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Planning

## **Private Patient Service**

Leeds Teaching Hospitals NHS Trust

F01: Prior information notice

Prior information only

Notice identifier: 2024/S 000-001371

Procurement identifier (OCID): ocds-h6vhtk-042d66

Published 16 January 2024, 9:08am

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

Leeds Teaching Hospitals NHS Trust

Great George Street

Leeds

LS1 3EX

#### **Contact**

Carol Chapman

#### **Email**

[carol.chapman11@nhs.net](mailto:carol.chapman11@nhs.net)

#### **Country**

United Kingdom

#### **Region code**

UKE42 - Leeds

**Internet address(es)**

Main address

<https://www.leedsth.nhs.uk>

Buyer's address

<https://www.leedsth.nhs.uk>

**I.3) Communication**

Additional information can be obtained from the above-mentioned address

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

<https://health-family.force.com/s/Welcome>

**I.4) Type of the contracting authority**

Body governed by public law

**I.5) Main activity**

Health

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Private Patient Service

#### **II.1.2) Main CPV code**

- 85110000 - Hospital and related services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

LTHT is considering options to enable the successful development and delivery of its private patient business. The Trust's objectives in enhancing its private patient offering are to:

1. Offer patients the opportunity to receive private healthcare on an LTHT site;
2. Support LTHT clinical teams who provide private healthcare to do so on an LTHT site;
3. Create an income generation source which will allow money to be reinvested in NHS staff, care and services.

#### **II.1.6) Information about lots**

This contract is divided into lots: No

### **II.2) Description**

#### **II.2.3) Place of performance**

NUTS codes

- UKE42 - Leeds

#### **II.2.4) Description of the procurement**

Background to the Trust

Leeds Teaching Hospitals NHS Trust (LTHT) is one of the largest and busiest acute hospital trusts in the UK. The Trust has a budget of £1.4 billion and employs more than 21,000 staff. Last year, it treated more than 1.7 million patients.

The Trust's care and clinical expertise is delivered from seven hospitals on five sites, all of which support the Trust's vision to be the best for specialist and integrated care.

LTHT plays an important role in the training and education of medical, nursing and dental students, and is a centre for world-class research, innovation and pioneering new treatments.

Our hospital sites are:

- Leeds General Infirmary (LGI) including the Leeds Children's Hospital and Leeds Dental Institute
- St James's University Hospital (including Leeds Cancer Centre) (SJUH)
- Seacroft Hospital
- Wharfedale Hospital
- Chapel Allerton Hospital.

The two main acute sites are the LGI and SJUH with supported plans to redevelop the LGI with two new hospitals (Adult and Childrens) as well as create an Innovation Village with a focus on health-tech, supporting Leeds City Council's plans for an Innovation Arc in Leeds.

Background to the market engagement exercise

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2. Support LTHT clinical teams who provide private healthcare to do so on an LTHT site;
3. Create an income generation source which will allow money to be reinvested in NHS staff, care and services.

One option under consideration is to collaborate with a private hospital operator (or potentially more than one operator, if different relationships are deemed to be beneficial for specific specialties/ sites).

The Trust's research suggests a strong market opportunity for a private patient service offering specialist care at St James' University Hospital site (SJUH).

LTHT's strategy is to engage with private hospital operators who may be interested in such a collaboration and as such is engaging with the market in order to understand:

- The market's view of the opportunities associated with private patient work in Leeds;
- The extent to which UK and international private hospital groups are interested in collaborating with the Trust to jointly progress a successful long-term private patient business across specific or all LTHT's clinical specialties and sites;
- What benefits organisations believe they can bring which would result in a successful private patient business with LTHT;
- In broad terms, what type of commercial and operational structures would be most attractive to potential operators.

#### **II.2.14) Additional information**

Background to the market engagement exercise

LTHT is considering options to enable the successful development and delivery of its

private patient business. The Trust's objectives in enhancing its private patient offering are to:

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#### Purpose of this PIN

The purpose of this PIN is to raise the profile of, and to generate and assess interest of the private sector in, the Private Patient opportunities at LTHT. This document sets out some preliminary questions which LTHT would welcome a response from potentially interested parties and the opportunity to discuss this further as appropriate.

#### Process

Parties who have registered interest in respect of the Prior Information Notice (PIN) are asked to complete the Questionnaire included in Appendix 1 and to return the response via the Atamis link to this PIN by 9 February 2024

Respondents are asked not to include any promotional or other material when submitting their response to the Questionnaire.

This Questionnaire is associated with a Prior Information Notice (PIN) and as such there is no obligation between the Trust and any party.

Should LTHT wish to understand the organisation's response to the Questionnaire further, LTHT may request an initial exploratory meeting and/or respond in writing. Any exploratory meeting will be held as soon as practicable, the aim being March 2024. LTHT expects to conduct any exploratory meetings in an informal but focussed manner. Time will be used to ensure productive dialogue and debate.

At this point in the process, potentially interested parties are asked to not approach LTHT consultants or other LTHT staff to discuss this potential opportunity. If there are specific clarifications required on the Trust's Questionnaire, please contact the Trust's team via Atamis and if relevant such clarification may be shared with parties who have responded to the PIN.

Following this market engagement process:

- LTHT may decide to embark on a process to procure a partner (or possibly different partners for different sites/ specialties); or
- LTHT may decide not to commence such a procurement process.

The Trust asks the market to appreciate that the main reasons for this engagement are to understand market interest, view of the opportunity and potential commercial arrangements that would be acceptable in the market. Should the Trust pursue a process to procure a partner, it will be issuing contractual terms against which bidders will be assessed. Therefore providing a response will assist with the Trust in developing such terms. LTHT also wish to confirm that anything discussed during the market engagement process will not have a bearing on the evaluation of parties during any subsequent process.

A future procurement process is likely to involve at least two phases:

- A pre-qualification and shortlisting phase, where LTHT will seek evidence of organisation's financial capacity to fund the development of the private patient facility, invest in services and be able to commit to staff resources, along with evidence of their track record of developing successful private patient services;
- A dialogue phase, aiming to select a preferred partner and enter into a contract.

Confidentiality

Respondents should be aware that, whilst the LTHT shall use its reasonable endeavours to hold information submitted to LTHT as confidential information or commercial information (where such categorisation or marking is indicated by the respondent at the time when such information is submitted to LTHT), this shall be subject to LTHT's obligations under law and may need to be disclosed and published by LTHT.

Costs

LTHT shall have no liability for any costs howsoever incurred by those participating in this market engagement process.

### **II.3) Estimated date of publication of contract notice**

16 January 2024

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes