

Scope of Work for Consultant (Individual/Firm) for two assessments (i) Development of the Investment case of Assistive Technology and (ii) Cost Analysis of Assistive Technology (AT) under the project titled “Assessment, Advocacy and Collaborative Planning for Improved Access to Assistive Technology”.

Consultancy Title: Consultant: Individual/Firm for two assessments (i) Development of the Investment case of Assistive Technology and (ii) Cost Analysis of Assistive Technology (AT)

Timeframe: 30 person-working days between June 01, 2024, to August 31, 2024

Location : Bangladesh

Supervisor: Project Coordinator, Helen Keller Intl.

Introduction:

Helen Keller’s representation in Bangladesh began in 1978, supporting the government’s blindness prevention program and conducting the first National Nutritional Blindness survey. Helen Keller Intl, in collaboration with the Ministry of Social Welfare and the Sheikh Fazilatunnesa Eye Hospital and Training Institute is currently implementing a project titled “Assessment, Advocacy and Collaborative Planning for Improved Access to Assistive Technology” in Bangladesh.

Goal:

The project aims to create an enabling environment for Assistive Technology (AT) support and long-term AT investments by generating baseline data, galvanizing political will, and building the foundation for AT integration into the national program.

Project overview

The absence of sustained, large-scale public and/or private investment in the local production of AT, and in the development of effective distribution channels—properly staffed with qualified personnel offering accessible, affordable services to the majority of those in need—results in significantly unaddressed vision, hearing, and mobility challenges among those living with a disability in Bangladesh. LMICs like Bangladesh, often lack adequate data regarding the prevalence of various forms of disability and the capacity of the health and social welfare system to address these needs. A clear understanding of these challenges or gaps, along with a detailed examination of the existing policy, regulatory and health financing framework supporting AT services is essential to initiating change and improving access. The absence of an enabling environment for the expansion of AT services—including a lack of public awareness, organized advocacy, or demand for services, and limited political will—results in significant difficulties in making sustainable and strategic national-level AT investments.

The activities outlined below will result in a comprehensive understanding of current obstacles limiting access to AT, and will establish a consensus among key stakeholders, regarding the long-term strategy and investments required to address identified needs. We anticipate that the development of a more informed, organized and committed constituency for AT services, will create a more enabling environment for generating long-term investments, building political will and government commitment to increasing access to AT in Bangladesh.

The "Case for Investing in Assistive Technology, 2021" by AT Scale report found that sustained provision of AT in low- and middle-income economies has a significant effect on lifetime earning potential, leading to a 9:1 return on investment in the form of USD 10 trillion in economic benefits over the next 55 years. This report underscores the substantial global returns on investments in AT. This initiative aims to reinforce these benefits in the local context, particularly in Bangladesh, through the development of a comprehensive local investment case and supporting AT investment with a costing analysis.

Objectives of the service/work

Bangladesh does not currently have strategies or policies which address assistive technologies comprehensively. This is reflected in the relatively less developed domains for AT users across all six functional domains: mobility, hearing, vision, cognition, communication, and self-care. It additionally results in missed opportunities to implement interventions that can comprehensively improve assistive technology across hearing aids, prostheses, vision-eyeglasses, and wheelchairs and mobility services that can have enormous positive effects in promoting more equitable outcomes for hundreds of millions of people living in low-and middle-income countries (LMICs) like Bangladesh.

With support from ATscale, the government seeks to develop a clear understanding of AT needs and delivery capacity and implement cross-cutting planning activities that will build strong foundations needed to set up delivery systems across AT areas. This includes:

The purpose of this consultancy is to develop comprehensive local investment case and costing analysis for most utilized AT in Bangladesh. The goal is to understand the financial needs and funding flows for AT products and services, providing a clear framework for supporting AT investment. The consultant team/Individual consultant will deliver a strategic document covering a scenario for AT investment, estimated AT production costs, investment returns, and anticipated social, economic, health, and organizational benefits.

