

EXPRESSION OF INTEREST (EOI)

**FIND IS SEEKING MANUFACTURERS OF
CONTINUOUS GLUCOSE MONITORING (CGM) DEVICES
WILLING TO TEST PRACTICAL ACCESS MODELS
FOR LOW- AND MIDDLE-INCOME COUNTRIES (LMICS)**

**PUBLICATION REFERENCE:
EI26-0002**

**PUBLICATION DATE
13/10/2026**

Summary

The opportunity

Work with FIND to test affordable, sustainable access models for continuous glucose monitoring (CGM) in selected low- and middle-income countries (LMICs). Focus countries are Kenya and India, other countries in Africa and Southeast Asia are under consideration.

Who should respond

Manufacturers of commercially available CGM systems, who can provide credible quality evidence and affordable and sustainable access pricing for LMICs for and beyond the pilot phase. The applicant must be the legal manufacturer or has the right to market another manufacturer's product under their own brand (through a private-label or white-label arrangement).

Applications from distributors may also be considered on a case-by-case basis where they can demonstrate authority to negotiate and commit to preferential access pricing during and beyond the pilot phase, and sufficient manufacturer backing to fulfil the requirements of this initiative.

What we propose

A structured collaboration with payers, healthcare providers and other local partners to assess uptake, financing, delivery and potential expansion. Country activities depend on local agreements and feasibility.

What we ask

Identify a specific CGM system; share its instructions for use (IFU), performance evidence, regulatory and commercial footprint; and propose access pricing.

Next steps

FIND will screen submissions, evaluate product and access fit, invite selected manufacturers to interviews, and may select up to two manufacturers for further discussions. An EOI response does not create a procurement commitment.

How to apply

Complete the EOI submission (see "6. HOW TO APPLY") and submit the requested information by the 31st October 2026.

Contact

Please, email questions to rfp.bi@finddx.org with the subject line: "EOI: CGM Access_2026".

SECTION 1: THE PROJECT

1. BACKGROUND & PURPOSE

FIND has been working on improved access to CGMs in LMICs since 2023 with the launch of the ACCEDE¹ project. During its first three years, the project generated clinical evidence² and health economic evidence³ in South Africa and Kenya and brought together stakeholders from the public, private and government sectors to support diabetes care.

The second phase of the project launched in 2026⁴ building on the work in Kenya and South Africa and extending to India and additional countries in Africa and Southeast Asia. This phase specifically aims to address barriers related to affordability, health system readiness and sustainable financing.

This EOI seeks manufacturers willing to help develop practical access models. A potential collaboration would test whether preferential device pricing, payer participation, clinical engagement and appropriate distribution can make CGMs accessible to more people living with diabetes.

2. PROPOSED COLLABORATION

FIND invites manufacturers to propose CGMs products and commercial terms suitable for a time-limited, defined access initiative. The envisaged model may include an insurer or other payer and a protected programme channel, with agreed eligibility, duration and geography. Exact arrangements will be made with local partners; no sales volumes, reimbursement or market access are guaranteed.

A selected manufacturer would be expected to:

- Work with FIND and local partners to evaluate the model and share agreed, appropriately protected information on implementation and uptake.
- Offer a substantial preferential price for the complete CGM system, including sensors and any required reader, transmitter, software or consumables. The manufacturer should be prepared to maintain this price for the target market after the testing phase, subject to agreed volumes and commercial terms.
- Work collaboratively with their local distributor to support implementation of the access model. This includes agreeing roles and responsibilities for importation, supply, distribution and after-sales support, and establishing commercial arrangements that facilitate the agreed preferential price, where necessary.
- Support registration or regulatory compliance where required, supply continuity, product onboarding, training, technical support, adverse event reporting and appropriate local servicing.
- Subject to country readiness and partner agreements, FIND will work with payers and local partners to design the access model, including its financing and delivery

¹ ACCEDE – Access to Continuous Glucose Monitoring Devices for Equity in Diabetes Management [link](#)

² [ACCEDE Operational Research](#)

³ [Investment case for CGMs in South Africa 2026](#)

⁴ [ACCEDE phase 2](#)

arrangements. The manufacturer will be expected to contribute product and implementation expertise and support engagement with healthcare professionals, diabetes stakeholders, government counterparts and distribution partners where needed.

