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Award

## **Spread and Scale - Dragon's Heat Institute**

NHS Wales Shared Services Partnership-Procurement Services (hosted by Velindre University NHS Trust)

UK5: Transparency notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-017747

Procurement identifier (OCID): ocds-h6vhtk-050989

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## **Scope**

## **Reference**

CAV VEA (25-26) 10

## **Description**

Following a successful test Spread & Scale event in 2019 with our partners from the Life Sciences Hub Wales and the Bevan Commission the UHB are keen to capitalise on the energy for innovation and change seen by accelerating spread and scale of innovation across Wales and beyond to maximise opportunities for improved health and care.

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## **Contract 1. Spread and Scale - Dragon's Heat Institute**

### **Supplier**

- [The Billions Institute Llc](#)

### **Contract value**

- £90,000 excluding VAT
- £108,000 including VAT

Above the relevant threshold

### **Earliest date the contract will be signed**

19 May 2025

### **Contract dates (estimated)**

- 20 May 2025 to 30 April 2026
- 11 months, 12 days

### **Main procurement category**

Services

## **CPV classifications**

- 80000000 - Education and training services

## **Contract locations**

- UKL22 - Cardiff and Vale of Glamorgan

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## **Participation**

### **Particular suitability**

Small and medium-sized enterprises (SME)

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## **Other information**

### **Description of risks to contract performance**

Without a formal contract in place between the Dragon's Heart Institute and the Billions Institute, there is a significant risk of misalignment on roles, responsibilities, and deliverables, which could lead to confusion, inefficiencies, and potential conflict. The absence of clearly defined legal and financial terms increases exposure to liability, disputes over intellectual property, and challenges in enforcing accountability or resolving

disagreements. A contract is essential to ensure mutual understanding, protect both parties' interests, and provide a structured framework for collaboration, especially when scaling innovative solutions across a national system like NHS Wales.

## **Conflicts assessment prepared/revised**

Yes

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## **Procedure**

### **Procedure type**

Direct award

### **Direct award justification**

Single supplier - intellectual property or exclusive rights

the Billions Institute own the intellectual property for the program currently used to deliver the spread and scale training including having trained over a thousand leaders together and completed the Billions Institute Fellowship for Large-Scale Change.

The billions institute will be responsible for the delivery of two, three day, Spread & Scale Academies as below, each for approximately 100 learners;

- Likely 13th - 15th October 2025 plus a 90-minute pre-call
- Likely 10th - 12th March 2026 plus a 90-minute pre-call

The provider will be responsible for all content design and delivery whilst also supporting current Spread & Scale Fellows to develop their skills in these tasks. The provider will also be responsible for booking all flights to the UK whilst finding the best value for money, and all

travel to and from Cardiff at the beginning and end of the academies. CVUHB will be responsible for the identification and selection of participants, all communications and materials related to the Academy, and the provision of table facilitators familiar with the spread and scale approach

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## Supplier

### **The Billions Institute Llc**

- Public Procurement Organisation Number: PTHH-3196-NWTZ

624 Scripps Drive

Claremont

CA9 1711

United States

Telephone: (213) 219-9806

Email: [becky@billionsinstitute.com](mailto:becky@billionsinstitute.com)

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

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## Contracting authority

### **NHS Wales Shared Services Partnership-Procurement Services (hosted by Velindre University NHS Trust)**

- Public Procurement Organisation Number: PXWV-6492-CGMN

4-5 Charnwood Court,

Cardiff

CF14 3UZ

United Kingdom

Contact name: iliass Dadda

Telephone: +44 29 2150 1382

Email: [iliass.dadda@wales.nhs.uk](mailto:iliass.dadda@wales.nhs.uk)

Website: <http://nwssp.nhs.wales/ourservices/procurement-services/>

Region: UKL22 - Cardiff and Vale of Glamorgan

Organisation type: Public authority - central government

Devolved regulations that apply: Wales