



Respiratory Care Equipment Procurement Options

August 2021

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Introduction

As part of the global response to the COVID-19 pandemic, there has been a proliferation of procurement options providing respiratory care equipment and related services to treat severe and critical COVID-19 patients. However, there is limited awareness of the various procurement options available to prospective buyers and how to utilize them. In parallel, there is a need among the global community to strengthen coordination by more clearly communicating the offerings provided by each procurement option and ensuring adequate coverage in the supply of respiratory care equipment.

In response to this need, PATH and the Clinton Health Access Initiative (CHAI) have developed a summary of respiratory care equipment procurement options and organizations that play a pivotal role in financing, coordinating, and conducting such procurements. This summary brief aims to increase awareness of the various procurement options available to prospective respiratory care equipment buyers—such as public procurement entities at national and subnational levels, public and private health facilities, and nongovernmental organizations—in order to inform purchasing decisions. It also aims to strengthen coordination among the global respiratory care equipment community by increasing understanding of each organization’s offerings and capabilities.

Global and regional procurement organizations that source respiratory care equipment directly from manufacturers were surveyed about their roles, capabilities, products, service offerings (see **Box** below for the list of respiratory care equipment asked about), requirements to use their services, and the associated fees. A summary of all surveyed organizations can be found in the next section, and detailed information on each organization’s capabilities are outlined in subsequent sections.

Box. List of respiratory care equipment included in survey*

- **Oxygen production and delivery equipment**
 - Oxygen concentrators
 - Ventilators
 - Oxygen cylinders
- **Monitoring equipment**
 - Patient monitors
 - Fingertip and handheld pulse oximeters
- **Oxygen delivery interfaces**
 - Venturi masks
 - Oxygen masks with reservoir bags
 - Nasal cannulas (prongs)
- **Oxygen delivery accessories and spares**
 - Flow splitters
 - Flowmeter
 - Thorpe tube
 - Humidifier, non-heated
 - Surge protectors
 - Voltage stabilizers

**Oxygen generation systems, such as pressure swing adsorption plants, were also considered during follow-up discussions with each organization.*

Summary of respiratory care equipment procurement options

The organizations featured within this brief were identified to have influential roles in global and regional respiratory care equipment procurement and directly source products from original equipment manufacturers. This brief does not represent an exhaustive summary of all organizations involved in respiratory care equipment procurement and is intended to be a quick guide on a few key procurement options that are available to prospective buyers. It is important to note that organizations have different roles within the procurement process, such as financing, coordination, or procurement on behalf of specific and/or all prospective buyers. The following is a summary of the products and services offered, quality assurance requirements, fees and payment terms, and average lead times provided by each organization.

	Coordinating organization	Global procurement organizations			Organizations procuring for the African region
	World Health Organization (WHO) ¹	United Nations Children’s Fund (UNICEF)	United Nations Office for Project Services (UNOPS)	VIA Global Health	Connecting the Dots Initiative
Products offered	<p>Oxygen production and delivery equipment: Ventilators: Invasive and non-invasive, oxygen concentrators, pressure swing adsorption plants</p> <p>Monitoring equipment: Pulse oximeters, patient monitors</p> <p>Oxygen delivery interfaces: Nasal cannulas with prongs, venturi masks, oxygen masks with reservoir bags</p> <p>Oxygen delivery accessories and spares: Flow splitters, humidifier</p>	<p>Oxygen production and delivery equipment: Ventilators, oxygen concentrators</p> <p>Monitoring equipment: Pulse oximeters, patient monitors</p> <p>Oxygen delivery interfaces: Nasal cannulas, nasal catheters, venturi masks, oxygen tubing</p> <p>Oxygen delivery accessories and spares: Flow splitters, flowmeter, humidifier, voltage stabilizers, oxygen analyzers, concentrator spare parts</p>	<p>Oxygen production and delivery equipment: Ventilators, oxygen concentrators, pressure swing adsorption plants</p> <p>Monitoring equipment: Pulse oximeters, patient monitors</p> <p>Oxygen delivery interfaces: Nasal cannulas, nasal catheters, venturi masks, oxygen masks with reservoir bags</p> <p>Oxygen delivery accessories and spares: Flow splitters, flowmeter, humidifier, other ancillary oxygen equipment</p>	<p>Oxygen production and delivery equipment: Ventilators, oxygen concentrators</p> <p>Monitoring equipment: Pulse oximeters, patient monitors</p> <p>Oxygen delivery interfaces: Nasal cannulas</p> <p>Oxygen delivery accessories and spares: Flow splitters</p>	<p>Oxygen production and delivery equipment: Ventilators, oxygen concentrators, oxygen cylinders</p> <p>Monitoring equipment: Pulse oximeters, patient monitors</p> <p>Oxygen delivery interfaces: Oxygen masks with reservoir bags</p> <p>Oxygen delivery accessories and spares: Flow splitters, humidifiers, surge protectors, voltage stabilizers</p>