3. PROJECT TIMELINE

The project is intended to start in early Q1 2027 with a 6-month planning phase, followed by a 6-month execution phase and a 3-month evaluation.

Q1-Q2 2027 project planning	Q3-Q4 2027 project execution	Q1 2028 evaluation
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SECTION 2: APPLICATION INSTRUCTIONS

4. MANUFACTURER & PRODUCT ELIGIBILITY

Entities responding to this EOI must meet the following criteria for their proposals to be considered:

- ✓ **Type of entities:** The applicant should be the legal manufacturer or has the right to market another manufacturer's product under their own brand (through a private-label or white-label arrangement). *Note: Applications from distributors may also be considered on a case-by-case basis where they can demonstrate authority to negotiate and commit to preferential access pricing during and beyond the pilot phase, and sufficient manufacturer backing to fulfil the requirements of this initiative.*
- ✓ **Technology/Product:** The proposed product is a minimally invasive, sensor-based CGM system intended for use by people living with diabetes; the intended population and adjunctive or non-adjunctive claims should be clearly stated.
- ✓ **Product maturity:** The proposed product must be commercialized in at least one country. The applicant must supply Instruction for Use, User manual, regulatory approvals for currently served markets and clear approval timelines for market expansions, and available analytical and clinical performance evidence.
- ✓ **LMICs distribution:** The applicant can explain a credible route to supply and support the product in Kenya or India.

For clarity, the following categories of entities and products are not in the scope of this EOI:

- ✗ Distributors without authority to negotiate and commit to preferential access pricing
- ✗ Academic teams
- ✗ Early-stage CGMs with longer runway needed to launch on LMICs markets

5. APPLICATION REQUIREMENTS

To be complete, applications must include the following:

- **Online questionnaire:** Applicants shall fill out and submit the online questionnaire, available here: <https://forms.cloud.microsoft/e/hwqYnPDD1G>
- **Compulsory supporting documents:** Aside from the documents listed above, applicants **must provide** 1) the instructions for use/product insert, 2) user manual for the proposed product, 3) the analytical and/or clinical reports supporting the performance claims and 4) any peer-reviewed articles or independent evaluations on the performances of the CGM system.
- **Optional supporting documents:** The applicant can provide a company presentation, covering topics relevant for this EOI.

Name documents as follows: NAME OF THE COMPANY_NAME OF TEST_DOCUMENT SHORT TITLE

The online questionnaire will cover the following information:

1. Manufacturer and contact: legal entity, manufacturing role, principal contact.
2. Product: brand and model, sensor wear duration, age range, indications, adjunctive status, calibration, reader or phone requirements, required accessories.
3. Evidence: IFU and public usability and clinical performance material; identify unpublished evidence separately.
4. Regulatory and market footprint: list approvals and countries where the product is registered and sold, including alternative brand names
5. Proposed programme price and conditions, and indicative longer-term affordability approach.

6. HOW TO APPLY

Submit applications by:

1. completing the online questionnaire
2. emailing the compulsory supporting documents to rfp.bi@finddx.org.

An incomplete dossier will not be considered for review.

7. APPLICATION DEADLINE

The deadline for receipt of submissions is **October 31st, 2026, at 23h59 (CET)**.

SECTION 3: SELECTION PROCESS

8. REVIEW & SELECTION PROCESS

The selection process is designed to be objective, independent, and transparent to ensure that the most suitable partner is selected, and potential conflicts of interest avoided.

