



REQUEST FOR PROPOSAL (RFP)

Logistics Software Requirements and Proof of Concept

Introduction

The Advanced Regenerative Manufacturing Institute (ARMI) is a non-profit, public-private partnership founded to secure U.S. leadership in biomanufacturing. ARMI supports a capable and innovative biotechnology innovation industrial base that is fundamentally transforming the future of healthcare for chronic illness and traumatic injury and developing the workforce essential for the industry.

A strong supply chain is essential for any thriving industry epicenter. Through this Request for Proposals (RFP), ARMI is seeking a highly collaborative vendor to prototype software elements needed to achieve the safe and effective distribution of cell-based products at scale.

The selected vendor will work with ARMI and relevant stakeholders to develop and document software requirements utilizing up to five provided use cases and demonstrating prototype functionality.

All proposals must be submitted and received by ARMI before 11:59PM (EST) October 10, 2025.

Project Overview and Goals

Cell and tissue-based products, along with the enabling technologies essential to their production and distribution, are transforming the future of health care – restoring form and function for those living with traumatic injury and chronic illness. As ARMI provides wrap-around commercialization support to an increasing number of innovators seeking to bring their technologies to market, the supply chain for production at scale must be refined and strengthened.

The goals for this project are as follows:

- Work with ARMI and identified stakeholders to develop and document functional requirements for a software platform that captures key information from the source / supply to delivery, tracking products throughout manufacturing and delivery logistics.
- Define general system requirements, including security.
- Identify generalized data sources and integration needs.
- Document reporting and analytic needs.
- Perform an industry scan to identify potential disruptions to the supply chain that may inform requirements.
- Develop and demonstrate functionality of prototype software, incorporating up to five provided use cases. The prototype approach must consider implementation speed and ease, utilization of industry-standard programming language(s), and relevant potential integrations.

Project Scope

ARMI considers the scope of this project to be the cell-based product supply chain, from pre-clinical development through delivery. Stakeholders include industry, academic, and civic (federal, state, local) entities.

- Project work must be completed by early September 2026.
- Preference will be given to proposals incorporating significant additional value as non-Federal cost-share.
- Proposers must be U.S. entities.
- Proposers who are Members of ARMI or otherwise related to ARMI must contact ARMI prior to submitting, or participating in, a proposal to determine their eligibility for funding.

Project Deliverables

The following items are required project deliverables:

- Clearly articulated software requirements prioritized based on necessity to achieve the stated goals of this project (within two months of contract execution);
- Analysis of potential supply chain disruptors (within 4 months of contract execution);
- A functional prototype incorporating up to five provided use cases (by early September 2026); and
- A summary of recommended next steps and estimated costs following prototype demonstration (by early September 2026).

RFP Content and Format

The proposal must include the following items:

1. Project Summary
2. Organizational Overview
 - a. Organization description
 - b. Applicable services
 - c. Relevant experience, to include:
 - i. software requirements development and documentation;
 - ii. development of supply chain and logistics software systems;
 - iii. demonstrated knowledge of cell-based product supply chain considerations; and
 - iv. demonstrated knowledge of federal and industry logistics systems.
3. Project execution approach
4. Project timeline with major milestones and deliverables – to include details on how the proposed timeline will be met
5. Proposed budget – to include details of budget categories, payment structure, and the amount of proposed non-Federal cost-share
6. Project Management Approach
7. Key Personnel
 - a. Include their resumes and description of their relevant professional experience



8. Three (3) examples of relevant requirements and/or prototype development (redactions acceptable)
9. References for three (3) specific projects relevant to this RFP.

Proposal Evaluation Criteria

Proposals will be evaluated based on:

- A. demonstrated understanding of project objectives.
- B. proposing entity's organizational capacity and expertise.
- C. proven experience with similar projects.
- D. project management approach.
- E. ability to meet the project timeline.
- F. proposed budget, including amount of proposed non-Federal cost-share.

RFP Response Instructions

Please follow the instructions below to provide a complete response to this RFP before 11:59PM, October 10, 2025.

