



WEST AFRICAN HEALTH ORGANIZATION
ORGANISATION OUEST AFRICAINE DE LA SANTE
ORGANIZAÇÃO OESTE AFRICANA DA SAÚDE



West African Health Organization (WAHO)

Project for the Development of the Pharmaceutical Industry in the ECOWAS Region

CALL FOR EXPRESSION OF INTEREST (Individual Consultant)

Service : Development of a consultation paper for non-tariff trade barriers for pharmaceutical products in ECOWAS region.

Grant No : 2100155041318

Project ID No : P-Z1-BZ0-012

1- Introduction

The outbreak of the Ebola virus disease in 2014 and COVID-19 pandemic in 2020 reinforced the urgency for ECOWAS member states to strengthen their pharmaceutical industry, improve the business environment to boost local production of essential medicines as well as reduce its dependency on global value-chains for medical supplies and build resilience in the sector. The Project of Development of the Pharmaceutical Industry (DPI) Industry is a regional undertaking conceived to support ECOWAS pharmaceutical institutions, including the Medicines Regulatory Authorities (MRAs), quality control laboratories, and regional pharmaceutical training institutions. This project is supported by the African Development Bank and aim to strengthen the pharmaceutical sector to boost local production of safe, quality, and affordable medicines and vaccines in the ECOWAS region to meet the healthcare services and needs of the population.

The adoption of low tariff on pharmaceutical raw materials, packaging, and finished products represents a positive incentive to enhanced exports, increased intra-regional trade, and support industries. However, the potential of this strategy may be limited if persistent regulatory and institutional barriers are not addressed. Non-tariff measures (NTMs) can unfortunately act as important constraints on trade and undermine the gains from increased market access. Therefore, as a part of this initiative, fostering trade and use of pharmaceutical products produced within the ECOWAS Region is a necessary step to enable more efficient producers to expand production, increasing access to essential medicines. The process of promoting inter-regional trade flows requires developing new policy tools such as harmonized standards to facilitate trade such as rules of origin, product standards and accreditation systems of which may help to reduce costs for business and therefore facilitate increased access to service and goods. Therefore, WAHO is seeking for the services of an Individual consultant to develop a consultation paper on non-tariff trade barriers for pharmaceutical products in the ECOWAS region



2- Objective

The individual consultant will be responsible for the development of a consultation paper on non-tariff trade barriers for pharmaceutical products in the ECOWAS region.

The consultant will work under the general supervision of the Project Coordinator, Director of the Department of Public Health, and Research (DSPR) and the Director of the Department of Planning and Health Information (DPHI). The consultant will perform the following tasks:

- Conducting an assessment of the existing/current non-tariff barriers for trade in pharmaceutical.
- Elaborate a consultation paper on non-tariff trade barriers for pharmaceutical products.
- Support the implementation of the consultation paper on stakeholders and other beneficiaries.
- Participate in meetings to provide technical guidance for regional consultations on the consultation paper.
- Summarize the responses to the consultation and provide response to feedback and proposed next steps.

While communication with stakeholders may be conducted in either English or French, all final written deliverables and reports must be submitted in English.

3- Duration of Contract

The assignment will be implemented over a period of 45 days starting from the signing of the contracts and will require approximately **20 man-days**

The consultant will complete the assignment remotely but is expected to organize and attend relevant virtual and in-person meetings.

4- Qualifications

The West African Health Organization (WAHO) invites individual consultant to submit their applications to provide the services described above. Interested and qualified consultants must provide information on their capacity and experience demonstrating that they are qualified for the assignment. The consultant **must meet the following profile:**

- Have at least eight (8) years of experience in conducting legislation assessment in private and/or government institutions.
- Master's Degree in a relevant field such trade law, public policy, business management, public administration, regulatory sciences, or a related field.
- Strong analytic skills.
- Demonstrated ability to produce quality technical documents.



- Good problem-solving skills.
- Familiarity with trade and pharmaceutical sector is an asset.
- Good computer skills (MS Office applications, project procurement management tools, logistics management tools) and ability to use information technology as a tool and resource.
- Good organizational skills, high sense of integrity, and good interpersonal skills.
- Proficiency in any WAHO working languages.

5- Documents to provide

The expressions of interest or applications must include the following documents:

- A Cover Letter of not more than one page on the motivation.
- A signed up-to-date Curriculum Vitae.
- A copy of supporting documents proving the qualification and experiences.

6- Method and Selection Criteria

The Consultant will be selected based on the Individual Contract (IC) in accordance with the Bank Group Procurement Framework for Operations, October 2015 edition, available on the Bank's website at: <http://www.afdb.org>.

7- Other information on submission

- Interested and qualified individual consultant may also obtain further information on the reference documents from the email addresses below, during working hours from Monday to Friday from 09:00 to 17:00 at the following addresses:
- This notice will be published on the ECOWAS website, the WAHO website website <https://data.wahooas.org/tenders/tenders/list>, and by the WAHO focal points in each of the 12 countries (websites of the ministries in charge of health).
- Presentation of experienced permanent staff with a view to fulfilling the mission, with details of their current position within the Consultant.
- Interested parties may access and download the terms of reference and the notice of expression of interest from the ECOWAS and WAHO websites at the following address: <https://data.wahooas.org/tenders/tenders/list>
- Interested and qualified individual consultant are invited to express their interest by submitting their files electronically to the following addresses: <https://data.wahooas.org/tenders/tenders/list>
- The deadline for receipt of expressions of interest is **January 09, 2026, at 12:00 GMT**.



WEST AFRICAN HEALTH ORGANIZATION
ORGANISATION OUEST AFRICAINE DE LA SANTE
ORGANIZAÇÃO OESTE AFRICANA DA SAÚDE



- The client will not be responsible for any costs or expenses incurred by the consultant in connection with the preparation or submission of the EOI.

