

FIND

Diagnosis for all

Request for Quote (RFQ) - RQ22-0010

**Supply and procurement mapping, and pricing analysis
of Chagas Disease RDTs in key LATAM countries (Bolivia,
Brazil, Colombia and/or Paraguay)**

24 November 2022

FIND | Campus Biotech | Chemin des Mines 9 | 1202 Geneva, Switzerland

T: +41 (0)22 710 05 90 | F: +41 (0)22 710 05 99 | www.finddx.org

1. ABOUT CUIDA CHAGAS

The CUIDA Chagas project (Communities United for Innovation, Development and Attention for Chagas disease) is sponsored by Unitaid and the Ministry of Health in Brazil. The CUIDA Chagas consortium is led by Oswaldo Cruz Foundation (Fiocruz) from Brazil, and includes other government organizations such as Instituto Nacional de Laboratorios de Salud "Néstor Morales Villazón" (INLASA) from Bolivia, Instituto Nacional de Salud (INS) from Colombia, and Servicio Nacional de Erradicación del Paludismo (SENEPA) from Paraguay; and the international non-governmental organization FIND, the global alliance for diagnostics. The CUIDA Chagas consortium aims to contribute to the elimination of congenital transmission of Chagas disease by scaling-up and enhancing access to diagnosis, treatment and comprehensive care, through innovative and sustainable approaches in Bolivia, Brazil, Colombia and Paraguay. More information about the consortium project can be found at <https://cuidachagas.org/en/>

1. BACKGROUND

Chagas disease (CD), a neglected tropical disease (NTD) also known as American trypanosomiasis, is a potentially life-threatening illness caused by the protozoan parasite *Trypanosoma cruzi* (*T. cruzi*) found in endemic areas of 21 continental Latin American countries. An estimated 6 to 7 million people worldwide are infected with the *T. cruzi* parasite, and 30-40% of those infected will develop severe and sometimes life-threatening medical problems. Transmission routes include contact with feces/urine of infected blood-sucking triatomine ('kissing') bugs, consumption of contaminated food, transmission from an infected mother to her newborn during pregnancy or childbirth, blood or blood product transfusion from infected donors, organ transplants using organs from infected donors, and laboratory accidents. CD has an acute phase, which can last up to a few weeks or months and is usually mild or asymptomatic, and a chronic phase.

Timely identification and treatment of CD has important benefits, including prevention of future congenital transmission, serological cure in infants and children, and reduction of progression to advanced forms of the disease in adults. Diagnosing chronic *T. cruzi* infection is complex with reference standard diagnostics (enzyme-linked immunosorbent assay (ELISA), hemagglutination inhibition (HAI), or immunofluorescence assay (IFA)) requiring a laboratory, specialized personnel, and time to obtain the results. Rapid diagnostic tests (RDTs) show potential to overcome some of the obstacles in the diagnostic process. Several RDTs are available for detecting *T. cruzi* infection; all use blood (or serum) samples. Some of these RDTs have shown high accuracy in laboratory studies, and prospective evaluation studies are being executed in different CD-endemic countries such as Brazil, Bolivia and Colombia.

In 2022, the CUIDA Chagas Consortium conducted both technology and market landscapes for CD RDTs in Bolivia, Brazil, Colombia, and Paraguay. This work indicated a market potential for CD RDTs in the LATAM region which has prompted further investigation. In the next phase of the market landscape, the consortium is interested in improving our supply and procurement maps

of key LATAM countries, and undertaking a pricing analysis for CD RDTs in the markets of these countries.

2. OBJECTIVE

The consultant will conduct supply and procurement mapping, and pricing analyses of CD RDTs in Colombia, Bolivia, Brazil and Paraguay. Quotations for this work can be based on one, or any combination of the target countries. Mapping and pricing exercises are a key part of the market assessments of CD RDTs being conducted by the CUIDA Chagas consortium. The consultant or consultancy group will support the project team with the synthesis of any intelligence gathered.

