



## **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](mailto:info@biousawa.com) with the subject heading 'RFP for Market Access'