¹ The World Health Emergencies (WHE) program within WHO provides procurement services on behalf of member states solely for health emergency purposes and plays an important coordinating role across organizations within the United Nations system procuring respiratory care equipment and by providing operations and logistics support. For more information on WHO’s COVID-19 procurement process, please visit the [COVID-19 supply chain system web page](#).

	Coordinating organization	Global procurement organizations			Organizations procuring for the African region
	<u>World Health Organization (WHO)</u> ¹	<u>United Nations Children’s Fund (UNICEF)</u>	<u>United Nations Office for Project Services (UNOPS)</u>	<u>VIA Global Health</u>	<u>Connecting the Dots Initiative</u>
Average lead time	Varies depending on product availability, order size, and shipping mode.	Varies. Typically, it takes a minimum of 6 weeks for goods to be delivered after the deposit of funds.	Varies depending on product availability, order size, and shipping mode.	Varies. If in stock, orders are shipped in 2–3 days and typically arrive within 1–2 weeks if by air and 30–45 days if by sea.	Varies. Typically, 1–3 weeks to ship across the most common routes. Smaller orders sent on priority air freight can be faster.
Quality assurance	Products are approved by the WHO quality assurance unit and must meet WHO technical specifications for the product, vendor, and manufacturer (if different from the vendor). Suppliers must provide all necessary documentation to demonstrate adherence to requirements.	Products must comply with and have market clearance from at least one of five stringent regulatory authority licenses. Manufacturers must meet either ISO 13485 or ISO 9001.	Products must comply with applicable IMDRF and GHTF guidelines, as well as have regulatory approval and marketing authorization by a GHTF founding member country. Some products require stringent regulatory approval/compliance. Suppliers must comply with ISO 13485 and/or ISO 9001, manufacturing license, and/or GMP as applicable.	Product must meet local regulatory requirements. Quality is verified against stringent regulatory authority standards, clinical trials, study outcomes, and customer recommendations.	Products must meet at least one of FDA, CE, ISO, or relevant national standards. Suppliers must provide certificates of conformity to at least one of these four standards. Products manufactured in Africa must also meet local/regional regulatory requirements. Suppliers must have necessary documentation for export before shipment.
Services offered	Inquire WHO for further information.	Deliver products’ cost and insurance paid to the port of entry. Can use local clearing and forwarding agents at a fee. Provide market intelligence through market notes and dashboards.	Deliver products via DAP or CIP incoterms through either the supplier’s transport network or UNOPS global freight forwarders.	Provide logistics support, market insights, product training, financing, VIA Rewards Program, distributor marketing and promotion support, and customer service.	Provide shipping and customs clearance. Offer door-to-door and port-to-port transportation. Provide demand and supply forecast insights.
Fees, payment terms, and support	Inquire WHO for further information.	Fees: A handling fee of 5% of supplies’ value, with a minimum handling fee of US\$300 per order. A cost estimate is provided once a Memorandum of Understanding is signed. Payment terms: Full payments must be made in advance of procurement.	Fees: Fees vary depending on the product, agreements made, and circumstances of the purchase. For purchases made through the UN Web Buy Plus platform, a 7% fee is typically applied. Payment terms: Payment terms vary depending on the type of service and commodity purchased.	Fees: Typically, no additional fees. A small fee may apply to certain payment forms. Discounts are available by participating in interviews/surveys and the VIA Rewards Program. Payment terms: Customized financial support is available for repeat buyers upon approval.	Fees: No additional fees. Payment terms: Payment terms vary depending on supplier requirements. Credit or trade financing is offered to repeat buyers.

