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Award

## **SALUD Upgrade to Browser Dental Management System**

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

F15: Voluntary ex ante transparency notice

Notice identifier: 2023/S 000-005454

Procurement identifier (OCID): ocds-h6vhtk-03ab83

Published 23 February 2023, 3:27pm

### **Section I: Contracting authority/entity**

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

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

4-5 Charnwood Court,, Heol Billingsley, Parc Nantgarw

Cardiff

CF15 7QZ

#### **Email**

[sophie.stacey@wales.nhs.uk](mailto:sophie.stacey@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.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**

SALUD Upgrade to Browser Dental Management System

Reference number

CAV-STA (22-23) 168

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

- 72261000 - Software support services

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

Services

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

This procurement is for the upgrade of the Dental SALUD servers for an existing software solution of which is fully compatible and integrated within our IT networks and server.

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

This contract is divided into lots: No

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

Value excluding VAT: £223,600

### **II.2) Description**

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

- 48100000 - Industry specific software package

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

NUTS codes

- UKL22 - Cardiff and Vale of Glamorgan

Main site or place of performance

The Dental Directorate encompassing the University Dental Hospital (UDH), St Davids Hospital Dental Outreach Unit and Mountain Ash YCC Dental Outreach Unit.

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

The SALUD management tool currently provided by Two Ten Health is already integrated into Cardiff & Vale University Health Board. The existing SALUD Dental Patient Management System has been in use by the Dental Directorate since 2009 and provides an integrated electronic patient record for patients treated and providing an effective management tool. Currently only the under graduate students use this programme, however the Health Board wish to extend this for NHS clinics and will replace the traditional paper dental record which will allow all the benefits of e-referral, viewing of patient records from any of the 3 dental sites with radiology images being stored in one place.

The Dental Directorate within C&V UHB seeks a specialised, flexible and upgradeable dental management functionality combined with specialist charts and seamless integrations into UHB systems in use, allowing for a comprehensive electronic dental record (EDR).

This procurement is for the upgrade of the dental SALUD servers for an existing software solution of which is fully compatible and integrated within our IT networks and server.

#### **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**

Award of a contract without prior publication of a call for competition in the cases listed below

- The procurement falls outside the scope of application of the regulations

## Explanation:

In 2009, a dental management system was procured via the Official Journal of the European Union (OJEU) that would provide an electronic dental record for all patients seen and treated at the Dental Directorate. The Tender was awarded to Two-Ten-Health and from this, Cardiff & Vale UHB have invested and embedded the SALUD system into University Dental Hospital (UDH), St Davids Hospital Dental Outreach Unit and Mountain Ash YCC Dental Outreach Unit. In addition, all staff have become familiar with the software.

At the time of investing in SALUD other systems were explored, however, neither were suitable for hospital-based services such as orthodontics and oral surgery and maxilla facial. In addition, there was limitations in areas relating to the management of students and trainees. Being the leading University Dental Hospital in Wales, this is an essential requirement for successful delivery of service.

At present, only the under graduate students use this programme, however the Health Board wish to extend this for NHS clinics and will replace the traditional paper dental record which will allow all the benefits of e-referral, viewing of patient records from any of the 3 dental sites with radiology images being stored in one place. The current software has a complex user interface and is difficult to navigate where the operator has to open multiple screens to enter patient treatment data. The software is unstable and 'clunky' and the user very often has to log in and out several times to be recognised and to find their patient, hence the urgent requirement to upgrade this system.

Based on the information outlined in this notice, Cardiff & Vale UHB would like to to upgrade the existing Dental Management System to the future proofed SALUD Patient Management System that will provide the Dental Directorate and Dental University with an integrated stable web browser based patient record for patient's treatment providing an effective management tool, which will improve the service and aid student education.

As detailed, due to the exclusivity of the software already installed no other supplier is able to upgrade our current integrated system. The SALUD system is fully integrated into CAV systems, staff, students and clinicians are fully trained and conversant on the use of this software.

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

The procurement is covered by the Government Procurement Agreement: Yes

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

### **Contract No**

CAV-STA (22-23) 168

A contract/lot is awarded: Yes

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

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

20 February 2023

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

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

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

Two-Ten Health

46 Merrion Square East , Dublin

Dublin

D02Y2X3

Email

[evin.darling@titanium.solutions](mailto:evin.darling@titanium.solutions)

Telephone

+44 353876210598

Country

Ireland

NUTS code

- IE061 - Dublin

The contractor/concessionaire is an SME

No

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

Total value of the contract/lot/concession: £223,600

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## **Section VI. Complementary information**

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

Please note additional information on this procurement:

1. The Contracting Authority reserves the right to award the contract in whole, in part or annual the tendering process and not award any

contract.

2. NHS Shared Services Partnership - Procurement Services is acting on behalf of Cardiff and Vale University Local Health Board.

NOTE: To register your interest in this notice and obtain any additional information please visit the Sell2Wales Web Site at

[https://www.sell2wales.gov.wales/Search/Search\\_Switch.aspx?ID=129391](https://www.sell2wales.gov.wales/Search/Search_Switch.aspx?ID=129391).

(WA Ref:129391)

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

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

High Court

Royal Courts of Justice, The Strand

London

WC2A 2LL

Telephone

+44 2079477501

Country

United Kingdom