

# Oncology Capacity Building in Sub-Saharan Africa

## Request for Proposals (RFP)

Mayo Clinic Global Bridges Oncology and  
Pfizer Global Medical Grants

*Applications invited in English, French, and Portuguese*

Release date: June 15, 2022

### 1. BACKGROUND

Pfizer Global Medical Grants (GMG) and Global Bridges Oncology (GBO) are collaborating to offer a new grant opportunity focused on improving outcomes for people with cancer in sub-Saharan Africa. Organizations and institutions in the region that provide care for cancer patients are invited to submit proposals for Quality Improvement (QI) projects to improve cancer diagnostics and treatment outcomes. Quality improvement projects are systematic, data-guided initiatives structured to generate measurable improvement in health care services and the health status of individuals and targeted patient groups. For more information on how to develop a quality improvement project, the U. S. Department of Health and Human Services Health Resources and Services Administration (HRSA) has a helpful guide available online at this [link](#).

Pfizer GMG supports the global healthcare community's independent initiatives (e.g., research, quality improvement, or education) to improve patient outcomes in areas of unmet medical need that are aligned with Pfizer's medical and/or scientific strategies. This RFP aligns with Pfizer's newly announced initiative [An Accord for a Healthier World](#) which seeks to close the health equity gap for 1.2 billion people living in 45 lower-income countries around the world by addressing systemic barriers that delay, limit or prevent access to innovative medicines and vaccines.

Global Bridges Healthcare Alliance, based at Mayo Clinic, is dedicated to supporting global communities of practice to advance evidence-based patient care. Since 2014, Global Bridges has worked collaboratively with Pfizer GMG to support medical education and quality improvement programs in multiple clinical areas, including oncology, tobacco dependence treatment, amyloidosis, and anti-microbial stewardship.

AORTIC (African Organization for Research and Training in Cancer) is an Africa based not-for-profit organization that has been dedicated to the promotion of cancer control and palliation in Africa for over 25 years. AORTIC leadership helped to convene and guide an expert advisory panel representing in-depth oncology expertise in the sub-Saharan Africa region, to develop and confirm the needs assessment as the basis for this RFP.

This Request for Proposals (RFP) is being issued by GBO and GMG. GBO is the lead organization for review and evaluation of applications. An independent expert review committee with experience in the region will make decisions on which proposals will receive funding. Grant funding will be provided by Pfizer. Collectively, \$1 million is available for award.

## 2. PURPOSE OF RFP

The purpose of this RFP is two-fold:

1. To fund, and provide technical support for, **quality improvement** projects to build cancer diagnostic and therapeutic capability among healthcare professionals in Sub-Saharan Africa.
2. To foster and catalyze productive interactions, collaboration, and sharing of learning among and between regional and global networks of cancer health care providers.

Funded projects will be eligible to receive technical support, provided by Mayo Clinic and other organizations, throughout the duration of the program.

## 3. NEEDS ASSESSMENT/IDENTIFIED GAPS

Cancer is projected to become the singular cause of worldwide premature death with three-quarters of the overall burden being in low- and middle-income countries (LMIC) [1-8]. For Africa, current estimates predict 1.05 million new cancer cases and 700,000 cancer deaths yearly [9, 10]. As more than three quarters of cancer cases in Africa are advanced or metastatic, the most common cancers of the breast, cervix, and prostate are more than twice as deadly as in North America due to gross disparities in health care resources[4, 5, 8, 10, 11]. The causes of the poor cancer outcomes are complex and vast, intertwined in all facets of cancer care. A literature search and subsequent consensus opinion of an Advisory Committee comprised of global/regional cancer control experts identified the following specific factors exacerbating poor cancer outcomes:

1. *Accurate cancer diagnostics and cancer staging modalities are inadequate and often inaccurate, impacting correct treatment options*
2. *Cancer treatment options are scarce and geographically constrained, with limitations in access for all cancer care services and high rates of treatment abandonment*
3. *Medical training programs are limited by the number of experienced mentors and lecturers at all levels and disciplines of medical training and workforce*
4. *After completion of cancer therapy, cancer survivorship programs are limited or non-existent*
5. *Data collection, management and critical review are inadequate, resulting in poorly informed public health policy*

The intent of this RFP is to invite proposals for quality improvement programs designed to accelerate initiatives to improve cancer care capacity based on the identified gaps above, with a particular focus on (1) accurate, timely diagnosis and (2) appropriate cancer treatment.

