



RFP N100028,1

Government Engagement and Public Affairs Support for Wellcome Trust in Southeast Asia

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Wellcome improves health for everyone by funding research, leading policy and advocacy campaigns, and building global partnerships. Collaborative research that involves a diverse range of people from different fields of interest is key to progress in health science – and to achieving our aim of fostering a healthier, happier world. We are taking on the biggest health challenges facing humanity – climate and health, infectious disease, and mental health – to find urgent solutions and accelerate prevention. Find out more about Wellcome and our work at: [wellcome.org](https://www.wellcome.org).

If you are interested in working with Wellcome on this activity, please review the information below. This document outlines the activity for which Wellcome is seeking proposals, the timetable, the questions suppliers must complete, and how to engage with us further. To ensure your response is successful, please read the full document and answer all questions in the relevant sections. All responses must be submitted via the Oracle portal. Responses submitted outside the system will not be accepted.

All suppliers are required to register on Oracle if they have not already done so. Please allow at least three working days before the final submission date to ensure you complete registration and receive approval in time to meet the deadline.

The first stage is the opportunity for the Supplier to submit their Expression of Interest and ask any questions you may have on this RFP (*known as the Expression of Interest and Questions*).

Once the Expression of Interest stage is closed, Wellcome will score and selected suppliers will move to the next round. Wellcome will only provide answers to the questions for these selected suppliers.

At this point we will open the next stage for you to be able to submit your proposal. Please note that you will see "Not Applicable" in the evaluation criteria until the next stage is open.

Wellcome Contact Details

The single point of contact within this RFP exercise for all communications is as indicated below:

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1 Synopsis

The Wellcome Trust seeks qualified suppliers to participate in a strategic initiative, 'Government Engagement and Public Affairs Support in Southeast Asia'. This project demands expertise across diverse fields, including policy analysis, communications, and stakeholder management. Suppliers are invited to propose innovative solutions that facilitate effective government engagement and enhance public affairs capabilities. By leveraging their specialized skills and knowledge, suppliers can significantly contribute to the project's success, shaping its strategic direction and ensuring a positive impact on the region's public affairs landscape. This initiative presents an opportunity for suppliers to demonstrate their prowess in these critical areas, ultimately driving positive change and fostering stronger relationships between the Trust and governments in Southeast Asia.

1.1 Background and Objectives

Wellcome is a global health charitable foundation dedicated to improving health by harnessing the power of science to build a healthier future for everyone. We support research and policy initiatives that address some of the world's most pressing health challenges, with a particular focus on infectious diseases, mental health, and the health impacts of climate change. Headquartered in the UK but working globally, we are politically and financially independent, with all our work funded from our £40bn endowment.

Wellcome is seeking to build and deepen our relationships with government stakeholders and strategic partners with key countries in Southeast Asia to deliver on our global mission to improve human health for all. As one of our priority geographies, Southeast Asia sits at the heart of many intersecting global health challenges. To this end, we are looking to commission an agency with deep local expertise to support us with providing key political insights and analysis, strategic advice, and profile-building with relevant regional stakeholders to further opportunities for collaboration in our priority areas.

Wellcome has an established history of regional partnerships and supporting scientific collaboration in Southeast Asia. We have a long-term commitment to the region, with Southeast Asia being home to the oldest Wellcome-supported international programmes ([Mahidol Oxford Tropical Medicine Research Unit \[MORU\]](#) in Bangkok, and [Oxford University Clinical Research Unit](#) in Ho Chi Minh City [OUCRU] as well as our newest – [SEA DREAM](#). We also support a range of locally-led research, clinical trials – including landmark [Phase 3 trials](#) for a new TB vaccine - and other public health initiatives across the region.

1.2 Specification

This section sets out the specification for this RFP exercise. Suppliers should use this section to fully understand Wellcome's requirements and to inform their response.

We are looking to work with an organisation or consultancy with deep expertise and understanding of the regional policy context and dynamics, including research and insights on its political economy, public health system and scientific landscape.

The purpose of this work is to support Wellcome's Global Government Relations (GGR) team in our engagement work in Southeast Asia. GGR sits within Wellcome's wider Policy & Partnerships department, whose mission is to work with partners worldwide, including governments, funders, civil society and affected communities to advocate for policy action that supports research and improves health.

The supplier will serve as Wellcome's "eyes and ears" on the ground and provide regular and targeted insights, trends analysis, and strategic advice to support Wellcome's positioning and engagement across the region. The supplier will also help us navigate the political and policy environment; connect and deepen relationships with stakeholders across government, multilateral bodies, experts and thought-leaders; and identify opportunities for constructive collaboration on our priority topics.

