

**REQUEST FOR PROPOSAL – RP24-0014**

**SENIOR CONSULTANT**

**PCR Market Analysis for public and private health sector of Indonesia**

**24 May 2024**

**Position Title:** Senior Consultant

**Job Location:** Jakarta, Indonesia

**Reports to:** Manager, Market Shaping

**Timeline & Capacity:** Immediate until 30<sup>th</sup> October 2024; part time at 40%

**Your Mission & Mandate**

As the Senior Consultant for this project, your mandate is to gather actionable insights that will inform Indonesian Ministry of Health and the manufacturers for the strategic decision-making for expanding the utilization of open PCR systems to diseases beyond COVID-19. This includes conducting an in-depth analysis of the current installation base of open and closed PCR systems in both public and private sectors and their utilization in diagnosis of different diseases.

Your mission entails identifying key stakeholders and organizations relevant to PCR diagnostics and their usage within Indonesia. Through conducting thorough interviews and data collection, you will gather essential information crucial for market analysis and decision making. Additionally, as a consultant based in Indonesia, you are tasked with supporting alignment and collaboration with designated departments within the Indonesian Ministry of Health.

Your role involves supporting facilitation of the flow of critical information between stakeholders, manufacturers, and the Ministry of Health. By achieving project outcomes, you will play a role in framing future strategic initiatives aimed at enhancing PCR diagnostics capabilities in Indonesia and the broader region.

**Responsibilities**

- Identify key stakeholders and organizations relevant to PCR diagnostics and their usage within Indonesia's public and private sectors.
- Analyze the current installation base of PCR systems in public and private sectors, capturing location, tier level within the health system, usage patterns, and details on brand, manufacturer, and disease areas.
- Design surveys and conduct in-depth interviews to gather data for a comprehensive assessment of usage of PCR diagnostics including facilitators and barriers to adoption in public and private sector for both open and closed systems.
- Ensure alignment and collaboration with designated departments within the Indonesian Ministry of Health.



- Support facilitation of communication and collaboration between stakeholders, manufacturers, and the Ministry of Health.
- Provide guidance and support for strategic initiatives aimed at expanding the utilization of open PCR systems beyond COVID-19.

#### **Required qualifications and experiences:**

- Advanced degree in Public Health, Biomedical Sciences, Health Policy, or Business Administration.
- Proven experience in healthcare consulting, strategic planning, or project management, preferably in diagnostics or public health.
- In-depth understanding of PCR diagnostics technology and its applications, including knowledge of open and closed PCR systems.
- Demonstrated ability to conduct comprehensive analyses, design surveys, and gather actionable insights through in-depth interviews and data collection.
- Familiarity and experience working with the Indonesian healthcare landscape and key stakeholders in the government.
- Strong communication and collaboration skills and ability to work independently, manage multiple priorities, and deliver high-quality results within established timelines.
- Fluency in English and Bahasa Indonesia to effectively communicate with diverse stakeholders and navigate local contexts.

#### **How to apply**

Should you be interested, please send your quote and application (resume 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 **30<sup>th</sup> June 2024**. For more information on the content of the application, see below 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.

#### **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.

## **Project Rationale and Outcomes**

FIND's Technology and Market Shaping unit is dedicated to advancing healthcare capabilities, particularly in the realm of diagnostic technologies. Our primary focus is on supporting the Indonesian Ministry of Health in expanding the utility of open PCR assays to address a spectrum of diseases beyond the immediate context of COVID-19. Throughout the pandemic, the Indonesian Ministry of Health made significant strides in bolstering the country's testing infrastructure by deploying both open and closed PCR systems nationwide. However, with the waning urgency of COVID-19 cases post-pandemic, there has been a noticeable decline in the utilization of PCR systems, particularly open systems. In response to this shift, our project aims to conduct a comprehensive evaluation of the current landscape, competition, and latent opportunities within the PCR diagnostics market. By doing so, we aim to empower the Ministry of Health and manufacturers to strategically plan the utilization of open PCR equipment and assays within Indonesia and the broader region.

### Outcomes associated with project:

**Outcome 1: Install base of open and closed PCR system in Public and Private Sector** – Our primary goal is to map the current PCR infrastructure across both public and private healthcare sectors. This involves cataloging the installation base of both open and closed PCR systems, providing insights into their distribution, utilization, and specifications. By systematically capturing data on the location of PCR systems within health facilities and tier level, including brand, manufacturer, and utilization rates, we aim to assess total diagnostic testing capacity and identify potential gaps and opportunities. Through this outcome, stakeholders will gain valuable insights into the distribution and utilization patterns of PCR systems, allowing for informed decision-making regarding resource allocation, capacity planning, and strategic investments.

**Outcome 2: Understanding facilitators and barriers to using Open PCR beyond COVID-19 diagnosis** – this involves selecting key public and private health facilities that are using PCR technology (both open and closed system) to capture diverse landscape of PCR usage. The objective is gaining insights into the facilitators and barriers encountered by these facilities in adopting open PCR technology for broader diagnostic purposes. By engaging with healthcare professionals and administrators, we will delve into the operational, logistical, and financial aspects shaping their decision-making processes. This outcome will provide a nuanced understanding of the challenges and opportunities associated with transitioning to open PCR technology beyond COVID-19 diagnosis.

### **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/>.