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Tender

Respiratory Therapy Solutions

NHS Shared Business Services Limited

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-009022

Procurement identifier (OCID): ocds-h6vhtk-04ec3b

Published 12 March 2025, 2:44pm

Scope

Reference

SBS10520

Description

NHS Shared Business Services act in an Agency capacity for and on behalf of its customers (Approved Organisations) - existing and new. These comprise of NHS and Social Care organisations (whether acting individually, or on behalf of, or together as members of any consortia) along with any other public or private sector bodies which NHS SBS authorises to use the resulting Framework.

NHS SBS intends to put in place a Framework for the provision of Respiratory Therapy Solutions to be used by NHS SBS Approved Organisations.

Our Approved Organisation list can be found on:

<https://www.sbs.nhs.uk/services/framework-agreements-categories/>

The Framework will be structured using the following Lots:

Lot 1 - Sleep Therapy and Monitoring devices, consumables and associated services

Lot 2 - Non-Invasive Ventilation and High Flow Therapy devices, consumables and associated services

Lot 3 - Electronic Mucus Clearance Devices consumables and associated services

We are committed to working with suppliers who are dedicated to Sustainability and Social Value and there will be a significant weighting on these elements in the tender.

To access all information and submit a response in relation to this opportunity, please click the 'Respond to Posting' button on the Discovery Posting link below. Potential bidders will then be asked to either login or register for an Ariba Network account. Once registration has been completed, potential bidders will be directed to the Event Page.

<https://discovery.ariba.com/rfx/22555412>

Commercial tool

Establishes an open framework

A series of frameworks with substantially the same terms. Awarded suppliers are carried over and new suppliers can bid.

Total value (estimated)

- £392,000,000 excluding VAT
- £470,400,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 28 November 2025 to 27 November 2028
- 3 years

Options

The right to additional purchases while the contract is valid.

Please see the procurement documentation

Main procurement category

Goods

CPV classifications

- 33140000 - Medical consumables
- 33157400 - Medical breathing devices

Contract locations

- UK - United Kingdom
 - GG - Guernsey
 - IM - Isle of Man
 - JE - Jersey
-

Lot 1. Sleep Therapy and monitoring devices, consumables and associated services

Description

The Sleep Therapy and monitoring devices, consumables and associated services lot will include a comprehensive range of sleep therapy devices and monitoring equipment designed to manage sleep disorders such as sleep apnea. It includes CPAP and BiPAP machines, masks, humidifiers, and other relevant consumables and services including the remote monitoring, patient education, and support, home device and consumables delivery services, as well as maintenance and management of respiratory therapy equipment.

Bidders will deliver all the mandatory requirements as detailed in the Specification section of the Framework Agreement

There are additional Conditions of Participation (CoP), Award Questionnaire (AQ) requirements, and Bidder Declarations applicable, and Bidders are asked to respond to these also.

Where the Bidder does not score a minimum of 55% in total (AQ and total Commercial score combined) the Authority shall exclude the submission from being appointed to the framework.

NHS SBS reserves the right to award to any Bidder whose final score is within 1% of the awardable position of the Lot.

Lot value (estimated)

- £392,000,000 excluding VAT
- £470,400,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

CPV classifications, contract locations, contract dates and options are shown in the Scope section, because they are the same for all lots.

Lot 2. Non-Invasive Ventilation and High Flow Therapy devices, consumables and associated services

Description

The Non-Invasive Ventilation and High Flow Therapy devices, consumables and associated services will include the procurement of non-invasive ventilation (NIV) devices and accessories, high flow therapy equipment and relevant consumables and services including the remote monitoring, patient education, and support, home device and consumables delivery services, as well as maintenance and management of respiratory therapy equipment.

Bidders will deliver all the mandatory requirements as detailed in the Specification section of the Framework Agreement

There are additional Conditions of Participation (CoP), Award Questionnaire (AQ) requirements, and Bidder Declarations applicable, and Bidders are asked to respond to these also.

Where the Bidder does not score a minimum of 55% in total (AQ and total Commercial score combined) the Authority shall exclude the submission from being appointed to the framework.

NHS SBS reserves the right to award to any Bidder whose final score is within 1% of the awardable position of the Lot.

Lot value (estimated)

- £392,000,000 excluding VAT
- £470,400,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

CPV classifications, contract locations, contract dates and options are shown in the Scope

section, because they are the same for all lots.

Lot 3. Electronic Mucus Clearance Devices consumables and associated services

Description

The Electronic Mucus Clearance Devices consumables and associated services lot will include procurement of electronic mucus clearance devices designed to assist patients with respiratory conditions in effectively clearing mucus from their airways. It includes the provision of necessary consumables and associated services including maintenance and patient education services.

Bidders will deliver all the mandatory requirements as detailed in the Specification section of the Framework Agreement

There are additional Conditions of Participation (CoP), Award Questionnaire (AQ) requirements, and Bidder Declarations applicable, and Bidders are asked to respond to these also.

Where the Bidder does not score a minimum of 55% in total (AQ and total Commercial score combined) the Authority shall exclude the submission from being appointed to the framework.

