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Planning

## **Provision of a Managed Service Contract for Cardiac Catheterisation Laboratories**

Imperial College Healthcare NHS Trust

F01: Prior information notice

Prior information only

Notice identifier: 2023/S 000-021915

Procurement identifier (OCID): ocds-h6vhtk-03eb13

Published 28 July 2023, 8:22am

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

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

Imperial College Healthcare NHS Trust

St Mary's Hospital, Praed Street

London

W21NY

#### **Contact**

Jitendra Patel

#### **Email**

[clcht.nwlicsps-sourcing@nhs.net](mailto:clcht.nwlicsps-sourcing@nhs.net)

#### **Country**

United Kingdom

**Region code**

UKI33 - Kensington & Chelsea and Hammersmith & Fulham

**Internet address(es)**

Main address

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

Buyer's address

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

**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://health-family.force.com/s/Welcome>

**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**

Provision of a Managed Service Contract for Cardiac Catheterisation Laboratories

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

- 85121231 - Cardiology services

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

Services

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

This Prior Information Notice (PIN) follows the PIN released on 24th January 2022 reference 2022/S 000-002062 and all information herein supersedes this. This Prior Information Notice is not a call for competition

This Prior Information Notice (PIN) is separate to any tender opportunity and not related in any form whatsoever to any subsequent activity that ICHT (Imperial College Healthcare NHS Trust) or NWL PS (North West London Procurement Services) may wish to pursue. The purpose of this PIN is to inform the market of ICHT's intention to tender, to improve ICHT's knowledge on the status of manufacturer(s) and/or economic operator(s) that can supply a commercially available Managed Services Contract (MSC) for Cardiac Catheterisation Laboratories (Cath Labs) and to gauge market interest in the new provision of this service. It is the intention of ICHT to further engage with only those manufacturer(s) and economic operator(s) who meet the requirements.

The PIN relates to the provision of a Managed Service Contract for Cath Labs at Imperial College Healthcare NHS Trust, with the potential to include other Trusts and partners within the North West London ICB, who also operate Cath Labs to promote a sector-wide collaboration within the NWL ICB.

The PIN initiates a Request for Information (RFI) process which is, therefore, being undertaken for the following reasons:

- i). To engage the marketplace in order to inform the further development of the Trusts' commercial and go-to-market strategy.
- ii). To explore solutions for the future service provision for Cath Labs in line with market trends and developments

iii). To formulate a specification that is future-proofed by receiving feedback from economic operators and manufacturers

After the conclusion of the RFI, it is anticipated that plans for the Managed Service provision for the Cardiac Catheterisation Laboratories shall be devised for the participating Trusts under North West London Procurement Services and the NWL ICB

#### **II.1.5) Estimated total value**

Value excluding VAT: £350,000,000

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

This contract is divided into lots: No

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

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

- 50421000 - Repair and maintenance services of medical equipment
- 33182000 - Cardiac support devices
- 33182220 - Cardiac valve
- 33123200 - Electrocardiography devices
- 33182300 - Cardiac surgery devices
- 33182400 - Cardiac X-ray system
- 50420000 - Repair and maintenance services of medical and surgical equipment
- 33182200 - Cardiac stimulation devices
- 33182210 - Pacemaker
- 33622100 - Cardiac therapy medicinal products
- 33111700 - Angiography room
- 45215148 - Catheter room construction work
- 33123220 - Cardio-angiography devices
- 33111710 - Angiography supplies

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

NUTS codes

- UKI33 - Kensington & Chelsea and Hammersmith & Fulham

Main site or place of performance

Kensington & Chelsea and Hammersmith & Fulham

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

ICHT provides acute and specialist healthcare for a population of nearly two million people in North-West London, and more beyond. It has five hospitals, namely Charing Cross, Hammersmith, Queen Charlotte's & Chelsea, St Mary's and The Western Eye, as well as a growing number of community services. With its academic partner, Imperial College London, it is one of the UK's seven academic health science centres, working to ensure the rapid translation of research for better patient care and excellence in education. ICHT is also part of Imperial College Health Partners, the academic health science network for North-West London, spreading innovation and best practice in healthcare more widely across their region.

