



## REQUEST FOR PROPOSAL (RFP)

DxConnect Marketplace Partners

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## LIST OF ACRONYMAS AND ABBREVIATIONS

ACT: Access to COVID-19 Tools

B2B: Business-to-business

B2C: Business-to-consumer

DxCM: Dx Connect Marketplace

LMICs: Low- and middle-income countries

NGOs: Non-governmental organizations

GTC: General terms and conditions

3PL: Third-party logistics

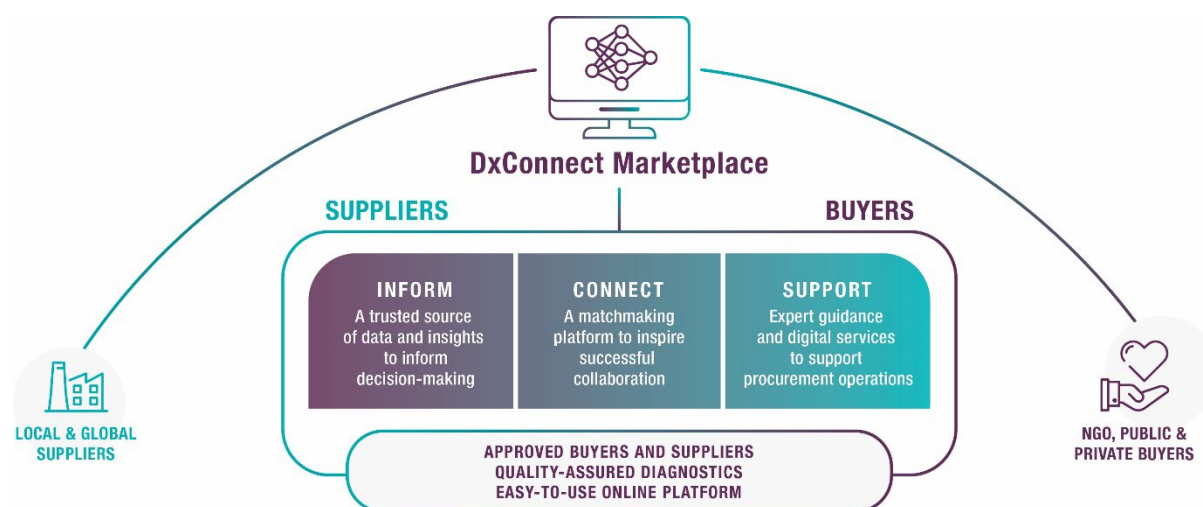
4PL: Fourth-party logistics

## 1. BACKGROUND INFORMATION

From research and development to delivery, FIND (Foundation for Innovative New Diagnostics) has been actively involved in identifying and unblocking bottlenecks that prevent diagnostics from becoming viable products ready for use in Low and Middle-Income Countries (LMICs).

This RFP (REQUEST FOR PROPOSAL) is designed to be transparent, providing a pathway for organizations that wish to collaborate with FIND's Dx Connect Marketplace.

An innovative solution managed by FIND, the DxConnect Marketplace is a secure online service connecting buyers directly to quality diagnostic suppliers - designed to build trust, create connections, and facilitate the procurement of affordable, quality-assured diagnostics. Free to use and entirely not-for-profit, the DxCM is focused on priority diagnostics for high-burden diseases in LMICs.



Aligned with FIND's Global Access Policy, all products listed on the marketplace are first evaluated by internal and independent experts against a strict **Quality Assurance Policy Framework**.

Every user (buyer or supplier) undergoes a robust vetting process before they are provided access to the platform. Continuous monitoring ensures compliance with general terms and conditions (GTC) and quality requirements.

Following diagnostic discovery and sourcing through the DxConnect Marketplace, all commercial transactions take place outside of the platform and are under its users' responsibility.

## 2. STATEMENT OF PURPOSE

The DxCM (DxConnect Marketplace) is seeking institutional partners who have expertise in downstream supply chain activities that would bridge the gap between buyers and sellers of diagnostic products. These partners would complement the core value of the DXCM that lies in the upstream supply chain activities that involve providing product-specific knowledge on quality assured diagnostics to the buyers.