Additionally, accurate cancer diagnosis and treatment depend on skills from a broad range of health care workers, including but not limited to physicians and surgeons, nurses, pharmacists, medical physicists, and data managers. As each group plays an important role in the overall and holistic cancer patient experience, programs seeking funding are encouraged to consider a broad range of practitioners.

#### 4. LETTERS OF INTENT/PURPOSE

This RFP model employs a 2-stage process:

- Stage 1 is the submission of the Letter of Intent (LOI).
- Stage 2 is the full proposal for invited applicants.

The LOI is a brief summary that describes the project at a high level. The Review Committee will select LOIs which are best aligned with the intent of this RFP. All applicants will be notified with either an acceptance or declination. Successful applicants will be invited to submit a Full Proposal for funding consideration. [A template for preparing your LOI is included as an attachment to this document.](#)

#### 5. CHARACTERISTICS OF A SUCCESSFUL PROPOSAL

1. Generally, the output of the proposed program should have a measurable impact on cancer care in the region, and not to be redundant of other known initiatives
2. Proposed programs should utilize technology and/or other resources that are **currently available** or likely to be available at the center in the next several years
3. Additionally, a successful proposal should include a definition of success and a detailed plan to measure the success of the project
4. The application should also include a sustainability plan, or other discussion on how the program could be implemented and expanded within the institution or region
5. Proposals with broad applicability and foster multi-disciplinary teamwork and inter-region collaboration are encouraged

#### 6. OUT OF SCOPE

1. Clinical research programs
2. Programs designed to test the efficacy of therapeutic agents
3. Programs to develop research skills
4. Advocacy programs

## 7. RFP KEY INFORMATION

<b>Total Award</b>	<p>Grant funding of USD \$1 Million is available. We expect to award between 15-20 projects with a typical average grant amount in the range of \$30K to \$80K. Duration of individual projects may be up to 24 months.</p> <p>The amount of the grant Pfizer will be prepared to fund for any project will depend upon the expert review panel's evaluation of the proposal and costs involved and will be stated clearly in the grant agreement.</p>
<b>Specific Area of Interest</b>	Oncology
<b>Geographic Scope</b>	Sub-Saharan Africa (see <a href="#">country list</a> )
<b>Target Audience</b>	Proposals should address diagnostic and/or therapeutic capacity among a broad range of health care professionals, <b>including but not limited to</b> physicians, surgeons, nursing staff, pharmacists, medical physicists, data managers/statisticians, and other health care workers who are directly involved in the diagnosis and/or management of adult or pediatric cancers.
<b>Eligibility</b>	<p>Organizations and institutions located in sub-Saharan Africa that provide care for patients with cancer.</p> <p>Only organizations are eligible to receive grants, not individuals or physician-owned practices.</p> <p>Multi-Institutional collaborations are welcome, <i>provided that the lead applicant is located in sub-Saharan Africa and all work is conducted for the benefit of patients in this region.</i></p>
<b>Selection Criteria</b>	<p>Proposals will be evaluated based on:</p> <ul style="list-style-type: none"><li>● Proposed activity clearly addresses established need</li><li>● Organization's expertise; capability of carrying out the work</li><li>● Program design/methodology</li><li>● Collaboration (if appropriate)</li><li>● Potential impact and expected outcomes of the project</li><li>● Evaluation plan</li><li>● Sustainability</li><li>● Dissemination strategies</li></ul>

## Key dates/Deadlines

- June 15, 2022—RFP released
- August 11, 2022—Letters of Intent due
- October 18, 2022—Applicants notified via email; selected applicants invited to submit full proposal
- December 1, 2022—Full proposals due date
- February 23, 2023—Notification of full proposal decisions
- Q3-2023—Funded projects start

