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Planning

## **Supplier pre-market engagement for Building Cleaning Services**

East of England Ambulance Service NHS Trust

F01: Prior information notice

Prior information only

Notice identifier: 2022/S 000-020640

Procurement identifier (OCID): ocids-h6vhtk-0356f9

Published 28 July 2022, 2:38pm

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

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

East of England Ambulance Service NHS Trust

Ambulance Headquarters, Whiting Way

Melbourn

SG8 6NA

#### **Contact**

Mel Johnson

#### **Email**

[Tenders@eastamb.nhs.uk](mailto:Tenders@eastamb.nhs.uk)

#### **Telephone**

+44 7521266413

**Country**

United Kingdom

**NUTS code**

UKH - East of England

**Internet address(es)**

Main address

<http://www.eastamb.nhs.uk/>

Buyer's address

<https://eocph.bravosolution.co.uk/eastamb/>

**I.3) Communication**

Additional information can be obtained from the above-mentioned address

Electronic communication requires the use of tools and devices that are not generally available. Unrestricted and full direct access to these tools and devices is possible, free of charge, at

<https://eocph.bravosolution.co.uk/eastamb/>

**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**

Supplier pre-market engagement for Building Cleaning Services

Reference number

22-T12

#### **II.1.2) Main CPV code**

- 90911200 - Building-cleaning services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

The East of England Ambulance Service NHS Trust (EEAST) are seeking to prior engage with the market in relation to our upcoming contractual requirements for Building Cleaning services across our 6 counties, with a contract go live date of March 2023.

The Trust has circa. 126 buildings across its 6 counties of Norfolk, Suffolk, Cambridgeshire, Hertfordshire, Bedfordshire and Essex that provide key working locations for our Paramedic and support Teams. We are best known for the 999 emergency service we provide with our dedicated and skilled staff working 365 days a year, 24 hours a day to make sure patients receive the best possible care.

We would like to engage suppliers within the cleaning sector to provide both notification of the upcoming opportunity for tender and to gather information to help support our scope and specification development.

Please note this is not a call for competition at this stage. This Prior Information Notice (PIN) is issued solely for the purpose of conducting supplier pre-market engagement and we thank you for your interest.

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

This contract is divided into lots: No

## **II.2) Description**

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

- 90910000 - Cleaning services

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

NUTS codes

- UKH - East of England

Main site or place of performance

Various locations across the East of England region

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

This Prior Information Notice (PIN) is to engage with the market to both advise of our future Building Cleaning tender and gather your feedback in the below key areas to help us further developed our scope and specification of service:

- Regional split/lotting
- Ability to tender and mobilise to project timeframes
- Market situation (employment, supply chain, others)
- Envisaged Contractual restraints
- Incentivisation and KPIs
- Social value

The East of England Ambulance Service NHS Trust (EEAST) covers the six counties which make up the East of England – Bedfordshire, Cambridgeshire, Essex, Hertfordshire, Norfolk and Suffolk and provides a range of services, but is best known for the 999 emergency service. We have c. 126 buildings that will require a building cleaning service, from Ambulance Hubs to small response posts.

Our diverse area is spread over the 7,500 square miles and contains a mix of rural, coastal and urban areas – from Watford to Wisbech and Cromer Canvey Island. Our services are tailored to meet the needs of each community's differing environmental and medical needs.

The Trust employs around 4,000 staff and 1,000 volunteers to deal with over 1,000,000 calls every year.

### About the Tender

EEAST will be tendering for our Building Cleaning provision across our region which includes all 6 counties detailed above. Likely in scope will be building cleaning, window cleaning, periodic cleans and potentially feminine hygiene and consumables supply.

We have a portfolio of c. 126 buildings that require a cleaning service ranging from large Ambulance Hubs to offices and response posts, all serving our Paramedic and support teams to deliver our essential 999 service. We currently run the region under a sole supplier, outsourced supply contract and are considering splitting this region into sub-regions and are open to feedback on this.

The contract will be for an initial 3 years with optional extensions (likely 1+1 years).