Dr Melchior Athanase J. C. AÏSSI
Directeur Général



WEST AFRICAN HEALTH ORGANIZATION
ORGANISATION OUEST AFRICAINE DE LA SANTE
ORGANIZAÇÃO OESTE AFRICANA DA SAÚDE

PROJECT OF DEVELOPMENT OF THE PHARMACEUTICAL INDUSTRY IN THE ECOWAS REGION

**Development of a consultation paper on non-tariff
trade barriers for pharmaceutical products in
ECOWAS region**

TERMS OF REFERENCE

December 2025

I. Background

In an era of increasing globalization, the traditional tariff has become a less dominant feature of the trade landscape. Decades of multilateral and various regional agreements have significantly reduced these border taxes. However, the path remains far from clear as a set of Non-Tariff Barriers (NTBs) has proliferated. NTMs are all government trade regulations besides tariffs that influence trade in goods. Despite, aiming primarily at protecting public health or the environment, NTBs can also act as important constraints on trade undermining the gains from increased market access through tariff by increasing the cost of service and goods.

In the pharmaceutical sector, these barriers transcend mere economic protectionism and directly impact on accessibility of medicines. The nature of these barriers is particularly stringent for pharmaceuticals due to the imperative of ensuring product quality, safety and efficacy. The impact of these NTBs in the pharmaceutical sector varies from inflation on the final cost of medicines by embedding compliance and logistical expenses into the supply chain, to limit market competition by creating significant entry hurdles for importers and local manufacturers therefore, reducing the variety of available treatments options. Ultimately, these barriers may constrain the ability to achieve economies of scale, weaken its preparedness for health emergencies, and hinder progress towards universal health coverage.

Despite the ECOWAS region's significant progress in reducing tariff barriers via its Common External Tariff and its amendment, the free flow of essential medicines remains hampered by a complex net of NTBs. This is particularly critical given the region's heavy reliance on imports (70-90%), which creates vulnerability to drug shortages and inflated prices. Eliminating these NTBs is crucial to streamline product approvals, lower costs, and ultimately improve access to essential medicines.

The Project of the Development of the Pharmaceutical Industry (DPI) in the ECOWAS, supported by the African Development Bank, aims to assist ECOWAS pharmaceutical institutions with an overall goal to increase local manufacturing of essential drugs. Therefore, addressing NTBs is not merely a trade facilitation issue but a critical public health priority for the ECOWAS Region. Overcoming these challenges requires a concerted shift from national regulation to regional harmonization, building on existing frameworks to create a seamless, safe, and competitive market for pharmaceuticals that can better serve the health needs of its population. So, to ensure that the expected results are achieved, it is necessary to recruit a consultant to develop a consultation paper for negotiations on non-tariff trade barriers for pharmaceutical products in ECOWAS Region.

II. SCOPE OF WORK

The individual consultant will be responsible for the development of a consultation paper on non-tariff trade barriers for pharmaceutical products in the ECOWAS region.

The consultant will work under the general supervision of the Project Coordinator, Director of the Department of Public Health, and Research (DSPR) and the Director of the Department of Planning and Health Information (DPHI).

III. MAIN DUTIES AND RESPONSIBILITIES

The consultant will perform the following tasks:

- Conducting an assessment of the existing/current non-tariff barriers for trade in pharmaceutical.
- Elaborate a consultation paper on non-tariff trade barriers for pharmaceutical products.
- Support the implementation of the consultation paper on stakeholders and other beneficiaries.
- Participate in meetings to provide technical guidance for regional consultations on the consultation paper.
- Summarize the responses to the consultation and provide response to feedback and proposed next steps.

IV. QUALIFICATIONS, EXPERIENCE, AND SKILLS

The consultant must have the following qualification and experience:

- Have at least eight (8) years of experience in conducting legislation assessment in private and/or government institutions.
- Master's Degree in a relevant field such legal studies, public policy, business management, public administration, regulatory sciences, or a related field.
- Strong analytic skills.
- Demonstrated ability to produce quality technical documents.
- Good problem-solving skills.
- Familiarity with trade and pharmaceutical sector is an asset.
- Good computer skills (MS Office applications, project procurement management tools, logistics management tools) and ability to use information technology as a tool and resource.
- Good organizational skills, high sense of integrity, and good interpersonal skills.
- Proficiency in any ECOWAS working languages.

V. PROJECT DURATION AND LOCATION

The assignment will be implemented over a period of 45 days starting from the signing of the contract and will require approximately **20** man-days.

The consultant will complete the assignment remotely but is expected to organise and/or attend relevant meetings.

VI. DELIVERABLES AND PAIYEMENT

All final written deliverables and reports must be submitted in English. The expected deliverables are:

1. The methodological briefing note.
2. Situational Analysis Report.
3. Consultation paper on non-tariff trade barriers for pharmaceutical products: Revised and approved version ready for roll-out.
4. Final Report of the consultation paper: response to feedback from consultation and recommendations for next steps (9. The final report shall not exceed 50 pages (excluding annexes).

| Payment tranche | Deliverables | Portion |
|---|---|----------------|
| 1 st tranche | Situational Analysis Report accepted by WAHO/ECOWAS Commission | 30% |
| 2 nd tranche | Report on consultation paper on non-tariff trade barriers for pharmaceutical products: Revised and approved version ready for roll-out. | 30% |
| 3 rd tranche | Final Report of the consultation paper: response to feedback from consultation and recommendations for next steps | 40% |
| Total Contract Price (Inclusive of all taxes and fees) | | 100% |

VII. PROCUREMENT METHODS TO BE USED

The Consultant will be selected based on the Individual Contract (IC) in accordance with the African Development Bank Regulations.