



REQUEST FOR PROPOSAL (RFP)

Market Access, Distribution, and Supply Chain Services for Biologic Therapies in Africa

9 January 2026

Issued by: Bio Usawa Biotechnology

RFP Reference No.: BUB-AFR-MAB-2026

1. INTRODUCTION

Bio Usawa Biotechnology (“Bio Usawa”) is a biotechnology company committed to expanding access to high-impact, life-saving biologic therapies across Africa. We are seeking experienced Africa-based market access providers, local trade representatives, distributors, and supply chain partners with a proven track record in managing complex, high-value biologic products, including monoclonal antibodies (mAbs).

2. COMPANY OVERVIEW – BIO USAWA BIOTECHNOLOGY

Bio Usawa Biotechnology focuses on the development and commercialization of high-value, high-impact monoclonal antibodies addressing significant unmet medical needs.

Therapeutic Areas of Focus:

- Oncology (Cancer)
- Ophthalmology (Eye Care)
- Infectious Diseases
- Autoimmune Disorders

3. OBJECTIVES OF THE RFP

The objective of this RFP is to identify partners that can provide end-to-end market access solutions, manage complex supply chains for biologics, support regulatory compliance,



including local trade representation, and ensure reliable distribution across African markets.

4. SCOPE OF SERVICES

Market Access & Regulatory Affairs

- Product registration (serve as the Local Trade Representative for Bio Usawa and shall be responsible for filing Marketing Authorization (MA) applications when the need arises.)
- Pricing and reimbursement strategy
- Tender participation
- Pharmacovigilance

Supply Chain & Logistics

- Importation and customs clearance
- Validated cold-chain logistics
- GDP-compliant warehousing and distribution practices in accordance with WHO TRS 1025 Annex 7 requirements.
- Inventory management

Distribution & Commercialization

- Hospital and specialty center distribution
- Sales and medical engagement
- Ethical promotion

5. ELIGIBILITY & MINIMUM QUALIFICATIONS

- Established operations in Africa
- Proven experience with monoclonal antibodies or biologics



- GDP-compliant infrastructure
- Strong regulatory and commercial capabilities

6. PROPOSAL REQUIREMENTS

- Company profile
- Relevant experience and case studies
- Technical capabilities
- Market access strategy
- Commercial and financial proposal
- Compliance and risk management

7. EVALUATION CRITERIA

- Experience with monoclonal antibodies
- Market access expertise
- Supply chain reliability
- Geographic coverage
- Commercial viability

8. CONFIDENTIALITY

All information in this RFP is confidential.

9. SUBMISSION DETAILS

Proposals must be submitted electronically by the specified deadline.

10. RIGHTS RESERVED



Bio Usawa Biotechnology reserves the right to accept or reject proposals and modify this RFP at its discretion.

11. TO APPLY:

Please submit your proposal in pdf format to: info@biousawa.com with the subject heading 'RFP for Market Access'