

Expression of Interest (EOI): consultant for due diligence and business development activities

BACKGROUND

[FIND](#) is an international non-profit organization based in Geneva, Switzerland, dedicated to accelerating the development, evaluation, and delivery of high-quality, affordable diagnostic tests for poverty-related diseases in low- and middle-income countries (LMICs). Our mission is to ensure equitable access to reliable diagnostics to combat major diseases that disproportionately affect underserved populations. FIND's focus areas include Antimicrobial resistance, Fever and malaria, Hepatitis (HBV, HCV), Neglected Tropical Diseases, Non-communicable diseases, Pandemic threats, Tuberculosis, Women's health, Sequencing & genomics and Digital health.

The Business Intelligence (BI) unit at FIND plays a crucial role in assessing emerging diagnostic technologies, identifying partnerships, and leading due diligence and business development activities, including contract negotiations with industry partners.

We are seeking expressions of interest (EOI) from qualified consultants or agencies to support our due diligence and business development initiatives.

SCOPE OF WORK

The selected consultants or agencies will be expected to provide support in the following key areas:

Due Diligence:

- Assess potential technology partners and vendors.
- Conduct in-depth analysis of their operational, financial, legal, and technical capabilities.
- Perform risk assessments and identify any potential issues that may affect partnerships or projects.

Business Development Support:

- Assist in the negotiation of contracts and partnership agreements with external organizations.
- Provide strategic advice on optimizing partnership structures to ensure alignment with FIND's goals and mission.
- Collaborate with the BI unit and other relevant teams to evaluate and refine commercial terms.

PROFILE AND QUALIFICATIONS

Applicants must demonstrate expertise and experience in the following areas:

- Conducting comprehensive due diligence in the diagnostics, healthcare, or life sciences sectors.
- Supporting contract negotiations and business development initiatives in an international context, particularly in low- and middle-income countries.
- Knowledge of legal, regulatory, QMS, manufacturing and financial considerations within the in-vitro diagnostics industry.
- Strong analytical skills with the ability to identify and mitigate risks in partnerships and business transactions

HOW TO APPLY

Interested consultants or agencies are invited to submit an EOI that includes the following:

- A cover letter summarizing the relevant experience and motivation for the engagement.
- A company or individual profile highlighting expertise in the diagnostics or healthcare sectors.
- A summary of previous experience in due diligence, contract negotiation, or business development.
- References from past clients or partners (if available).
- Expected fee structure or pricing model for services provided.

Please send **your cover letter** and a **company slide deck** including information all the items listed above via email to BIconsultantEOI@finddx.org with the subject line “EOI – Due Diligence and Business Development Support” by 27 September 2024.

Candidates who submit to this EOI will be further contacted by the BI team to provide a detailed quote, based on the alignment of their profile, expertise, and pricing model with the specific needs of upcoming projects.

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.