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Contract

## **NSCHT Multi-Lot Community Partnership Commissioning**

North Staffordshire Combined Healthcare NHS Trust (NSCHT)

F03: Contract award notice

Notice identifier: 2025/S 000-003707

Procurement identifier (OCID): ocds-h6vhtk-04b687

Published 4 February 2025, 4:13pm

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

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

North Staffordshire Combined Healthcare NHS Trust (NSCHT)

Staffordshire

ST4 8HH

#### **Email**

[sophie.riding@nhs.net](mailto:sophie.riding@nhs.net)

#### **Country**

United Kingdom

#### **Region code**

UKG24 - Staffordshire CC

#### **Justification for not providing organisation identifier**

Not on any register

### **Internet address(es)**

Main address

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

### **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**

NSCHT Multi-Lot Community Partnership Commissioning

Reference number

WHISP 320, 321, 322

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

- 85000000 - Health and social work services

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

Services

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

NHS Midlands and Lancashire Commissioning Support Unit (MLCSU) have been working on behalf of North Staffordshire Combined Healthcare NHS Trust (NSCHT) who were looking to undertake a multi-lot Competitive Process for Community Partnership Commissioning,

including:

Lot 1 Health and Lifestyle Service

Lot 2 Future Focus Peer Coach Service

Lot 3 Financial Wellbeing Service

It was the intention of the NSCHT to start commissioning contracts for the above services from 1st April 2025 for 3 years with an option to extend for a further 1 year, and possibly another

year (5 years total).

Contract start date: 1st April 2025

Contract end date (including possible extensions): 31st March 2030

Please see below total contract values for 5 years:

- Lot 1 Health and Lifestyle Service - £580,000

- Lot 2 Future Focus Peer Coach Service - £1,800,000

- Lot 3 Financial Wellbeing Service - £200,000

The ITT was live on Thursday 14th November

2024 on the Atamis Portal. The deadline for submissions

will be Friday 13th December 2024 12:00pm midday.

Bidders who submitted a bid over the maximum

contract values, for each lot, were informed that they would not achieve the score of a pass. This was checked during the

evaluation of the pass/fail questions in the Basic

Selection Envelope. There was also a further competition on price.

To express interest and participate in the Competitive Process,

bidder's were advised to register and apply via Atamis e-sourcing

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

A maximum of 3 contracts totalling £516,000 annually were to be awarded. The overall maximum contract value for all 3 lots, including possible contract extensions was £2,580,000.

The relevant reference number for this tender was C318455.

Further details were made available via documentation and information released during the tender process.

The competitive tendering process to which this ITT relates to and further to which the Authority intends to purchase the Services as set out in regulation 11 of the provider selection regime 2023 for the award of a contract with a competition.

This ITT was made available to all Bidders who have expressed a potential interest in delivering this services in line with the requirements for Health Services and mixed procurements

which fall under Regulation 3 and 11 for the award of a contract with a competition, and Schedule 1 of the Health Care Services (Provider Selection Regime) Regulations 2023. As such, the competitive tendering of these Services is being run as a bespoke, single-stage tender process as described in the documentation in this ITT, and in the Find a Tender contract notice advertisement Bidders were invited to bid for each lot separately. Bidders were able to bid for more than one lot.

## **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: £2,580,000

## **II.2) Description**

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

Lot 1 Health and Lifestyle Service

Lot No

1

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

- 85100000 - Health services

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

NUTS codes

- UKG2 - Shropshire and Staffordshire

Main site or place of performance

North Staffordshire and Stoke-on-Trent

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

This notice is an intention to award a contract under the competitive process for Lot 1 Health and Lifestyle Service to Everyone Health.

The approximate lifetime value of the contract is £578,361.59 (for 3 years total, with an option to extend for 2 years).

Contract Start Date: 1st April 2025

Contract End Date: 31st March 2030

The service is to promote health, weight management, nutrition and wellbeing.

The purpose of this procurement exercise was to appoint a provider to support the provision of Health and Lifestyle Support for Mental Health Services (North Staffordshire and Stoke on Trent) for North Staffordshire Combined Healthcare Trust NSCHT.

Weight management and promotion of positive lifestyles is complex, and this is especially true for people with severe mental illness. They are more likely to have common risk factors for being overweight, such as reduced access to healthy food, lower incomes and health conditions that limit their mobility. In addition, they have risk factors not typically faced by the general population, such as weight gain related to psychiatric medication and admission to inpatient wards with fewer opportunities to be physically active.

This service will not include smoking cessation support as it is anticipated that this will be a separately commissioned service in line with national aspirations for smoking support outlined in

the NHS Long Term Plan.

