

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/001546-2024>

Planning

## **Leasehold Purchase, Operation, and Development of Key Worker Accommodation at Salisbury District Hospital**

SALISBURY NHS FOUNDATION TRUST

F01: Prior information notice

Prior information only

Notice identifier: 2024/S 000-001546

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

Published 17 January 2024, 9:27am

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

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

SALISBURY NHS FOUNDATION TRUST

Salisbury District Hospital

Salisbury

SP2 8BJ

#### **Contact**

Simon Dennis

#### **Email**

[simon.dennis@nhs.net](mailto:simon.dennis@nhs.net)

#### **Country**

United Kingdom

**Region code**

UKK - South West (England)

**NHS Organisation Data Service**

RNZ

**Internet address(es)**

Main address

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

**I.3) Communication**

Additional information can be obtained from the above-mentioned address

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

Body governed by public law

**I.5) Main activity**

Health

---

## **Section II: Object**

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

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

Leasehold Purchase, Operation, and Development of Key Worker Accommodation at Salisbury District Hospital

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

- 70000000 - Real estate services

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

Services

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

Pre-Market Engagement Event - Please note this is not a formal procurement opportunity at this stage. Salisbury NHS Foundation Trust (SFT) is leading on a procurement initiative to seek a partner to work to deliver an expanded keyworker and student accommodation offer, initially on the Salisbury Hospital site.

SFT is working on this procurement with a number of partners who have a shared interest in increasing high quality, affordable accommodation in the local area. These partners, who are listed below, will be present at the webinar and will confirm their interest as the procurement progresses.

SFT has plans to develop its site over the next 10 years and wants at an early stage to improve the amount and quality of keyworker and student accommodation offered on site. The Trust currently manages the on site accommodation and the Trust Board has agreed that it will instead work with a partner to introduce an enhanced on site offering with existing accommodation transferred to the new provider to own, maintain and operate as a full service and to develop the new offering on Trust and neighbouring land. The Trust owns a mixture of properties providing onsite accommodation to its staff comprising of 360 units ranging from 3 bed houses through to individual rooms and varying construction age.

SFT are looking to engage the market to identify providers able to purchase (leasehold) the existing estate, own, operate and manage that estate, and develop in partnership with SFT as the freehold owner. Any solutions must be able to be fully financed by the market provider.

The wider site development includes a growing partnership with Coventry University Group and Wiltshire College and there is an expectation that student accommodation will be offered.

Involved parties include: Salisbury NHS Foundation Trust, Royal United Hospital Bath NHS Foundation Trust, Avon and Wiltshire Partnership, Wiltshire Council, Coventry University Group.

The purpose of the webinar is to explain the nature of the scheme and to seek input on the development of the scheme that will maximise high quality responses from the market. The overall purpose of the project is to :

Identify key challenges and mitigations for improving keyworker accommodation

Options appraisal for short, medium and long-term approach to the future management/delivery of on-site accommodation

Improve the quality of accommodation offered to health and care workers

Provide affordable housing for health and care workers

Contribute to the development of the site-wide environment in line with the Trust's campus plans

Help develop a sense of place and community for the site as a whole

Ensuring accommodation is available for staff in line with BMA requirements and suitable to support attracting new staff and for staff retention purposes

Support development of student accommodation for education providers, including Coventry University

Contribute to the wider development of the Salisbury Hospital site and adjacent land in collaboration with the Trust's development partners.

A pre-market engagement webinar will be held on Wednesday 21st February from 1300-1430. Interested organisations should email [evie.elford@nhs.net](mailto:evie.elford@nhs.net) to register, after which a meeting link will be sent. We will not be answering additional questions prior to that webinar, and interested organisations MUST ONLY contact us to register attendance. Do NOT contact employees within the Trust to discuss this project.

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

This contract is divided into lots: No

## **II.2) Description**

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

NUTS codes

- UKK - South West (England)

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

Pre-Market Engagement Event - Please note this is not a formal procurement opportunity at this stage. Salisbury NHS Foundation Trust (SFT) is leading on a procurement initiative to seek a partner to work to deliver an expanded keyworker and student accommodation offer, initially on the Salisbury Hospital site.

SFT is working on this procurement with a number of partners who have a shared interest in increasing high quality, affordable accommodation in the local area. These partners, who are listed below, will be present at the webinar and will confirm their interest as the procurement progresses.

SFT has plans to develop its site over the next 10 years and wants at an early stage to improve the amount and quality of keyworker and student accommodation offered on site. The Trust currently manages the on site accommodation and the Trust Board has agreed that it will instead work with a partner to introduce an enhanced on site offering with existing accommodation transferred to the new provider to own, maintain and operate as a full service and to develop the new offering on Trust and neighbouring land. The Trust owns a mixture of properties providing onsite accommodation to its staff comprising of 360 units ranging from 3 bed houses through to individual rooms and varying construction age.

SFT are looking to engage the market to identify providers able to purchase (leasehold) the existing estate, own, operate and manage that estate, and develop in partnership with SFT as the freehold owner. Any solutions must be able to be fully financed by the market provider.

The wider site development includes a growing partnership with Coventry University Group and Wiltshire College and there is an expectation that student accommodation will be offered.

Involved parties include: Salisbury NHS Foundation Trust, Royal United Hospital Bath NHS Foundation Trust, Avon and Wiltshire Partnership, Wiltshire Council, Coventry University Group.

The purpose of the webinar is to explain the nature of the scheme and to seek input on the development of the scheme that will maximise high quality responses from the market.

The overall purpose of the project is to :

Identify key challenges and mitigations for improving keyworker accommodation

Options appraisal for short, medium and long-term approach to the future management/delivery of on-site accommodation

Improve the quality of accommodation offered to health and care workers

Provide affordable housing for health and care workers

Contribute to the development of the site-wide environment in line with the Trust's campus plans

Help develop a sense of place and community for the site as a whole

Ensuring accommodation is available for staff in line with BMA requirements and suitable to support attracting new staff and for staff retention purposes

Support development of student accommodation for education providers, including Coventry University

Contribute to the wider development of the Salisbury Hospital site and adjacent land in collaboration with the Trust's development partners.

A pre-market engagement webinar will be held on Wednesday 21st February from 1300-1430. Interested organisations should email [evie.elford@nhs.net](mailto:evie.elford@nhs.net) to register, after which a meeting link will be sent. We will not be answering additional questions prior to that webinar, and interested organisations MUST ONLY contact us to register attendance. Do NOT contact employees within the Trust to discuss this project.

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

1 December 2024

---

## **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

---

## **Section VI. Complementary information**

### **VI.3) Additional information**

A pre-market engagement webinar will be held on Wednesday 21st February from 1300-1430. Interested organisations should email [evie.elford@nhs.net](mailto:evie.elford@nhs.net) to register, after which a meeting link will be sent. We will not be answering additional questions prior to that webinar, and interested organisations **MUST ONLY** contact us to register attendance. Do **NOT** contact employees within the Trust to discuss this project.

The Trust reserves the right following this webinar to decide not to proceed further, and this PIN should not be taken as any commitment to offer a procurement to the market.