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Contract

## **Audiology Products**

NHS Wales Shared Services Partnership-Procurement Services (hosted by Velindre University NHS Trust)

F03: Contract award notice

Notice identifier: 2021/S 000-001774

Procurement identifier (OCID): ocds-h6vhtk-028e44

Published 28 January 2021, 5:16pm

## **Section I: Contracting authority**

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

NHS Wales Shared Services Partnership-Procurement Services (hosted by Velindre University NHS Trust)

4th Floor Companies House, Crown Way

Cardiff

CF14 3UZ

### **Contact**

Jack Richardson-Croad

### **Email**

[jack.croad@wales.nhs.uk](mailto:jack.croad@wales.nhs.uk)

### **Telephone**

+44 1443848585

**Country**

United Kingdom

**NUTS code**

UK - UNITED KINGDOM

**Internet address(es)**

Main address

<http://nwssp.nhs.wales/ourservices/procurement-services/>

Buyer's address

[https://www.sell2wales.gov.wales/search/Search\\_AuthProfile.aspx?ID=AA0221](https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0221)

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

**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**

Audiology Products

**II.1.2) Main CPV code**

- 33185000 - Hearing aids

**II.1.3) Type of contract**

## Supplies

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

The forthcoming contract will be for the provisions of a range of audiology products, including both adult and paediatric products to all of NHS Wales.

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

This contract is divided into lots: Yes

### **II.1.7) Total value of the procurement (excluding VAT)**

Value excluding VAT: £27,400,000

## **II.2) Description**

### **II.2.1) Title**

Adult Hearing Aids

Lot No

1

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

- 33185000 - Hearing aids
- 33185100 - Parts and accessories for hearing aids

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

NUTS codes

- UKL - WALES

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

This lot relates to the provision of adult hearing aids

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

Quality criterion - Name: Bidders Capability / Weighting: PASS/FAIL

Quality criterion - Name: Priority Supplier Programme / Weighting: 2

Price - Weighting: 98

### **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

## **II.2) Description**

### **II.2.1) Title**

Paediatric Specific Hearing aids

Lot No

2

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

- 33185000 - Hearing aids
- 33185100 - Parts and accessories for hearing aids

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

NUTS codes

- UKL - WALES

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

This lot relates to the provision of paediatric hearing aids

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

Quality criterion - Name: Bidders capability / Weighting: PASS/FAIL

Quality criterion - Name: Priority Supplier Programme / Weighting: 2

Price - Weighting: 98

### **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

## **II.2) Description**

### **II.2.1) Title**

Audiology parts, Consumables and Accessories

Lot No

3

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

- 33185100 - Parts and accessories for hearing aids

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

NUTS codes

- UKL - WALES

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

This lot relates to the provision of audiology parts, consumables and accessories.

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

Quality criterion - Name: Bidders capability / Weighting: PASS/FAIL

Quality criterion - Name: Priority Supplier Programme / Weighting: 2

Price - Weighting: 98

### **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

## **II.2) Description**

### **II.2.1) Title**

Earmoulds

Lot No

4

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

- 33185000 - Hearing aids
- 33185100 - Parts and accessories for hearing aids

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

NUTS codes

- UKL - WALES

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

This lot relates to the provision of earmoulds

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

Quality criterion - Name: Bidders capability / Weighting: PASS/FAIL

Quality criterion - Name: Priority Supplier Programme / Weighting: 2

Price - Weighting: 98

### **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

## **II.2) Description**

### **II.2.1) Title**

Batteries

Lot No

5

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

- 31440000 - Batteries
- 31420000 - Primary batteries

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

NUTS codes

- UKL - WALES

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

This lot relates to the provision of hearing aid batteries

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

Quality criterion - Name: Bidders capability / Weighting: PASS/FAIL

Quality criterion - Name: Priority Supplier Programme / Weighting: 2

Price - Weighting: 98

### **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

## **II.2) Description**

### **II.2.1) Title**

## Bone Conduction Hearing Implants (including Middle Ear Devices), Processors & Accessories - Adult & Paediatric

Lot No

6

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

- 33184100 - Surgical implants

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

NUTS codes

- UKL - WALES

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

This lot relates to the provision of implantable bone conduction hearing systems and associated consumables

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

Quality criterion - Name: Bidders capability / Weighting: PASS/FAIL

Quality criterion - Name: Priority Supplier Programme / Weighting: 2

Price - Weighting: 98

### **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

## **II.2) Description**

### **II.2.1) Title**

Cochlear Implants (including Auditory Brainstem Implants), Processors & Accessories – Adult & Paediatric



Lot No

7

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

- 33184100 - Surgical implants
- 33185200 - Cochlear implant

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

NUTS codes

- UKL - WALES

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

This lot relates to the provision of cochlear implant systems and associated accessories.