1 bidder has been selected as the highest overall scoring bidder and has been recommended as a successful bidder.

This service is an existing service. Everyone Health is the existing provider.

The contract award criteria was specified in the procurement documents. The procurement documents included the contract award criteria, including the agreed relative importance of key criteria (e.g., weighting, prioritisation) against which, bids were evaluated.

This process was a mixed procurement as Lot 1 and Lot 2 were considered to be health, but Lot 3 was not. The healthcare element was more than 50% of the total value of the 3 contracts and therefore a mixed procurement approach was taken, in accordance with PSR regulation 11 for the procurement of these 3 contracts.

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

Price

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

Options: No

## **II.2) Description**

## **II.2.1) Title**

Lot 2 Future Focus Peer Coach Service

Lot No

2

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

- 85100000 - Health services

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

NUTS codes

- UKG2 - Shropshire and Staffordshire

Main site or place of performance

North Staffordshire and Stoke-on-Trent

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

This notice is an intention to award a contract under the competitive process for Lot 2 Future Focus Peer Coach Service to Changes Health & Wellbeing.

The approximate lifetime value of the contract is £1,782,820.00 (for 3 years total, with an option to extend for 2 years).

Contract Start Date: 1st April 2025

Contract End Date: 31st March 2030

The service is to provide a lived experience support offer to individuals where an expert by experience input would be of benefit for recovery and to address social stressors to

mental illness. The purpose of this procurement exercise is to

appoint a provider to support the provision of a Future Focus Peer Coach (FFPC) Service within Mental Health Services (North Staffordshire and Stoke on Trent) for North Staffordshire Combined Healthcare Trust (NSCHT).

The objective of the FFPC Service provision is to enable Service Users to stay well in their

recovery journey. The ways in which people are supported can be flexible, should be person centred and help people to make the best use of their community

resources. The Service will form a part of an integrated

pathway across the voluntary sector, primary and secondary care mental health and social care. It should be based on recovery and social inclusion principles and designed to be accessible and to

prevent people falling through gaps between services.

1 bidder has been selected as the highest overall scoring bidder for this lot and has been recommended as a successful bidder.

This service is an existing service. Changes Health & Wellbeing are the existing provider.

The contract award criteria was specified in the procurement documents. The procurement documents included the contract award criteria, including the agreed relative importance of key criteria (e.g., weighting, prioritisation) against which, bids were evaluated.

This process was a mixed procurement as Lot 1 and Lot 2 were considered to be health, but Lot 3 was not. The healthcare element was more than 50% of the total value of the 3 contracts and therefore a mixed procurement approach was taken, in accordance with PSR regulation 11 for the procurement of these 3 contracts.

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

Price

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

Options: No

## **II.2) Description**

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

Lot 3 Financial Wellbeing Service

Lot No



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

- 85000000 - Health and social work services

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

NUTS codes

- UKG2 - Shropshire and Staffordshire

Main site or place of performance

North Staffordshire and Stoke-on-Trent

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

This is an intention to award notice to advise that no award will be taking place, for Lot 3 Financial Wellbeing Service.

The approximate lifetime value of the contract is £200,000 (for 3 years total, with an option to extend for 2 years).

Contract Start Date: 1st April 2025

Contract End Date: 31st March 2030

This service was to provide bespoke financial and benefit advice.

The purpose of this procurement exercise was to appoint a provider to support the provision of Financial Wellbeing Management and Support (FWB) for Mental Health Services (North Staffordshire and Stoke on Trent) for North Staffordshire Combined Healthcare NHS Trust.

The service role of the Financial Wellbeing Support needed to offer a Mon-Fri service that offers a range of flexible support to people with financial difficulties within North Staffordshire and Stoke on Trent. The service will advise and support patients

who are under the care of CMHT's including Older Persons and the Rehab Pathway.

No suitable bids were received for Lot 3, therefore there are no recommended bidders for Lot 3 as part of this process.

There is an existing service already.

The contract award criteria was specified in the procurement documents. The procurement

documents included the contract award criteria, including the agreed relative importance of key criteria (e.g., weighting, prioritisation) against which, bids were evaluated.

This process was a mixed procurement as Lot 1 and Lot 2 were considered to be health, but Lot 3 was not. The healthcare element was more than 50% of the total value of the 3 contracts and therefore a mixed procurement approach was taken, in accordance with PSR regulation 11 for the procurement of these 3 contracts.

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

Price

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

Options: No

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

No contract has been awarded for this lot, as part of this process.