- Please direct questions and responses by email to proposals@armi.usa.org.
- Email Submission Guidelines:
 - Subject Line: RESPONSE TO RFP: ARMI Logistics Software
 - Attachments: To be in PDF format
 - PDF File Naming Structure: Organization Name_ RFP ARMI Logistics <Date>

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CONDITIONS OF PROPOSAL

Insurance and Indemnification Requirements

The Consultant agrees to maintain in full force and effect:

Comprehensive General Liability insurance written on occurrence form, including completed operations coverage, personal injury liability coverage, broad form property damage liability coverage and contractual liability coverage insuring the agreements contained herein. The minimum limits of liability carried on such insurance shall be \$1,000,000 each occurrence and, where applicable, in the aggregate combined single limit for bodily injury and property damage liability; \$1,000,000 annual aggregate personal injury liability.

Automobile liability insurance for owned, non-owned and hired vehicles. The minimum limit of liability carried on such insurance shall be \$1,000,000 each accident, combined single limit for bodily injury and property damage.

Workers' Compensation insurance, whether or not required by the New Hampshire Revised Statutes Annotated, 1955, as amended, with statutory coverage and including employer's liability insurance with limits of liability of at least \$100,000 for each accidental injury and, with respect to bodily injury by disease, \$100,000 each employee and \$500,000 per policy year.

Professional Liability insurance covering negligent acts, errors or omissions committed in connection with or arising directly or indirectly out of the services being provided to the OWNER under this agreement. The minimum limits of liability carried on such insurance shall be \$1,000,000 each claim and \$1,000,000 per policy year.

It shall be the responsibility of the CONSULTANT to ensure that any and all subcontractors comply with the same insurance and indemnification requirements.

No Conflict

The Consultant must disclose any direct or indirect conflict of interest, regardless of whether it is actual or perceived.

Legal Structure and Authority

Each proposal shall include the legal name of the organization and a statement as to whether or not it is a sole proprietorship, a partnership, a corporation or any other legal entity. A proposal by a corporation or other legal entity shall also give the state of incorporation, have a corporate seal affixed and identify the principal place of business and any local office including address and telephone numbers. Each proposal shall be signed by a person legally authorized to bind the Consultant to a contract.

Compliance with Law

The Consultant shall comply with all applicable provisions of federal, state and local law both in its response hereto and in provision of any services by the selected Consultant. Each proposal



shall include a statement indicating that the Consultant has read and understood all conditions as outlined in the RFP.

Resulting Contract

Given the urgency of launching this project, the selected Consultant shall execute a contract for services within five (5) business days of being requested to do so.

Reservation of Rights

ARMI reserves the right to accept any proposal, in whole or in part, to negotiate further regarding any terms of the proposal to achieve the best proposal as determined by ARMI at its sole discretion and to reject any or all proposals for any reason whatsoever, should it be deemed in the best interests of ARMI to do so.

Negotiation, if undertaken by ARMI, is intended to result in a contract which is deemed by ARMI, in its sole discretion, to be in ARMI's and the project's best interests. Any such negotiations will use the selected proposal as a basis to reach a final agreement. Any and all such negotiations shall be binding upon the consultant. ARMI reserves the right to include in the contract for services other terms and conditions not specifically set forth here, including, but not limited to, terms and conditions required by funding sources; and additional work which may be identified subsequent to the starting date of the contract.

ARMI reserves the right to waive or disregard any informality, irregularity or deficiency in any proposal received.

Consultant's Responsibilities

The Consultant submitting a proposal for this project shall be aware of all ARMI requirements, including insurance coverages, pertaining to contracting with ARMI for Professional Services and proposed fees should reflect any costs in connection with these requirements.

Work Authorization

The Consultant will be authorized to do work by being given a "Notice to Proceed" which will include an approved schedule of work, fees and completion dates. Work shall commence within two (2) calendar days of receipt of the "Notice to Proceed" and shall proceed continuously to completion.

Termination

ARMI reserves the right to terminate the contract upon five (5) days written notice should the consultant fail substantially to perform in accordance with the Agreement. In addition, ARMI reserves the right to terminate the contract at any time or to reduce the Scope of Services in order to be consistent with the availability of funds. In the event of termination due to fault other than the Consultant's, the Consultant shall be paid compensation for services performed to termination date or, in the case of a retainer, through the current period.



Federal Compliance

The Consultant will agree by contract to comply with the applicable sections of 2 CFR 200, Appendix II, "Contract Provisions for Non-Federal Entity Contracts Under Federal Awards", or such other terms as the granting agency may from time to time impose.