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Tender

## **Strategic Estate Partner - New Ambulance Facilities**

East of England Ambulance Service NHS Trust

F02: Contract notice

Notice identifier: 2024/S 000-001677

Procurement identifier (OCID): ocds-h6vhtk-0373b1

Published 17 January 2024, 9:37pm

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

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

East of England Ambulance Service NHS Trust

Ambulance Headquarters

Melbourn

SG8 6NA

#### **Contact**

Mel Johnson

#### **Email**

[melanie.johnson@eastamb.nhs.uk](mailto:melanie.johnson@eastamb.nhs.uk)

#### **Telephone**

+44 7521266413

#### **Country**

United Kingdom

**Region code**

UKH - East of England

**Internet address(es)**

Main address

<http://www.eastamb.nhs.uk>

Buyer's address

<https://eoecph.bravosolution.co.uk/eastamb/>

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

<https://eoecph.bravosolution.co.uk/eastamb/>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://eoecph.bravosolution.co.uk/eastamb/>

Tenders or requests to participate must be submitted to 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://eoecph.bravosolution.co.uk/eastamb/>

**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**

Strategic Estate Partner - New Ambulance Facilities

Reference number

23-T19

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

- 45216122 - Ambulance station construction work

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

Works

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

The East of England Ambulance Service NHS Trust (the “Trust”) is about to embark on an ambitious project to enter into a long-term arrangement with a Strategic Estate Partner (“SEP”) to build and finance new ambulance hubs and Emergency Operation Centre facilities at a number of sites across the East of England region. At the heart of the partnership will be innovation, a journey towards net zero carbon emissions and a collaborative approach to deliver outstanding facilities.

Bidders will be asked how they would identify sites and bring forward business cases (under the strategic partnership agreement) for developments in locations in its East of England region.

The Trust appreciates much of the work to be conducted by the SEP will be done at risk and will look to streamline the procurement with a shortlist of exceptional bidders (3).

In terms of duration, the SEP will operate for an initial period of ten years, with the option to extend the arrangement for a further five years. It is anticipated that leases in respect of each completed site will have a duration of between 20-30 years.

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#### **II.1.5) Estimated total value**

Value excluding VAT: £220,000,000

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

This contract is divided into lots: No

## **II.2) Description**

### **II.2.2) Additional CPV code(s)**

- 70110000 - Development services of real estate
- 70112000 - Development of non-residential real estate
- 71240000 - Architectural, engineering and planning services
- 71241000 - Feasibility study, advisory service, analysis
- 71242000 - Project and design preparation, estimation of costs
- 71247000 - Supervision of building work
- 71248000 - Supervision of project and documentation
- 71250000 - Architectural, engineering and surveying services
- 71251000 - Architectural and building-surveying services
- 71311300 - Infrastructure works consultancy services
- 73220000 - Development consultancy services
- 79411100 - Business development consultancy services
- 90712100 - Urban environmental development planning

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

NUTS codes

- UKH - East of England

Main site or place of performance

East of England

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

The Trust wishes to appoint a Strategic Estates Partner ("SEP"). The appointment of a

SEP, contrasted to individual site-by-site procurements, is the Trust's response to the market's appetite for large scale projects and, in turn, allows it to benefit from cohesive cross-body team structures and economies of scale. At the heart of the partnership should be innovation, a journey towards net zero carbon emissions and a collaborative approach to deliver outstanding ambulance hubs and Emergency Operation Centre facilities across the East, to scale up the operational power of one of the nation's most vital emergency services.

Bidders will be asked how they would identify sites and bring forward business cases (under the strategic partnership agreement) for developments in the locations in its East of England region.

The Key Objectives of the SEP are:

- (i) to identify sites and offer innovative and cost-effective business cases for those sites, subject to business cases being accepted by the Trust;,
- (ii) to provide high-quality site locations, to be assessed using the Trust's proximity and layout criteria;
- (iii) to construct exceptional facilities to be rentalised over a 20-30 year (approx.) period; and
- (iv) to work in a genuine partnership to achieve the goals of the Trust both present and future.

The Trust appreciates much of the work to be conducted by the SEP will be done at risk and will look to streamline the procurement with a shortlist of exceptional bidders (3).

In terms of duration, the SEP will operate for an initial period of ten years, with the option to extend the arrangement for a further five years. It is anticipated that leases in respect of each completed site will have a duration of between 20-30 years.