Candidates will be evaluated by an internal review panel comprised of staff at FIND, and whenever needed, by an external review panel comprised of specialists with backgrounds in R&D, manufacturing and commercialization. The review panels will use information submitted in the application (see 5. Application Requirements), as well as publicly available information. The review panels may request additional information or clarifications, if needed, in writing.

Applications will be evaluated in stages, as follows:

- **Stage 0: Completeness and eligibility review.** All applicants' eligibility will be verified and those that are "out of scope", incomplete or not meeting the eligibility criteria will be excluded, such as lack of IFU or not presenting sufficient evidence. The list of eligible candidates will advance to Stage 1.
- **Stage 1: Definition of shortlisted candidates.** This evaluation will define the list of shortlisted candidates. A review panel will evaluate the eligible candidates using the submitted application materials (See 5. Application Requirements). Candidates will be evaluated on (non-exhaustive, representative list):
 - Assessment of fit with the proposed use: indication and age range, adjunctive status, usability and technical requirements.
 - Assessment of product quality: analytical and clinical performance data provided by the applicant will be reviewed. In addition, the DSN Forum UK CGM Comparison Charts, endorsed by Diabetes UK, will be used to guide the interpretation of CGM performance evaluation data (<https://www.theglucoseneverlies.com/dsn-cgm-chart/>).
 - Assessment of country readiness and access proposal: regulatory and commercial footprint, preferential pricing and scope for sustainable expansion.

Shortlisted candidates will be selected in a consensus call of reviewers and will advance to Stage 2. Shortlisted candidates will be asked to complete a self-declaration form sent by the FIND team prior to the stage 2. Additional grounds for exclusion of an application at this stage are detailed in Appendix 1.

- **Stage 2: Definition of the finalist(s).** This second evaluation will define the list of finalist(s). Shortlisted candidates will be evaluated using:
 - Interviews: up to five shortlisted candidates will be invited for semi-structured discussions to validate claims and explore collaboration, country expansion and price sensitivity.

Up to two manufacturers (the finalists) will be selected in a consensus call of reviewers and will advance to collaboration agreement discussion. The assessment may include external expertise. Shortlisting and selection are at FIND's discretion; selection does not by itself constitute a contract, endorsement, purchase order or promise of exclusivity.

Note: Applicants not selected will be notified; however, the details regarding non-selection will not be provided for every applicant.

- **Due diligence:** The due diligence (DD) to verify the applicant submissions and claims will proceed in parallel with the collaboration agreement. The DD process may include site visits and/or phone/video conferencing, as well as requests for additional information. Should the DD reveal any unresolvable inconsistencies with this EOI and/or donor requirements and restrictions, applicant exclusion at this late stage is still possible. FIND may outsource the DD to an independent third party, following FIND procedures.

Selection timeline	Indicative date
EOI publication	First half of October 2026
Questions close	28 th October 2026
Application deadline	31 st October 2026
Notification of short-listed candidates (end of Stage 1, tentative timeline)	13 th November 2026
Interview period	23rd November to December 4 th 2026
Notification of finalist(s) (end of Stage 2, tentative timeline)	18 th December 2026

Dates are indicative and may change. FIND will communicate material changes to respondents.

9. QUESTIONS & FURTHER INFORMATION

Please email questions to: rfp.bi@finddx.org. Questions will be accepted until 28th October 2026.

10. CONFIDENTIALITY

FIND acknowledges that the information received from Applicants under the EOI may be of a confidential nature. “Confidential Information” means non-public information submitted by an Applicant, whether in written, oral, electronic or other form, that is clearly marked or identified as confidential at the time of submission, or that by its nature and the circumstances of disclosure would reasonably be understood to be confidential. Confidential Information does not include information that: (i) is or becomes publicly available; (ii) was already lawfully known to FIND or a Representative or an Authorized Recipient before disclosure; (iii) is lawfully received from a third party without confidentiality restrictions; (iv) is independently developed without use of the Applicant’s Confidential Information; or (v) is required to be disclosed by law, regulation, court order or applicable institutional requirement. Applicants are responsible for clearly identifying any information they consider confidential. Information not so identified may be treated as non-confidential, unless it is clearly confidential by 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 by Applicant, FIND can sign a separate CDA with interested Applicants prior to proposal submission.