Abbreviations: CE, European Conformity marking; CIP, Carriage and Insurance Paid To; DAP, Delivered at Place; FDA, US Food and Drug Administration; GHTF, Global Harmonization Task Force; GMP, good manufacturing practices; IMDRF, International Medical Device Regulators Forum; ISO, International Organization for Standardization; UN, United Nations.

Additional organizations involved in respiratory care equipment procurement

Other organizations, such as [Africa Medical Supplies Platform](#), [United Nations Development Programme](#), [The Alliance for International Medical Action](#), [Médicins Sans Frontières Supply](#), and [United Nations High Commissioner for Refugees](#), also procure respiratory care equipment on behalf of country operations, specific or all prospective buyers. Specific conditions for use, product offerings, and capabilities should be explored directly with each organization. The World Bank Group and the [Global Fund to Fight AIDS, Tuberculosis and Malaria \(the Global Fund\)](#) can play a key role in unlocking financing for public procurement of respiratory care equipment. Through the [Bank Facilitated Procurement](#) and [COVID-19 Response Mechanism](#), governments are able to apply for loans and grants, respectively, to purchase respiratory care equipment and related services through the support of the World Bank Group and the Global Fund. Specific terms and conditions for use (such as how funds can be used, quality assurance requirements, and eligible procurement channels for use) apply and should be explored directly with the lending/granting institution.

World Health Organization

The World Health Organization (WHO) is a United Nations (UN) agency that directs international health and leads partners in global health responses to give everyone, everywhere an equal chance to live a healthy life. The World Health Emergencies (WHE) program within WHO facilitates procurement services on behalf of member states by coordinating procurement across organizations within the UN system and by providing operations and logistics support. WHE procurement services procure health products solely for the purpose of responding to health emergencies, such as the COVID-19 pandemic. WHE procurement services aim to be a first responder and fill gaps in humanitarian responses while playing an important coordinating role across implementing partners.

Products offered*

Oxygen production and delivery equipment	Monitoring equipment
<ul style="list-style-type: none">• Pressure swing adsorption plants• Ventilators, invasive and noninvasive, adult and pediatric• Oxygen concentrators (8 and 10 liters per minute)	<ul style="list-style-type: none">• Fingertip pulse oximeters• Handheld pulse oximeters• Patient monitors (basic, medium, and intensive care unit)
Oxygen delivery interfaces	Oxygen delivery accessories and spares
Adult and pediatric sizes are available for all items: <ul style="list-style-type: none">• Nasal cannulas with prongs• Venturi masks• Oxygen masks with reservoir bags	<ul style="list-style-type: none">• Flow splitters• Bubble humidifier, non-heated

There are no minimum order quantity requirements.

*Equipment bundles include spare parts, accessories, and six months of consumables for all product models.

Quality assurance

Products: All products in the WHO procurement catalog are approved by the WHO quality assurance unit and must meet WHO technical specifications for the product, vendor, and manufacturer (if different from the vendor).

Suppliers: Suppliers must provide all necessary documentation to demonstrate adherence to requirements.

Contact information

For more information on WHO's COVID-19 procurement process, please visit the [COVID-19 supply chain system web page](#). For more details on the product catalogue, please visit the [Emergency Global Supply Chain System catalogue](#). For procurement process related inquiries, please email COVID19-Supply-Portal@who.int.

United Nations Children’s Fund

The United Nations Children’s Fund (UNICEF) is a UN agency that works in more than 190 countries and territories to save children’s lives, defend their rights, and help them fulfil their potential, from early childhood through adolescence. UNICEF delivers sustainable access to essential products and services, including respiratory care equipment, for children and families in need while driving product innovations.

Requirements to use procurement option

Nongovernmental organizations are required to register. Individuals and for-profit entities are not eligible to access services. A Memorandum of Understanding must be signed and received prior to any procurement activity.