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

Quality criterion - Name: Bidders capability / Weighting: PASS/FAIL

Quality criterion - Name: Priority Supplier Programme / Weighting: 2

Price - Weighting: 98

### **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 IV. Procedure**

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

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

Open procedure

#### **IV.1.3) Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

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

The procurement is covered by the Government Procurement Agreement: Yes

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

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

Notice number: [2020/S 194-470492](#)

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## **Section V. Award of contract**

### **Lot No**

1

### **Title**

Adult Hearing Aids

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

1 January 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 7

Number of tenders received from SMEs: 5

Number of tenders received from tenderers from other EU Member States: 7

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 7

The contract has been awarded to a group of economic operators: Yes

**V.2.3) Name and address of the contractor**

MED-EL UK Ltd.

Unit 4, Newton Business Centre, Thorncliffe Park Estate

Sheffield

S352PH

Country

United Kingdom

NUTS code

- UKE4 - West Yorkshire

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

GN Hearing UK LTD

Building A, Kirtlington Business Centre, Portway

Kirtlington

OX53JA

Country

United Kingdom

NUTS code

- UKJ14 - Oxfordshire

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Oticon Limited

Cadzow Industrial Estate

Hamilton

ML37QE

Country

United Kingdom

NUTS code

- UKM95 - South Lanarkshire

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

Puretone Ltd

9-10 Henley Business Park, Trident Close Medway City Estate

Rochester

ME24FR

Country

United Kingdom

NUTS code

- UKJ41 - Medway

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

Phonak

Sonova House, Lakeside Drive, Centre Park

Warrington

WA11RX

Country

United Kingdom

NUTS code

- UK - UNITED KINGDOM

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

Sivantos Limited

Platinum House, Sussex Manor Business Park, Gatwick Road

Crawley

RH109NH

Country

United Kingdom

NUTS code

- UKJ2 - Surrey, East and West Sussex

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Starkey Laboratories Ltd

William F Austin House, Bramhall Technology Park, Pepper Road Hazel Grove

Stockport

SK75BX

Country

United Kingdom

NUTS code

- UKD - NORTH WEST (ENGLAND)

The contractor is an SME

Yes

**V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £13,000,000

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**Section V. Award of contract**

**Lot No**

2

**Title**

Paediatric Specific Hearing aids

A contract/lot is awarded: Yes

**V.2) Award of contract**

**V.2.1) Date of conclusion of the contract**

1 January 2021

**V.2.2) Information about tenders**

Number of tenders received: 5

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 5

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 5

The contract has been awarded to a group of economic operators: Yes

**V.2.3) Name and address of the contractor**

MED-EL UK Ltd.

Unit 4, Newton Business Centre, Thorncliffe Park Estate

Sheffield

S352PH

Country

United Kingdom

NUTS code

- UKE4 - West Yorkshire

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

GN Hearing UK LTD

Building A, Kirtlington Business Centre, Portway

Kirtlington

OX53JA

Country

United Kingdom

NUTS code

- UKJ14 - Oxfordshire

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Oticon Limited

Cadzow Industrial Estate

Hamilton

ML37QE

Country

United Kingdom

NUTS code

- UKM95 - South Lanarkshire

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

Phonak

Sonova House, Lakeside Drive, Centre Park

Warrington



WA11RX

Country

United Kingdom

NUTS code

- UK - UNITED KINGDOM

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

Starkey Laboratories Ltd

William F Austin House, Bramhall Technology Park, Pepper Road Hazel Grove

Stockport

SK75BX

Country

United Kingdom

NUTS code

- UKD - NORTH WEST (ENGLAND)

The contractor is an SME

Yes

**V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £700,000

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## **Section V. Award of contract**

### **Lot No**

3

### **Title**

Audiology parts, Consumables and Accessories

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

1 January 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 10

Number of tenders received from SMEs: 8

Number of tenders received from tenderers from other EU Member States: 8

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 10

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

MED-EL UK Ltd.

