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Planning

Retail Concession – Main Foyer, Guy's Hospital

Guy's and St Thomas' NHS Foundation Trust

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

Notice identifier: 2025/S 000-017967

Procurement identifier (OCID): ocds-h6vhtk-050a1e ([view related notices](#))

Published 30 April 2025, 12:40pm

Scope

Description

Guy's and St Thomas' NHS Foundation Trust ("the Authority") has concluded the preliminary market engagement for a new retail concession to operate within the main foyer of Guy's Hospital, London.

Total value (estimated)

- £8,000,000 excluding VAT
- £9,600,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 September 2025 to 31 August 2035
- 10 years

Main procurement category

Services

CPV classifications

- 55300000 - Restaurant and food-serving services
- 55330000 - Cafeteria services
- 55900000 - Retail trade services

Contract locations

- UKI45 - Lambeth

Engagement

Engagement deadline

21 April 2025

The engagement was carried out before this notice was published.

Engagement process description

As part of the preparatory work for the forthcoming procurement of a retail services concession at Guy's Hospital, the Trust undertook a structured market engagement process in April 2025 in accordance with the Procurement Act 2023. The purpose of this engagement was to assess market appetite, gather supplier feedback, test key assumptions within the draft service model, and ensure that the procurement was accessible, proportionate, and capable of attracting high-quality proposals from a diverse range of providers. The Trust (supported by its procurement advisors, Neller Davies) held preliminary engagement sessions with at least five organisations representing a cross-section of the UK food and non-food retail sectors. These included: 1. A high street coffee chain operator 2. A regional convenience retailer 3. A hospital-based SME café provider 4. A national concession catering operator 5. A social enterprise with experience in NHS retailing Each session included a walk-through of the draft RFP and service expectations, and gave providers an opportunity to comment on the following: • Commercial viability of a turnover rent plus MGR model. • Appetite for capital investment with a 10-year concession (and break at year 5). • Interest in occupying the Guy's Hospital reception space under a single-operator model. • Ability to deliver 24/7 service through blended staffed and automated formats. • Fit with social value and sustainability ambitions, including local sourcing. • Interest in participating in the formal procurement. Additionally, an open Market Engagement Briefing was held online to allow other interested suppliers to register their interest and access early draft documentation. Providers were encouraged to express preferences for individual outlet types and to raise any concerns regarding operational constraints, risk-sharing, or TUPE.

Participation

Particular suitability

- Small and medium-sized enterprises (SME)
- Voluntary, community and social enterprises (VCSE)

Submission

Publication date of tender notice (estimated)

30 April 2025

Procedure

Special regime

Concession

Contracting authority

Guy's and St Thomas' NHS Foundation Trust

- Public Procurement Organisation Number: PDZC-6438-DGPX

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

Region: UKI44 - Lewisham and Southwark

Organisation type: Public authority - central government