Furthermore, this consultancy to address the lack of concrete data on AT and its associated costs and benefits, a qualified consultant will collect evidence on need, costing information, and global evidence on investments returns and impact, to build an investment case and increase domestic funding for AT in Bangladesh. The goal will be to tailor available global and country evidence and new analyses into a single investment case, used to advocate for increased domestic funding in the context of AT in Bangladesh. The local investment case will be developed to reinforce the need for a well-defined national policy to direct immediate multisectoral investments in AT, and explore effective

adoption of policies that limit customs, duties, local taxes, and other economic disincentives to importing or locally producing AT.

Terms and responsibilities as a consultant for an investment case assessment on assistive technology can be as follows:

(i) **Assignemnet-1: Development of the Investment case of Assistive Technology**

Scope of the service/ Work

The consultant will be responsible for the following tasks:

- Undertake a literature and desk review of available documentation on national data, Reflection successful AT investment at global and regional context.
- Reports from Ministry of Health and Welfare (MoHFW), Ministry of Social Welfare (MoSW), and other ministries and department so on as per requirement regarding AT and assistive product, planning, policies, and strategies related to health financing and services delivery of AT, National Health Accounts etc.)
- Brief analysis of the current market landscape for at least the top four most utilized AT and opportunities for AT investment.
- An in-depth analysis of the cost required to production, distribution, and marketing (product, price, promotion place) of AT in the context of Bangladesh.
- Clarify the financial and economic benefits of investing in AT in mid and long term; estimate the return on investment for the specific case of Bangladesh.
- Collaborate with relevant stakeholders to gather data and insights on the cost and financial systems within the Government of Bangladesh and private sector related to the ATs.
- Draft a comprehensive local investment case.
- Lead the process of validation of the draft comprehensive local investment case of AT with its different scenarios of finance/cost in workshops or meetings to get stakeholders 'inputs.
- Prepare a final investment case report for AT. The investment case report should provide a strong and clear rationale on why investment is required and outlining the source of investment in AT in the context of Bangladesh and how investors will get returns/profit.
- Provide recommendation of any prescribed model to invest in AT such as public private partnership etc.

Key aspects of the investment case

- Investment Opportunity Analysis
 - Market and Growth Analysis
 - Analysis of suppliers and intermediaries, key players such as users, suppliers, and providers
- Financial Analysis
 - Financial position along with cash flow, total/overall benefit for national economy of Bangladesh
 - Investment case
 - Risk and mitigation.
 - Investment structure
- Strategic fit
 - Alignment of business strategy
 - Synergies
- Due Diligence (legal and technical)
- Analysis for expansion of opportunities/ upside potential of the investment
- Investment structure including legal ownership and requirements for establishing an AT related company along with legal challenges such as tax regulations, policies etc.
- Identify and recommend possible business models and approaches that create win-win situations for private sector, government, and AT users.
- Highlight economic and financial benefits of AT, as well as the return on investment, provide new perspective to concerned government entities as well as global donors regarding the need of AT investment in Bangladesh.

Assignment-2: Cost Analysis of Assistive Technology

- Supporting AT investment with a costing analysis and specifications of at least 50 enlisted WHO assistive product list and related technology including the local market price and import price to retail price including the VAT, tax, market structure, transport etc. for AT product and services –We intend to develop an AT costing scenario to support increased government financing, private funding, and stakeholder interventions for AT.
- Consultant will analyze current AT financing and propose investment scenarios aligned with the findings. Global as well as national examples of success or best practices will be explored to devise appropriate funding mechanisms for national as well as sub-national contexts.
- Undertake a literature and desk review of available documentation on national data (reports from Ministry of Health and welfare, Ministry of Social Welfare (MoSW), and other ministries and department so on as per requirement regarding AT and assistive product, planning, policies, and strategies related to health financing and services delivery of AT, National Health Accounts etc.)
- Brief analysis of the current market landscape for utilized AT and its cost analysis and specifications.

