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Tender

## **SBRI Competition - Welsh Ambulance: Changing the Way We Deliver Emergency Care**

SBRI

F02: Contract notice

Notice identifier: 2023/S 000-007211

Procurement identifier (OCID): ocds-h6vhtk-03b23a

Published 13 March 2023, 12:07pm

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

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

SBRI

SBRI Centre of Excellence, IM&T Building, Wrexham Maelor Hospital,,

Wrexham

#### **Email**

[SBRI.COE@wales.nhs.uk](mailto:SBRI.COE@wales.nhs.uk)

#### **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.3) Communication**

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

<https://sbri.simplydo.co.uk/challenges/63cfa27a49c54055fa0c7ccb?utm-link=64084556b73902149bc0cbef>

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

<https://sbri.simplydo.co.uk/challenges/63cfa27a49c54055fa0c7ccb?utm-link=64084556b73902149bc0cbef>

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://sbri.simplydo.co.uk/challenges/63cfa27a49c54055fa0c7ccb?utm-link=64084556b73902149bc0cbef>

### **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**

SBRI Competition - Welsh Ambulance: Changing the Way We Deliver Emergency Care

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

- 33100000 - Medical equipments

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

Supplies

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

This is a Small Business Research Initiative (SBRI) Competition funded by the Welsh Government. SBRI funds the Research and Development of new exciting, innovative solutions to address unmet needs where no readily available market solution exists

Applications are invited for an exciting opportunity for funding to work with the Welsh Ambulance Services Trust (WAST) and Health Boards within Wales to reduce the unprecedented demand on both ambulances and Urgent & Emergency Care services across Wales.

Our patients are waiting longer than they should for an ambulance response and once at hospital (Emergency Department (ED), can spend a considerable amount of time in the ambulance before handover to the ED clinical teams.

We would like to be able to transform the way urgent and emergency care is given, looking to support WAST's strategic ambition to care for more patients in their own home or in a community setting, thus safely reducing the number of patients requiring conveyance to hospital.

We would like to invite industry to enable us to provide care closer to home. Innovative solutions are sought to enhance one (or more) of the themes:

- Improving capabilities in the pre-hospital setting that can enable patients to be cared for closer to home. This could include Point of Care Testing (e.g. blood tests with rapid results), wearable technology solutions and mobile scanning equipment; and

- Use of technology to support patient care, enhance communication and improve patient safety during initial diagnosis or in cases of prolonged community waits for an ambulance or 111 response, or awaiting an urgent appointment at a place definitive care”.

Phase 1: Development – From a total of 225,000, we expect to fund up to 3 projects up to a value of 75,000 (inclusive of VAT) each.

Note: Only projects successful at Phase 1 will be eligible to apply to Phases 2 and 3.

Phase 2: Testing – This Phase will be to robustly test, in a real-life environment, up to 3 of the successful Phase 1 solutions from a total fund of up to 800,000. We expect to fund up to 3 projects at up to 265,000 (inclusive of VAT) each.

In applying to this Phase 1 competition, you are entering into a competitive process. Any adoption and implementation of a solution from this competition would be subject to a separate, possibly competitive, procurement exercise. This competition does not cover the purchase of any solution, although we will investigate and explore innovative procurement routes as part of this challenge, should a successful solution emerge.

SBRI Competitions are open to all organisations that can demonstrate a route to market for their solution.

Communication:

Additional information, links to a recorded Briefing Event and online Application Form can be found at:

<https://sbri.simplydo.co.uk/challenges/63cfa27a49c54055fa0c7ccb?utm-link=64084556b73902149bc0cbef>

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

This contract is divided into lots: Yes

Tenders may be submitted for maximum number of lots

2

## **II.2) Description**

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

Phase 1 - SBRI Competition - Welsh Ambulance: Changing the Way We Deliver Emergency Care

Lot No

1

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

- 33100000 - Medical equipments
- 38500000 - Checking and testing apparatus
- 33124100 - Diagnostic devices

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

NUTS codes

- UK - United Kingdom

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

The SBRI Centre of Excellence is funded by Welsh Government and hosted within Betsi Cadwaladr University Health Board to work with Public Sector Bodies to identify and resolve unmet needs/challenges within health. We do this by running competitions inviting Industry and Academia to work with us to develop innovative and exciting solutions to improve the health and wellbeing of those living in Wales.