Our current provisional timetable for tender is below:

Tender Launch: 16 September 2022

Tender Return: 21 October 2022

Standstill (10 days): 17 November 2022

Award: 28 November 2022

Implementation (12 weeks): 06 December 2022 – 28 February 2023

Go Live: 01 March 2023

Our route to market will be either by an approved framework or by open tender.

### Supplier Pre-market Engagement Questions

We would greatly appreciate your feedback and response to any/all of the questions and would also like to seek your permission to follow up with you directly for key areas of interest. Please respond to the below by sending us a message within our E-Procurement tool, Bravo by Monday, 8th August @ 17:00, noting the question number and your response(s).

Registration to Bravo is easy and can be completed by following the instructions in the section 'Register to Bravo'.

**\*\*Please see the questions for response in VI.3) Additional information section, and respond via messages.\*\***

## **II.3) Estimated date of publication of contract notice**

16 September 2022

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## **Section IV. Procedure**

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

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

The procurement is covered by the Government Procurement Agreement: No

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## **Section VI. Complementary information**

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

Registration to Bravo is easy and can be completed by following the instructions in the section 'Register to Bravo'. Please respond to the below questions via 'messages' stating the question number by Monday, 8th August @ 17:00:

Pre-market Engagement Questions Building Cleaning

1. Would you be interested in bidding for this opportunity? If no, please share reason(s) why not
2. Do you foresee that you have time to bid for this opportunity in the timeframe stated (tender launch to return), bearing in mind other tender submissions you may have?
3. Would you be able to mobilise to the project timeframes, bearing in mind onboarding of other contracts at this time and the contract go live date of the 01 March 2023
4. EEAST are open to ideas of how to split the region to ensure better coverage and open up opportunities to more suppliers. Looking at our 6 counties, how would you recommend we group these and why?
5. What is the current market situation within the cleaning sector in terms of any areas of risk or opportunity, considering employment (recruitment, others), supply chain (product

availability), other key areas?

o Any of our counties impacted more than others?

o Any products, equipment or consumables impacted more than others?

6. Do you currently pay your employees working on public sector contracts to Minimum Wage, Living Wage or other pay mechanisms (please state)

7. Looking at the high-level scope of contract, do you envisage any contract restrictions to delivery?

8. What management structure would you recommend for a contract of this size and geographical coverage?

9. Do you have any ideas to support the Trust in making costs savings within the specification, scoping and /or delivery of this contract?

10. To promote a healthy partnership and high levels of contract performance, what incentivisation would be attractive to you within a contract? Any examples of these and associated KPIs?

11. EEAST is passionate about delivering social value within its communities and across wider areas of the environment and sustainability. Do you have any examples of successful Social Value, carbon reduction or similar projects or inclusions you can share, particularly related to the cleaning sector and your contractual areas of influence?

12. Would you be willing to discuss your responses in further detail with us, if requested, to better inform our understanding? Yes / No

Register to Bravo

You will also need to register on Bravo (e-tendering portal) if you have not already, to take part in our pre-market engagement and send your responses via our Messaging system.

Please register for Bravo by following the steps below:

Register your company on the eSourcing portal (this is only required once) :

1. Browse to the eSourcing Portal: <https://eoecph.bravosolution.co.uk/eastamb/> and click the link to register

2. Accept the terms and conditions and click 'continue'

3. Enter your business and user details - note the username you chose and click 'Save' when complete
4. You will shortly receive an email with your unique password (please keep this secure)
5. Login, open the PIN and respond via Messages to us

#### Pre-Market Engagement Purpose

EEAST is committed to ensuring fairness, openness and transparency, and to following the Public Contract Regulations 2015 and relating regulations. This Prior Information Notice (PIN) is however, issued solely for the purpose of conducting supplier pre-market engagement. Interested parties will not be prejudiced or advantaged by any response or lack thereof to the PIN and a response to this PIN does not guarantee any invitation to participate in any future procurement.

This PIN does not constitute a call for competition to procure any services, supplies or works for EEAST. EEAST is not liable for any costs, fees, or expenses incurred by any party in replying to the PIN .

We'd like to thank you in advance for your interest.