Products offered

Oxygen production and delivery equipment	Monitoring equipment	Average lead time: Lead time is determined from when the cost estimate is accepted and funds are deposited to product arrival at port of entry. Depending on order size, shipping mode, and product availability, the lead time will vary. Typically, it takes a minimum of six weeks from fund deposit for goods to be delivered. UNICEF is actively working with suppliers to reduce the lead time of respiratory care equipment to two to three weeks.
<ul style="list-style-type: none"> • Ventilators • Oxygen concentrators (5, 8, and 10 liters per minute, single and dual flow) 	<ul style="list-style-type: none"> • Fingertip pulse oximeters* • Handheld pulse oximeters (with two adult, two pediatric, and two neonatal probes)** • Patient monitors 	
Oxygen delivery interfaces	Oxygen delivery accessories and spares	
<ul style="list-style-type: none"> • Nasal cannulas (prongs) (adult, pediatric, neonatal sizes available)* • Nasal catheters* • Venturi masks (adult and child sizes available)* • Oxygen tubing* 	<ul style="list-style-type: none"> • Flow splitters** • Flowmeter, Thorpe tube • Humidifier, non-heated** • Voltage stabilizers • Oxygen analyzers** • Spare parts for concentrators (filters and other) 	

There are typically no minimum order quantity requirements unless requested by the supplier. However, there is currently a minimum order quantity of 50 or 150 (depending on supplier) for Thorpe tube flowmeters.

* Standard warehouse item (typically in stock).

** Warehoused specifically for COVID-19 response.

Quality assurance

Products: Products must conform to Global Harmonization Task Force (GHTF) production requirements and International Organization for Standardization (ISO) and/or International Medical Device Regulators Forum (IMDRF) recognized standards. Products must comply with and have market clearance from at least one of the five stringent regulatory authority licenses.²

² Australia Therapeutic Goods Administration (TGA) license; Canada Medical Device License; European Union CE 93/42 EEC Medical Devices Directive (MDD) mark; Japan Medical Device License; or US 510k.

Products registered as “research only” or “for export only” are not accepted unless specifically authorized in writing by UNICEF. Product labeling must meet requirements of at least one of the following five regulatory authorities³ or at a minimum, IMDRF/Good Regulatory Review Practices Working Group (GRRP WG)/N52 FINAL:2019: Principles of Labelling for Medical Devices and In-vitro Diagnostic (IVD) Medical Devices. Please visit the [website](#) for more information on UNICEF’s technical provisions for medical devices.

Suppliers: Medical device and other manufacturers must meet ISO 13485 and ISO 9001, respectively, and provide a valid certificate (copy in English). Suppliers must also provide proof of product compliance to one of the five stringent regulatory authority licenses,² indicating the name of the regulatory authority and market clearance with license number. For more information, please read UNICEF’s [technical requirements for medical devices document](#).

Pricing, fees, payment terms, and financial support

UNICEF has established long-term agreements (LTAs) with 11 respiratory care equipment suppliers where product price is fixed throughout the duration of the LTA. This fixed price is offered to all purchasers. Once a Memorandum of Understanding is signed, a cost estimate is provided according to the purchaser’s request. There is an additional fee for freight, which is calculated based on weight and volume of supplies and included in the cost estimate. There is also a handling fee of 5 percent of supplies’ value for COVID-19 respiratory care equipment procurement services with a minimum handling fee of US\$300 per order. Full payment must be made in advance to the UNICEF bank account stated in the cost estimate before proceeding with procurement.

Shipping support

UNICEF delivers products’ cost and insurance paid ([Incoterms® 2010](#)) to the port of entry designated in the cost estimate. It is generally the responsibility of the purchaser to clear goods from customs and handle transportation from port to inland destination. UNICEF Supply Division does not provide transportation support once the product arrives at the port of entry, but UNICEF country offices have LTAs with local clearing and forwarding agents that can be used at a fee, which varies by country.

Market intelligence

UNICEF provides information on product innovation, market development, and product quality, affordability, availability, competition, and adaptability. These resources are publicly available through [market notes and updates](#), [COVID-19 vaccine market dashboard](#), [key supply markets dashboard](#), and [pricing data](#).