ICHT is also a partner within the North-West London Integrated Care Board (ICB). Its procurement and commercial activity is supported by the newly formed North-West London Procurement Shared Services, in which ICHT procurement & commercial team is hosted by the Central London Community Hospital. This new team supports all the Trusts and community hospitals within the ICB to drive economies of scale and encourage collaboration to commission services jointly, where possible.

ICHT has a current managed service provision for its Cardiac Catheterisation Laboratories (Cath Labs) which will expire in the medium term and hence ICHT will be undertaking a competitive tender to re-procure this critical service. The cardiac directorate at Hammersmith Hospital has five (5) Cath Labs (3 x coronary / structural and 2 x electro-physiological). A sixth Cath Lab is under construction and will be commissioned by the end of 2023. The service is currently managed by an incumbent supplier who has provided the service since 2013.

The vision of ICHT is to:

- Partner with a suitably qualified and experienced manufacturer or economic operator for a period of up to 10-15 years for a future-proofed and innovative Cath Labs MSC, which provides the Trust with the functionality to deliver world class cardiology catheterisation service.
- Include options for other Trusts to join the contract for the Cath Lab services across the North-West London ICB where it is practical to do so.
- Continue to deliver world class cardiac services for the population of North-West London

and surrounding areas.

- Be a world leader in transforming health through innovation in patient care, education and research
- Achieve of value for money through its procurement and commercial activities and explore innovation commercial options whilst working in partnership with suppliers
- Continue to utilise and benefit from latest medical innovations and technologies
- Create a culture of continuous improvement to increase and sustain the quality of services for our patients, people and stakeholders
- Maximise the use of the estate and resources to ensure both optimal Cath Labs performance and a high quality of service for the patients.

ICHT undertook an initial market testing exercise in the first quarter of 2022 and now wishes to undertake a more specific market testing exercise in conjunction with its various Trust partners ahead of formally going-to-market for the Cath Lab service. With the formation of the ICB, ICHT wishes to explore the opportunities for collaboration on the Cath Lab service more widely for a fully managed service across all Cath Labs within the North-West London ICB. The intention of this market engagement activity is to explore commercial options, new technological advances, innovation & partnership opportunities openly and honestly whilst managing commercial risks through the Mutual Non-Disclosure Agreement published with this PIN.

ICHT therefore, now wishes to engage with potential suppliers and economic operators with the capacity, capability and infrastructure to provide a fully managed service for the Cath Labs in order to inform its future requirements, including but not limited to, technical and clinical specifications, commercial & financing models, quality & safety requirements, regulatory approvals, technological capability and system inter-operability, supply chain processes, the implementation plan and associated processes. Furthermore, ICHT wishes to engage in any other current and future products and business activities that the Supplier may wish to collaborate on to facilitate future planning and partnership working.

#### **II.2.14) Additional information**

Suppliers and economic operators shall be invited to two separate online meetings between August 2023 to October 2023 with the relevant Trust stakeholders. Suppliers and economic operators wishing to participate are invited to sign the NDA and return no later than 12:00 pm on 3rd August 2023 via email to [clcht.nwlicsps-sourcing@nhs.net](mailto:clcht.nwlicsps-sourcing@nhs.net) and confirm the preferred time slot for the Commercial Engagement Meeting (see below for available time slots).

The plan is to hold two separate engagement meetings focussing on commercial and clinical aspects respectively. At the first engagement meeting, suppliers will be required to present the following information and the slides will need to be submitted through email ([clcht.nwlicsps-sourcing@nhs.net](mailto:clcht.nwlicsps-sourcing@nhs.net)) at least 2 days in advance of the confirmed meeting

date:

1) Commercial Engagement Meeting (to be held during August)

An editable power point presentation of no more than 8 - 10 slides to include the following:

- a. Company financial information and global client credentials list (1 slide)
- b. Market dynamics and competitive landscape, industry trends, supply chain, key risks, challenges and future commercial outlook (2 slides)
- c. Commercial model, financing, pricing options alternatives (2- 3 slides)
- d. Case studies to include two examples as follows where the supplier or the economic operator has recent hands-on experience of managing a Cath Labs programme:
  - i. Transition of an existing outsourced service from another supplier to itself following a successful contract award (1 slide)
  - ii. Outsourcing of an in-house service where the supplier has successfully taken over as the managed service provider from an existing in-house provision (1 slide)
- e. Implementation consideration for the Trust (1 slide)
- f. Any other information that the supplier wishes to share that maybe relevant for the Trust (1 slide)

2) Clinical and operational meeting (anticipated dates: early September)

An editable power point presentation of no more than 6 - 8 slides to include the following:

- a. Global clinical trends in Cath Labs and technological advancements (1 - 2 slides)
- b. Supplier clinical product portfolio and equipment solutions & future pipeline of new products and services (1 - 2 slides)
- c. Best in Class, one or two case studies showcasing state of the art Cath Lab design and operation globally that maximises productivity, efficiency & simultaneously provides superior patient care (1 – 2 slides)
- d. Innovation & partnership opportunities (1 – 2 slides)

Any other information that the supplier wishes to share that may be relevant for the Trust (1 slide)

To maintain mutual confidentiality, our discussions will be covered by the NDA published with this PIN. Please would manufacturer(s) and economic operator(s) also confirm the acceptance of this Non-Disclosure Agreement by returning a signed document by 3rd August.

The proposed dates and time slots for the commercial engagement meetings are detailed as below and these will be offered on a first come first served basis and once the signed NDA has been received. A maximum of three (3) personnel from the manufacturer(s) or economic operator(s) will be accommodated at each meeting.

The manufacturer(s) and economic operators are requested to confirm which slot is suitable for their attendance & also the proposed attendees from their organisation by 1st August.

**Dates & Commercial Meetings Time Slots AM or PM**

09/08/2023 - 1). 10.00 – 12.00 or 2). 14.00 – 16.00  
10/08/2023 - 3). 10.00 – 12.00 or 4). 14.00 – 16.00  
11/08/2023 - 5). 10.00 – 12.00 or 6). 14.00 – 16.00  
14/08/2023 - 7). 14.00 – 16.00  
15/08/2023 - 8). 10.00 – 12.00 or 9). 14.00 – 16.00  
16/08/2023 - 10). 10.00 – 12.00 or 11). 14.00 – 16.00  
17/08/2023 - 12). 10.00 – 12.00 or 13). 14.00 – 16.00  
18/08/2023 - 14). 10.00 – 12.00 or 15). 14.00 – 16.00

The Clinical Engagement meetings are expected to be held during September and October 2023 and dates for these shall be confirmed in due course via the e-sourcing portal.

Lastly, for those manufacturer(s) and economic operator(s) who submitted information in response to the PIN released on 24th January 2022 reference 2022/S 000-002062, a confirmation that the information previously submitted is still relevant, is also required by 3rd August 2023. This should be completed by re-submitting the editable version of that previous document through email: [clcht.nwlicsps-sourcing@nhs.net](mailto:clcht.nwlicsps-sourcing@nhs.net)

In the circumstance that the manufacturer or the economic operator wishes to amend the previously submitted document, the changes to that document should be shown as 'track changes' using the feature in MS word and the revised document clearly showing the amendments made should be submitted.

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

29 April 2024

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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: Yes

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## **Section VI. Complementary information**

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

PIN Notice reference: 2022/S 000-002062. Published 24 January 2022, 4:35pm refers

To download the NDA, please follow the link below;

<https://www.dropbox.com/scl/fi/0j7v78he0sak9674c5g0v/ICHT-NDA-for-Cath-Lab-Managed-Service.docx?rlkey=uxfsxm8gxv3fwcgqkpc7r8qo&dl=0>

If there are any technical issues around submission, please email [clcht.nwlicsps-sourcing@nhs.net](mailto:clcht.nwlicsps-sourcing@nhs.net)