



High Commission of India
Dar es Salaam

NOTICE INVITING TENDER/
REQUEST FOR PROPOSAL

Closed bids are invited from competent and experienced market research agencies:

**Market Study on Health Sector in Tanzania
and Opportunities therein for
Pharmaceutical and Medical Equipment
Manufacturers / Exporters**

Detailed Terms of Reference are available on High Commission's website www.hcindiatz.gov.in

For further queries, kindly contact the Commerce Wing of the High Commission at Email: comm.desalaam@mea.gov.in or
Tel: +255-699 877 371(9:00 AM to 5:30 PM)

Last Date for Submission of Bids:
29th December, 2025 | 2.00 PM EAT

High Commission of India

Dar es Salaam

Market Study on Health Sector of Tanzania and Opportunities therein for Indian Pharmaceutical and Medical Equipment Manufacturers and Exporters

TERMS OF REFERENCE

1. **Introduction:** The High Commission of India, Dar es Salaam, hereinafter referred to as the 'Client' is seeking proposals from qualified firms, agencies and consultants, hereinafter referred to as the 'Bidder,' with experience in Market Research for conducting a study on **Health Sector of Tanzania and Opportunities therein for Indian Pharmaceutical and Medical Equipment Manufacturers and Exporters.**
2. **Scope:** This survey aimed at providing brief but fully informative details and insights to Indian Companies on opportunities available and prospects for Trade and Investment in Health Sector in Tanzania.
 - a. **Trade (India's Exports):**

The purpose is to look for opportunities to increase exports by expanding market for Indian supplies of medicine & medical devices, medical equipment and allied products in Tanzanian market.

 - **Tanzania's Health Sector in brief**
 - To assess Tanzania's current status of health sector, identify potential bottlenecks, and understand the areas which India has absolute and comparative advantages.
 - **To identify market demand for the Indian pharma products**
 - Types of medicines
 - Types of medical equipment
 - Types of medical devices

- **Trade Policies and Regulations:**

- Tanzania's import regulations
- Local IP laws i.r.o. entry of generic medicines, licensing, and distribution regulations specific to generics.
- Licensing requirements for pharma-related businesses
- Tariff structures
- Non-tariff barriers
- Standards & Certification to ensure compliance for imported goods
- Local regulations governing the import of pharmaceutical products, especially for generics.

- **Contact details and brief profiles of key players in Health sector trade in Tanzania**

- Government institutions/Authorities
- Chambers and Associations
- Buyers/Importers/Dealers (at least 15)

b. Investment

The main objective is to identify opportunities available for Indian companies to invest in Health/pharma sector in Tanzania, understanding necessary legal policies and procedures, etc. The study should also provide contacts and brief profiles of key stakeholders including authorities and supporting institutions in the process of investment in Tanzania.

- **Potential Areas for investment in health/pharma sector**

- Establishment of drugs Manufacturing plants
- Types of drugs
- Areas/Regions
- Availability & quality of factors of production (Land, labor, infrastructure, power, etc.)
- Forms of ownerships (Full ownership, Joint Venture, Collaboration with government institutions – PPP model, etc.)

- **Establishment of hospitals and other health units**
 - Potential Areas/Regions
 - Availability & quality of factors of production (Land, labor, infrastructure, power, etc.)
 - Forms of ownerships: Full ownership, Joint Venture, Collaboration with government institutions – PPP model, etc.
- **Establishment of modern testing facilities**
- **Establishment of training centers for medical personnel in specialized medical care**
- **Establishment of hospital equipment and furniture manufacturing**
- **Necessary Policies and Procedures for Investing in pharma/health sector in Tanzania**
 - Steps for company registration
 - Licensing requirements for pharma-related investment
 - Land lease/acquisition procedures and compliance with Tanzania's land laws
 - Environmental Impact Assessment (EIA) requirements
- **Contacts and Brief profiles of Key Authorities and Supporting Institutions**

The major stakeholders to approach with questionnaire can be the Ministry of Health, Tanzania Medicines and Medical Devices Authority (TMDA), Medical Stores Department (MSD), Ministry of Industry and Trade, TICEZA, TCCIA (HQ & regional), TPSF, etc.

3. **Eligibility & Evaluation:** Market Research Agencies who can establish credentials as a consultant in the concerned field, with documentary proof of having done similar work in the past, is eligible to be a 'Bidder' and participate in the bidding process.

The Researcher should be available for Consultations with Commercial Wing of the High Commission before, during and after the research for necessary additions or omissions to attain the final draft.

The internal evaluation and decision of the 'Client' in this regard shall be binding, and no explanation is to be offered or expected.

4. **Deliverables**: Upon completion of the market study, the following deliverables will be expected by the Client:
 - a. **Brief but fully informative report**, in English Language summarizing the research findings, including detailed analysis and recommendations.
 - b. **Statistical data**, figures and charts if any, and comparative analysis – Especially on advantage of cost for Indian pharma-products, etc.
 - c. **Recommendations** with regard to sector specific opportunities and stakeholders with potential for collaboration between India and Tanzania (Private and PPP).
 - d. **Ten printed hard copies**, at least ten copies of printed report.
5. **Timeline**: The market study is expected to be completed by **2 February 2025**, with the following key milestones:
 - a. Research planning and methodology development.
 - b. Data collection and analysis.
 - c. Comparative analysis and report writing.
 - d. Presentation of the final report.
6. **Confidentiality**: All data and information collected during the market study will be treated with strict confidentiality. Any personal data collected will be anonymized and used for research purposes only.
7. **Custodian of Report**: The end product that is the Market Research shall be the sole propriety of the Client (The High Commission of India in Dar es Salaam) and the Client will have the full freedom to use its contents as deemed appropriate. The report shall prominently carry the emblems and logos as provided and desired by the Client and shall not in any direct or indirect way carry endorsements, emblems, logos, credits or mention of affiliations with the Bidder and/or any agency or individual involved in generating/ printing the report.

8. **Submission of Bids:** Closed Financial Bids (in Tanzanian Shilling only) for the Market Study on 'Health Sector of Tanzania and Opportunities therein for Indian Pharmaceutical and Medical Equipment Manufacturers and Exporters, covering all credentials as per para 3, should be submitted in a large, sealed envelope, marked as **Tender for Market Study on Health Sector of Tanzania and Opportunities therein for Indian Pharmaceutical and Medical Equipment Manufacturers and Exporters.** Addressed to '**Commercial Representative**' High Commission of India, 213/51 Shaaban Robert Street, Dar es Salaam, not later than **29th December, 2025 at 2.00 PM EAT**. Any tender received after this date and time will not be considered.
9. **Opening of Bids:** Bids will be opened at Conference Room, High Commission of India, Dar es Salaam. Applicants may send their representative to be present during opening of bids after obtaining prior permission from the High Commission of India, Dar es Salaam.
10. **Payment Terms:** The payment for the services provided will be 100% upon completion of the assigned task and as such **no advance payment shall be made**. The payment will only be made in the form of a cheque to firm/agency name as provided by the Bidder.