Contact information

Please visit UNICEF’s [general procurement services web page](#) for more information. For procurement-related questions, please contact psid@unicef.org. For technical inquiries related to respiratory care equipment available at UNICEF, please contact oxygen@unicef.org.

³ Australia: TGA; Canada: Health Canada; European Union: Regulatory agency in the European countries; Japan: Pharmaceuticals and Medical Devices Agency (PMDA); or US: Food and Drug Administration (FDA).

United Nations Office for Project Services

United Nations Office for Project Services (UNOPS) is a UN agency that provides infrastructure, procurement, and project management services to support the achievement of the Sustainable Development Goals. UNOPS provides support to partners' needs and aims to increase the effectiveness of peace and security and humanitarian and development projects around the world.

Requirements to use procurement option

Buyers must sign an agreement with UNOPS for the provision of procurement services and register through the [UN Web Buy Plus](#) platform to initiate procurement. If buyers meet the eligibility criteria,⁴ buyers will be granted access to the platform within 48 hours.

Products offered⁵

Oxygen production and delivery equipment <ul style="list-style-type: none">• Ventilators (intensive care unit, transport and noninvasive)• Oxygen concentrators• Pressure swing adsorption plants*	Monitoring equipment <ul style="list-style-type: none">• Fingertip pulse oximeters• Handheld pulse oximeters• Patient monitors	Average lead time: Lead time is determined from when the purchase order is approved. Depending on product availability, order size, and shipping mode, the lead time will vary.
Oxygen delivery interfaces <ul style="list-style-type: none">• Nasal cannulas (prongs)• Nasal catheters• Venturi masks• Oxygen masks with reservoir bags	Oxygen delivery accessories and spares <ul style="list-style-type: none">• Flow splitters• Flowmeter, Thorpe tube• Humidifier, non-heated• Other ancillary oxygen equipment	

Minimum order quantity requirements vary depending on the long-term agreements (LTAs) in place.

*Non-LTA item.

Quality assurance

Products: Products must comply with applicable IMDRF and GHTF guidelines and have regulatory approval and marketing authorization provided by a GHTF founding member country. For some products, approval by a stringent regulatory authority (for instance, European Conformity marking [CE] or US Food and Drug Administration [FDA]) or an IMDRF management committee member may apply. Products must also be compliant with the applicable specific technical standards.

⁴ Governments recognized by the UN and organizations (such as nongovernmental organizations and donor government aid organizations) assisting governments receiving aid and/or cooperating with the UN system are eligible.

⁵ UNOPS also offers other medical devices, diagnostic equipment, personal protective equipment, hospital furniture and sterilization materials, laboratory equipment, vehicles and mobile clinics, and health facility infrastructure materials. UNOPS can also conduct bespoke procurement and implement health care infrastructure projects within the COVID-19 response.

Suppliers: Suppliers must have a certified quality management system according to ISO 13485 or ISO 9001, manufacturing license, and GMP as applicable. Suppliers must also demonstrate eligibility and compliance to the UNOPS [Procurement Manual](#), [Quality Assurance Policy](#), and [Sustainable Procurement Framework](#) (more information on UNOPS Procurement is available [here](#)). UNOPS also verifies supplier technical and financial capacity to provide the necessary products and services.

Pricing, fees, payment terms, and financial support

UNOPS establishes LTAs with more than 50 respiratory care equipment suppliers where product price is fixed throughout the duration of the LTA. This fixed price is offered to all buyers. Pricing, fees, and payment terms vary depending on the product, agreements made, and circumstances of the purchase. For purchases made through the [UN Web Buy Plus platform](#), a fee of 7 percent is typically applied.

Shipping support

UNOPS delivers products to the final destination using Delivered at Place or cost and insurance paid ([Incoterms 2010](#)) through either the supplier's transport or UNOPS global freight forwarders.

Market intelligence

UNOPS provides information and advisory services on procurement, supply chain management, and market intelligence. For information, please see contact details below.

Contact information

For technical and procurement inquiries, please contact procurement@unops.org. For UN Web Buy Plus inquiries, please contact unwebbuyplus@unops.org.

VIA Global Health

VIA Global Health is a procurement platform that aims to provide better information, access, and supply of medical devices and equipment to underserved communities globally. VIA Global Health connects buyers with verified suppliers through an e-commerce platform, while also providing important information and services such as pricing, warranty, training materials, secure transactions, and delivery logistics support.