## How to Submit

Please go to <http://www.cybergrants.com/pfizer/loi> and sign in. First-time users should click “REGISTER NOW”. *[Note: there are individual portals for each grant application type (e.g., knowledge, LOI, research full proposal, and QI full proposal). Please be sure to use the URL above.]*

- Click the “Start a New LOI”
- For the question “Competitive Grant?” select Yes
- Select the following Competitive Grant Program Name:  
**2022 Onc: Global Bridges Oncology Capacity Building in Sub-Saharan Africa**

Requirements for submission:

- Complete all required sections of the online application (see Attachment).
- If you encounter any technical difficulties with the website, please click the “Technical Questions” link at the bottom of the page.
- If you are invited to submit a full proposal based on your LOI, a full proposal will be due on December 15, 2022. The requirements for the full proposal will be communicated at the time that the LOI is accepted.

**IMPORTANT:** Be advised applications submitted through the wrong application type and/or submitted after the due date will not be reviewed by the committee

## Key Contacts

Katherine Kemper, MBA  
Global Bridges Executive Director  
[Kemper.katherine@mayo.edu](mailto:Kemper.katherine@mayo.edu)

Ai Ping Lee  
Pfizer Grant Officer  
[aiping.lee@pfizer.com](mailto:aiping.lee@pfizer.com)

Kenneth Merrell, MD, MS  
Department of Radiation Oncology, Mayo Clinic  
Global Bridges Oncology Medical Director  
[merrell.kenneth@mayo.edu](mailto:merrell.kenneth@mayo.edu)

If you have questions regarding this RFP, please direct them in writing to Katie Kemper, Global Bridges Executive Director([kemper.katherine@mayo.edu](mailto:kemper.katherine@mayo.edu)) or Ai Ping Lee, Pfizer Grant Officer ([aiping.lee@pfizer.com](mailto:aiping.lee@pfizer.com)) with the subject line, “GBO Sub-Saharan Africa RFP”

## Grant Agreements

- If your grant is approved, your institution will be required to enter into a written grant agreement with Pfizer. Please click [here](#) to view the core terms of the agreement.
- Pfizer has drafted the terms of these agreements to be balanced and reasonable and to further the goals of both parties. Negotiating grant agreements requires significant resources, so please ensure that your institution (including your legal department) is able and willing to abide by these terms before proceeding with submission of your application as they will need to be accepted in their entirety.

## 5. REFERENCES

1. Lancet, T., *GLOBOCAN 2018: counting the toll of cancer*. 2018.
2. Kyu, H.H., et al., *Global, regional, and national disability-adjusted life-years (DALYs) for 359 diseases and injuries and healthy life expectancy (HALE) for 195 countries and territories, 1990–2017: a systematic analysis for the Global Burden of Disease Study 2017*. The Lancet, 2018. **392**(10159): p. 1859-1922.
3. Bray, F., et al., *Global cancer statistics 2018: GLOBOCAN estimates of incidence and mortality worldwide for 36 cancers in 185 countries*. CA: a cancer journal for clinicians, 2018. **68**(6): p. 394-424.
4. Naghavi, M., et al., *Global, regional, and national age-sex specific mortality for 264 causes of death, 1980–2016: a systematic analysis for the Global Burden of Disease Study 2016*. The Lancet, 2017. **390**(10100): p. 1151-1210.
5. Gelband, H., et al., *Cancer: disease control priorities, (volume 3)*. 2015.
6. Hunter, D.J. and K.S. Reddy, *Noncommunicable diseases*. New England Journal of Medicine, 2013. **369**(14): p. 1336-1343.
7. Horton, R., *Non-communicable diseases: 2015 to 2025*. Lancet (London, England), 2013. **381**(9866): p. 509-510.
8. Lozano, R., et al., *Global and regional mortality from 235 causes of death for 20 age groups in 1990 and 2010: a systematic analysis for the Global Burden of Disease Study 2010*. The Lancet, 2012. **380**(9859): p. 2095-2128.
9. Bray, F., et al., *Cancer in sub-Saharan Africa in 2020: a review of current estimates of the national burden, data gaps, and future needs*. The Lancet Oncology, 2022.
10. Bray, F., et al., *Global cancer statistics 2018: GLOBOCAN estimates of incidence and mortality worldwide for 36 cancers in 185 countries*. CA Cancer J Clin, 2018. **68**(6): p. 394-424.
11. Lopez, A.D., et al., *Measuring the Global Burden of Disease and Risk Factors, 1990-2001*, in *Global Burden of Disease and Risk Factors*, A.D. Lopez, et al., Editors. 2006: Washington (DC).