We understand that the region in scope is vast, heterogeneous and diverse. In that respect, we seek support from a supplier who will be able to deepen Wellcome's strategic links in a few key markets, with a primary focus on building our relationships in Indonesia.

Our initial regional approach will be as follows:

Primary Country Focus: Indonesia

- We will seek to build proactive relationships with relevant government officials, policy stakeholders and other strategic partners (e.g. NGOs, philanthropies, think tanks, research institutions) in the areas of infectious disease, health research, and Indonesia's health transformation agenda
- We will also be seeking support in the form of regular political and macroeconomic trends reporting, policy analysis, technical briefings, and ad hoc support on visits and exchanges between Wellcome and Indonesian stakeholders

Priority Markets: Thailand, Vietnam

- In these markets, we will engage more on an ad hoc basis and work with relevant government and policy stakeholders on a project-based approach. These countries remain priority markets given Wellcome's programmes, their epidemiological profile, growing scientific and R&D base, and vulnerability to global health threats such as climate change and pandemics
- In these countries, we will be looking for: ad hoc support on connecting with policymakers, regular political and macroeconomic trends reporting, policy analysis and technical briefings

As a global health philanthropy, Wellcome is keen to understand how national politics and policymaking in these markets interact with their wider international and regional contexts. As such, it would also be desirable if the supplier could demonstrate a good understanding of the regional health architecture (e.g. WHO SEARO/WPRO, ASEAN, UN agencies, ADB, APEC) and capacities to facilitate connections between national/regional bodies.

The supplier will be expected to provide:

- **Political Analysis & Insights:** Delivering regular reports and briefings on political and economic developments in key countries, as well as relevant regional/multilateral organisations operating in the region, with a focus on trends that may impact Wellcome's work in health, science, research, and policy.
 - Specific policy areas may include: Infectious Disease, Climate and Health, Mental Health, Global Health Reform, International Development, Discovery Research, Artificial Intelligence (AI) and Data, and Translational Science.
- **Technical and "Deep-Dive" Briefing Support:** Delivering ad hoc briefings and deep-dives on technical areas relating to Wellcome's policy priorities (outlined above) in the key markets. *[Note: While suppliers are not expected to have access to in-house academic expertise, they will need to produce high-quality, evidence-based research on topics of interest to support key engagements and visits.]*

- **Relationship-Building with Policymakers:** Building key relationships with government stakeholders (including officials, politicians and parliamentarians) in Indonesia, and to a lesser extent in Thailand and Vietnam. These include facilitating visits and exchanges between Wellcome staff and country partners.
- **Network Facilitation:** Providing introductions to, and advisory support on, key partners aligned with Wellcome's strategic interests, including philanthropies, NGOs, civil society organisations, and private sector actors in the global health and R&D space.
- **Strategic Advice & Positioning:** Providing research, counsel and guidance on Wellcome's government relations and partnerships strategy in Southeast Asia, including identifying opportunities for collaboration and highlighting risks.

We envisage deliverables to take the form of the following:

- Regular meetings (frequency to be agreed) to provide strategic advice and consultancy support on Wellcome's government relations and engagement in Southeast Asia
- Regular bi-weekly political and economic trends reporting and analysis on Wellcome's priority issues (to be agreed)
- Facilitation and planning of introductions and strategic meetings with South/Southeast Asia policymakers and partners
- Ad hoc research and briefing support, including ahead of key meetings and visits
- Ad hoc facilitation of exchanges and convenings in key markets during trips and exchanges between Wellcome and regional partners

In addition, suppliers should demonstrate:

- Regional networks across Southeast Asia, with a presence in Indonesia strongly preferred. Offices in other key markets (Thailand, Vietnam) are desirable but not essential
- Demonstrated expertise in navigating political systems and policy issues relating to Wellcome's priorities including an understanding of decision-making within key national governments and regional institutions like ASEAN
- Proven track record of providing political analysis and support to international organisations and/or similar entities
- Strong networks of political and policy contacts with added advantage for candidates who have established networks in one or more of our listed countries
- Ability to communicate complex technical issues clearly to a policy audience

A strong applicant for this RFP will be able to provide a good balance of political savvy (i.e. operational ability to navigate the local policy/political environment) and technical knowledge (i.e. capacity to produce briefings and gather intelligence on topics of interest to a high-standard).