- An in-depth analysis of the cost required to production, distribution, and marketing (product, price, promotion place) of AT in the context of Bangladesh.
- Lead the process of validation of the draft comprehensive local cost analysis of AT with its different scenarios of finance/cost in workshops or meetings to get stakeholders 'inputs.
- Prepare a final cost analysis report for AT. The cost analysis report should provide a strong and clear rationale on why cost analysis is required and outlining the source of increased government financing, private funding, and stakeholder interventions for AT in the context of Bangladesh and how investors will get returns/profit.
- Provide recommendation of any prescribed model such as public private partnership etc.

Main responsibilities of the position

Deliverables for Assignment-1

The assignment is divided into 3 deliverables:

Deliverable 1: An inception report outlining the findings from the literature/desk review, detailed methodology for developing the investment case and Gantt chart with timeline to complete this assignment. Additionally, it encompasses the main discussion points raised and agreed upon during the consultation meeting, all of which have been reviewed and approved by the project team.

Deliverable 2: First draft and presentation of local investment case of at least top four most utilized AT and costing analysis of AT in different scenarios informed by recent evidence, identified gaps, and key priority areas.

Deliverable 3: Final report, a policy brief, power point presentation and one pager infographic summarizing the findings on the analysis of local investment analysis of AT of the economic analysis of at least top four most utilized AT and costing analysis of AT (including the detailed costing analysis of AT; estimate of the health and economic benefits of the modelled AT investment in local context; estimate of the costs of the interventions; quantification of the return-on-investment in those interventions).

Deliverables for Assignment-2

The assignment is divided into 3 deliverables:

Deliverable 1: An inception report outlining the findings from the literature/desk review, detailed methodology for developing the investment case and Gantt chart with timeline to complete this assignment. Additionally, it encompasses the main discussion points raised and agreed upon during the consultation meeting, all of which have been reviewed and approved by the project team.

Deliverable 2: First draft and presentation of findings and presentation of the economic analysis and specifications of at least 50 enlisted WHO assistive product list and related

technology (including the detailed costing analysis of AT; in different scenarios informed by recent evidence, identified gaps, and key priority areas.

Deliverable 3: Final report, a policy brief, power point presentation and one pager infographic summarizing the findings of the AT product cost analysis and services which will help to develop an AT costing scenario to support increased government financing, private funding, and stakeholder interventions for AT.

Required education.

- Minimum A Master's degree is mandatory. MSS, M. Phil. In Health Economics or Ph. D. in Health Economics, Investment Analysis, Finance, or relevant field is a preferred.
- Advanced graduate degree (master’s level or above) with formal training in related discipline, including health financing, health economics, business modeling.

Required experience.

- Minimum of ten years of relevant work experience in quantitative analysis in the health financing/economics area.
- Proven experience in conducting investment cases and cost analyses, particularly in the health sector, preferably the AT sector.
- In-depth knowledge of business modeling and developing investment cases.
- Familiarity with costing of commonly used assistive products in Bangladesh, such as wheelchairs, hearing aids, prosthesis, eyeglasses for low vision etc.
- Strong analytical skills and proficiency in relevant software and analysis tools
- Excellent verbal and written communication abilities.
- The capacity to work both independently and cooperatively in a group setting.

Deliverables and Timeline for Assignment-1:

The consultancy is anticipated to be completed within a timeframe of 90 days, with a total of 30 working days allocated for the project.

Deliverables/ Outputs	Estimated duration to complete
Deliverable 1: Prepare an inception report which includes the research methodology and timeframe for the local investment case for AT.	Deliverable 1 by June 13, 2024 (5 days)
Deliverable 2: First draft local investment case of at least top four most utilized AT in different scenarios informed by recent evidence and key priority areas.	Deliverable 2 by 10 August 2024 (20 days)
Deliverable 3: Final report, a policy brief, and power point presentation and one pager infographic summarizing the findings on the analysis of local investment analysis of AT.	Deliverable 3 by 31 August 2024 (5 days)

Deliverables and Timeline for Assignment-2:

The consultancy is anticipated to be completed within a timeframe of 90 days, with a total of 30 working days allocated for the project.