Unit 4, Newton Business Centre, Thornccliffe Park Estate

Sheffield

S352PH

Country

United Kingdom

NUTS code

- UKE4 - West Yorkshire

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Cochlear Europe Limited

6 Dashwood Lang Road, Bourne Business Park

Addlestone

KT152HJ

Country

United Kingdom

NUTS code

- UKJ2 - Surrey, East and West Sussex

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

GN Hearing UK LTD

Building A, Kirtlington Business Centre, Portway

Kirtlington

OX53JA

Country

United Kingdom

NUTS code

- UKJ14 - Oxfordshire

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

GUYMARK UK LTD

Veronica House , Veronica House

BRIERLEY HILL

DY51UB

Country

United Kingdom

NUTS code

- UK - UNITED KINGDOM

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Minerva Hearing

Unit 13, Eastgate Business Park, Wentloog Avenue

Cardiff

CF32EY

Country

United Kingdom

NUTS code

- UKL14 - South West Wales

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Oticon Limited

Cadzow Industrial Estate

Hamilton

ML37QE

Country

United Kingdom

NUTS code

- UKM95 - South Lanarkshire

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

Puretone Ltd

9-10 Henley Business Park, Trident Close Medway City Estate

Rochester

ME24FR

Country

United Kingdom

NUTS code

- UKJ41 - Medway

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

Phonak

Sonova House, Lakeside Drive, Centre Park

Warrington

WA11RX

Country

United Kingdom

NUTS code

- UK - UNITED KINGDOM

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

Sivantos Limited

Platinum House, Sussex Manor Business Park, Gatwick Road

Crawley

RH109NH

Country

United Kingdom

NUTS code

- UKJ2 - Surrey, East and West Sussex

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Starkey Laboratories Ltd

William F Austin House, Bramhall Technology Park, Pepper Road Hazel Grove

Stockport

SK75BX

Country

United Kingdom

NUTS code

- UKD - NORTH WEST (ENGLAND)

The contractor is an SME

Yes

**V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £260,000

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## **Section V. Award of contract**

### **Lot No**

4

### **Title**

Earmoulds

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

1 January 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 4

Number of tenders received from SMEs: 4

Number of tenders received from tenderers from other EU Member States: 4

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 4

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

Minerva Hearing

Unit 13, Eastgate Business Park, Wentloog Avenue

Cardiff

CF32EY

Country



United Kingdom

NUTS code

- UKL14 - South West Wales

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Normanby Laboratory Services Limited

Suite W8, The Innovation Centre, Vienna Court

Redcar

TS105SH

Country

United Kingdom

NUTS code

- UKC - NORTH EAST (ENGLAND)

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Puretone Ltd

9-10 Henley Business Park, Trident Close Medway City Estate

Rochester

ME24FR

Country

United Kingdom

NUTS code

- UKJ41 - Medway

The contractor is an SME

No

**V.2.3) Name and address of the contractor**

Starkey Laboratories Ltd

William F Austin House, Bramhall Technology Park, Pepper Road Hazel Grove

Stockport

SK75BX

Country

United Kingdom

NUTS code

- UKD - NORTH WEST (ENGLAND)

The contractor is an SME

Yes

**V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £2,480,000

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## **Section V. Award of contract**

### **Lot No**

5

### **Title**

Batteries

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

1 January 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 2

Number of tenders received from SMEs: 1

Number of tenders received from tenderers from other EU Member States: 1

Number of tenders received from tenderers from non-EU Member States: 1

Number of tenders received by electronic means: 2

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

Cochlear Europe Limited

6 Dashwood Lang Road, Bourne Business Park

Addlestone

KT152HJ

Country

United Kingdom

NUTS code

- UKJ2 - Surrey, East and West Sussex

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Energizer Holdings

Unit 2A, Stephenson Road

Washington

NE373HW

Country

United Kingdom

NUTS code

- UKC23 - Sunderland

The contractor is an SME

No

**V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £1,600,000

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## **Section V. Award of contract**

### **Lot No**

6

### **Title**

Bone Conduction Hearing Implants (including Middle Ear Devices), Processors & Accessories - Adult & Paediatric

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

1 January 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 3

Number of tenders received from SMEs: 2

Number of tenders received from tenderers from other EU Member States: 3

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 3

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

MED-EL UK Ltd.