Requirements to use procurement option

Buyers can indicate interest in purchasing from VIA Global Health by submitting a quote request on the online catalogue page of the product of interest. If the buyer is a new customer, VIA Global Health's sales team will screen the buyer to ensure that they can credibly import, sell, train users, and maintain medical equipment. If the buyer is a distributor, they can apply for an account through which they can log in to view a more detailed catalogue, including product pricing. An application is made by submitting a form on the [website](#), which usually takes about one week for approval.

Products offered

Oxygen production and delivery equipment	Monitoring equipment
<ul style="list-style-type: none">• Ventilators• Oxygen concentrators	<ul style="list-style-type: none">• Fingertip pulse oximeters• Handheld pulse oximeters• Patient monitors
Oxygen delivery interfaces	Oxygen delivery accessories and spares
<ul style="list-style-type: none">• Nasal cannulas (prongs)	<ul style="list-style-type: none">• Flow splitters

Average lead time: Orders are initiated once payment is received. Depending on product availability, order size, and shipping mode, the lead time will vary. If products are in stock in sufficient quantities, orders are shipped in two to three days. Shipments typically arrive within one to two weeks by air and 30–45 days by sea. If products are not in stock, lead times are subject to manufacturing timelines.

Minimum order quantities are displayed on the product pages.

Quality assurance

Products: VIA Global Health verifies product quality using stringent regulatory authority standards such as CE or FDA, clinical trials/study outcomes, and customer recommendations. Buyers are responsible for knowing their local legal framework for medical product sales and distribution. When additional registration is required, VIA Global Health facilitates this process with the buyer and seller.

Suppliers: VIA Global Health works with sellers under either a transactional or partnership model. The majority of VIA Global Health's sellers are partners with whom VIA Global Health builds transparent relationships to deliver products to buyers. Transactional sellers provide many of the standard-of-care products and are usually larger organizations for whom VIA Global Health is one of many sales channels. VIA uses references and the online profiles of the seller to vet these organizations. In all

cases, before a product becomes available on the platform, the seller shares product and factory certifications and detailed product information.

Pricing, fees, payment terms, and financial support

Prices are pre-negotiated with at least five respiratory care equipment manufacturers that are only available to VIA Global Health's verified buyers. Quotes are bulk manufacturer prices and provided upon request or through the site for verified, logged in users. Typically, there are no additional fees for buyers. If an order of less than US\$1,000 is paid using a bank transfer, a small fee is applied. Bank transfers are the preferred method of payment. Credit cards and PayPal can be used for repeat customers with a transaction fee. Buyers can obtain discounts by participating in interviews/surveys with VIA Global Health's Market Insights team and by redeeming VIA Rewards Program points. Customized financial support in the form of payment terms can be provided for repeat buyers upon approval by VIA Global Health's finance team. Outside of these few special cases, payment is required upfront, and an order is only processed once VIA Global Health receives full payment from the buyer.

Shipping support

Import and export support are customizable based on customer needs. Typically, VIA Global Health offers cost and insurance paid ([Incoterms 2010](#)) to the port of entry, excluding local duty taxes and customs clearance fees, and the buyer would arrange for clearance and final delivery. In some cases, VIA Global Health can ship directly to a location in-country depending on the type of shipment, destination, and buyer's budget; in these cases, the buyer is still responsible for fees associated with importing. Orders can be tracked using a link and shipping documents. In the very few cases in which the buyer chooses to arrange their own shipping, VIA Global Health supports communication and coordination between the buyer's shipper and the seller's warehouse.

Market intelligence

VIA Global Health's Market Insights team provides information on the demand for and awareness of medical devices using the activity observed across the online platform as the primary information source. VIA Global Health reports quarterly on the prospective and active buyer profiles and activities specific to the sellers' products and offers comparisons of their products with others in the same functional product category. VIA Global Health uses this data to help inform product development, manufacturing forecasts, and marketing activities.