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# **Section IV. Procedure**

## **IV.1) Description**

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

Open procedure

### **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: [2024/S 000-036891](#)

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

### **Lot No**

Lot 1

### **Title**

Lot 1 Health and Lifestyle Service

A contract/lot is awarded: Yes

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

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

28 January 2025

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

Number of tenders received: 4

The contract has been awarded to a group of economic operators: No

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

Everyone Health

3 Watling Drive

Hinckley

LE10 3EY

Country

United Kingdom

NUTS code

- UKF2 - Leicestershire, Rutland and Northamptonshire

Companies House

04215584

The contractor is an SME

Yes

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

Total value of the contract/lot: £578,361.59

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

#### **Lot No**

Lot 2

#### **Title**

Lot 2 Future Focus Peer Coach Service -

A contract/lot is awarded: Yes

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

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

28 January 2025

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

Number of tenders received: 4

The contract has been awarded to a group of economic operators: No

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

Changes Health & Wellbeing

Changes Wellbeing Centre, Victoria Court, Booth Street, Stoke,

Stoke on Trent,

ST4 4AL

Country

United Kingdom

NUTS code

- UKG23 - Stoke-on-Trent

Charity Commission (England and Wales)

1144940

The contractor is an SME

Yes

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

Total value of the contract/lot: £1,782,820

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## Section VI. Complementary information

### VI.3) Additional information

This is a Provider Selection Regime (PSR) intention to award notice. The awarding of this contract is subject to the Health Care Services (Provider Selection Regime) Regulations 2023. For the avoidance of doubt, the provisions of the Public Contracts Regulations 2015 do not apply to this award. The publication of this notice marks the start of the standstill period. Representations by providers must be made to the relevant authority by midnight 14th February 2025. This contract has not yet formally been awarded; this notice serves as an intention to award a contract under the competitive process of the PSR.

Representations should be sent to Josey Gaitley, Associate Director of Community Mental Health Services, North Staffordshire Combined Healthcare NHS Trust (NSCHT), via [josephine.gaitley@combined.nhs.uk](mailto:josephine.gaitley@combined.nhs.uk).

- The decision to award the contracts was approved by North Staffordshire Combined Healthcare NHS Trust (NSCHT) Executive Team.

All panel members completed and signed conflict of interest and confidentiality declarations.

The below potential conflict of interest was declared.

A member of the evaluation panel stated that they worked for a private company in the field of Podiatry.

This was reviewed by the commissioners who did not consider this to be an actual conflict of interest, as the private company did not bid to deliver any of the services within this process. This evaluator also attended evaluator training. This was not considered to be an actual conflict of interest.

No other conflicts were identified from panel members

Bidders were invited to bid for each lot

separately. Bidders were able to bid for more than one lot.

Bidders who submitted a bid over the maximum contract values, for each lot, would not achieve the score of a pass.

Bids which achieved pass / provisional pass criteria in the basic selection and quality pass/fail questions, were to be assessed for the below scored questions.

As part of the multi-lot tender, for questions in '01 Basic Selection' (Basic Selection and Quality Pass/Fail questions) and '02 Common Questions', completion was required once only.

The bidder then had to complete the service/lot specific

questionnaire (for Lot 1 and/or Lot 2 and/or Lot 3) which included the below relative key criteria.

Common Questions - Scored (33.00%)

- Quality & Innovation - 10.00%
- Integration, Collaboration, Service Sustainability - 7.50%
- Improving Access, Reducing Health Inequalities, Facilitating Choice - 5.50%
- Social Value - 10.00%

Lot 1 Questions - Scored (67.00%)

- Quality & Innovation - 19.50%
- Integration, Collaboration, Service Sustainability - 8.50%
- Improving Access, Reducing Health Inequalities, Facilitating Choice - 9.00%
- Value - 30.00%

Lot 2 Questions - Scored (67.00%)

- Quality & Innovation - 19.50%
- Integration, Collaboration, Service Sustainability - 8.50%
- Improving Access, Reducing Health Inequalities, Facilitating Choice - 9.00%
- Value - 30.00%

Lot 3 Questions - Scored (67.00%)

- Quality & Innovation - 19.50%
- Integration, Collaboration, Service Sustainability - 8.50%

- Improving Access, Reducing Health Inequalities, Facilitating Choice - 9.00%

- Value - 30.00%

The highest weighted key criteria was considered by the Trust to be of higher importance.

Following the completed evaluation and moderation process, the Bidders having passed the pass / fail criteria and with the highest combined scores (from Key Criteria Common Questions and Lot specific questions), have been named as the successful Bidder for that lot.

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

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

North Staffordshire Combined Healthcare NHS Trust (NSCHT)

Staffordshire

Country

United Kingdom