Working with the Welsh Ambulance Service Trust (WAST) we would like to invite industry to enable us to provide care closer to home. Innovative solutions are sought to enhance one (or more) of the following themes:

Improving capabilities in the pre-hospital setting that can enable patients to be cared for closer to home. This could include Point of Care Testing (e.g. blood tests with rapid results), wearable technology solutions and mobile scanning equipment; and

Use of technology to support patient care, enhance communication and improve patient safety during initial diagnosis or in cases of prolonged community waits for an ambulance or 111 response, or awaiting an urgent appointment at a place of definitive care.

We are looking for solutions that will provide a positive outcome with high-impact for the population of Wales. In particular, demand for ambulance/Urgent and Emergency Care services is high for:

People that have fallen - patients that have been on the floor for a significant amount of time (long lies);

People experiencing respiratory problems – especially acute exacerbations of chronic conditions; and

People experiencing chest pain – where the nature of the pain cannot currently be confirmed in the pre-hospital setting.

There are many diagnostic solutions on the market. This challenge aims to bring solutions together to develop an ambulance sector solution for use in the pre-hospital environment.

We are looking to identify, develop and demonstrate technology and equipment that could:

Be suitable for mobile use (pre-hospital use);

Fit into the current infrastructure and be deployable across vehicle types;

Use artificial intelligence, augmented technology and or natural language processing to enhance current systems and processes;

Be suitable for use across pre-hospital clinical professionals/response personnel;

Support appropriate use of ambulances by the community;

Build community resilience to support patients at home during an episode of urgent/emergency care need;

Enable decision making and care to be provided closer to home;

Support patients' continued independent living;

Complement and encourage community support; and

Be sustainable and affordable for both the public sector and the patient.

Out of Scope:

Replacement of vehicles; and

Integration to any national systems.

Challenge phases structure

Phase 1: Development – From a total of 225,000, we expect to fund up to 3 projects up to a value of 75,000 (inclusive of VAT) each.

Note: Only projects successful at Phase 1 will be eligible to apply to Phases 2 and 3.

Phase 2: Testing – This Phase will be to robustly test, in a real-life environment, up to 3 of the successful Phase 1 solutions from a total fund of up to 800,000. We expect to fund up to 3 projects at up to 265,000 (inclusive of VAT) each.

In applying to this Phase 1 competition, you are entering into a competitive process. Any adoption and implementation of a solution from this competition would be subject to a separate, possibly competitive, procurement exercise. This competition does not cover the purchase of any solution, although we will investigate and explore innovative procurement routes as part of this challenge, should a successful solution emerge.

The total funding available for the competition can change. The funders have the right to:

Adjust the provisional funding allocations between the phases;

Apply a 'portfolio' approach; and

Fund a Phase 3 to allow thorough, more widespread testing of the developed solutions.

### **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**

Duration in months

3

This contract is subject to renewal

No

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

Variants will be accepted: Yes

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

Options: No

### **II.2.12) Information about electronic catalogues**

Tenders must be presented in the form of electronic catalogues or include an electronic catalogue

### **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**

Phase 2 - SBRI Competition - Welsh Ambulance: Changing the Way We Deliver Emergency Care

Lot No

2

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

- 33100000 - Medical equipments
- 33124100 - Diagnostic devices
- 38500000 - Checking and testing apparatus

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

NUTS codes

- UK - United Kingdom

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

The SBRI Centre of Excellence is funded by Welsh Government and hosted within Betsi Cadwaladr University Health Board to work with Public Sector Bodies to identify and resolve unmet needs/challenges within health. We do this by running competitions inviting Industry and Academia to work with us to develop innovative and exciting solutions to improve the health and wellbeing of those living in Wales.