Ideally, we will be looking for a supplier who has a good grasp of the interface between science, public health and policy, and can help to translate insights and evidence to governments, and vice versa, government priorities to research questions.

We envisage the length of this contract and programme of work to last 12 months, with the potential for an extension of services.

Whilst the evaluation criteria specifies that content should be WCAG 2.2 AAA compliant, for this RFP we will also accept WCAG 2.2 AA.

1.3 Timetable

#	Activity	Responsibility	Date
1	RFP issue to Suppliers	Wellcome	16-Jun-2026
2	Submission of Expression of Interest and Supplier Q&A	Supplier	23-Jun-2026
3	Return of Supplier Q&A to Suppliers	Wellcome	30-Jun-2026
4	Submission of RFP Response	Supplier	10-Jul-2026
5	RFP Evaluation Period	Wellcome	12-Jul-2026 to 17-Jul-2026
6	Supplier Presentations	Supplier	22-Jul-2026 to 24-Jul-2026
7	Notification of Contract Award	Wellcome	Late July
8	Contract Negotiation	Wellcome & Supplier	
9	Contract Start Date	Wellcome & Supplier	

1.4 Guidance on Submission and Process

Submission:

- Suppliers submitting a full proposal should answer the following questions listed below
- All sections should be completed as fully as possible for Wellcome to review and score your responses once the submission period is closed. Please ensure you attach all information.
- Supplier's responses should be submitted via the Oracle portal. Once you have submitted your response you will be notified that it has been received
- Suppliers are allowed to revise their submitted response until the close date.
- Throughout this process Wellcome will ensure you are notified and contacted when you have been successful and unsuccessful

Supplier Presentations:

- Following a submission of the proposal successful proposals will be invited to an in-person or virtual



meeting the duration will be confirmed. This may comprise of a PowerPoint presentation, demo etc (depending on the activity) followed by question and answers session. We may also require a brief follow-up call after these presentations.

1.5 Contract Terms and Conditions

Wellcome will be looking to put a contract in place using Wellcome's Standard Terms and Conditions. Suppliers submitting proposals should review Wellcome's Standard terms and Conditions [document](#)

Individuals submitting proposals as a sole trader (not registered) should review this [document](#).

2 Responses Required

* Response is required

2.1 Section 1. Expression of Interest and Questions

1. Suppliers are asked to submit a short expression of interest via Oracle in accordance with the RFP timetable, which should contain information pertaining to the questions below. Prior to the submission of your full proposal to the RFP, Suppliers are provided the opportunity to submit any questions they have about the exercise and the activity. All questions will be collated, anonymised, answered and returned to all Suppliers who have submitted an expression of interest in the RFP process. Please make sure you ask all questions at this stage. Once Wellcome has issued responses, no further questions will be accepted in order to ensure a fair and equitable process.

We will review expressions of interest to ensure that proposals fit within the scope of the RFP. Where we are satisfied of this, we will invite organisations to submit a full proposal to the RFP in accordance with the RFP timetable. Please note that you should only submit a full proposal to the RFP if you have been invited to do so.

Submitting an EOI is not a binding commitment to submit a full proposal should your organisational priorities change, you will not then be penalised for future opportunities

- *2. Briefly outline your experience delivering similar work in Southeast Asia, particularly in Indonesia. *(Please highlight any relevant expertise in public affairs, government engagement, or global health.) (max 500 words)*

Weight: 50

Attachments are optional.

- *3. Describe your presence and networks in Southeast Asia. *(This should include any in-country presence and your access to relevant government, policy, and health stakeholders in the region.) (max 500 words)*

Weight: 50

Attachments are optional.



*4. A non-binding cost estimate as a single figure in GBP

*5. Please provide full company name?

*6. Please provide questions you have about this RFP?

2.2 Section 2. Full Proposal submission

1. Wellcome is seeking proposals that demonstrate:

- A clear understanding of the global health and research policy landscape in Southeast Asia, including the role of governments, public institutions, and key stakeholders, and how this shapes opportunities for engagement and collaboration.
- Strong expertise in government engagement, public affairs, and political analysis, including the ability to generate timely insights, support relationship-building, and provide strategic advice in complex and evolving policy environments.
- Established regional presence and networks, particularly in Indonesia, and the ability to effectively engage a diverse range of stakeholders, including government, multilateral organisations, civil society, and the private sector.
- The ability to deliver high-quality, responsive support that combines strategic insight with practical execution, tailored to Wellcome's priorities in global health, research, and policy.