## 3. SCOPE OF WORK AND DELIVERABLES

Partners must complement the core value of the DXCM that lies in the upstream supply chain activities that involve manufacturer vetting, quality assurance of diagnostics products, product-specific descriptions and information to buyers and negotiated commercial terms and conditions.

The role of a partner is to improve the down-stream supply chain process of the DxCM – supporting the user journey after diagnostic product discovery and selection.

Partner profiles include but are not limited to: E-Commerce platforms, Supply chain agents (i.e., importers, distributors, wholesalers, 3PLs, 4 PLs), and others (i.e., academia, non-governmental organizations, etc.)

In summary, examples of partnerships can include:

- Fulfilling request for quotations of buyers in the DxCM by connecting to logistic operators
- Promoting FIND quality assured diagnostic products listed in the DxCM in the partner eCommerce platforms
- Developing solutions to improve the DxCM user experience

## 4. APPLICATION GUIDELINES

For consideration of this RFP, partners should submit a proposal document following the template (see ANNEX) that outlines:

- Your organizations' understanding of the DxCM
- The organization business model and how it enables DxCM to better connect buyers and sellers of Diagnostic products
- As this is a non-financial RFP, how would your organization propose to structure the partnership (Examples of other similar initiatives undertaken by your organization that demonstrate your expertise in this area and impact generated)

## 5. AWARD CONDITIONS (EXCLUSION CRITERIA):

Grounds for Exclusion Applicants shall not be awarded a Contract if, on the date of submission of their Application or on the intended date of Award of Contract, they meet any of the following conditions: bankruptcy; sanctioning (using sanctions lists from the UN, EU, Switzerland, and any other FIND donor country); financial irregularities; breach of contract; World Bank exclusions (or by any other multilateral development bank); and/or misrepresentation.

Conflict of Interest Applicants will also be disqualified if they:

- are an affiliate of FIND
- have a business or a family relationship with FIND staff involved in the procurement processes, or in the supervision of the resulting Contract
- are state-owned entities, which are not able to provide evidence that i) they are legally and financially autonomous and that ii) they operate under commercial laws and regulations
- have, or have had during the past four(4) years, any relations or linkages, with the tobacco or arms industry, or any subsidiary of a tobacco or arms company or commercial entity involved with the manufacture, sale, or distribution of tobacco/arms or tobacco/arms products, including, but not limited to, financial interests, controlling interests, or commercial relations resulting in licensing agreements, programmes, initiatives, research, or projects funded by the tobacco/arms industry, jointly administered with tobacco/arms-affiliated entities, or done for the tobacco/arms industry.

Social and Environmental Responsibility Applicants/Bidders must be able to:

- Comply with and ensure that all their Subcontractors and major partners comply, with international environmental and labour standards, consistent with applicable laws and regulations in the country of implementation of the respective Contract and the fundamental conventions of the International Labour Organization (ILO) and international environmental treaties.
- Implement any environmental and social risk mitigation measures as far as these measures are relevant to the Contract and implement measures for the prevention of sexual exploitation and abuse and gender-based violence.
- Comply FIND's [Code of Conduct and Ethics \(or Applicant's own CODE that is at least equivalent to FIND's\)](#).
- Comply with the DxCM GTC.

## 6. TIMELINE

We will be evaluating RFP on a rolling basis until December 31, 2023.

## 7. HOW TO APPLY

1. Send detailed proposal document to [marketplace@finddx.org](mailto:marketplace@finddx.org) (see section 4 above)
2. Fill-out a partnership interest form. (HERE: <https://dxc-marketplace.finddx.org/pages/partner-form>)

## 8. EVALUATION AND AWARD PROCESS

Following submission, RFPs will be reviewed and evaluated (*as per the evaluation criteria in the annex*) by the internal FIND DxCM team, on a rolling basis and selected partners will be invited to start initial discussions, ultimately ending in a non-financial collaboration agreement between the two organizations.

