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Contract

## **Pathology Service Joint Venture**

The Christie NHS Foundation Trust

F03: Contract award notice

Notice identifier: 2025/S 000-020542

Procurement identifier (OCID): ocds-h6vhtk-03a281

Published 12 May 2025, 3:00pm

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

The Christie NHS Foundation Trust

Wilmslow Road

Manchester

M20 4BX

#### **Contact**

Diane Sinclair

#### **Email**

[diane.sinclair@nhs.net](mailto:diane.sinclair@nhs.net)

#### **Telephone**

+44 7748624560

#### **Country**

United Kingdom

**Region code**

UKD3 - Greater Manchester

**Internet address(es)**

Main address

<https://www.christie.nhs.uk/>

Buyer's address

<https://www.christie.nhs.uk/>

**I.4) Type of the contracting authority**

Body governed by public law

**I.5) Main activity**

Health

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**Section II: Object**

**II.1) Scope of the procurement**

**II.1.1) Title**

Pathology Service Joint Venture

**II.1.2) Main CPV code**

- 85111800 - Pathology services

**II.1.3) Type of contract**

Services

**II.1.4) Short description**

The Trust has worked with a commercial partner in a joint venture (JV) arrangement to deliver a comprehensive pathology service for the last 10 years. Building on this

knowledge and experience, the Trust was looking for a new partner that matches its ambitions.

The initial term of the pathology service JV will be for a period of fifteen (15) years with an option to extend by up to five (5) years.

The Trust was looking for a partner that will;

- Provide an exceptional, high-quality service that meets the specialist needs of a comprehensive cancer centre;
- Provide investment for the provision of world class infrastructure;
- Embrace the exciting opportunities presented with the co-location of a world leading oncology research centre; and
- Provide expert guidance along with the creativity and drive to deliver a modern, thriving, truly exceptional pathology service for patients.

#### **II.1.6) Information about lots**

This contract is divided into lots: No

#### **II.1.7) Total value of the procurement (excluding VAT)**

Value excluding VAT: £200,000,000

### **II.2) Description**

#### **II.2.2) Additional CPV code(s)**

- 85110000 - Hospital and related services
- 85110000 - Hospital and related services
- 85111810 - Blood analysis services

#### **II.2.3) Place of performance**

NUTS codes

- UKD3 - Greater Manchester

#### **II.2.4) Description of the procurement**

The current pathology service provides routine and specialist pathology services with c100 dedicated staff on The Christie Hospital site. The service includes translational biomarker development and supports the Trust's ambitious Research and Innovation (R&I) programme and clinical trials portfolio.

Demand for testing is increasing year on year reflecting the Trust's oncology case load. The Trust sought a JV pathology partner who is able to deliver the Trust's strategic

ambitions, including accommodation of projected testing growth demand and flexible options for the development of facilities, estate, technology, and changes in clinical pathways.

### Vision

To provide a world leading comprehensive pathology service that supports timely and high quality delivery of patient care - regionally and nationally - and develops an internationally recognised workforce who, with academic and industry partners, deliver a pioneering programme of research and innovation.

### Principles/Objectives

The Future Pathology Service should reflect the following principles/objectives:

- Safe, effective, and responsive to the diversity of patient and clinical needs and offers the specialist and integrated pathology services needed to support a regional tertiary cancer centre.
- Delivery of a sustainable future pathology workforce
- alignment with the Trust's Vision and Values and the objectives of Greater Manchester Cancer.
- Commitment to working as part of Greater Manchester ICS in the delivery of the Core20PLUS5 programme to support the reduction of health inequalities at both national and system level.
- Enabled by a strong digital infrastructure and capability. Adopting digital opportunity and technology advances to deliver more efficient and scalable pathology services.
- A service model that considers The Trust's local, regional national and international partnerships, including engagement with the Greater Manchester Pathology Network to explore opportunities to support system requirements.
- Delivered through a partnership that has a strategy for profitable growth through expanding test repertoire and customer base.
- Builds upon the Trust's reputation as an international leader in research and innovation, which is further strengthened by being a partner in the Manchester Cancer Research Centre (MCRC) and Health Innovation Manchester.
- A service with capital investment to provide best in class facilities.
- A service that has education at its core.

The Future Operating Model for Pathology must include:

- An end-to-end comprehensive pathology service
- Blood sciences including haematology, blood transfusion, clinical biochemistry and immunoassay
- On-site essential services laboratory to support time critical and pathway critical services

- Histopathology (including immunohistochemistry and receptor analysis)
- Stem Cell Laboratory
- Point-of-Care Testing
- A future-proof design with activity growth in service expectation factored in – including expansion of on-site and off-site facilities to meet projected demand;
- An agile approach that can respond to evolving technology and operational requirements and provide improvements to the Trust Pathology Estate;
- Training, Development and Education, Research and Innovation
- Positive workplace culture
- IT infrastructure and digital enablement (including Digital Histopathology)
- Best in class equipment and instrumentation

### **II.2.5) Award criteria**

Quality criterion - Name: Clinical / Operational / Weighting: 13

Quality criterion - Name: Quality and Safety / Weighting: 5

Quality criterion - Name: Implementation / Weighting: 4.8

Quality criterion - Name: Future-proofing / Weighting: 4.8

Quality criterion - Name: Research & Innovation / Weighting: 4.2

Quality criterion - Name: Workforce / Weighting: 8

Quality criterion - Name: I&MT / Weighting: 8

Quality criterion - Name: Strategy, Risk & Governance / Weighting: 7.2

Quality criterion - Name: Social Value / Weighting: 10

Quality criterion - Name: Legal / Weighting: 5

Price - Weighting: 30

### **II.2.11) Information about options**

Options: No

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Competitive dialogue

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

### **IV.2) Administrative information**

#### **IV.2.1) Previous publication concerning this procedure**

Notice number: [2023/S 000-031674](#)

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## **Section V. Award of contract**

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

12 May 2025

#### **V.2.2) Information about tenders**

Number of tenders received: 1

Number of tenders received by electronic means: 1

The contract has been awarded to a group of economic operators: No

#### **V.2.3) Name and address of the contractor**

SYNLAB

Francis House, 9 King's Head Yard, London.

London

SE1 1NA

Email

[amy.davenport@synlab.co.uk](mailto:amy.davenport@synlab.co.uk)

Country

United Kingdom

NUTS code

- UKI - London

National registration number

03216065

Internet address

<http://www.synlab.co.uk>

The contractor is an SME

Yes

**V.2.4) Information on value of contract/lot (excluding VAT)**

Initial estimated total value of the contract/lot: £240,000,000

Total value of the contract/lot: £200,000,000

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## **Section VI. Complementary information**

### **VI.3) Additional information**

The proposed contract is to be let for an initial term of 180 months. There is also an option to extend the Contract by up to a further 60 months following the initial term.

### **VI.4) Procedures for review**

#### **VI.4.1) Review body**

The High Court

The Strand

London

WC2A 2LL

Country

United Kingdom

Internet address

<https://www.judiciary.uk/courts-and-tribunals/high-court/>