

Expression of Interest (EOI): Consultant for diagnostic technology landscaping and scouting activities

BACKGROUND

[FIND](#) is accelerating equitable access to reliable diagnosis around the world. We are working to close critical testing gaps that leave people at risk from preventable and treatable illnesses, enable effective disease surveillance, and build sustainable, resilient health systems. In partnership with WHO, other global health agencies and the G20/G7, we are driving progress towards global health security and universal health coverage. We are a WHO Collaborating Centre for Laboratory Strengthening and Diagnostic Technology Evaluation.

FIND focus areas are the following and are defined by each of the FIND program:

FIND PROGRAMS	FOCUS AREA
<i>Antimicrobial resistance</i>	POC for Gonorrhoea and Chlamydia, digital decision support and data collection tools to support antimicrobial stewardship programmes, simplified blood culture system
<i>Fever and malaria</i>	New tools that can improve triage and differential diagnosis at the POC, next generation malaria tests, vaccine-preventable diseases
<i>Hepatitis (HBV, HCV)</i>	Multiplex tests and self-tests
<i>Neglected Tropical Diseases</i>	Buruli ulcer, Chagas disease, sleeping sickness (human African trypanosomiasis), visceral leishmaniasis, lymphatic filariasis, onchocerciasis and schistosomiasis.
<i>Non-communicable diseases</i>	Diabetes diagnostic and self-monitoring tools, cardiometabolic diagnostic and self-monitoring tools
<i>Pandemic threats</i>	Covid-19, Marburg, Yellow fever, Lassa fever, other outbreak diseases.
<i>Tuberculosis</i>	Computer-aided detection, self-sampling
<i>Women's health</i>	HPV screening tools, including self-collection
<i>Sequencing & genomics</i>	Next-generation sequencing and genomic surveillance
<i>Digital health</i>	Digital technologies, including mobile applications and electronic health records for screening / ensuring accurate diagnosis / providing treatment monitoring information

The landscaping and scouting of new technologies and partners are critical to FIND in defining technology gaps as well as selecting key partners and technologies to initiate and develop collaborations, with the ultimate goal of providing transformative in vitro diagnostic (IVD) tests in low- and middle-income countries. These activities are run by the Business Intelligence (BI) team at FIND.

SCOPE OF WORK AND ACTIVITIES

The objective of this Expression of Interest is to identify new partners that can support the BI team to build diagnostic technology landscapes on various topics and/or identify and qualify diagnostics manufacturers (scouting).

Technology landscaping activity

Technology landscaping activity is the active search for products and/or technologies within a specific scope (e.g. disease or use-case of interest), with detailed information and to be performed with a clear deadline. At FIND, we distinguish between different levels of technology landscape activities:

- Small exploratory landscapes: light work necessary to have a first idea of the existing products/technologies for a specific scope. The objective is to cover all potentially interesting solutions without having an exhaustive list of products, and without capturing all technical details.
- Full technology landscape: extensive work aiming at providing a comprehensive list of all existing products/technologies that fall under a specific scope (e.g., type of disease / technologies /products) and with a full technical description.

Both types of landscaping activities will involve:

- Identification of technologies/products within scope
- Extraction of information on the identified solutions based on predefined FIND selection criteria (including information on technology, platform, operation, performance, etc.) within a defined report format
- Reaching out to developers and manufacturers directly and/or schedule meetings with FIND team to gather more information
- Write reports on the results of the landscape study. The format of the reports can vary from an Excel file to a full written report to be published on the FIND website (examples [here](#)).

Scouting activity

The scouting activity is the process of gathering key information about diagnostic companies (SMEs or large industries) and their portfolio, pipeline, quality level, manufacturing capacity etc.

The scouting activities will involve

- Identification of the companies in scope for FIND
- Qualifying the companies based on desk research
- Reaching out to companies to understand what diagnostic products they have on the market (technology/disease/market/regulatory status/manufacturing/pricing) and in development.

We are currently looking to expand our scouting activities in certain geographic areas (e.g., Latin America, Asia Pacific, Africa) and seeking candidates with extensive IVD experience working in these regions.

TYPICAL PROJECT PHASES FOR LANDSCAPING AND SCOUTING ACTIVITIES

- 1) The BI team will provide the scope of work and timeline
- 2) The consultant will provide proposed approach and a budget for the task
 - a. Based on this first estimate, there can be re-negotiation, changes in scope of work, etc.
- 3) Agreement and contracting
- 4) FIND and the consultant will agree on the selection criteria to be gathered (the consultant will provide subject matter expertise).
- 5) The consultant will perform the task and report regularly to the BI team

PROFILE AND QUALIFICATIONS

- Professional level English is essential. Working knowledge of any other language would be an asset.
- Technical skills requirements: Excel

We are not requesting any specific qualifications.

- For landscaping activities: depending on the work, we might need either consultants with a high degree of expertise (e.g., PhD in a particular disease and/or diagnostic technology area) or generalists that are able to source efficiently information.
- For scouting activities: we would favour people with a strong network and knowledge of the companies in specific area of the world (incl. strong knowledge of the local languages)

CONFIDENTIALITY

FIND acknowledges that the information received from Applicants under the EOI may be of a confidential nature. FIND shall use the same degree of care with Applicant's confidential information as it uses to protect its own confidential information. If required, FIND can sign a CDA with interested Applicants prior to proposal submission. FIND will communicate the confidential information only to its employees, independent contractors, institutional donors and other financial sponsors, legal, financial, scientific or technical advisors (together "Representatives") who: (a) need to know such confidential information for FIND's internal purposes, and (b) such Representative has previously agreed in writing to be bound by terms and conditions substantially similar to those contained in this EOI, including but not limited to confidentiality and non-use restrictions. 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.

HOW TO APPLY

Prepare your proposal by filling out [this Excel form](#) and adding it, along with all the requested documents, to an email that you can send to this address:

BlconsultantEOI@finddx.org.

Please note that candidates will be contacted as soon as there is an opportunity for them to be involved in a scouting and/or landscaping activity.