SUBJECT: Request for Applications/RFA No. POPC001-Amendment 2
Title: Accelerating e-Commerce for Health Commodity Supply Chains Fund

Responses to questions received from potential applicants

1. As we understand it SHOPS Plus appears to have more of a direct focus on Tanzania and Nigeria. Does the country focus on this grant need to align with Shops Plus’ current country focus?

   Answer: As stated in the RFA, SHOPS Plus welcomes e-commerce solutions firms based anywhere in Sub-Saharan Africa and targeting any market. The proposed solution does not need to be in a SHOPS Plus focus country.

2. The grant states that a primary goal of an ecommerce partnership is to facilitate efficient connections between GMP-certified manufacturers and ISO-9001 certified distributors. Our e-marketplace is focused on linking reputable ISO-9001 distributors with registered private retail pharmacies and clinics, is this also considered in scope?

   Answer: As stated in the RFA, the solution should improve supply chains for family planning commodities anywhere along the value chain.

3. Before applying, our team wanted to run this idea by you to see if it would fall into the scope of the RFA, given our goals for scaling this product across the continent.

   Answer: SHOPS Plus cannot comment on a particular solution at this time. We welcome all solutions that improve the supply chain for family planning commodities and meet requirements of RFA.

4. I am curious to know if an application would be an option to start the collaboration between ABT and [X firm]. We are developing our next generation e-commerce solution matching our customer needs with the international suppliers of affordable quality controlled medicines.

   See response to question #3 above

5. Before moving forward on preparing a proposal under this RFA, I wanted to confirm with you that a proposed solution to provide our level of deep technical assistance to a group of distributors and/or manufacturers in their use of e-commerce and other supply chain strengthening platforms would fit within the intended scope of the RFA, or if the primary intention for the RFA is directly with the platform providers?

   Answer: The primary focus of the RFA is on e-commerce providers. If a potential awardee is bringing together manufacturers and distributors with an e-commerce solution, it would meet the requirements of the RFA.