

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