FIND reserves the right to request further information and carry out a due diligence inquiry throughout the RFP process. Any questions or clarifications regarding this RFP should be submitted via e-mail to [marketplace@finddx.org](mailto:marketplace@finddx.org).

## 9. CONTRACTUAL TERMS AND CONDITIONS

Upon successful selection, a partnership agreement will be negotiated between FIND and the partner outlining the terms of the relationship, which include nature of partnership, scope of activities, timeline, governance, milestones and metrics

## 10. CONFIDENTIALITY

FIND considers any proposal received under the RFP as confidential, and will not be shared externally to the FIND team. If required, FIND can sign a Confidentiality Disclosure Agreement (CDA) with interested Applicants/Bidders prior to proposal submission. FIND will not disclose the proposal to third parties without the prior written agreement of the proposal submitter. Review of proposals will be carried out by an internal FIND team as well as a team of external experts (which may or may not include members of FIND's independent Scientific Advisory Committee), all of whom are under confidentiality and are recused if found to have a potential conflict of interest (which they are obliged to disclose). Any specific questions concerning confidentiality should be addressed to the FIND team.

## 11. QUESTIONS AND COMMUNICATION PROTOCOL

Please email questions to: [marketplace@finddx.org](mailto:marketplace@finddx.org). Questions will be accepted and responded to expediently until 31-12-2023. Submitted questions (and corresponding answers) will be publicly available at: <https://dxc-marketplace.finddx.org/pages/engage>.

Applicants are invited to attend a webinar on 12 of April of 2023. The webinar will present the RFP scope, content, and process, and will address questions submitted (to date) to the email address listed above. Attendance is encouraged to obtain clarification and further information. A webinar recording will be posted for those unable to attend.

## 12. About FIND

FIND, the global alliance for diagnostics, seeks to ensure equitable access to reliable diagnosis around the world. We connect countries and communities, funders, decisionmakers, healthcare providers and developers to spur diagnostic innovation and make testing an integral part of sustainable, resilient health systems. We are co-convener of the Access to COVID-19 Tools (ACT) Accelerator diagnostics pillar, and a WHO Collaborating Centre for Laboratory Strengthening and Diagnostic Technology Evaluation. Founded in Geneva, Switzerland, in 2003, we have regional hubs in Kenya, India, South Africa and Viet Nam. With partners across the public and private sectors, we

are working to make sure that everyone who needs a test can get one. To learn more, visit [www.finddx.org](http://www.finddx.org).

FIND's mission is to turn complex diagnostic challenges into simple solutions to overcome diseases of poverty and transform lives. Achieving our mission requires that we ensure access to diagnosis for those who are most in need. To achieve Global Access for the diagnostic products it supports, FIND works toward making diagnostic solutions available, affordable, and appropriate for use in low- and middle-income countries (LMICs), as well as ensuring they are adopted for use in these settings. (FIND's Access Policy)

## ANNEX: Evaluation criteria

The evaluation process is designed to be objective, independent, and transparent to ensure that the most suitable partners are identified. Proposals from partners will be evaluated by an internal review panel comprising DxConnect team members within FIND.

Partnership proposals will be evaluated against the following criteria:

- **Quality of the proposal:** detailed scope of work indicating business model (i.e., B2B, B2C, eCommerce, 3PL, 4PL, and others). Proposals should include as much information as possible explaining the services provided, target user segment, current portfolio of relevant diagnostic products and IT tools deployed.
- **Experience and capabilities:** i.e., candidates experience in similar use cases (if applicable), impact generated/market gap addressed. Detailed partner expertise that supports proposal on the down-stream supply chain fulfillment, for example, procurement and distribution services, including details on geographical coverage and team composition.
- **Mission:** Describe how the values and mission of the partner align with the DxCM objectives and General Terms and Conditions (GTC). ANNEX: Application summary guidance

## ANNEX: Proposal summary

Name (Company)
Business registration number
Type of partner
Partner representative (Contact person)
Function of the partner representative
Country(s) of Operation
Country of Registration
Address
Phone
Email
Alternative contact (name, phone, e-mail)
Nature of partnership
Services offered
Proposed user journey
Metrics and deliverables