## APPENDIX A

### BUILDING CAPACITY FOR CANCER DIAGNOSIS AND TREATMENT IN SUB-SAHARAN AFRICA LETTER OF INTENT (LOI) REQUIREMENTS

The Letter of Intent (LOI) will be accepted via the online application. When answering the LOI questions in the application please keep the following in mind:

#### **Goals and Objectives**

Briefly state the overall goal of the project. Also describe how this goal aligns with the focus of the RFP and the goals of the applicant organization(s).

List the overall objectives you plan to meet with your project, both in terms of implementation and expected outcomes. Objectives should describe the target population as well as the outcomes you expect to achieve as a result of conducting the project.

#### **Assessment of Need for the Project**

Please include a quantitative baseline data summary, initial metrics (e.g., quality measures), or a project starting point (please cite data on gap analyses or relevant patient-level data that informs the stated objectives) in your target area. Describe the source and method used to collect the data. Describe how the data were analyzed to determine that a gap existed. If a full analysis has not yet been conducted, please include a description of your plan to obtain this information.

#### **Target Audience**

Describe the primary audience(s) targeted for this project. Also indicate whom you believe will directly benefit from the project outcomes. Describe the overall population size as well as the size of your sample population.

#### **Project Design and Methods**

Describe the planned project and the way it addresses the established need.

Address how quality improvement and/or implementation science methods will be applied.

#### **Innovation**

Both projects that implement proven methods and those that explore innovative approaches will be considered. As applicable:

- Describe how this project builds upon existing work, pilot projects, or ongoing projects developed either by your institution or other institutions related to this project.
- Describe how this project is innovative, with a rationale for why the innovation is likely to be successful and contribute to improved cancer diagnosis and/or treatment.

**Evaluation and Outcomes**

In terms of the metrics used for the needs assessment, describe how you will determine if the practice gap was addressed for the target group. Describe how you expect to collect and analyze the data.

Quantify the amount of change expected from this project in terms of your target audience.

Describe how the project outcomes will be broadly disseminated.

**Anticipated Project Timeline**

Provide an anticipated timeline for your project including project start/end dates.

**Organization Detail**

Describe the attributes of the institutions / organizations / associations that will support and facilitate the execution of the project and the leadership of the proposed project. Articulate the specific role of each partner in the proposed project. Letters of support should not be included with the LOI.

**Budget Detail**

A total amount requested is the only information needed for the LOI stage. Full Budget is not required. This amount can be adjusted at the Full Proposal stage as applicable.

The budget amount requested must be in U.S. dollars (USD).

While estimating your budget please keep the following items in mind:

- Institutional overhead and indirect costs may be included within the grant request. Examples include human resources department costs, payroll processing and accounting costs, janitorial services, utilities, property taxes, property and liability insurance, and building maintenance as well as additional project expenses such as costs for publication, IRB / IEC review fees, software license fees, and travel. Please note: Pfizer does not provide funding for capital equipment.
- The inclusion of these costs cannot cause the amount requested to exceed the budget limit set forth in the RFP.
- It should be noted that grants awarded through GMG cannot be used to purchase therapeutic agents (prescription or non-prescription).

Pfizer maintains a company-wide, maximum allowed overhead rate of 28% for independent studies and projects.