

Request for Information (RFI)

Subject RFI #:	RFI-CATALYZE-INDO-2024-0001
RFI Issue Date:	April 11, 2024
Description:	Request for Information related to the provision of health insurance financing product or service in Indonesia
Project	CATALYZE Innovative Blended Finance
The Company	Palladium International, LLC
Deadline for Responses	May 10, 2024; 11:59 PM in Jakarta, Indonesia
Questions Deadline	April 26, 2024; 11:59 PM in Jakarta, Indonesia Submit to catalyze.procurements@thepalladiumgroup.com
Details for Submission	Submit response electronically to catalyze.procurements@thepalladiumgroup.com

Thank you for your interest in the above request for information. As implementer for the CATALYZE Innovative Blended Finance Project funded by United States Agency for International Development (USAID), Palladium invites you to submit information in response to this RFI.

If your organization works with informal sector businesses (notably, micro-, small-, and medium-enterprises) and workforce (notably, those categorized as informal workers (*Benefit Bukan Penerima Upah*, PBPU) and include an element of financial product or service as part of your offering, we would like to hear from you.

Please submit your response in accordance with the Details for Submission above by the Closing Date and Time. This RFI in no way obligates Palladium to award a contract nor does it commit Palladium to pay any cost incurred in the preparation and submission of information. Palladium bears no responsibility for data errors resulting from transmission or conversion processes.

Yours sincerely,

CATALYZE Procurement Team

Company Information

Palladium is a global leader in the design, development and delivery of Positive Impact — the intentional creation of enduring social and economic value. We work with corporations, governments, foundations, investors, communities and civil society to formulate strategies and implement solutions that generate lasting social, environmental and financial benefits.

Project Background

The CATALYZE Blended Finance Mechanism is a \$250 Million, 8-year contract (5-year base period, with a single 3-year option period) which uses a facilitated partnership model to craft solutions to crowd in \$2 Billion in blended finance (i.e. blended concessional and commercial finance) to USAID partner countries and initiatives.

CATALYZE allows USAID Bureaus and Missions to efficiently deploy investment facilitation solutions that respond to the needs of specific sectors, issues, and geographies. Initial programs focus on education finance to implement sustainable education business models serving low-income communities, and achievement of the W-GDP objectives, but the mechanism can be applied to any development challenge or region.

In Indonesia, CATALYZE is supporting the national health insurance agency (*Badan Penyelenggara Jaminan Sosial-Kesehatan*, or BPJS-Kesehatan) to increase enrollment and re-enrollment of individuals, particularly informal sector workers, in the national health insurance scheme (*Jaminan Kesehatan Nasional*, JKN) to improve the health, wellbeing, and economic empowerment of vulnerable populations. Ultimately, CATALYZE aims to support the Government of Indonesia's efforts to achieve universal health care through increase in "effective" JKN coverage (i.e., membership status that facilitates the member to access health services). Through private sector partnerships, CATALYZE will:

- Mobilize the community to increase awareness of the value in JKN and willingness to pay for health insurance among informal sector workers;
- Increase locations and mechanisms for enrolment and payment and streamline access to the premium payment plan to ease informal sector workers' process to enrol and pay for JKN; and
- Work with private sector partners to mobilize resources for premium payments through crowdfunding, loans, other financial products and services, and support for income generation.

CATALYZE Indonesia's private sector partners include a full spectrum of private sector institutions engaged with the informal sector, including civil society organizations, crowdfunding organizations, local government/village funds, local businesses, money transfer businesses, financial institutions, and business support social enterprises.

Combined, these private sector partners and their actions will help overcome immediate financial barriers while putting individuals on a path towards consistently paying their premiums in Indonesia.

Purpose

CATALYZE Indonesia is issuing a Request for Information (RFI) to identify institutions offering financial products or services to the informal sector businesses (notably, micro-, small-, and medium-enterprises) or workforce (notably, individuals categorized as PBPU). This RFI seeks to understand the market's interest in or established experience around offering products and services for health insurance premium financing for informal sector workers in Indonesia. CATALYZE is particularly interested in learning about products that already assist or can be tailored to assist informal sector workers in paying the JKN premium.

CATALYZE Indonesia has seen examples of bundled loan products to support health insurance premium payment or online financial services that help streamline savings and premium payments. Through this RFI, CATALYZE would like to receive insights from the market on any ideas that has or has the potential to support health insurance premium payment, what opportunities and barriers the market believes may exist, and what support may facilitate realizing or scaling up these products or services.

Ultimately, the information gathered through this RFI will inform CATALYZE Indonesia's future activities, including new partners to engage with to harness any products or services that hold promise for health insurance premium financing. These partnerships may take a form of direct procurement through a request for proposals (RFP),

technical assistance by the project to the partner, partnership brokering with relevant public, private, or donor entities, or any other support that the project may be well positioned to provide.

Instructions to Interested Parties

- **Questions and Requests for Clarifications:** All questions and/or requests for clarifications regarding this RFI must be submitted via email to catalyze.procurement@thepalladiumgroup.com by the deadline specified on the cover page. All correspondence and/or inquiries regarding this RFI must reference the RFI number. Questions and requests for clarification—and the responses thereto—that Palladium believes may be of interest to other firms will be circulated to all RFI recipients who have indicated an interest in providing information.
- **Information Submission:** All responses to this RFI must be received via email by the deadline specified on the cover page. All responses must be emailed to catalyze.procurement@thepalladiumgroup.com.
- **Firm Contact Information:** The following information should be included in any RFI response:
 - Organization Name
 - Organization Address
 - Organization Website (if available)
 - Name of Point of Contact (POC)
 - POC Title
 - POC Email Address
 - POC Phone Number

Requested Information

Information is requested to the following questions. Please limit your responses to 5 pages.

A. Serving Informal Sector Workers in Indonesia with Financing Products and Services

1. Please describe your organization's current financial products and services for the informal sector businesses and workforce. Include details such as your current geographic scope, target market, market size, reach/client volume, monetary value, how well they are performing, and how well they meet your clients' needs.
2. Did your organization previously provide financial products and services for informal sector workers in Indonesia and discontinue them? Please describe the products and services and the reasons for their discontinuation.

B. Developing Financial Models, Products, and Services to Pay for Health Insurance

1. In your opinion, is there among your clients a need or a demand for financial products and services that can be used to pay health insurance premiums for JKN coverage?
2. Is your organization currently providing products and services that your clients can use to pay the premium for JKN?
 - i. If yes, please describe the products and services (in particular, are they standalone or blended?), their numbers and monetary value, and how well they are performing. Please also describe any challenges or issues that are limiting any potential product growth and what support is needed to overcome them, if any.
 - ii. If no:
 1. Please describe why you elected not to provide these products and services so far;
 2. What are the key challenges or barriers to providing such products and services?
 3. What support (e.g., information, market access, working capital, business intelligence, specialized product development technical skill) would your organization need to develop such products and services?
 4. How much would this effort cost and how long would it take?