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#### **II.2.5) Award criteria**

Price is not the only award criterion and all criteria are stated only in the procurement documents

#### **II.2.6) Estimated value**

Value excluding VAT: £220,000,000

### **II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

120

This contract is subject to renewal

Yes

Description of renewals

The SEP will operate for an initial period of ten (10) years, with the option to extend for a further five (5) years.

### **II.2.9) Information about the limits on the number of candidates to be invited**

Envisaged number of candidates: 3

Objective criteria for choosing the limited number of candidates:

Further information can be found in the procurement documents which are available via the Portal.

### **II.2.10) Information about variants**

Variants will be accepted: No

### **II.2.11) Information about options**

Options: No

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

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## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

#### **III.1.2) Economic and financial standing**

Selection criteria as stated in the procurement documents

#### **III.1.3) Technical and professional ability**

Selection criteria as stated in the procurement documents

### **III.2) Conditions related to the contract**

#### **III.2.2) Contract performance conditions**

Bidders which are subsequently successful in this procurement exercise may be required to actively participate in the achievement of social and/or environmental objectives. Accordingly, contract performance conditions may relate in particular to social, environmental or other corporate social responsibility considerations. Further details will be set out in the procurement documents.

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## **Section IV. Procedure**

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

#### **IV.1.1) Type of procedure**

Competitive dialogue

#### **IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue**

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated

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

The procurement is covered by the Government Procurement Agreement: No

### **IV.2) Administrative information**

#### **IV.2.1) Previous publication concerning this procedure**

Notice number: [2022/S 000-028177](#)

**IV.2.2) Time limit for receipt of tenders or requests to participate**

Date

19 February 2024

Local time

5:00pm

**IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates**

17 January 2024

**IV.2.4) Languages in which tenders or requests to participate may be submitted**

English

**IV.2.6) Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 6 (from the date stated for receipt of tender)



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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

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

Bidders may wish to note that the Trust conducted a pre-market engagement exercise prior to launching this opportunity, which enabled the Trust to develop its thinking in terms of the key areas to be addressed during the procurement process and how the procedure should be structured. The Trust conducted a webinar, considered responses to a short questionnaire and one to one consultations with selected developers who responded to the questionnaire and whose response benefitted from further clarification. The Trust has considered the informative and helpful feedback provided by those who participated in this activity and has incorporated such feedback into the design of this process. Bidders may also wish to note that participation in the pre-market engagement exercise is not a pre-requisite for being considered for this opportunity and if of interest, copies of the documentation issued during this phase is available for download on the Portal.

The Trust believes that face to face interaction with Bidders will be an important part of this procurement process, in light of some of the issues which will need to be further navigated with bidders. The Trust has therefore opted to utilise the Competitive Dialogue Procedure in respect of this procurement. However, the Trust would state that the procedure has been designed to operate a truncated and efficient negotiation process, with the aim of reducing the burden on bidders to the greatest extent possible. Bidders should refer to the procurement documents for further details in this regard.

Bidders will remain responsible for all costs and expenses incurred by them or by any third party acting under instructions from bidders in connection with taking part in this procurement, regardless of whether such costs arise as a consequence direct or indirect of any amendments made to the procurement documents by the Trust at any time.

The Trust reserves the right at any time to:

- i) reject any or all responses and to cancel or withdraw this procurement at any stage;
- ii) award a contract without prior notice;
- iii) change the basis, the procedures and the timescales set out or referred to within the procurement documents;
- iv) require a bidder to clarify any submissions in writing and/or provide additional

information (failure to respond adequately may result in disqualification);

v) terminate the procurement process; and

vi) amend the terms and conditions of the selection and evaluation process.

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## **VI.4) Procedures for review**

### **VI.4.1) Review body**

High Court of England and Wales

Royal Courts of Justice, Strand

London

WC2A 2LL

Telephone

+44 2079477882

Country

United Kingdom

Internet address

<http://www.justice.gov.uk>

### **VI.4.3) Review procedure**

Precise information on deadline(s) for review procedures

Any review proceedings should be promptly brought to the attention of the Chief-Executive Officer of East of England Ambulance Services, Ambulance Headquarters, Whiting Way, Melbourn, SG8 6NA and will be dealt with in accordance with the requirements of the Public Contracts Regulations 2015 ("PCR 2015"). Any review proceedings must be brought within the timescales specified by the applicable law, including, without limitation, PCR 2015. In accordance with PCR 2015, The University will incorporate a minimum 10 calendar day standstill period from the date information on the award of the contract is communicated to bidders.

