

REQUEST FOR PROPOSAL (RFP)
Selection of an Implementation Agency for Sputum
Collection and Transportation Services under the Cough
Against TB (CATB) Initiative

Closing Date for Submission

Aug 16, 2026, at 23:59 PM

I. INTRODUCTION

Lords Education & Health Society (LEHS), through its flagship programme Wadhvani AI, develops, evaluates, and deploys Artificial Intelligence (AI)-enabled solutions to strengthen public systems across healthcare, agriculture, education, and governance. Working in close collaboration with Central and State Governments, Wadhvani AI focuses on developing scalable and sustainable digital innovations that improve access to quality healthcare and strengthen public health programmes.

Under the Cough Against TB (CATB) initiative, Wadhvani AI supports early identification of presumptive tuberculosis (TB) cases at peripheral health facilities. During implementation, one of the key operational challenges identified has been the absence of a structured mechanism for transporting sputum samples from Sub-Centres (Ayushman Aarogya Mandir - AAM) to designated TB diagnostic laboratories, resulting in delays in confirmatory testing. To address this implementation gap, LEHS intends to engage an experienced implementation agency to establish and operationalize a dedicated sputum collection and transportation mechanism.

II. Objective of the assignment

The objective of this assignment is to engage a qualified implementation agency to establish and manage a reliable sputum sample collection and transportation mechanism that facilitates timely movement of sputum samples from designated Sub-Centres (AAM) to identified TB Diagnostic Centres (DMCs/PHIs), while ensuring sample integrity, adherence to biosafety practices, and timely reporting.

Duration of Assignment: The selected agency will be engaged for an estimated period of approximately seven (7) months from the effective date of contract execution or issuance of the Work Order, whichever is later. LEHS reserves the right to revise the duration based on operational requirements.

III. SCOPE OF WORK

- The selected agency shall be engaged for an estimated period of approximately seven (7) months across the two (2) intervention blocks, commencing from the effective date of contract

execution or the issuance of the Work Order, whichever is later.

- The bidder shall submit its financial quotation on a per-block basis (refer Annexure-1), considering the sample categories specified in the RFP.
- LEHS reserves the right to extend, reduce, or otherwise modify the contract duration, scope, or implementation schedule based on project requirements, operational needs, funding availability, or any other administrative considerations. Such modifications shall be communicated to the selected agency in writing and shall form an integral part of the contract.
- The selected agency shall be responsible for planning, deploying, and managing sputum collection and transportation services across the identified intervention areas (one intervention block each from Jhalawar-Rajasthan and Kukrukshetra-Haryana).
- The scope of work shall include, but not be limited to, the following:

1. The selected agency shall recruit, deploy and manage dedicated field personnel responsible for sputum transportation services.

- Deploy dedicated riders for sputum transportation as per the approved implementation plan.
- Ensure uninterrupted availability of riders throughout the assignment.
- Arrange suitable replacements in case of absenteeism or staff turnover.

2. Sputum Collection

The agency shall:

- Collect sputum samples from designated Sub-Centres according to an agreed collection schedule.
- Coordinate with designated healthcare providers for sample handover.
- Ensure proper documentation during sample collection.

3. Sample Transportation

The selected agency shall ensure:

- Safe and timely transportation of sputum samples.
- Delivery of samples to designated TB Diagnostic Centres (DMCs/PHIs).
- Maintenance of sample integrity throughout transportation.
- Compliance with applicable biosafety and infection prevention practices.

4. Logistics and Consumables

The agency shall arrange all operational requirements necessary for service delivery, including:

- Transportation arrangements including but not limited to vehicle, POL etc.
- Appropriate sample carriers/insulated boxes, where required.
- Packaging materials.
- Personal Protective Equipment (PPE).
- Documentation registers and tracking formats.
- Any other consumables required for safe transportation.

5. Coordination

The agency shall work in close coordination with:

- Designated health facility staff.
- Wadhvani AI implementation team.
- District health authorities, as required.

6. The selected agency shall maintain complete operational records and submit periodic reports to LEHS/Wadhvani AI.

The selected agency shall maintain and submit:

- Daily sample transportation records.
- Sputum collection and transportation.
- Pickup and delivery logs.
- Laboratory acknowledgement records.
- Monthly progress reports.
- Incident and deviation reports, where applicable.
- Final completion report at the end of the assignment.
- Handover of all the record

The proposed operational model includes scheduled visits by dedicated riders to designated Sub-Centres or Primary Health Centre for regular sample pickup and transportation to the nearest TB Diagnostic Centre, ensuring a structured and accountable last-mile transport mechanism.

