

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/021506-2025>

Planning

Continuous Positive Airway Pressure (CPAP) Service

Gloucestershire Hospitals NHS Foundation Trust

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

Notice identifier: 2025/S 000-021506

Procurement identifier (OCID): ocds-h6vhtk-0513c0

Published 14 May 2025, 11:48pm

Scope

Reference

C343012

Description

Obstructive Sleep Apnoea (OSA) is a prevalent sleep-related respiratory disorder characterised by recurrent upper airway obstruction during sleep, resulting in intermittent pauses in breathing. This leads to fragmented sleep, excessive daytime sleepiness, and significantly increases the risk of developing serious comorbidities such as hypertension, diabetes, cardiovascular disease, and stroke. OSA affects approximately 5% of the population, with a substantial proportion remaining undiagnosed. The condition is particularly burdensome in individuals with coexisting chronic obstructive pulmonary disease (COPD) or obesity hypoventilation syndrome (OSAHS), where symptoms and health risks are further exacerbated. Continuous Positive Airway Pressure (CPAP) therapy is the first-line treatment for OSA, delivering a constant flow of air via a mask to maintain airway patency during sleep. Effective management requires consistent nightly use. CPAP devices typically

have a lifespan of 7 years, while masks are single-patient use items requiring replacement every 6 to 12 months and regular patient cleaning to ensure optimal function and hygiene. At Gloucestershire Hospitals NHS Foundation Trust (GHNHSFT), there are currently around 5,500 patients utilising CPAP therapy and a further 300 patients using other forms of non-invasive ventilation. This generates an annual requirement for approximately 6,000 masks and tubes, and 1,200 filters. The service manages roughly 950 patient contacts per month, with half pertaining to the resupply of consumables. Diagnostic capacity was increased by 25% in 2024, resulting in a rise in therapy initiations and overall service demand. The objective of this procurement is to enhance patient access to CPAP consumables and support services, reduce administrative and storage burdens, and achieve cost efficiencies. Streamlining the supply chain and support processes will release clinical resources, improve patient experience, and reduce unplanned hospital or primary care attendances. Proactive follow-up and device recovery initiatives will support therapy adherence and ensure optimal use of resources, thereby facilitating high-quality, efficient, and patient-centred care. The core components of the required service include: - Procurement of CPAP devices and consumables - Mask management and replacement - Provision of a patient support line - Access to a patient and clinician portal - Consignment stock supply for timely distribution

Total value (estimated)

- £9,421,000 excluding VAT
- £11,306,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 12 January 2026 to 11 January 2030
- Possible extension to 11 January 2033
- 7 years

Main procurement category

Services

Additional procurement category

Goods

CPV classifications

- 85111700 - Oxygen-therapy services
- 33157000 - Gas-therapy and respiratory devices
- 33157400 - Medical breathing devices
- 33673000 - Medicinal products for obstructive airway diseases

Contract locations

- UKK13 - Gloucestershire

Engagement

Engagement deadline

13 June 2025

Engagement process description

PRE-MARKET ENGAGEMENT The Prior Information Notice serves to inform suppliers of this forthcoming procurement and to invite expressions of interest from potential suppliers wishing to participate in pre-market engagement activities. These activities will include responding to a questionnaire and attending a virtual meeting to provide feedback on the questionnaire. Gloucestershire Hospitals NHS Foundation Trust ("the Authority") intends to hold virtual meetings during the week commencing 16 June 2025, during which suppliers will have the opportunity to discuss and elaborate on their feedback to the questionnaire. To express your interest and obtain further information regarding the questionnaire, please refer to the documentation available on Atamis, project reference 'C343012 Continuous Positive Airway Pressure (CPAP) Service'. Suppliers are encouraged to confirm their participation in the pre-market engagement activities by 26 May 2025.

COMMUNICATIONS All communications and enquiries regarding this procurement must be submitted via Atamis. Direct contact with Authority staff is not permitted.

PROCUREMENT PROCESS & TIMESCALES The procurement route for a managed service, or a standard contract for the provision of services, may be subject to the Procurement Act 2023 Regulations. The formal procurement is expected to be published in August 2025, with the intention to complete contract award by December 2025. The Authority reserves the right to amend its approach, the scope of the procurement, the procurement procedure, and the timelines as a result of pre-market engagement or other considerations. For clarity, participation in pre-market engagement is not a prerequisite for submitting a formal bid once the procurement process commences.

FINANCIALS The estimated total contract value is predicated on an anticipated annual expenditure of £625,000 (excluding VAT) in the first year. This figure is projected to increase by 25% annually to accommodate rising demand and to account for other risk related costs. The proposed contract will have an initial term of four (4) years, with the option to extend for up to an additional three (3) years. NOTE: The contract duration will be subject to review and confirmation following preliminary market engagement.

Participation

Particular suitability

- Small and medium-sized enterprises (SME)

- Voluntary, community and social enterprises (VCSE)

Submission

Publication date of tender notice (estimated)

1 August 2025

Contracting authority

Gloucestershire Hospitals NHS Foundation Trust

- Public Procurement Organisation Number: PYHT-5943-VXGV

Alexandra House, Cheltenham General Hospital, Sandford Road

Gloucester

GL53 7AN

United Kingdom

Contact name: Dan Kirkbride

Telephone: 07766457290

Email: dan.kirkbride@nhs.net

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

Region: UKK13 - Gloucestershire

Organisation type: Public authority - central government