Suppliers should structure their responses under the headings below and address the questions provided. Responses must not exceed 10 pages (Word/PDF) in total (*if using PowerPoint, please do not exceed 12 slides total*).

Only the content included within these page/slide limits will be accepted and evaluated. No additional annexes, appendices, or supporting documents will be considered as part of the submission.

After you have reviewed each of the questions in the below Sections:

- Methodology and Approach
- Relevant Experience and Networks
- Delivery Plan and Timeframe
- Approach to Equity, Diversity and Inclusion (EDI)
- Budget with Cost Breakdown
- Risk Management

Please upload a single document detailing your proposed response, ensuring you keep within the word limit as specified for each question. Please note some questions may not have a word limit.

We have locked down your ability to answer directly in the sections below to ensure we avoid repetition of your responses, for Wellcome to receive a consolidated document.

2.3 Section 3. Methodology and Approach

1. Please answer the following: (Max 2-3 pages)

- How will you approach stakeholder engagement and relationship-building in Indonesia and across Southeast Asia?
- How will you generate timely, high-quality political insights and analysis aligned to Wellcome's priorities?
- How will your approach support Wellcome's strategic objectives in global health, research, and policy?

Please answer Yes or No if you have included your answer into your full proposal as per section 2.2

2.4 Section 4. Relevant Experience and Networks

1. Please answer the following: (Max 2-3 pages)

- Please provide examples of similar work undertaken in Southeast Asia, particularly in Indonesia.
- What existing relationships and networks do you have with government, policy, and health stakeholders in the region?
- How have you previously supported international organisations or similar clients?

Please answer Yes or No if you have included your answer into your full proposal as per section 2.2

2.5 Section 5. Delivery Plan and Timeframe

1. Please answer the following: (Max 2-3 pages)

- How do you propose to structure and resource delivery of this work (*including team composition and roles*)?
- What level of senior oversight and in-country presence will be provided?
- How will you ensure responsiveness to ad hoc requests and evolving priorities?
- How will you ensure delivery of the required services within the proposed timelines and overall contract period?

Please answer Yes or No if you have included your answers into your full proposal as per section 2.2



2.6 Section 6. Approach to Equity, Diversity, and Inclusion (EDI)

1. Please provide answers to the following (Max 2-3 pages)
 - How will you ensure inclusive and equitable engagement with stakeholders across Southeast Asia?
 - How will your approach support Wellcome's objectives in advancing health equity?

Please answer Yes or No if you have included your answer into your full proposal as per section 2.2

2.7 Section 7. Risk Management

1. Please answer the following (Max 1 page)
 - What are the key risks to successful delivery of this work?
 - How will these risks be mitigated?

Please answer Yes or No if you have included your answer into your full proposal as per section 2.2

2.8 Section 8. Budget and Cost Breakdown

1. Please provide a detailed breakdown of costs, including assumptions and pricing structure. (Max 1 page)

Please answer Yes or No if you have included your proposal into your full proposal as per section 2.2

3 Evaluation Criteria

During the RFP evaluation period the evaluation panel will independently evaluate your proposal against the criteria outlined below. All scores will be collated, discussed and a decision will be agreed on who progresses to the next stage of the procurement exercise.

Criteria	Details	Weight %
Expression of Interest and Questions		100%
Full Proposal submission	Has the supplier uploaded their proposal?	N/A
Methodology and Approach	A description of the methodological approach, how the project will be managed, and how the method of engagement would produce results relevant to Wellcome's objectives - How does the supplier intend to approach relationship building and stakeholder engagement for Wellcome with government and non-government stakeholders in key markets? - What methods will the supplier employ to forge these relationships? - What forms of support will the supplier provide to help Wellcome gain a better understanding of entities working in global health, research, and philanthropy?	N/A
Relevant Experience and Networks	Relevant skills, experience, and reputation in this field, including a demonstrable track record in undertaking projects / initiatives of a similar nature - Does the supplier demonstrate experience with stakeholder engagement and relationship-building in Indonesia both with key national government and other partner organisations? - Does the supplier demonstrate a good network and contact base within the wider region to further Wellcome's presence and mission in discovery research and health?	N/A

