

Pre-Bid Meeting Minutes

Tuesday, 17 March 2026, at 10.00 Jakarta time

RFP 004-2026: Health Financing Study to Support Integration of HIV, STI, and Hepatitis Services into BPJS Kesehatan, Indonesia.

Location: via Teams (the meeting is delivered in Bahasa Indonesia)

Attendees: enclosed

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| 1. Budiarto, NPO HIV/STI/Hepatitis, WHO | 13. Putri Listiani – Pusat KPMK, UGM |
| 2. Eva Kartikasari, NPO, HIV/STI/Hepatitis, WHO | 14. Permata – AMANA Solutions |
| 3. Daniel, NPO HHS, WHO | 15. Purwa K Suahya – Center for Health Research UI (CHR UI) |
| 4. Untung Atmojo, PA Procurement, WHO | 16. Fitra Yelda – CHR UI |
| 5. Ratih Syabrina – CDI | 17. Hendri Hartati – CHR UI |
| 6. Raja Fathurrahim – CDI | 18. Arman Raafi Seiff – policy+ |
| 7. Rifqi Abdul Fattah – PT Kalta Bina Insani | 19. Wayan Citra Wulan Suci – Udayana University |
| 8. Sayekti Yuliyanti – KBI Research | 20. Prasetyaning Jati - CHAPS |
| 9. Geby Hasanah Jorgy – Reconstra Utama Integra | 21. Nuryadi – Faculty Public Health Jember University |
| 10. Adiatma Y.M. Siregar – CEDS Unpad | 22. Ni Luh Ayu Citra Mutiara – WFAD Foundation |
| 11. Susanti – PT Pathgen Diagnostik Teknologi | 23. Tresnasari Satya – CHAMPS FPH UI |
| 12. Rizki Tsalatshita Khair Mahardya – KPMK FKKMK UGM | |

The purpose of the meeting was to support the Health Financing Study to Support Integration of HIV, STI, and Hepatitis Services into BPJS Kesehatan, Indonesia.

Planned timeline will start in April/May 2026 for 6-7 months (approximately 26–30 weeks).

The questions and answers during the meeting are as follows:

No	Question	Clarification
1	<p>a. With regard to team composition, kindly clarify whether the key personnel for the Health Insurance/BPJS Specialist position is required to be affiliated with BPJS.</p> <p>b. Kindly clarify whether one key personnel may assume multiple roles, for example B1 (Team Leader) and B4 (Costing Specialist), if they meet the required qualifications.</p>	<p>a. It is not mandatory for the Health Insurance/BPJS Specialist to be from BPJS. However, the role requires a specialist in health insurance. Candidates who have a good understanding of BPJS governance will have an added advantage, as the financing structure and schemes of BPJS may differ from those of other health insurance systems.</p> <p>b. Based on the qualifications of the proposed key personnel, it is possible for an individual to possess the skills required to perform both roles. However, considering the relatively large scope of work, this may pose challenges during implementation. The Team Leader is expected to coordinate the overall team, while the Costing Specialist is required to undertake detailed cost analysis. Given the substantial scope of work for both roles, it is recommended that positions B1 (Team Leader) and B4 (Costing Specialist) be assigned to different individuals with appropriate qualifications to ensure effective and optimal delivery. Nevertheless, the final team composition remains at the discretion of the bidder, and the</p>

		evaluation panel will assess the proposed key personnel in accordance with the established qualifications and evaluation criteria.
2	<p>a. Kindly clarify whether the research location is predefined.</p> <p>b. Kindly clarify whether there is a page limit for proposal submission.</p> <p>c. Kindly confirm whether a presentation stage will be conducted for shortlisted or selected bidders.</p>	<p>a. The research team/bidder is given flexibility in determining the research approach and data collection methods, which should be clearly outlined in the proposal. It should be noted that this is a limited study, not a nationwide study, and the analysis is expected to apply an extrapolation approach. Strong justification and well-founded arguments are required to demonstrate that the proposed data and methodology are robust, accurate, and valid, in line with the analytical approach used.</p> <p>b. There is no page limit for proposal submission. However, proposals should be concise and well-structured, as the evaluation panel will consist of members from diverse backgrounds. The content should be clearly presented and aligned with the established evaluation criteria.</p> <p>c. The selected bidder will be required to deliver a presentation to the Ministry of Health outlining the proposed approach and implementation of the assignment.</p>
3	With reference to the materials presented earlier, kindly confirm whether access can be provided.	The tender documents can be accessed via the WHO Indonesia website under the Procurement Notice section and have also been shared with potential bidders via email. Should you encounter any issues or require further information, please contact wpinobids@who.int
4	<p>a. It is indicated that primary data collection is not required for sample selection, however, raw data is needed for cost analysis. Kindly clarify the approach to data collection under these circumstances.</p> <p>b. In the event that the selected bidder is required to collect data from multiple locations during implementation, kindly confirm whether revisions to the proposed budget would be allowed.</p>	<p>a. To conduct the cost analysis, a limited amount of primary data collection is required. This data will be used in conjunction with an extrapolation approach for analysis. The results are expected to be reliable and can serve as a reference for decision-making related to BPJS health insurance costs for HIV, STI, and Hepatitis.</p> <p>b. Budget changes should be avoided or minimized, as key cost drivers are expected to have been considered during the proposal stage. Any proposed adjustments to the budget must be supported by strong justification and are subject to prior approval.</p>