



Request for quote (RFQ)

**Semi-structured interviews: Product requirements for point-of-care cardiometabolic devices for primary healthcare facilities in low-and-middle-income countries**

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Closing date: 04 May 2020 at 5:00 pm CEST

## 1. ABOUT FIND

FIND is a global non-profit organization that drives innovation in the development and delivery of diagnostics to combat major diseases affecting the world's poorest populations. Our work bridges R&D to access, overcoming scientific barriers to technology development; generating evidence for regulators and policy-makers; addressing market failures; and enabling accelerated uptake and access to diagnostics in low- and middle-income countries (LMICs).

Since 2003, we have been instrumental in the development of 24 new diagnostic tools. Over 50 million FIND-supported products have been provided to 150 LMICs since the start of 2015. A WHO Collaborating Centre, we work with more than 200 academic, industry, governmental, and civil society partners worldwide, on over 70 active projects that cross six priority disease areas. FIND is committed to a future in which diagnostics underpin treatment decisions and provide the foundation for disease surveillance, control, and prevention.

## 2. BACKGROUND

Increasingly, infectious disease and non-communicable disease (NCD) epidemics are colliding in many LMICs that face a double burden of fighting infectious diseases and NCDs. NCDs are often linked to the severity of infectious diseases and, therefore, both must be tackled for a patient-centred approach in healthcare.

FIND aims to strengthen point-of-care (POC) cardiometabolic testing in primary healthcare (PHC) facilities by reinforcing diagnosis and management of common NCDs, such as cardiovascular diseases and diabetes.

Several in vitro diagnostic (IVD) manufacturers have developed POC solutions to address the need for comprehensive, integrated responses to cardiometabolic risk, diagnosis and monitoring at PHC level, and LMICs are increasingly looking to adopt these solutions. However, since the available biochemical parameters and operational characteristics of the devices vary, it can be challenging for countries to decide which option best meets their needs.

Together with the World Health Organization (WHO), FIND recently published a landscape of available POC devices for cardiometabolic diseases ([link](#)) and is currently developing a target product profile (TPP) for these devices, to be used in conjunction with the landscape.

For the TPP, a set of 41 device requirements with minimal and optimal characteristics was defined with an expert working group in a face-to-face meeting. Additionally, a global [online TPP survey](#) launched in February 2020 asked participants to what extent they agree/disagree with the minimal and optimal characteristics of the device requirements.

### **3. OBJECTIVE AND AIM**

FIND would like to complement the outcome of the survey with personal, semi-structured interviews of relevant stakeholders in LMICs to define the ideal product requirements for POC cardiometabolic devices. FIND is looking for a consulting company which can conduct and analyze the interviews as per a defined aim, scope of work, and methodology.

The aims of the project are to:

1. collect additional responses to the predefined TPP/product requirements
2. refine minimal and optimal characteristics of requirements through feedback from interviewees
3. capture high priority requirements which are decision drivers for the use of POC cardiometabolic devices
4. identify additional stakeholder needs for such devices, beyond the defined requirements

### **4. SCOPE OF WORK AND METHODOLOGY**

- Design interview guidelines based on the aims of the project, TPP requirements, responder profile (i.e. clinical, lab, procurement) and type of input required (medical, technical)
- Identify suitable interviewees who are knowledgeable and experienced in delivering primary healthcare in LMICs or involved in high-level decision-making for primary healthcare facilities, covering:
  - Physicians for clinical care decision-making
  - Lab experts in clinical chemistry testing
  - Procurement logistics

Interviewees must be familiar and experienced with cardiometabolic testing at the point of care and/or relevant clinical disease management and/or procurement mechanisms in LMICs

- Conduct 10-20 interviews, obtaining answers with respect to all TPP requirements and any additional remarks resulting from the interview (not necessarily from one person)
- LMICs covered should be one or more countries in the regions listed below (countries beyond the listed ones can be discussed, based on existing contacts):
  - Asia (India, Bangladesh)
  - South and Sub-Saharan Africa (South Africa, Senegal, Tanzania, Ethiopia, Uganda)
  - South America (Peru, Brazil)

- The number of interviews per country should be balanced across all final countries proposed
- Interviews should be conducted in English, French or Spanish to cover the target regions, and all non-English transcripts should be translated into English
- The proposal should contain a list of expected interviewees per country (no names) with their job description and place of work/expertise (existing contacts). FIND can support in identifying suitable interview candidates where gaps exist

## 5. DELIVERABLES

Quantitative and qualitative analysis and report of interview results, addressing aims 1-4 of this proposal.

## 6. BUDGET AND TIMELINES

The total budget is 30'000 CHF.

The work should be conducted in May/June 2020.

## 7. QUOTE GUIDELINES

If you are interested, please send your quote (in English and formatted in Microsoft Word or PDF) to [NCDs@finddx.org](mailto:NCDs@finddx.org) by 5 pm CET on Monday 4 May 2020.

Selection of the applications will be based on separate assessments of the offers. FIND reserves the right to request further information throughout the RFQ process.

Any questions or clarifications regarding this Request for Quote (RFQ) should be submitted in writing via e-mail to [NCDs@finddx.org](mailto:NCDs@finddx.org) prior to the closing date.

## 8. EVALUATION CRITERIA

To ensure consideration for this RFQ, your offer should include all of the following criteria:

- Individual CV or organizational profile: Bidders will be evaluated on their organizational strategy (where appropriate), experience and capability as it pertains to access to diagnostics and definition of product requirements or target product profiles in the global health domain and LMICs (include client testimonials and references).
- Understanding of key requirements for diagnostic devices in LMICs and at the primary healthcare level: Bidders will be evaluated on their understanding of key product

requirements for POC devices at PHC in LMICs (relevant to this proposal), ideally when managing cardiometabolic NCDs. Bidders should briefly discuss what they consider key requirements and how their characteristics can be defined with the relevant stakeholders.

- Financial proposal: Bidders will be evaluated on the quality of the financial proposal for this RFQ as well as the transparency and breakdown of all financial elements comprising the final bid. Bidders should provide as much information as possible to explain their proposed budget.
- Proposed team: Bidders will be evaluated on the quality of the team that will work on the project. Bidders are asked to submit CVs or biographies of the proposed team, detailing how their background and experience will be of benefit for this work.

Where FIND judges more than one application to be complementary, FIND reserves the right to suggest partnership within the project.