FIND may communicate the Confidential Information 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 reviewing the EOI submissions, and for other related purposes connected with this EOI, and
- (b) 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 potential evaluation partners and/or a team of external experts (which may or may not include members of FIND's independent Scientific Advisory Committee). All such reviewers shall be subject to confidentiality obligations and shall be required to disclose any actual, potential or perceived conflict of interest and to recuse themselves where needed.

Confidential information may be shared across jurisdictions as required for the evaluation activities described in this EOI, subject to the safeguards set out above.

The submission of information under this EOI does not restrict the consortium's ability to publish or share evaluation results in accordance with the terms of this EOI.

Any specific questions concerning confidentiality should be addressed to the FIND team.

11. COMPLAINTS

Applicants who disagree with any actions or decisions taken in the course of the EOI evaluation may file a complaint in writing to FIND (rfp.bi@finddx.org), detailing the grounds for the complaint and making reference to the applicable provisions in the EOI or other regulations. The complainant may also use FIND's [Ethics Hotline](#) as a channel for raising complaints anonymously. FIND shall acknowledge the complaint within three (3) days of receipt and respond within ten (10) working days thereafter.

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, decision-makers, healthcare providers and developers to spur diagnostic innovation and make testing an integral part of sustainable, resilient health systems. We are working to save 1 million lives through accessible, quality diagnosis, and save US\$1 billion in healthcare costs to patients and health systems. For more information, visit www.finddx.org.

Appendix 1: Grounds for exclusion

Country of origin is not an exclusion criterion for this call, **except** where an international embargo or sanction by the United Nations applies.

Applicants/Bidders shall not be selected for a Contract if, on the date of proposal submission or the intended date of award, they:

- are bankrupt, being wound up or ceasing their activities, are having their activities administered by courts, have entered into receivership, or are in any analogous situation;
- have been:
 - convicted by a final judgment or a final administrative decision or subject to financial sanctions by the United Nations, the European Union and/or Switzerland for involvement in a criminal organization, money laundering, terrorist-related offences, child labour or trafficking in human beings; this criterion of exclusion is also applicable to legal Persons, whose majority of shares are held or factually controlled by natural or legal Persons who themselves are subject to such convictions or sanctions;
 - convicted by a final court decision or a final administrative decision by a court, the European Union or national authorities in the Partner Country or in Switzerland for sanctionable practice during any Tender Process or the performance of any Contract or for an irregularity affecting the EU's financial interests;
- have been subject, within the last five years to a Contract termination fully settled against them for significant or persistent failure to comply with their contractual obligations during Contract performance, unless (i) this termination was challenged and (ii) dispute resolution is still pending or has not confirmed a full settlement against them;
- have not fulfilled applicable fiscal obligations regarding payments of taxes either in the country where they are constituted or in Switzerland (governing law will be Switzerland);
- are subject to an exclusion decision of the World Bank, or any other multilateral development bank, and are listed in the respective table with debarred and cross-debarred firms and individuals available on the World Bank's website or any other multilateral development bank, and cannot demonstrate, with supporting information along with their DoU, that the exclusion is irrelevant in the context of this RFP;
- have given a misrepresentation in supplying the information requested by FIND as a condition to participate in this RFP.

The self-declaration form will be provided by the FIND team prior to progression to Stage 2. To note: "yes" answers to these questions should indicate, preferably with accompanying evidence, what remedial measures have been taken by the entity to resolve the issue in question. FIND will not exclude Applicants where we consider the measures to be sufficient and appropriate, and where Applicant reliability can be clearly demonstrated.