

## Awarding of a service contract:

### *Publication on Multinational Healthcare and Nursing Firms and Trade Union Counterstrategies*

## Background

Multinational care and health companies headquartered in Germany, France and the US are rapidly conquering new markets around the world. Previous waves of privatization, lack of workers' rights and patient protection and willing governments help them to take over the lead in these markets. It includes bribery of government officials, dirty lobbying and, above all, union busting business models.

But this business model is starting to falter, because there is resistance on all continents. The planned publication should document and analyze the new union formations in nursing homes in Central and Eastern Europe, the organizing campaigns for a fair pay scale in Alabama, the union renewals in Asia and Latin America and their international networking.

In particular the publication should focus on the following elements:

- Worldwide strategies against multinational healthcare and nursing Firms Strategien multinationaler Gesundheits- und Pflegefirmen in der Welt
- Union-Busting in multinationalen Gesundheits- und Pflegefirmen
- Von lokalen Kämpfen zu globalen Rahmenabkommen? Internationale gewerkschaftliche Gegenstrategien in der Gesundheit und Pflege

The project is initially planned until the end of June 2020. We intend to award a service contract for conceptualisation, research and writing of a publication of 60-80 pages.

## About Association Rosa-Luxemburg

The Geneva office Association Rosa-Luxemburg was founded in 2019 and will be further established throughout 2020. It will serve as the liaison office to the UN institutions in Geneva, but as well work thematically towards the issues of social rights and international labour work.

The Association Rosa-Luxemburg is part of the Berlin-based Rosa-Luxemburg-Stiftung e.V. in Berlin, Germany. Rosa-Luxemburg-Stiftung is one of the six major political foundations in the Federal Republic of Germany, tasked primarily with conducting political education both at home and abroad. The Stiftung's work adheres to the legacy of its namesake, German socialist leader Rosa Luxemburg, and seeks to represent democratic socialism with an unwavering internationalist focus. The Stiftung is committed to a radical perspective emphasizing public awareness, enlightenment and social critique. It stands in the tradition of the workers' and women's movements, as well as anti-fascism and anti-racism. Rosa-Luxemburg-Stiftung e.V. is a registered non-profit organization in Germany. The Stiftung is affiliated with the German Party Die Linke.

The aim of the work of Association Rosa-Luxemburg is to promote a critical analysis of society and foster networks of emancipatory political, social and cultural initiatives around Germany. Internationally, it will participate in cooperative development projects and advocate for a dialogue between the Global North and South conducted on equal footing. Like other political foundations, Association Rosa-Luxemburg seeks to develop and expand the concept of political education by emphasizing a critical analysis of society as our central task, further underlined by our namesake.

Based on the firm belief that social change requires a reflective confrontation with today's capitalist society as a whole, the Association Rosa-Luxemburg strives to develop alternative concepts and approaches for a comprehensive process of social transformation enabling the creation of a more united and just society. Education and training in democratic socialist politics, analysis, information and policy advice are therefore the Association Rosa-Luxemburg's basic tasks.

## Tasks

- a) Preparation of a publication concept
- b) Preparatory talks with the Association Rosa-Luxemburg in Geneva
- c) Research regarding the relationships of health companies headquartered in Germany, France and the United States, previous waves of privatization, union busting strategies and global struggles in health companies
- d) Writing of the publication's first draft in German (60-80 pages)
- e) Editing, reviewing and finalizing the draft according to comments by Association Rosa-Luxemburg

## Contract scope and duration

Projected contract period: January 15 to June 30, 2020.

## Planned process

- In January 2020: preparatory talks with Association Rosa-Luxemburg in Geneva
- From January to February 2020: conceptualization of the publication
- From February to April 2020: research of facts and backgrounds
- From May to June 2020: writing, reviewing and completion of the study
- June 2020: evaluation talk with Association Rosa-Luxemburg Geneva

## Expected qualifications of the contractor

The Association Rosa-Luxemburg expects the following qualifications:

- Proven expertise in in the international health sector and expert knowledge of multinational care and health companies
- Knowledge of left approaches in the above-mentioned context
- Knowledge in the field of trade union strategies
- In-depth knowledge of relevant stakeholders, debates and alternative solutions;
- Proven experience in the production of comparable studies / analyses;
- Proven expertise in quantitative and qualitative methods;
- Fluency in written and spoken German is an asset;
- Willingness to work closely with the responsible staff of Association Rosa-Luxemburg

## Applications

Applicants submit an offer specifying prices. For this purpose, the price sheet (Annex 2) must be used and submitted with the offer. Furthermore, we request a tabular CV, qualified references regarding expertise and experience, and a short conceptual note (2 pages) showing their understanding of the publication's content and challenges and explaining their proposed study method.. The time availability during the contract period must be guaranteed.

If the applicants are subject to VAT, this must be communicated with the application. The VAT is then paid in addition. If no communication is made, the price is the gross amount.

If you have any questions regarding the call for applications or your application, please send an e-mail to Ulrike Eifler, Program Director International Trade Union Politics ([ulrike.eifler@rosalux.org](mailto:ulrike.eifler@rosalux.org)).

**Please send your written application (by e-mail) to Ulrike Eifler, Program Director International Trade Union Politics ([ulrike.eifler@rosalux.org](mailto:ulrike.eifler@rosalux.org)) by 13.12.2019 12:00 noon CET.**

## Award and contract process / time frame

Negotiations are not allowed in this procurement procedure.

- Publication: 03.12.- 13.12.2020
- End of the offer period: 13.12.2019 **12:00 noon CET**
- Supplement / contract: 20.12.2019
- Contract period: 15.01.-30.06.2020

## Review summary

The following points are defined as evaluation criteria for the selection of the most economical offer:

Review criteria	Weighting
B1 Price (Inclusive price for all basic services according to terms of reference)	40%
B2 Performance (concept note, work experience and expertise with regard to the advertised performance)	60%