

# FIND

## Diagnosis for all

**REQUEST FOR PROPOSAL – RP24-0003**

**SENIOR CONSULTANT**

Procurement and Supply Chain interventions for labs with next generation genomic sequencing technologies in Mozambique and Nigeria

**29 January 2024**

**Position Title:** Senior Consultant

**Job Location:** Africa based (candidate based in Nigeria or Mozambique will be preferred)

**Reports to:** Manager, Market Innovations

## **A. About FIND**

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. For more information, please visit <https://www.finddx.org/>.

## **B. Background on Genomic Sequencing and developments in Africa**

Genomic sequencing has been used to support the understanding of epidemiology of various diseases like Ebola, Zika, Lassa and the latest being SARS COV-2. The COVID-19 pandemic had catalysed a significant increase in the use of genomic sequencing for public health decision making in low- and middle-income countries.

It has emerged as an important tool to support understanding of the molecular epidemiology of disease outbreaks. There are a number of advantages to using NGS in diagnosis, including:

- **Increased Testing Capacity:** Next-Generation Sequencing (NGS) allows testing to be significantly scaled up by processing numerous samples in a single sequencing run.
- **Comprehensive Genomic Information:** NGS-based tests not only diagnose but also offer detailed genomic insights from a single sample, aiding disease surveillance efficiently.
- **High Sensitivity:** NGS is highly sensitive, detecting rare viral variants that may pose challenges for standard PCR-based tests.

- **Rapid Diagnosis of Concerning Variants:** NGS facilitates the swift diagnosis of worrisome variants, providing valuable insights at a larger scale.
- **Examination of Co-infection:** Sequencing supports the development of tests detecting various pathogens simultaneously, addressing co-infection concerns.
- **Diversification of Testing Strategies:** NGS serves as an alternative to overcome supply chain issues for specific test reagents and kits, particularly in high-demand scenarios like PCR tests.

Within the African continent, Africa CDC established the Africa PGI initiative to build and strengthen resilient, integrated, proactive, and sustainable, molecular diagnostic, genomic surveillance and epidemiology ecosystems. The initiative works across four key priority areas:

- Expand the foundational capacity and skilled workforce for molecular diagnostic, pathogen genomics, and bioinformatics across AU Member States and at the Africa CDC genomics and bioinformatics center.
- Implement high priority use-cases through an integrated genomic surveillance approach that strengthens early warning systems and enhances disease surveillance in Africa
- Enable the timely sharing of quality assured genomic data through the Africa CDC Pathogen Data Sharing and Archiving Platform and global databases to inform public health actions
- Strengthen regional community of practices, create sustainability mechanisms through advocacy, policies, governance, and funding

### **C. Project Rationale and Outputs**

A significant hurdle in genomic surveillance is the timely availability of sequencing equipment, reagents and consumables, coupled with machine downtime. Challenges in the supply chain and maintenance of laboratory genomics equipment have been acknowledged. The ongoing project strategically targets these identified bottlenecks, experimenting with Procurement and Supply Management (PSM) interventions to alleviate the issues. The enhancements and insights gained are expected to have broad applications, contributing to the advancement of public health genomics in Africa.

Three outputs associated with project:

1. Establish benchmark Key Performance Indicators (KPI) for Service Level Agreements (SLA) across public and private sector labs in Mozambique and Nigeria.
2. Explore and develop alternate procurement models demonstrating shift from product to service-based pricing. Examples include – service as a sequencing, rental or lease models and others.
3. Establish a Community of Practice together with Africa CDC, laboratories, manufacturers, channel partners and other relevant stakeholders to support the supply chain and procurement work in sequencing.

### **D. Overall purpose and responsibilities**

The primary responsibility is to provide technical and coordination support for accomplishing procurement and supply chain intervention outputs as laid out above. This position plays a pivotal role in bringing a market focused lens in the genomic sequencing space and ensuring engagement of key stakeholders (buyers, governments, industry partners, civil society, and others) to collect actionable insights.

Key activities include:

- Support the mapping of laboratories with genomic sequencing capabilities in Mozambique and Nigeria (both public and private) through desktop

research. Develop a network of key laboratory stakeholders in the laboratories identified.

- Leverage network and existing relationships to organize and conduct onsite visits to laboratories identified, to source and review maintenance and service levels of NGS equipment, including SLAs. Undertake interviews with key stakeholders.
- Support development of survey tool to track KPI reporting and lead the dissemination of survey for data collection from the crucial stakeholders.
- Identify and analyze gaps in SLA terms and benchmark to “Gold Standard” SLA. Problem solve, in collaboration with key stakeholders including laboratories, channel partners and manufacturers, to propose approaches to overcoming challenges identified.
- Leverage existing relationships and identify stakeholders relevant to the project for further engagement and contribution towards development of alternate procurement models and community of practices by leveraging existing relationships and identifying key stakeholders.
- Participate in weekly / regular check ins / PMMS to update on project status.
- Contribute to the update of project workplans, reports and publications until the completion of project.
- Identify conferences and other relevant events within the genomics sequencing field that are appropriate for engaging stakeholders or disseminating project findings.

#### Deliverables:

- Map list of labs (public and private) with NGS capacity across Mozambique and Nigeria.
- Report / Excel tracker with SLA contract summary of labs in Mozambique and Nigeria.
- Interview guide to collect KPIs and other performance metric from labs (Qualitative and Quantitative insights).
- Interview guides to facilitate Key Opinion Leader (KOL) interviews.
- Meeting coordination and summary (organize meetings, meeting background and notes as needed).

- Develop project-related materials as needed and agreed by project team, including those related to analyzing gaps in SLA terms.

## **E. Profile and Qualifications**

We are looking for a highly motivated senior consultant who understands the space of genomic sequencing from a technical, market and supply chain perspective. Prior experience in this area is a must.

### Qualifications and experience:

- MPH / MBA with strong background in Procurement and Supply Chain Management in healthcare, with 8+ years of relevant experience.
- Management consulting experience is desired but not mandatory
- Demonstrated experience working with laboratories, preferably in Mozambique and Nigeria.
- Knowledge of pathogen genomic sequencing technology is an advantage.
- Experience conducting semi-structured interviews with seasoned and high-profile stakeholders.
- Strong analytical skills with an ability to assess various perspectives, identify patterns, and draw meaningful conclusions from different stakeholders.
- Fluency in English, Portuguese.
- Preference will be given to candidates with pre-existing connections to essential stakeholders, such as those from Africa CDC, industry tech partners, key opinion leaders, and laboratories.

## **F. Timeline**

The Senior consultant's task will commence from 1<sup>st</sup> March until 30th September 2024.

## **G. Guidelines**

If you qualify for the role and 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 [marketinnovations@finddx.org](mailto:marketinnovations@finddx.org) by **5pm CET on 15<sup>th</sup> February 2024**. For more information on the content of the application, **see H. 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 Proposal (RFP) process. Any questions or clarifications regarding this RFP should be submitted in writing via e-mail to [marketinnovations@finddx.org](mailto:marketinnovations@finddx.org) prior to the closing date.

## **H. Evaluation Criteria**

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

- **Resume/CV and cover letter:** Bidders will be evaluated on their qualifications, capability and capacity, including history of their work.
- **Financial proposal:** Bidders should provide a daily fee for this consultancy.
- **Availability:** Bidders should indicate in the cover letter their availability.