Working with the Welsh Ambulance Service Trust (WAST) we would like to invite industry to enable us to provide care closer to home. Innovative solutions are sought to enhance one (or more) of the following themes:

Improving capabilities in the pre-hospital setting that can enable patients to be cared for closer to home. This could include Point of Care Testing (e.g. blood tests with rapid results), wearable technology solutions and mobile scanning equipment; and

Use of technology to support patient care, enhance communication and improve patient safety during initial diagnosis or in cases of prolonged community waits for an ambulance or 111 response, or awaiting an urgent appointment at a place of definitive care.

We are looking for solutions that will provide a positive outcome with high-impact for the population of Wales. In particular, demand for ambulance/Urgent and Emergency Care services is high for:

People that have fallen - patients that have been on the floor for a significant amount of time (long lies);

People experiencing respiratory problems – especially acute exacerbations of chronic conditions; and

People experiencing chest pain – where the nature of the pain cannot currently be confirmed in the pre-hospital setting.

There are many diagnostic solutions on the market. This challenge aims to bring solutions together to develop an ambulance sector solution for use in the pre-hospital environment.

We are looking to identify, develop and demonstrate technology and equipment that could:

Be suitable for mobile use (pre-hospital use);

Fit into the current infrastructure and be deployable across vehicle types;

Use artificial intelligence, augmented technology and or natural language processing to enhance current systems and processes;

Be suitable for use across pre-hospital clinical professionals/response personnel;

Support appropriate use of ambulances by the community;

Build community resilience to support patients at home during an episode of urgent/emergency care need;

Enable decision making and care to be provided closer to home;

Support patients' continued independent living;

Complement and encourage community support; and

Be sustainable and affordable for both the public sector and the patient.

Out of Scope:

Replacement of vehicles; and

Integration to any national systems.

Challenge phases structure

Phase 1: Development – From a total of 225,000, we expect to fund up to 3 projects up to a value of 75,000 (inclusive of VAT) each.

Note: Only projects successful at Phase 1 will be eligible to apply to Phases 2 and 3.

Phase 2: Testing – This Phase will be to robustly test, in a real-life environment, up to 3 of the successful Phase 1 solutions from a total fund of up to 800,000. We expect to fund up to 3 projects at up to 265,000 (inclusive of VAT) each.

In applying to this Phase 1 competition, you are entering into a competitive process. Any adoption and implementation of a solution from this competition would be subject to a separate, possibly competitive, procurement exercise. This competition does not cover the purchase of any solution, although we will investigate and explore innovative procurement routes as part of this challenge, should a successful solution emerge.

The total funding available for the competition can change. The funders have the right to:

Adjust the provisional funding allocations between the phases;

Apply a 'portfolio' approach; and

Fund a Phase 3 to allow thorough, more widespread testing of the developed solutions.

## **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**

Duration in months

10

This contract is subject to renewal

No

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

Variants will be accepted: Yes

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

Options: No

### **II.2.12) Information about electronic catalogues**

Tenders must be presented in the form of electronic catalogues or include an electronic catalogue

### **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 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

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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: Yes

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

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

Date

17 March 2023

Local time

12:00pm

#### **IV.2.4) Languages in which tenders or requests to participate may be submitted**

English, Welsh

#### **IV.2.7) Conditions for opening of tenders**

Date

17 March 2023

Local time

12:00pm

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## **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.3) Additional information**

Links to notice (Notice\_128676)

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=129917](https://www.sell2wales.gov.wales/Search/Search_Switch.aspx?ID=129917).

(WA Ref:129917)

The buyer considers that this contract is suitable for consortia.

## **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