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Planning

Medtech Commercial Strategy 2026

Department of Health & Social Care

UK2: Preliminary market engagement notice - Procurement Act 2023 - [view information about notice types](#)

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Scope

Description

NHS England, the Department of Health and Social Care (DHSC), and NHS Supply Chain are jointly developing a MedTech Commercial Strategy. The aim is to bring cohesion, reduce duplication, improve efficiency, and create a unified approach that supports innovation and better patient outcomes across the full commercial lifecycle.

Total value (estimated)

- £0 excluding VAT
- £0 including VAT

Contract dates (estimated)

- 5 February 2026 to 6 March 2026

- 1 month, 2 days

Main procurement category

Goods

CPV classifications

- 33100000 - Medical equipments
- 33600000 - Pharmaceutical products

Engagement

Engagement deadline

6 March 2026

Engagement process description

MedTech plays a vital role in enabling the NHS to deliver high quality, innovative and patient centred care. From diagnostics and treatment pathways to digital transformation and earlier intervention, MedTech is central to achieving the ambitions set out in the 10 Year Health Plan. However, the current commercial landscape is fragmented, creating challenges for buyers in navigating the market, delivering value, and supporting consistent adoption at scale.

With annual MedTech spend at approximately £13 billion, there is a significant opportunity for the NHS to both improve outcomes and productivity, but also to align with wider government priorities for innovation, growth and the UK life sciences sector.

To address these challenges, NHS England, the Department of Health and Social Care

(DHSC), and NHS Supply Chain are jointly developing a MedTech Commercial Strategy. The aim is to bring cohesion, reduce duplication, improve efficiency, and create a unified approach that supports innovation and better patient outcomes across the full commercial lifecycle.

The Medtech Commercial Strategy seeks to:

- Simplify and strengthen commercial pathways
- Improve value for money and patient outcomes
- Provide clearer expectations for suppliers
- Reduce duplication and unwarranted variation
- Align with wider government priorities for innovation and growth
- Support more consistent and informed decision making across the NHS

This market engagement is being issued on Thursday 5th February 2026. The closing date for responses is on: 12:00pm, Friday 6th March 2026.

Please respond to the questions listed in the survey using this link:

<https://forms.office.com/e/J46XXPTNv8>

A PDF version of the survey is available here:

https://atamis-1928.my.salesforce.com/sfc/p/0O000000rwim/a/Pz00000HFe4z/cDoawL9_YLr.PHsYuO5_t4H5m0KcGk95CabcRCmcl_8

Please submit responses via the Forms survey link only.

This engagement is designed to gather feedback from organisations in the Medtech sector to directly shape the Medtech Commercial Strategy.

The survey seeks honest and practical reflections on what currently works well, the challenges faced, and where change is most needed.

To support the survey, we are running information and engagement webinars. The webinars will share the purpose, scope, ambition and early discovery insights of the strategy, with an interactive engagement exercise to inform the discovery phase.

The webinars are taking place on the dates below. Please register for one of the webinars using the links below:

Thursday 12th February 3pm-4pm: <https://events.teams.microsoft.com/event/f889be9a-b16c-4a9a-aeb6-d32ab366f20e@37c354b2-85b0-47f5-b222-07b48d774ee3>

Thursday 10th March 3pm-4pm -

<https://events.teams.microsoft.com/event/ce796664-4e20-4978-a201-603aa97d7341@37c354b2-85b0-47f5-b222-07b48d774ee3>

During the webinars, we will:

- Provide an overview of the objectives and scope of the MedTech Commercial Strategy
- Share how this work will help shape future NHS commercial direction
- Set out key routes for engagement
- Run an interactive session to gather views on opportunities, challenges, and potential improvements

This notice does not constitute a call for competition. The aim of this engagement is to inform the development of the Medtech Commercial Strategy.

For further guidance on how to complete the questionnaire and information about the market engagement please use this link:

<https://atamis-1928.my.salesforce.com/sfc/p/0O000000rwim/a/Pz00000HFNAb/aUZ.3KC0EH8E6tt3YIKb4xCXeoxug7qwUCQpxx97Xzw>

Contracting authority

Department of Health & Social Care

- Public Procurement Organisation Number: PMQG-9965-CHZR

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Email: holly.parkinson@dhsc.gov.uk

Website:

<https://www.gov.uk/government/organisations/department-of-health-and-social-care>

Region: UKI32 - Westminster

Organisation type: Public authority - central government