FIND

**EXPRESSION OF INTEREST (EOI)**

# FIND IS SEEKING MANUFACTURERS OF DIGITAL STETHOSCOPES WITH INDICATION FOR TUBERCULOSIS SCREENING WILLING TO PARTICIPATE IN AN EVALUATION STUDY

**PUBLICATION REFERENCE:**
**EI26-0003**

**PUBLICATION DATE**
**04/11/2026**

# Summary

## The opportunity

To work with FIND to test the performances of digital stethoscopes for tuberculosis (TB) screening.

## Who should respond

Manufacturers of digital stethoscopes with an indication for TB screening are invited to apply. Products must be in late-stage development or commercially available and sufficiently mature for independent external performance evaluation. Applicants must be the legal manufacturer and able to ship devices to evaluation sites in South Africa, Zimbabwe and Pakistan in Q1 2027.

## What we propose

FIND and its clinical partners aim to evaluate the potential of digital stethoscopes for TB screening alongside a broader clinical trial investigating novel treatment regimens. Although the trial's primary objective is to assess treatment efficacy, its screening activities provide an opportunity to evaluate novel screening diagnostics alongside thousands of chest X-ray-based TB screening examinations in South Africa, Zimbabwe and Pakistan.

## Our ask

Manufacturers will need to present their digital stethoscope solution; share its instructions for use (IFU), performance evidence in TB screening, regulatory and commercial status as well as market presence.

## Next steps

FIND will screen submissions, evaluate product fit and readiness for the evaluation study, invite selected manufacturers to interviews, and may select up to three 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 13th November 2026.

## Contact

Please, email questions to rfp.bi@finddx.org with the subject line: "EOI: Digital StethoTB_2026".

FIND

# SECTION 1: THE PROJECT

## 1. BACKGROUND & PURPOSE

FIND has been working on developing and delivering novel diagnostic solutions for tuberculosis since 2003. Our TB strategy focuses on reducing the diagnostic gap through the development of new tests, especially those that can be used closer to the point of care. We're also working to strengthen community-based testing, by making more tests available to people in the community, when and where they need them.

FIND has been instrumental in the evidence generation of computer-aided detection (CAD) technologies to improve TB screening using chest X-rays (CXR). Now, we are interested in evaluating novel digital solutions that can further support TB screening, such as digital stethoscopes.

This EOI seeks manufacturers willing to submit their digital stethoscopes for independent evaluation of performance in TB screening.

## 2. PROPOSED COLLABORATION

FIND invites manufacturers of digital stethoscopes with claims for TB screening to participate in an independent performance evaluation alongside a large, multicentre, multicountry clinical trial. The trial investigates new treatment regimens for people who have CXR changes suggestive of TB disease, no bacteriological confirmation and no previous history of TB. Expected evaluation sites are in South Africa, Zimbabwe and Pakistan. Further details of the clinical trial will be shared at a later stage.

Device inclusion may take place in multiple rounds, depending on the number of technologies, product maturity and site capacity. More mature or relevant products will receive priority. Evaluations will be conducted independently: manufacturers will not execute the studies or analyse or report the results and conclusions. All generated data will be owned by FIND and the clinical partners.

A selected manufacturer would be expected to:

- Manufacture and ship a minimum of 2 devices per evaluation sites based in South Africa, Zimbabwe and Pakistan (a total 6 for 3 sites).
- Provide instructions for use and any required training to the evaluation team.
- Provide technical support during the studies, if necessary.
- Demonstrate commercial interest in low- and middle-income country (LMIC) markets and describe the proposed approach to making the solution available in those markets.

The selected candidates will benefit from the following:

- FIND and clinical partners will fund the independent performance evaluation. We may request selected manufacturers to donate devices to support the evaluation
- Independent clinical data and usability data will be generated in field settings at partner sites

- Access to a detailed confidential performance report on their device
- Benefit from evidence generation that will be relevant to global health stakeholders, particularly WHO.
- Contribute to global health: By participating in this project, applicants contribute to advancing diagnostic capabilities for tuberculosis in LMICs.
- Networking and Collaboration Opportunities: The project provides a platform for applicants to connect and collaborate with FIND and potential partners in the global health community. This can foster valuable relationships, knowledge exchange, and future opportunities for research and development.

## 3. PROJECT TIMELINE

The clinical trial is intended to start in early Q1 2027.

FIND

## 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**: Applicant must be the original developer/manufacturer of the digital stethoscope, not a distributor.
- ✓ **Technology/Product**: The proposed product is a digital stethoscope intended for TB screening. Therefore, the proposed product is a complete solution that enables TB screening, including the digital stethoscope, any associated software or algorithm, required accessories and connectivity requirements.
- ✓ **Product maturity**: The proposed product must be in late-stage development or commercially available and ready for independent performance evaluation. Applicants must provide instructions for use or a user manual, available analytical and clinical performance evidence, and regulatory approvals for currently served markets, if available. Information provided on the regulatory approvals must distinguish the product's intended TB screening use from other indications.

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

- × Distributors
- × Academic teams which lack a development partner or without a clear plan towards commercialization
- × Other TB screening solutions
- × Early-stage/prototype digital stethoscopes with longer runway needed for market launch
- × Devices not ready for supply

### 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/degE9iDW0y
- **Compulsory - Supporting documents:** Aside from the questionnaire, applicants **must provide** 1) the instructions for use/product insert or user manual for the proposed product, 2) the analytical and/or clinical reports supporting the performance claims for TB screening and 3) any peer-reviewed articles or independent evaluations on the performances of the digital stethoscope 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*

## 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 **November 13th, 2026, at 23h59 (CET).**

FIND

## 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 section "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 section "Application Requirements"). Candidates will be evaluated on (non-exhaustive, representative list):
    - Technical features
    - Available evidence supporting TB screening performance
    - Usability and workflow
    - Maturity of the product
    - Availability and affordability
    - Maturity of the organization

  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 for the performance evaluation.

  Up to three 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 | Early November 2026 |
| Questions close | 10th November 2026 |
| Application deadline | 13th November 2026 |
| Notification of short-listed candidates (end of Stage 1, tentative timeline) | 20th November 2026 |
| Interview period | 30th November to December 11th 2026 |
| Notification of finalist(s) (end of Stage 2, tentative timeline) | 18th 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 10th November 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.