3. ACTIVITIES

In each of the target LATAM countries (Bolivia, Brazil, Colombia, Paraguay) in which the consultant/consultancy works, the main tasks will include:

- Develop interview guide for procurement, supply chain mapping and pricing analysis (to be approved by FIND team).
- Prepare templates on focal topics to be informed by key interviews in PowerPoint format.
- Coordinate with FIND project team in scheduling interviews with stakeholders identified jointly by FIND/CUIDA.
- Prepare all meeting materials as needed in English, Spanish and Portuguese (including project background documents, project slides, formal invitation letters, project introduction letters etc).
- Synthesize learnings from meetings into summary meeting reports.

For all the above, the individual should be able to course-correct, in consultation with the project team, if things are not done accurately. Any issues should be reported and escalated to FIND.

4. DELIVERABLES

The following deliverables will be expected for each of the countries that the consultant/consultancy works on:

- #1: An interview guide tracker in excel, that includes the names, titles, organizations and contact information of all stakeholders contacted (including dates)
- #2: Interview guide
- #3 Proposed templates on focal topics (final list and format to be agreed by FIND/CUIDA team together with consultant/consultants):
 - Overall Supply Chain for RDTs landscaping including actors and prices, to make visible which actors lead to markups, the extent to which price changes along the supply chain, so that comparisons between the countries can be made.
 - Procurement Funding and Process flows by project country
 - Current practice with regard to PAHO and Dx for Chagas and map the PAHO procurement process
- #4: Completed templates on focal topics (final list and format to be agreed by FIND/CUIDA team together with consultant/consultants):
 - Overall Supply Chain for RDTs
 - Procurement Funding and Process flows by project country
 - Current practice with regard to PAHO and Dx for Chagas
- #5: Meeting Coordination & Summary (including letters of invitation, meeting background documents, meeting notes as needed)
- #6: Key Opinion Leader interview summaries
- #7: Develop project-related materials as needed and agreed by project team

5. PROFILE & QUALIFICATIONS

We are looking for a highly motivated consultant/consultants with exceptional attention to detail, who can collaborate with cross-functional teams and meet tight deadlines. Prior experience in diagnostics would be an asset.

Qualifications and experience:

- MSc or higher degree in a related field. A Master's degree in public health would be an asset. In lieu of a Masters Degree, an additional 3-5 years of relevant work experience would be acceptable.
- Fluent in English and Spanish; Portuguese would be an advantage
- 3-5 years of work experience, ideally in the field of management consulting, supply chain or product launch (healthcare industry)

- Experience conducting semi-structured interviews for primary market intelligence in the healthcare sector would be an asset
- Experience working with PAHO at a national, regional or global level
- Ability to synthesize multiple sources of data into PowerPoint

6. TIMELINE

For the work in Colombia all deliverables will be expected to be finalized Q1 2023 – exact dates will be defined by the project team based on interviewee availability.

The tentative timeline for the work in each of the other countries (excluding Colombia) is to launch in March 2023, with all deliverables completed Q2 2023, with the final dates to be agreed by the FIND/CUIDA team together with the consultant/consultants and based on interviewee availability.

7. PROPOSED BUDGET

Applicant to produce a financial proposal for this project with an indication as to how the budget would be used and details of the consultant/consultants daily rate. If applying for multiple countries, please indicate how the budget will be used per country.

8. QUOTE GUIDELINES

If you are interested, please send your quote and application (CV and cover letter explaining how your skills would support our needs in English and formatted in Microsoft Word or PDF) to ntdteam@finddx.org by the 1st of March 2023. For more information on the content of the application, see **9. Evaluation Criteria**.

Selection of the applications will be based upon separate assessments of the offers. FIND reserves the right to request further information throughout the Request for Quote (RFQ) process.

Any questions or clarifications regarding this RFQ should be submitted in writing via e-mail to ntdteam@finddx.org prior to the closing date.

9. EVALUATION CRITERIA

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

For individual consultants:

- **Resume/CV and cover letter:** Bidders will be evaluated on their qualifications, capability and capacity, including history of their work.
- **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 the proposed budget.

For consultancy agencies:

- **Experience, capability & capacity:** Bidders will be evaluated on their qualifications, capability and capacity, including history of their work pertaining to the curation and management of content through an e-commerce platform.
- **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 the proposed budget.
- **Proposed team member:** Bidders will be evaluated on the quality of the team member that will work on the RFQ. Bidders are asked to submit complete CVs of the proposed team member, detailing how their background and experience will be of benefit for this work.