Delivery Plan and Timeframe	How the supplier demonstrates capacity to complete the project within the set timelines. How well does the supplier demonstrate a robust delivery model, including appropriate resourcing, senior oversight, and capacity to deliver the required services within the timeframe (12 months)	N/A
Approach to Equity, Diversity, and Inclusion (EDI)	Involvement of stakeholders in an inclusive and equitable way, ensuring deliverables cover Wellcome's desired outcomes on health - Does the supplier understand Wellcome's desired outcomes through its stakeholder engagement, and will its approach deliver on these outcomes effectively and equitably? - How does the supplier intend to realise Wellcome's strategic objectives in discovery research and health priorities to ensure it is delivering impact for affected communities in the region? - Has the supplier considered engaging an inclusive range of stakeholders in its work to advance health equity?	N/A
Risk Management	How the supplier demonstrates capability to identify risks that may occur and mitigate impact of those risks How well does the supplier identify key risks to delivery, and how robust are the proposed mitigation strategies?	N/A
Budget and Cost Breakdown	A fixed price that represents good value for money. Does the supplier offer consultancy support that represents good value for money?	N/A
Accessibility	All our content should be WCAG 2.2. AAA compliant. Any documents being provided to Wellcome must pass accessibility requirements. If you are unable to produce accessible documents, budget must be set aside to employ a suitable agency to do this work.	N/A
Total:		100%

4 General Information

4.1 Data Protection

Wellcome is committed to upholding data protection principles and protecting your information. The [Wellcome privacy statement](#) explains how, and on what legal basis, we collect, store, and use personal information about you. This includes any information you provide in relation to this proposal.

Under UK Data Protection law, Wellcome must keep a record of all personal information it is processing (i.e., collecting, using, and sharing). This record will be made available to the Information Commissioner's Office upon request. This is Wellcome's record of data processing activities which meets UK [GDPR article 30](#) requirements.

Successful Suppliers will be asked to complete a TPRM and TPSRA assessment this is for Wellcome to assess how you handle data.

4.2 Equity Diversity and Inclusion

Embracing [diversity and inclusion](#) is fundamental to delivering our mission to improve health, and we are committed to cultivating a fair and healthy environment for the people who work here and those we work with. We want to cultivate an inclusive and diverse culture, and as we learn more about barriers that disadvantage certain groups from progressing in our workplace, we will remove them.

Wellcome takes diversity and inclusion seriously, and we want to partner with suppliers who share our commitment. We may ask you questions related to D&I as part of our RFP processes.

4.3 Disability Confident

The Wellcome Trust is proud to be a Disability Confident Employer (DC Level 2) and we encourage all our partners and suppliers to do the same. More information about this can be found on the government website [Disability Confident employer scheme and guidance - GOV.UK \(www.gov.uk\)](#). Disability Confident is creating a movement of change, encouraging employers to think differently about disability and take action to improve how they recruit, retain and develop disabled people.

4.4 Accessibility

Wellcome is committed to ensuring that our RFP exercises are accessible to everyone. If you have a disability or a chronic health condition, we can offer adjustments to the response format e.g., submitting your response in an alternate format. For support during the RFP exercise, contact the Wellcome Contact.

If, within the proposed outputs of this RFP exercise, specific adjustments are required by you or your team which incur additional cost then outline them clearly within your commercial response. Wellcome is committed to evaluating all proposals fairly and will ensure any proposed adjustment costs sit outside the commercial evaluation.

All our content should be WCAG 2.2. AAA compliant. Any documents being provided to Wellcome must pass accessibility requirements. If you are unable to produce accessible documents, budget must be set aside to

employ a suitable agency to do this work.

4.5 Independent Proposal

By submission of a proposal, prospective Suppliers warrant that the prices in the proposal have been arrived at independently, without consultation, communication, agreement or understanding for the purpose of restricting competition, as to any matter relating to such prices, with any other potential supplier or with any competitor.

4.6 Funding

For the avoidance of doubt, the output of this RFP exercise will be funded as a **Contract** and not as a Grant.

4.7 Costs Incurred by Prospective Suppliers

It should be noted that this document relates to a Request for Proposal only and not a firm commitment from Wellcome to enter into a contractual agreement. In addition, Wellcome will not be held responsible for any costs associated with the production of a response to this Request for Proposal

4.8 Environmental Sustainability

Wellcome is playing its part tackling the climate crisis through its mission-driven Climate & Health strategic programme.

In addition, our [Sustainability programme](#) aims to address the environmental impacts and carbon emissions of our activities and operations.

Our suppliers have a key part to play delivering on our sustainability ambitions. We expect all our suppliers to take active steps to:

- Address their environmental impacts, for instance as part of a certified Environmental Management System.
- Reduce the carbon emissions of their products and services, for instance by adopting Science-Based targets and plans to deliver them.
- Embed environmental considerations in the sourcing and delivery of goods and services to Wellcome, across all stages of their life cycle.