

Terms of Reference for Blood Boma Feasibility Assessment

Lead Consultant

1. BACKGROUND

Options Consultancy Services Limited (Options) is a leading global health consultancy established in 1992 as a wholly owned subsidiary of MSI Reproductive Choices. We manage health programmes that ensure vulnerable women and children can access the high-quality health services they need. We work with partners to co-create and implement locally informed solutions to complex health problems. This includes governments, development partners, the private sector, NGOs, civil society and health workers. Our focus is always on building local skills and systems that last.

Options has been commissioned to conduct a feasibility assessment of new mobile blood collection and processing units in Kenya. This will assess the legal, regulatory, and technical feasibility of building and operating the mobile blood collection and processing units, and address questions relating to stakeholders and scaling. Options is seeking one experienced consultant to deliver this assignment. The consultant will be needed for a total of 25 days and will be based in Kenya with ability to travel domestically.

2. PURPOSE AND OBJECTIVES OF THE ASSIGNMENT

This assignment is to undertake a feasibility assessment, with a focus on the national-level context and one pilot county. The Consultant will lead on the overall methodology and approach of the feasibility assessment, will look at the national-level context and the context in the pilot county, and will pull together the feasibility assessment.

Specific responsibilities include:

1. Onboarding to the assignment

- Introductions with Options and the client team; context-setting and background reading
- Review and adaptation of draft workplan

2. Desk-based research and tools development

- Rapid assessment of similar concepts executed across sub-Saharan Africa (e.g. mobile vaccine units, mobile blood collection units) including success or failure factors
- Outlining regulatory and legal processes required to establish
- Identification of reputational and other above-market risks to the client
- Mapping of available donor funding
- Assessment of how the initiative is aligned to key national and pilot county health policies e.g., county integrated plans, universal health coverage plans, health systems strengthening policies
- Developing tools (e.g. key informant interview questions) and methodology for county-based engagements

3. County Based Engagements

- Engage key stakeholders in the pilot county to secure buy-in and introduce the assignment and concept.
- Identification of rural/last-mile locations in the pilot county suitable to pilot the BB concept based on market, policy/legal, geographic and partnership criteria (to be provided)
- Assess alignment of the initiative to key health policies and priorities at county level
- Flag considerations including potential risks and proposed mitigation strategies for each stage of the Blood Safety Value Chain outlined in Figure 1
- Mapping and inputs of key stakeholders required (public and private) to ensure viability of proposed BB (County and National – KNBTS)

4. Consolidation and reporting

- Outline of the technical specifications for BB infrastructure including electricity, power, building in line with local standards
- Outline of resources and cost profiles required (human, financial) to establish a pilot BB in a rural/last-mile environment

These deliverables will inform a commercial viability assessment and BB pilot design (Note: not part of these TORs).

The role will require a high level of collaboration with staff based in Options' Kenya and London offices. The consultants will be supported by Options' in-house technical experts to assist with data analysis and verification. Options' Country Representative for Kenya will also assist with the initial county engagements, leveraging relationships solidified under existing and previous programming.

People to consult/work with include:

- Kenneth Macharia, Options Country Representative, Kenya
- Technical support
- Pooled administration team for logistical support
- HR Officer for contracting
- Finance focal person

Options will supply:

- Original Terms of Reference for the assignment provided by TBCT
- Draft workplan for the assignment

3. DELIVERABLES

The consultant will provide the following deliverables:

- **Workplan** (adapted/revised as needed) (one week after commencing contract)
- **Interim Feasibility Assessment:** within forty (20) working days of the approved Work Plan
 - LOE for desk study and research
 - LOE for county-based engagements
 - LOE for consolidation and reporting
- **Final Feasibility Assessment:** within thirty (20) working days of the approved Interim Feasibility Assessment
 - LOE for county-based engagements
 - LOE for consolidation and reporting

4. PERSON SPECIFICATION

The assignment requires a combination of deep expertise in policies, processes and different actors and institutions within the Kenya health system, particularly at County level, *and* in the processes and considerations required to introduce a private sector health innovation to the health system.

Essential:

- Highly organised, collaborative and accustomed to delivering fast-paced consultancy services and assignments on time and to a high standard
- Adaptable and able to proactively anticipate and mitigate risks to project delivery
- Highly skilled at translating large amounts of complex/technical information and communicating it effectively to a diverse range of stakeholders/clients

- Excellent research, analytical and writing skills
- Graduate with post-graduate qualification in public health, health policy or other relevant discipline, or comparable professional experience
- Plus, usual Options essential (pro-choice etc)

Either,

- Demonstrated understanding of the policy and regulatory issues surrounding blood and blood safety in Kenya
- Deep familiarity with the Kenya health system and health systems strengthening at national and devolved levels, ideally for women and children's health
- Highly experienced and skilled in consulting/engaging with the Kenya National Blood Transfusion Service; health sector and community-level stakeholders at County level
- Understanding of policy priorities and decision-making processes at County level

And/or,

- Demonstrable experience of working with private and government health sector actors to bring a new product to market, or scaled through the health system, in the Kenyan context or similar
- A track record of success in technical and commercial feasibility assessments for private companies, for comparable products in Kenya (or similar country environments)

Desirable:

- Familiarity with the range of health donors and investors in Kenya

5. INPUTS AND PAYMENT SCHEUDLE

An input of **25 days** is envisaged to complete the assignment.

Payment to be made by deliverables approved by Country Representative, and against a properly rendered invoice.

Payment deliverables:

- Workplan 30%
- Interim Feasibility Assessment 30%
- Final Feasibility Assessment 40%