

CALL FOR PROPOSAL

Develop Sustainable Public Private Partnership (PPP) Business Model to Improve Women Access to Healthcare Services in 5 Hospitals of Rahnuma FPAP across Pakistan

Mode of assignment: Develop sustainable public private partnership (PPP) business model

Duration of consultancy: 50 days (starting from signing of Agreement)

Requested documents: Prospective individuals/ firms should provide a CV/ profile detailing their relevant skills and experience. The overall proposal package must have following documents:

- Cover letter (Maximum 2 pages clearly demonstrating the suitability of applicant for stated assignment)
- Updated profile of the individual Consultant or a Firm supported with resume of Chief Consultant and maximum of other 3 key team members (Maximum 3 pages each)
- Technical proposal clearly stating the execution methodology with clearly enlisted activities/ milestones, work plan stating number of days for each milestone, along with the cost of assignment covering all expenses (Maximum 4 pages)
- Submit hard copy of one example of previous similar work.

Instructions to be followed:

- All documents must be forwarded through postal service only. Please clearly write ***'Proposal for Business Model'*** on sealed envelope.
- Please fold details of cost of assignment in a separate envelop to send along with other documents. Please provide activity wise data.
- Please send your proposals to Director Monitoring Evaluation and Research (MER), Rahnuma Family Planning Association of Pakistan, 3 A Temple Road, Lahore, 54000.

Note: *Rahnuma FPAP reserves the right of disqualifying proposals with pages more than above mentioned numbers and/or if any of the above instruction is not followed adequately. Proposals sent through an email will not be considered for shortlisting.*

Shortlisted consultants may be required to undertake a telephone or Skype discussion before finalization of decision.

Deadline for the submission of proposal: September 20th 2022

Expected date of initiation of consultancy: September 27th 2022

Payment schedule:

Rahnuma FPAP will pay 30% of consultancy fee at the time of signing the agreement, 30% will be paid on the submission of first comprehensive draft of business plan whereas last installment of 40% will be made on submission of finalized deliverables approved by Rahnuma FPAP, produced after incorporating feedback by the organization.

All payments will be made through cross-cheque in Pak Rupees after deduction of withholding of Income Tax as per Law of Government of Pakistan.

Liaison person from Rahnuma FPAP (R-FPAP): Please direct your submission of proposal related queries to Director Monitoring Evaluation and Research, Rahnuma FPAP, 3-A Temple Road, Lahore
Phone: (042) 111 22 33 66, Ext. 323. Direct line: (042) 3636 1583. Email address: asifa@fpapak.org

Introduction

RFPAP is an affiliate member of International Planned Parenthood Federation (IPPF), working in Pakistan as a national organization since 1953. It has been extending family planning (FP) and reproductive health (RH) information and services across all four provinces, Gilgit Baltistan and Azad Jammu & Kashmir (AJK) through a network of its own service delivery outlets and through collaboration with public and private sector.

Background

The 2017 National Census Report reveals that Pakistan has a population of 207.8 million and is growing at a rate of 2.4%. High maternal mortality rate (186 per 1,000 women) and child mortality rate (under five years stands at 74 per 1,000 live births) continue to pose challenges for women's health. Unmet need for FP stands at 17% while total fertility rate remains high at 3.6% (Pakistan Demographic Health Survey 2017-2018).

In Pakistan, healthcare services including FP are provided by public and private sector. In recent years, the FP and RH services contribution remained 41% through private sector and the trend is constantly upwards in comparison with the public sector.

In this national context, Rahnuma FPAP is a major contributor in providing FP and RH services over decades through its existing network of service delivery outlets in the country. Keeping the market need it is planning to extend/ scale up services, further strengthen the existing services and to add innovative interventions as per market need and future sustainability.

Rahnuma FPAP intends to undertake an external consultancy that will make an assessment of its 5 selected Family Health Hospitals (FHH) one each in Islamabad, Lahore, Peshawar, Quetta and Karachi. The main outcome of this assessment will be to prepare a business plan that will suggest ways to strengthening the existing FP and Maternal Neonatal and Child Health (MNCH) services provided by 5 FHHs as well as adding new services as per need.

Purpose of the assignment

The main goal of this consultancy is to identify existing gaps and propose key strategies that will facilitate Rahnuma FPAP to further improve its existing FP and MNCH services (as well as strategies for increasing local income and self-sustainability of these service delivery units) being provided by its 5 FHHs. As part of the overall assignment, external consultant/combination of external consultants will develop a comprehensive business plan (along with 5 individual specific business plans of each FHH based on ground realities) for strengthening services, branding and marketing. The business plans will be prepared in close consultation with Rahnuma FPAP's head office and field teams.