Unit 4, Newton Business Centre, Thorncliffe Park Estate

Sheffield

S352PH

Country

United Kingdom

NUTS code

- UKE4 - West Yorkshire

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Cochlear Europe Limited

6 Dashwood Lang Road, Bourne Business Park

Addlestone

KT152HJ

Country

United Kingdom

NUTS code

- UKJ2 - Surrey, East and West Sussex

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Oticon Limited

Cadzow Industrial Estate

Hamilton

ML37QE

Country

United Kingdom

NUTS code

- UKM95 - South Lanarkshire

The contractor is an SME

No

**V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £1,400,000

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## **Section V. Award of contract**

### **Lot No**

7

### **Title**

Cochlear Implants (including Auditory Brainstem Implants), Processors & Accessories – Adult & Paediatric

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

1 January 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 4

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 4

Number of tenders received from tenderers from non-EU Member States: 0

Number of tenders received by electronic means: 4

The contract has been awarded to a group of economic operators: Yes

#### **V.2.3) Name and address of the contractor**

MED-EL UK Ltd.

Unit 4, Newton Business Centre, Thorncliffe Park Estate

Sheffield

S352PH

Country



United Kingdom

NUTS code

- UKE4 - West Yorkshire

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Advanced Bionics UK Limited

Sonova House, Lakeside Drive, Centre Park

Warrington

WA11RX

Country

United Kingdom

NUTS code

- UK - UNITED KINGDOM

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Cochlear Europe Limited

6 Dashwood Lang Road, Bourne Business Park

Addlestone

KT152HJ

Country

United Kingdom

NUTS code

- UKJ2 - Surrey, East and West Sussex

The contractor is an SME

Yes

**V.2.3) Name and address of the contractor**

Oticon Limited

Cadzow Industrial Estate

Hamilton

ML37QE

Country

United Kingdom

NUTS code

- UKM95 - South Lanarkshire

The contractor is an SME

No

**V.2.4) Information on value of contract/lot (excluding VAT)**

Total value of the contract/lot: £6,800,000

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## **Section VI. Complementary information**

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

This notice is being placed by NHS Wales Shared Services Partnership - Procurement Services. For the purpose of this procurement, the

awarding authority will be Velindre NHS Trust. Please note NHS Wales Shared Services Partnership - Procurement Services as the

contracting authority are tendering on behalf of Health Boards in Wales including:

- Aneurin Bevan University Local Health Board
- Betsi Cadwaladr University Local Health Board
- Cardiff and Vale University Local Health Board
- Cwm Taf Morgannwg University Health Board
- Hywel Dda University Local Health Board
- Powys Teaching Local Health Board
- Public Health Wales NHS Trust
- Swansea Bay University Health Board
- Velindre University NHS Trust
- Welsh Ambulance Services NHS Trust

1. The Framework will be in place for a period of 3 years with an option to extend 12 months.

2. The contracting authority will use eTenderwales to carry out the procurement process. To view Procurement Services published tenders

you will need to register with the site, and provide brief contact details for yourself and organisation. Once registered you will gain access

to express interest and participate in published tenders. To register please visit:

<https://etenderwales.bravosolution.co.uk/nhs/>

3. The contracting authority is not bound to award a contract in whole or in part.

4. The contracting authority will not bear the tender costs of any of the tenderers.

5. Suppliers who would like support and advice regarding public sector tenders are encourage to utilise Business Wales. Business Wales is

a free service that provides impartial, independent support and advice to people starting, running and growing a business in Wales. There

are a series of workshops being run that are aimed at businesses who want to start or improve how they tender for contracts including a

‘how to tender’ induction workshop. They are fully funded and held frequently all over Wales. To book a workshop either

visit: <https://businesswales.gov.wales/Procurement> or contact one of the regional Business Wales office to register with the service:

(West) Carmarthen: 01267 233 749

(Mid) Newtown: 01686 617 184

(North) St Asaph: 01745 585 025

(South) Pencoed: 01656 868 500

(WA Ref:99219)

(WA Ref:107739)

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

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

High Court

Royal Courts of Justice, The Strand

London

Country

United Kingdom