

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/006290-2025>

Tender

## **Residential and Nursing Care Services**

London Borough of Richmond upon Thames

F02: Contract notice

Notice identifier: 2025/S 000-006290

Procurement identifier (OCID): ocids-h6vhtk-04c8a5

Published 20 February 2025, 2:53pm

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

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

London Borough of Richmond upon Thames

44 York Street, Twickenham, Civic Centre

Richmond

TW1 3BZ

#### **Contact**

Procurement Team

#### **Email**

[procurement@richmondandwandsworth.gov.uk](mailto:procurement@richmondandwandsworth.gov.uk)

#### **Telephone**

+44 2088716000

#### **Country**

United Kingdom

**Region code**

UKI75 - Hounslow and Richmond upon Thames

**Internet address(es)**

Main address

[www.richmond.gov.uk](http://www.richmond.gov.uk)

Buyer's address

[www.richmond.gov.uk](http://www.richmond.gov.uk)

**I.3) Communication**

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

<https://lb-wandsworth.my.salesforce-sites.com/?searchtype=Projects>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://lb-wandsworth.my.salesforce-sites.com/?searchtype=Projects>

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://lb-wandsworth.my.salesforce-sites.com/?searchtype=Projects>

**I.4) Type of the contracting authority**

Regional or local authority

**I.5) Main activity**

General public services

---

## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Residential and Nursing Care Services

Reference number

CPT3421

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

- 85000000 - Health and social work services

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

Services

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

Richmond Council are looking to establish a strategic partnership with an industry leading Residential and Nursing Care Provider for Older Peoples care.

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

Value excluding VAT: £97,000,000

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

This contract is divided into lots: No

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

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

- 85144100 - Residential nursing care services

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

NUTS codes

- UKI75 - Hounslow and Richmond upon Thames

Main site or place of performance

Greville House Care Home? - Greville Road, Richmond TW10 6HR

Whitefarm Lodge Care Home? - Vicarage Road, Whitton, Twickenham TW2 7BY

Laurel Dene Care Home? - 117 Hampton Road, Hampton Hill, Hampton TW12 1JQ

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

Richmond Council are looking to establish a strategic partnership with an industry leading Residential and Nursing Care Provider for Older Peoples care. At the point of service transfer to the Service Provider, the Service Provider will be responsible for providing 218 beds (175 council commissioned care beds and 43 available for private marketing) across 3 Older People Residential and Nursing Care Homes within the borough.

The Service Provider shall continue to make available accommodation, care and support for all existing long-term Residents according to their existing Personal Care Plans. This contract will also require the facilities management of the buildings.

The proposed partnership is to be an ethos, and a way of working based on relationships. It is to be collaborative, putting our residents at the heart of everything we do, learning from each other to improve the quality of care and facilitate access to local community services. We want the partnership to take forward innovation and change, test and adopt new ways of working, and ensure we make full use of all assets available in our local area to deliver high quality care and support and to promote positive outcomes for Richmond residents.

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

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

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

Start date

1 July 2026

End date

1 July 2036

This contract is subject to renewal

No

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

Envisaged minimum number: 3

Objective criteria for choosing the limited number of candidates:

As detailed within the ISIT

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

Variants will be accepted: No

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

Options: Yes

Description of options

up to 7 years Extension option

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

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

---

### **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

---

## **Section IV. Procedure**

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

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

Competitive procedure with negotiation

#### **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.1.5) Information about negotiation**

The contracting authority reserves the right to award the contract on the basis of the initial tenders without conducting negotiations

#### **IV.1.6) Information about electronic auction**

An electronic auction will be used

#### **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 000-040568](#)

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

Date

16 April 2025

Local time

11:59am

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

20 February 2025

**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)

---

**Section VI. Complementary information**

**VI.1) Information about recurrence**

This is a recurrent procurement: No

**VI.2) Information about electronic workflows**

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

**VI.4) Procedures for review**

**VI.4.1) Review body**

Royal Court of Justice

The Royal Courts of Justice (Stop M)

London

WC2R 1DH

Email

[rcj.dco@justice.gov.uk](mailto:rcj.dco@justice.gov.uk)

Country

United Kingdom

Internet address

<https://www.find-court-tribunal.service.gov.uk/courts/royal-courts-of-justice>

#### **VI.4.2) Body responsible for mediation procedures**

Cabinet Office

70 Whitehall

London

SW1 2AS

Email

[prouement@richmondandwandsworth.gov.uk](mailto:prouement@richmondandwandsworth.gov.uk)

Country

United Kingdom

Internet address

[www.wandsworth.gov.uk](http://www.wandsworth.gov.uk)