Product training

Training videos can be found on product pages. VIA Global Health also provides training webinars with demonstrations and after-sales online support with product experts. In limited cases, in-person training can be arranged in collaboration with the seller, which is subject to seller availability and operations and the buyer's budget.

Contact information

For more information, please visit [VIA Global Health's frequently asked questions web page](#). For questions, please contact sales@viaglobalhealth.com.

Connecting the Dots Initiative

The Connecting the Dots Initiative (CDI) is a procurement platform that aggregates the demand and supply of health products required to respond to the COVID-19 pandemic. CDI was launched by the Africa Pharma Platform to ease procurement challenges by providing an interface where procuring organizations can easily identify available suppliers in Africa and beyond that can provide essential products for the COVID-19 response and benefit from economies of scale.

Requirements to use procurement option

Buyers are required to request a quote either via the [CDI website](#) or, for products not yet onboarded to the platform, by making inquiries through [e-mail](#). When requesting a quote, buyers should provide the required product quantity, delivery address, and company name. The CDI team will respond with an invoice detailing product specification, price, lead time, and payment options. If full payment is not made in advance, buyers must have the financial capability to pay for orders, which is verified through bank references or guarantees.

Products offered

Oxygen production and delivery equipment <ul style="list-style-type: none">• Ventilators• Oxygen concentrators• Oxygen cylinders	Monitoring equipment <ul style="list-style-type: none">• Fingertip pulse oximeters• Handheld pulse oximeters• Patient monitors	Average lead time: Orders are initiated once payment has been received or the buyer's bank has provided a bank guarantee for the order. Depending on product availability, order size, and shipping mode, the lead time will vary. It typically takes one week to ship from European Union/United States to most countries in Africa and two to three weeks to ship from China and India to CDI's top routes (Nigeria, Ghana, South Africa, Kenya, Ethiopia, or Uganda) by air freight. Smaller orders are sent on priority air freight, which can be faster.
Oxygen delivery interfaces <ul style="list-style-type: none">• Oxygen masks with reservoir bags	Oxygen delivery accessories and spares <ul style="list-style-type: none">• Flow splitters• Humidifiers, non-heated• Surge protectors• Voltage stabilizers	

There are no minimum order quantity requirements.

Quality assurance

Products: All products must meet at least one of the following: FDA, CE, ISO, or relevant national standards. Suppliers must provide certificates of conformity. Products manufactured in Africa must also meet local regulatory requirements and regional regulatory requirements for those exporting to other countries.

Suppliers: CDI verifies suppliers' certifications to assure product quality and production processes, as well as financial capabilities. CDI also ensures that all suppliers have the necessary documentation for export before product shipment.

Pricing, fees, payment terms, and financial support

CDI combines orders from several buyers within a pooled procurement mechanism and negotiates prices on behalf of buyers. CDI strives to engage manufacturers directly where possible. Product prices are pre-negotiated with ten respiratory care equipment suppliers and offered to all buyers. Quotations are provided either on the [CDI website](#) or through [e-mail](#) for products not yet onboarded to the procurement platform by making inquiries. There is an additional fee for freight, which is calculated based on weight and volume of supplies and included in the quote provided. There is also a handling fee of 8 percent of the supplies' value for COVID-19 respiratory care equipment procurement, which is included in the product price. Full payment must be made in advance to the CDI bank account stated in the quote or bank guarantee provided before proceeding with order processing.

Shipping support

CDI provides shipping and customs clearance, which are accounted for in order quotes. If buyers prefer to use their own clearing agents, CDI's scope of support can be adjusted. CDI collaborates with logistics partners with extensive reach to every major city on the African continent and offers both door-to-door transportation and port-to-port transportation, depending on buyer requirements. Shipping fees vary by location, speed, and types of incentives suppliers are willing to provide.

Market intelligence

CDI forecasts the demand and supply of essential health products and provides insights. CDI's [product catalogue](#) is updated in real time to ensure current information on product availability.

Contact information

Please visit CDI's [webpage](#) for more information. For products and onboarding inquiries, please email kayode@developmentfinancesummit.com. For placing orders, logistics, and financing, please email kunle@developmentfinancesummit.com.

For more information

path.org/programs/market-dynamics/covid-19-and-oxygen-resource-library

oxygen@path.org