Deliverables/ Outputs	Estimated duration to complete
Deliverable 1: An inception report outlining the findings from the literature/desk review, detailed methodology for developing the investment case and Gantt chart with timeline to complete this assignment	Deliverable 1 by June 13, 2024 (5 days)
Deliverable 2: First draft and presentation of findings and presentation of the economic analysis of at least 50 enlisted WHO assistive product list and related technology (including the detailed costing analysis of AT; in different scenarios informed by recent evidence, identified gaps, and key priority areas.	Deliverable 2 by 10 August 2024 (20 days)
Deliverable 3: Final report, a policy brief, and power point presentation and one pager infographic summarizing the findings of the AT product cost analysis and services which will help to develop an AT costing scenario to support increased government financing, private funding, and stakeholder interventions for AT.	Deliverable 3 by 31 August 2024 (5 days)

Expertise:

Consultant should have a thorough understanding of assistive technology, including an awareness of the various tools, programs, and solutions that are used in this regard. This knowledge will be essential in offering insightful opinions and suggestions throughout the process.

Research Design:

The consultant might be engaged in choosing methodology, and methods for gathering data for the research project to address the lack of concrete data on AT and its associated costs and benefits, a qualified consultant will collect evidence on need, costing information, and global evidence on investments returns and impact, to build an investment case and increase domestic funding for AT in Bangladesh. The goal will be to tailor available global and country evidence and new analyses into a single investment case, used to advocate for increased domestic funding in the context of AT in Bangladesh.

Suggestions will be crucial in ensuring that the research is thorough and specifically answers the research questions. Choosing the target population, establishing the sample size, and choosing the sampling strategy. Taking into account elements like demographics, locality, and certain categories of assistive technology.

Data Gathering and Analysis: The consultant leads charge of gathering, compiling, and studying data pertaining to assistive technology. This might entail conducting tests, FGD, surveys, or interviews, then analyzing the results using statistical or qualitative methods.

For both qualitative and quantitative data, analyze the collected data using the relevant statistical methods. This will make it easier to spot trends, patterns, and recurring ideas in relation to access to assistive technology.

Recommendations and Solutions: Provide an overview of the research results and make recommendations based on the analysis. Determine the main obstacles to access and offer suggestions for enhancing access to assistive technology. Make sure the suggestions are doable and feasible.

Teamwork: Consultant will work with team members, Country Office staff, end users, service providers, stakeholders, and researchers to ensure that the project objectives are achieved and that the results are thorough and useful. Effective communication and teamwork are essential.

Reporting and Documentation:

The consultant is in charge of reporting and documenting the methodology, conclusions, and suggestions from the research. This includes the writing of reports and developing and making presentations.

Ethical Considerations: You should abide by ethical standards and protect the privacy and confidentiality of the study project's participants. In addition to making sure the experiment is carried out in an ethical and responsible manner, it is crucial to gain informed permission.

Timelines and Deliverables: You should properly manage your time and adhere to the deadlines set for the different project milestones and deliverables. Project management and solid organizational abilities are needed for this.

Depending on the needs of this project and the expectations of the organization you are working with, these conditions and obligations may change. To achieve a productive team effort, it is crucial to spell out these conditions and roles at the outset of the project.

Selection Process:

A selection committee will review an illustrative maximum of 15-page draft work plan which includes the research methodology and timeframe for the localized costing study and the local investment case for AT. The most qualified candidates (individual or firm) will be interviewed based on the quality of the workplan.

Reporting:

The Consultant will report to the Head of Nutrition and Health and Project Coordinator of Helen Keller Intl Bangladesh

Intellectual Property Rights

All documents and materials collected and developed by the contractor for the purposes

of this assignment will be considered confidential and the property of Helen Keller Intl. The service provider will not have the right to share any of the findings/documents with any other party without the prior written consent of Helen Keller Intl.

Compliance with Helen Keller's Marking and Branding Requirements

All material must be compliant with Helen Keller's and donor's Branding Strategy and Marking Plan. These will be provided to the contractor and stipulated in the Request for Proposals.