IV. Operational Performance requirements

SN	Parameter	Requirements
1	Rider Availability	As per approved deployment plan
2	Sample collection	As per agreed schedule (6 days in week in selected block)
3	Sample transportation	Timely delivery to designated TB Diagnostic Centres
4	Documentation	Complete pickup and delivery records
5	Reporting	Monthly progress reports
6	Escalation	Timely reporting of operational issues

Measurable KPIs:

- ≥95% scheduled pickups completed
- ≥95% same-day delivery
- Sample rejection rate <2%
- Rider availability >95%

- Incident reporting within 24 hours
- Zero biosafety violations
- Monthly reports submitted by 5th of following month

V. Eligibility Criteria

Interested agencies should meet the following minimum requirements:

- Registered legal entity in India.
- Valid PAN and GST registration.
- Minimum three years of experience in healthcare implementation, logistics, public health programmes, or similar assignments.
- Demonstrated experience of working with Government departments, development partners, NGOs, or public health programmes will be preferred.
- Adequate financial and operational capacity to undertake the assignment.
- Demonstrated ability to recruit and manage field personnel.
- Experience in logistics or specimen/sample transportation will be considered an added advantage.

Financial proposals will only be evaluated for participants who qualify in the technical evaluation (minimum scoring of 70 out of 100). The financial assessment will consider several key criteria: the total cost, a detailed cost breakdown, cost reasonableness, cost-effectiveness, and the proposed payment terms. Furthermore, the financial stability of the participating organization will be a factor.

VI. Evaluation Criteria for Technical Proposal

Technical proposals shall be evaluated using the following criteria:

SN	Evaluation Criteria	Marks
1	Relevant organisational experience	25
2	Experience in healthcare logistics/public health implementation	25
3	Understanding of the assignment and proposed methodology	20
4	Team composition and operational capacity	15

5	Past performance and client references	15
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VII. Proposal Submission Guidelines

Interested agencies are requested to submit the following:

A. Technical Proposal-The technical proposal should include:

- Organisation profile and submission of proof in terms MOU/work order, completion certificate in line with RFP.
- Relevant experience (at least 3 similar projects in past 3 years) .
- Proposed implementation methodology (should include detailed workplan, QA mechanism and approach).
- Team structure. (proposed human resources, including CV highlighting experience with signed confirmation),
- Work plan.
- Risk mitigation approach.

B. Financial Proposal- The financial proposal should include:

- Detailed cost breakup.
- Applicable taxes.
- Any assumptions made while preparing the financial proposal.

Subject Line: Proposal for Sputum Collection and Transportation Services – CATB – (Agency Name)

- All responses to this RFP must be received no later than **16 August, 2026**. The proposal should be submitted only through e-mail in PDF format addressed to the Procurement Team in the below-given e-mail id: rfp.lehs@wadhwaniai.org
- **For clarifications and queries, please direct all queries to rfp.lehs@wadhwaniai.org by/before August 12, 2026.** Any proposals received by Wadhvani-AI after the deadline for submission of proposals prescribed in the timeline of this document are liable to be rejected.
- This submission approach is aligned with the standard LEHS procurement process.
- Any proposals exceeding the upper cap of **INR 12,68,000** will be liable to be rejected.

VIII. Mandatory Enclosure

Please submit the following as enclosures or attachments with your quotation. Bidders must provide all the information requested above in section VIII. Quotations that do not provide the required information and certificates, or do not follow the submission requirements, may not be reviewed.

Please submit the following as enclosures or attachments with your quotation:

- Company Profile, testimonials, work completion reports, purchase orders, and reference (NGOs).

- Company Registration Certificate
- GST registration certificate.
- PAN & TAN registration.
- Audited Financials for the last three years.
- Income Tax Return for the last three years.
- Cancelled cheque.
- Copy of registration documents/certificate and the most recent renewal as a legal entity.
- Preferably a Private Ltd company and has sound business records.
- Authorized signatory letter.
- Conflict of interest declaration.
- Contact person details.
- Memorandum of Association (MOA).
- List of Governing Body Members/Board Members of the organization.
- PF, ESI, and Professional Tax Registration Certificates (if applicable).
- Finance Policy, HR Policy, Anti-Sexual Harassment Policy, Procurement Policy, and any other relevant internal policies.
- List of Pending Litigation/Cases against the Entity (if any).
- Latest TDS Return filed (Form 26Q and 24Q).
- GSTR filings for the last 3 returns (if applicable).

Note: Only shortlisted vendors will be contacted for presentations or negotiations. If you do not hear from us within two weeks of submission, consider your proposal not selected. LEHS reserves the right to reject any or all proposals and to negotiate terms and conditions with the selected vendor.

IX. Annexure

Annexure 1: Financial Proposals Required on the basis of Sample Quantity.-

Sr. No.	Particulars	Qty	Estimated Unit Cost* per Sputum (in Rs.)	Total estimated Budget
1	Sputum sample collected and transported in the given month	0-2000		
2		2000-4000		
3		4000-6000		
4		6000-8000		

****Unit cost should be inclusive of necessary human resources, logistics & consumables, travel and other relevant requirements***