NHS SBS reserves the right to award to any Bidder whose final score is within 1% of the awardable position of the Lot.

Lot value (estimated)

- £392,000,000 excluding VAT
- £470,400,000 including VAT

Framework lot values may be shared with other lots

Same for all lots

CPV classifications, contract locations, contract dates and options are shown in the Scope section, because they are the same for all lots.

Framework

Open framework scheme end date (estimated)

27 November 2033

Maximum number of suppliers

Unlimited

Maximum percentage fee charged to suppliers

2%

Further information about fees

We apply an NCIS (NHS Contracted Income Stream) levy to all sales under our Frameworks, which underpins the funding and investment for our contracting routes and category support to the NHS. This levy is applied as a percentage fee within the Frameworks between the Authority and the Supplier.

Please see the Corporate Requirements document within the Key Attachments section of the SAP Ariba Sourcing Event for further details

Framework operation description

There are two procurement routes for an Approved Organisation that wishes to use this

Framework. A competitive process between the Suppliers in the relevant Lot, which may be preceded by a capability assessment, or an award without a competitive process to particular Supplier(s)

Schedule 7 of the Framework explains the rules for both a competitive selection process and an award without a competitive process.

A competitive selection process is the default ordering procedure under this Framework

Award method when using the framework

Either with or without competition

Contracting authorities that may use the framework

NHS Shared Business Services act in an Agency capacity for and on behalf of its customers (Approved Organisations) - existing and new. These comprise of NHS and Social Care organisations (whether acting individually, or on behalf of, or together as members of any consortia) along with any other public or private sector bodies which NHS SBS authorises to use the resulting Framework.

NHS Shared Business Services Limited (NHS SBS) intends to put in place a Framework Agreement for the provision of Respiratory Therapy Solutions for Healthcare to be used by NHS SBS Approved Organisations.

Our Approved Organisation list can be found on:

<https://www.sbs.nhs.uk/services/framework-agreements-categories/>

Contracting authority location restrictions

- UK - United Kingdom
- GG - Guernsey
- IM - Isle of Man

- JE - Jersey

Participation

Legal and financial capacity conditions of participation

Lot 1. Sleep Therapy and monitoring devices, consumables and associated services

Lot 2. Non-Invasive Ventilation and High Flow Therapy devices, consumables and associated services

Lot 3. Electronic Mucus Clearance Devices consumables and associated services

Please see the procurement documentation

Technical ability conditions of participation

Lot 1. Sleep Therapy and monitoring devices, consumables and associated services

Lot 2. Non-Invasive Ventilation and High Flow Therapy devices, consumables and associated services

Lot 3. Electronic Mucus Clearance Devices consumables and associated services

Please see the procurement documentation

Particular suitability

Lot 1. Sleep Therapy and monitoring devices, consumables and associated services

Lot 2. Non-Invasive Ventilation and High Flow Therapy devices, consumables and associated services

Lot 3. Electronic Mucus Clearance Devices consumables and associated services

- Small and medium-sized enterprises (SME)

- Voluntary, community and social enterprises (VCSE)

Submission

Enquiry deadline

28 March 2025, 12:00pm

Tender submission deadline

25 April 2025, 12:00pm

Submission address and any special instructions

Tenders must be submitted via SAP Ariba via the following link:

<https://discovery.ariba.com/rfx/22555412>

To access all information and submit a response in relation to this opportunity, please click the 'Respond to Posting' button on the Discovery Posting link above. Potential bidders will then be asked to either login or register for an Ariba Network account. Once registration has been completed, potential bidders will be directed to the Event Page.

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

9 October 2025

Award criteria

Name	Type	Weighting
AQ	Quality	55%
Commercial	Price	30%
AQ Social Value	Quality	15%

Other information**Applicable trade agreements**

- Government Procurement Agreement (GPA)
- Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)

Conflicts assessment prepared/revised

Yes

Procedure**Procedure type**

Open procedure

Justification for not publishing a preliminary market engagement notice

The Authority has carried out preliminary market engagement. A Prior Information Notice (P.I.N.) under the Public Contracts Regulations 2015 was published on 2nd October 2024 on the Find a Tender Service (<https://www.find-tender.service.gov.uk/Notice/031584-2024>) and a formal Request for Information (RFI) issued. Meetings with potential suppliers were subsequently held. In carrying out preliminary market engagement the Authority is satisfied that:

- (a) suppliers who participated in the preliminary market engagement have not been put at an unfair advantage, and
- (b) competition in relation to the award of the public contract is not otherwise distorted.

Contracting authority

NHS Shared Business Services Limited

- Companies House: 05280446
- Public Procurement Organisation Number: PDVT-6171-VHCX

Three Cherry Trees Lane

Hemel Hempstead

HP2 7AH

United Kingdom

Email: nsbs.categorymanagementsourcing@nhs.net

Website: <https://www.sbs.nhs.uk/>

Region: UKH23 - Hertfordshire

Organisation type: Public undertaking (commercial organisation subject to public authority oversight)