

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/005073-2024>

Planning

## **Estates Strategy - Partner**

NHS Blood and Transplant

F01: Prior information notice

Prior information only

Notice identifier: 2024/S 000-005073

Procurement identifier (OCID): ocids-h6vhtk-043a63

Published 15 February 2024, 11:53am

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

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

NHS Blood and Transplant

203 Longmead Rd, Avon

Bristol

BS16 7FG

#### **Contact**

Simon Davis

#### **Email**

[simon.davis@nhsbt.nhs.uk](mailto:simon.davis@nhsbt.nhs.uk)

#### **Country**

United Kingdom

#### **Region code**

UKK12 - Bath and North East Somerset, North Somerset and South Gloucestershire

**Internet address(es)**

Main address

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

Buyer's address

<https://www.nhsbt.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

---

## Section II: Object

### II.1) Scope of the procurement

#### II.1.1) Title

Estates Strategy - Partner

#### II.1.2) Main CPV code

- 79410000 - Business and management consultancy services

#### II.1.3) Type of contract

Services

#### II.1.4) Short description

We will be holding a Market Engagement Event via MS Teams on Wednesday 6th March from 0930hrs until 1100hrs. To register please visit this link

<https://events.teams.microsoft.com/event/3f39ccc9-ef86-42e7-ada1-4b67b15f04b8@e11a1b8f-8f52-4608-8f76-467ff1d34c96>

NHSBT are in a period of change, with a relatively new Exec team (ET), exciting new growth products around Plasma & a desire to modernise & improve their estates offering against a backdrop of challenging public funding.

We have not had a detailed estates strategy for some time & have historically struggled to get long term, holistic views from the organisational departments.

The estate has been underfunded for many years, with significant back log maintenance continually being pushed into the long grass & infrastructure failures becoming more frequent & more costly. The Estates team have also had a mainly stagnate structure for a decade, despite various increase in workload.

Underpinning all of this is the businesses critical deliverables (blood products etc) taking focus, energy & efforts & thus spend, resource & capacity to deliver & improve, meaning long term estates planning, discussions around consolidation & holistic location & site reviews have been nothing more than talking points.

The new ET, new growth areas, hybrid working, & a desire to improve staff wellbeing lead us to this organisational first – bringing in a 3rd party consultant to undertake a full & detailed review, strategy & planning exercise to deliver a robust 10+ year strategy for NHSBT.

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

Value excluding VAT: £600,000

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

This contract is divided into lots: No

## **II.2) Description**

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

- 70000000 - Real estate services
- 73000000 - Research and development services and related consultancy services

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

NUTS codes

- UK - United Kingdom

Main site or place of performance

National

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

**Introduction** The consultancy will undertake a comprehensive review & analysis to formulate an Estate Strategy for NHSBT. This will include the creation of an Estates Master Plan (EMP), aiming to effectively manage, optimise, & expand NHSBT's physical assets, facilities, & infrastructure to align with organisational goals, mission, & service delivery requirements.

**Objectives**

- Conduct an in-depth assessment of NHSBT's current estate portfolio, encompassing properties, facilities, & infrastructure.
- Analyse future needs, growth projections, & operational requirements to guide the development of the EMP.
- Develop a comprehensive Estate Strategy & EMP that outlines phased recommendations for estate management, optimisation, & potential expansion.
- Support NHSBT's mission of delivering high-quality blood & transplant services through strategically optimised infrastructure.
- Formulate a detailed Net Zero plan for the organisation that supports both the NHS Net Zero 2040 Target & the NHS Net Zero Building Standard
- Prepare an example Delivery model with high level costing estimates

## Methodology

- Comprehensive evaluation of existing estates, including on-site assessments, stakeholder interviews, & thorough documentation review.
- Analysis of demographic, geographic, & healthcare industry trends impacting NHSBT's estate requirements, projecting future needs.
- Assessment of technological advancements & innovative solutions for integration into estate planning.
- Collaboration with key stakeholders, including operational staff, management, & relevant external bodies, to gather insights & requirements.
- Financial analysis to determine cost implications of proposed strategies & the development of a phased implementation plan.
- Risk assessments to identify potential challenges & opportunities in estate planning, along with mitigation plans.

## Deliverables

- Estate Assessment Report: Detailed analysis of current estate assets, highlighting strengths, weaknesses, opportunities, & threats.
- Future Requirements Report: Projections of NHSBT's estate needs based on growth, operational demands, & industry trends.
- Estate Strategy & EMP: Comprehensive roadmap with phased recommendations for estate management, optimisation, & potential expansion.
- Compliance & Regulatory Guidelines: Documentation ensuring estates meet necessary regulatory & industry standards.
- Financial Analysis Report: Assessment of costs & financial implications associated with proposed strategies outlined in the EMP.
- Risk Assessment & Mitigation Plan: Identification of potential risks & strategies to mitigate them in estate planning.
- Net Zero strategy

## Timeline

Phase 1: Estate Assessment & Analysis (4 months)

Phase 2: Estates Master Plan Development (5 months)

Phase 3: Documentation, Reporting, & Stakeholder Engagement (3 months)

Phase 4: Delivery – Whilst actual delivery is NOT part of the initial tender, but we would expect successful candidates to deliver an outline spec, plan, timeline & high-level costing of the delivery phase

## Team & Expertise

- Project Management: Oversees the consultancy process & ensures alignment with NHSBT's objectives.
- Estate Analysts & Planners: Experts in real estate, facilities management, & infrastructure planning.
- Financial Analyst: Conducts detailed financial assessments & cost analyses.

- Compliance & Regulatory Expert: Ensures adherence to healthcare industry standards & regulations.
- Stakeholder Engagement Specialist: Facilitates communication & collaboration with NHSBT stakeholders. Will require some life science type experience / SME's

#### Key Success Factors

- Thorough understanding of NHSBT's mission, goals, & service requirements.
  - Ongoing collaboration & engagement with key stakeholders throughout the process.
  - Strict compliance with industry standards, regulations, & best practices.
  - Development of a comprehensive, phased, & adaptable EMP & Net Zero Plan aligned with NHSBT's long-term objectives, their People Plan & wider NHS / Government targets.
- This high-level specification outlines the framework for a consultancy to deliver an Estate Strategy & Estates Master Plan for NHSBT, addressing its specific needs in managing & developing its physical assets & infrastructure.

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

2 January 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: No