Our strategic goals span the value chain for diagnostic solutions. We believe access must be considered at every step of the development and implementation pathway.

### FAST FACTS

Access to diagnosis is critical to improve individual health outcomes, reduce the global burden of disease, save healthcare costs to low- and middle-income countries (LMICs), and meet Sustainable Development Goal (SDG) health objectives.

Major barriers to uptake exist along the value chain of diagnostics solutions. The result is that it can sometimes take years until solutions reach those who are most in need.

- **Lack of market intelligence on LMICs:** current diagnostics R&D is typically targeted at high-income countries. As a result, not only are cost structures not adapted to low- and middle-income countries (LMICs), but often the products themselves are not adapted to LMIC needs (e.g., climatic conditions).

- **Lag in global and national policy development:** lengthy policy development processes such as evaluation studies are needed to demonstrate impact of proposed solutions. Translation of global recommendations into local guidance is also complex.

- **Limited uptake systems in place for new products and solutions:** with the exception of TB, malaria and HIV, global procurement and supply chain mechanisms are limited, inhibiting investment outside of these areas and hindering the use of potentially impactful products within national programmes.

- **Underlying health systems weaknesses:** new products and diagnostic solutions require strong health systems to perform and monitor testing which, without careful planning and training, can put services at risk and slow down uptake.

### FIND ACCESS STRATEGY

Our strategic goals span the value chain for diagnostic solutions. We believe access must be considered at every step of the development and implementation pathway.

1. **Shape product development**
   - Collect market intelligence to inform product design
   - Negotiate Global Access terms with industry partners

2. **Enable programmatic scale-up**
   - Work to scale models directly and through implementation partners
   - Provide targeted technical assistance to build capacity and improve diagnostic quality

3. **Optimize evidence generation**
   - Engage stakeholders in evidence generation, building product confidence
   - Align trial and evidence plan with WHO, country and implementation needs

4. **Create the market**
   - Develop roll-out plan (country prioritization, regulatory, implementing partner mapping etc.)
   - Set up T&Cs for product supply and support with procurers and manufacturers
   - Support in-country policy change in representative countries

5. **Transition to scale**
   - Establish best implementation practice
   - Design and demonstrate new service delivery models for diagnostics
   - Package “how-to” guidance and case-studies

For more information, please contact media@finddx.org