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Planning

Royal Free London NHS Foundation Trust Renal Dialysis Service Managed Service Agreement

ROYAL FREE LONDON NHS FOUNDATION TRUST

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

Notice identifier: 2025/S 000-011466

Procurement identifier (OCID): ocids-h6vhtk-04f947 ([view related notices](#))

Published 27 March 2025, 10:11am

Scope

Description

Royal Free London NHS Foundation Trust ("RFL") is seeking to procure renal dialysis provision through a partnership with an independent dialysis provider contracted under a Managed Service Agreement (MSA) to work together as a long-term strategic partner. This is in response to a requirement for the Trust to relocate its renal service from an existing kidney care unit based on the St Pancras Hospital site currently undergoing redevelopment and is also intended to future proof dialysis capacity which is under significant strain given ongoing growth in demand. The MSA contract scope:

- The MSA will include the potential for the provision of clinical (nursing) services, clinical and non-clinical supply chain, medical and non-medical equipment, soft and hard facilities provision and management. There should be provision for nursing, admin and support services staff to be provided by the industry partner under the MSA.
- The MSA will have two separate contracts with two separate contract prices and two separate invoicing trails for a) clinical services and b) facilities management services. It is

RFL's preference to contract with one lead provider for both contracts, however, this does not rule out subcontract arrangements between providers which could include SMEs and VCSEs.

- Clinical services will not be required for the first dialysis unit opened under the MSA as NHS employed staff will transfer from the current St. Pancras Hospital location.
- It is expected that the industry partner will hold/novate the lease/s for any units commissioned under the MSA.
- It is expected that the industry partner will provide any capital funding required and undertake refurbishment, remedial works and/or supply equipment required to make the units fit for purpose operationally.
- It is expected that RFL will reimburse an industry partner on a pay-per-treatment basis and will not guarantee minimum levels of activity.
- The first kidney care unit should be operational by February 2027 and must accommodate infrastructure for at least 60 dialysis stations and 10 outpatient rooms (2 of which need to be equipped for phlebotomy and one of which should be suitable for use for home haemodialysis training).
- A second unit (with or without clinical service delivered via an independent dialysis provider) is not guaranteed but is likely to be operational between 2030 and 2032 and must accommodate infrastructure for between 30 and 40 dialysis stations.

Total value (estimated)

- £96,000,000 excluding VAT
- £115,000,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 February 2027 to 31 January 2037

- Possible extension to 31 January 2042
- 15 years

Main procurement category

Services

CPV classifications

- 33181000 - Renal support devices
- 70220000 - Non-residential property renting or leasing services
- 79993100 - Facilities management services
- 85111900 - Hospital dialysis services
- 85121220 - Nephrology or nervous system specialist services

Contract locations

- UKI - London

Engagement

Engagement deadline

30 April 2025

Engagement process description

The Royal Free London NHS Foundation Trust ("RFL") is inviting expressions of interest from industry providers who wish to explore the opportunity to partner with the NHS through a Managed Service Agreement (MSA) for the delivery of renal dialysis services.

This market engagement aims to:

- Inform the market of RFL's intention to procure an MSA;
- Assess the level of industry interest; and
- Obtain feedback on the proposed project vision and scope.

RFL intends to run a competitive flexible procedure to identify the most suitable delivery partner. As part of this process, a virtual market engagement session will be held via Microsoft Teams on Wednesday, 2nd April 2025 from 15:45 to 17:00.

How to Register:

To confirm your attendance, please respond by no later than 17:00 on Tuesday, 1st April 2025 by emailing rf.ppstenders@nhs.net with the following information:

- Names and email addresses of up to five (5) attendees from your organisation who wish to join the virtual event.
- Following registration, each provider will receive a Bidder Briefing Document and Questionnaire.
- The completed questionnaire must be submitted back to rf.ppstenders@nhs.net by no later than 17:00 on Friday, 4th April 2025.

Submission

Publication date of tender notice (estimated)

1 July 2025

Contracting authority

ROYAL FREE LONDON NHS FOUNDATION TRUST

- Public Procurement Organisation Number: PZMT-9686-GJMP

Pond Street

London

NW3 2QG

United Kingdom

Contact name: Partners Procurement Service

Email: rf.ppstenders@nhs.net

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

Region: UKI31 - Camden and City of London

Organisation type: Public authority - sub-central government