Rahnuma FPAP envisages that external consultant may like to focus on strategic areas that can galvanize the positive changes. These areas of forthcoming assessment may include leadership and management reforms, innovative FHHs marketing promotion's initiatives, review of existing HR,

strengthened QoC standards, innovation in modern service delivery models such as digital interventions, e-health, improvement in existing external consultancy model, best ways of promoting public-private and private-private partnerships and ways of further strengthening its diagnostic facilities.

Assignment locations

Family Health Hospital Islamabad (plot No 1, Street No 30, I-10/4, Islamabad)

Family Health Hospital Lahore (52/53 Civic Centre, Block-D, Johar Town, Lahore)

Family Health Hospital Peshawar (Gul Bahar Colony No, 1, Peshawar)

Family Health Hospital Quetta (Saibaan Hospital, Satellite Town, Quetta)

Family Health Hospital Karachi (131, Britto Road, Purani Numaish, Soldier Bazar, Karachi)

Roles and responsibilities of the consultant

The Consultant will be responsible to:

- Present and provide with clear methodology and expected outcomes of the business model.
- Attend inception meeting called by Rahnuma FPAP for the finalization of the assignment methodology, work plan and other related modalities.
- Finalize tools and data collection schedule for need assessment (both qualitative and quantitative) at all proposed locations in consultation of Rahnuma FPAP.
- Undertake field visits to each FHH for producing individual detailed need assessment document.
- Review and visit 1-2 hospitals in the respective vicinity of each FHH and include their best practices in the business plan.
- Develop public-private-partnership and private-private business model and action plan of each individual FHH.
- Submit first draft of the consolidated document including 5 sub-business plans, 1 for each FHH, produced on the basis of need assessment.
- The business model must have elaborated description/working on expected cost associated with each proposed intervention.
- Incorporate comments in first draft of the business plan within 5 days and share again the revised version with Rahnuma FPAP concern staff.
- Finalize the business model and action plans in the light of comments/suggestions provided by Rahnuma FPAP.
- Provide technical facilitation and/or produce PowerPoint presentation for consultative meeting organized by Rahnuma FPAP with its key stakeholders.
- Produce and presentation finalized business plan and costed action plan of Rahnuma FPAP's FHHs.
- Provide electronic copy of primary and secondary data; and both qualitative and quantitative, collected during the course of this assignment.
- The consultant will manage transportation, boarding and loading arrangement by its own.
- Share final study report with Rahnuma FPAP within given timeframe.

Important milestones

- Attend consultative meeting with Rahnuma FPAP concerned staff.
- Produce draft of 5 acceptable and applicable business plans for individual hospitals along with action plans, sub-plans and approximate budgets.

- Finalize draft documents after addressing all comments and suggestions by Rahnuma FPAP.
- Produce presentation of finalized business plan.
- Facilitate consultative meeting on business plans called by Rahnuma FPAP with potential stakeholders.
- Incorporate feedback received during consultative meeting in the finalized draft document in order to produce finalized document for submission to Rahnuma FPAP as a final deliverable.

Support from Rahnuma FPAP

Following will be provided by Rahnuma FPAP:

- Organize inception meeting with the Consultant for orientation of the project and handing over relevant project documents including performance indicators of all 5 locations.
- Feedback on business model, action plans, developed methodology, field plans and data collection tools etc.
- Facilitate throughout the consultancy process in accessing potential respondents from community, service providers, R-FPAP management and any other stakeholder for interviews/ correspondence.
- Provide thorough feedback on first draft on the business model and remain available for multiple reviews; if needed.
- Review report for ensuring incorporation of feedback before its finalization by the consultant.
- Facilitating the consultant in identification of individuals/ organizations for meetings/ interviews. Rahnuma FPAP will be responsible to facilitate in meeting/ interviews including developing/ ensuring availability of consent form to be signed by individuals for participation in the assessment.

Final deliverables submitted by the consultant

- Three hard and three soft copies (in USBs) of the finalized report, cover letter duly signed by the consultant clearly stating the completion of assignment, Power Point presentation(s), and primary data; both qualitative and quantitative collected during the course of the assignment.

Qualification and experience of the consultant

The consultant applying for this assignment must have:

- At least 5 years prior experience of preparing business models and action plans for public or private sector hospitals.
- Must have demonstrated skill of developing successful models preferably on viable orientation in respect to FP, MNCH, and RH healthcare related services.
- Master's degree in Hospital Management, Business Administration, Public Health, Social Sciences, or equivalent in any other relevant subject.