

## **Terms of Reference (TOR)**

### **ASCENT TB Diagnostic Procurement and Supply Chain Landscaping**

#### **Background**

The Clinton Health Access Initiative, Inc. (CHAI) is a global health organization committed to saving lives and reducing the burden of disease in low- and middle-income countries. Established in Vietnam in 2006, CHAI supports the Ministry of Health (MoH) in advancing national goals related to TB, HIV, malaria, NCDs, and other health areas.

Tuberculosis (TB) continues to be a major public health concern in Vietnam, with persistent challenges in diagnostic access and supply chain efficiency. To address these gaps, CHAI is conducting a diagnostic procurement and supply chain landscaping exercise under the ASCENT project. This effort aims to identify cost drivers, key bottlenecks, and opportunities for systemic improvement in the TB diagnostics value chain—informing potential future interventions that improve affordability and accessibility of TB testing.

#### **Objective of the Consultancy**

To support CHAI in mapping the TB diagnostics procurement and supply chain landscape in Vietnam, identifying cost levers, procurement practices, and potential interventions to improve value chain efficiency, while also providing operational and administrative support to CHAI's ongoing research collaborations with the National Tuberculosis Program (NTP) Vietnam.

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#### **Scope of Work**

The consultant will collaborate closely with CHAI's country and global teams over a period of approximately 45-50 days (May–July 2025), undertaking the following responsibilities:

##### **1. Stakeholder Mapping & Engagement**

- Identify key stakeholders involved in TB and proxy diagnostic procurement (including public, donor-funded, and private channels).
- Coordinate and conduct initial outreach for interviews and data collection with government procurement bodies, distributors, donors, and health facilities.

##### **2. Data Collection & Analysis**

- Conduct interviews and collect information on procurement channels, funding flows, distributor practices, and landed costs of TB and proxy diagnostics.
- Review invoices and cost data in collaboration with procurement teams to understand margins, import fees, and distribution markups.
- Compile information on relevant procurement regulations and contextual factors impacting decision-making.

### **3. Product & Cost Mapping**

- Support identification of relevant TB and proxy products (including point-of-care and near-POC technologies) for the analysis.
- Analyze landed cost of diagnostics by funding source and procurement channel.
- Document and analyze cost drivers across the value chain from procurement to end-user delivery.

### **4. Synthesis of Findings & Recommendations**

- Work with CHAI teams to consolidate findings, identify bottlenecks and cost-saving opportunities, and contribute to the development of recommendations for Phase 2 of the project.

### **5. Operational Support to Ongoing NTP Research Projects**

- Provide administrative and logistical support for research activities conducted in partnership with the National Tuberculosis Program (NTP).

### **6. Ongoing Support**

- Support preparation of summary documents, slide decks, and presentations as needed.
- Attend virtual meetings and debrief sessions to ensure smooth implementation and knowledge transfer.

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## **Deliverables**

- Stakeholder map and interview schedule
- Interview summaries and raw data compilation

- Summary of procurement channels and pricing data for TB and proxy diagnostics
  - Identified cost drivers and procurement challenges
  - Draft and final landscape report with actionable recommendations
  - Documentation and coordination support for NTP-related research activities
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## **Duration**

The consultancy will take place between **May and July 2025**, with an estimated level of effort of **60 working days**.

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## **Qualifications**

- Master's degree in public health, health economics, business, supply chain, or a related field
  - At least 3–5 years of experience in public health, supply chain analysis, or procurement
  - Demonstrated experience working with stakeholders in the health sector, including government, donors, and private actors
  - Strong qualitative and quantitative data collection and synthesis skills
  - Familiarity with diagnostic supply chains and procurement in Vietnam or similar contexts preferred
  - Experience providing operational or administrative support to public health research is desirable
  - Excellent communication and organizational skills
  - Proficiency in English and Vietnamese is preferred
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## **Application Process**

Interested applicants should submit the following documents by **May 28, 2025**, to [vietnamjobs@clintonhealthaccess.org](mailto:vietnamjobs@clintonhealthaccess.org):

- A cover letter highlighting relevant experience

- A detailed CV
- A proposed consultancy budget and timeline

CHAI is an Equal Opportunity Employer committed to creating an inclusive and equitable workplace.

Only shortlisted candidates will be contacted for the next steps.