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Planning

Preliminary market engagement - Private Healthcare Facility

Great Western Hospitals NHS Foundation Trust

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

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Scope

Description

The Opportunity: GWH is seeking to identify potential partners to very significantly expand its Private Healthcare Offering. This market engagement exercise is intended to explore the opportunity with interested parties to gauge market interest, and to share and develop ideas. Background Great Western Hospitals NHS Foundation Trust (GWH) has a history of offering private healthcare via a dedicated Private Patient facility - The Shalbourne Unit - but since the Covid pandemic, the provision of private healthcare is now distributed across the Trust's wards, theatres, minor procedure and outpatient areas. The Great Western Hospital Private Patient service is currently provided within the Surgery & Planned Care Division. Most private outpatient activity takes place outside NHS core hours, and the majority of admitted private patient care (85%) is undertaken as Day Case activity. Private Patient Consultations are available across 22 different specialities, with approx 50 Consultants using the GWH in-house service to conduct their private practice over the last 12mths. Turnover in 2024-25 is

forecasted to be £3m, 11% higher than 2023-24. For more information, please see the dedicated website for private health provision at GWH at

<https://www.gwhprivatehealthcare.com> Additional information for consideration •

Considerable unmet demand for private health care has been identified within and around Swindon, with further significant local population growth anticipated. • An active Consultant body exists within the Trust, with over 100 clinicians currently engaging in Private Practice - interest has been expressed in a new development as many Consultants would wish to undertake more private practice on the GWH site. • The expansion of Private Healthcare at GWH is supported by the Board (Non-Executives & Executives) and the Trust's clinical leadership. • GWH owns a significant parcel of expansion land (5.5 Hectares) immediately alongside the hospital. This offers operator partners an opportunity to physically 'co-locate' a new Private Healthcare Facility with GWH NHS FT. • GWH can offer a broad spectrum of clinical, diagnostic and support services to potential partners, including intensive care & HDU facilities. • Initial review has suggested that a 4,000-6,000m² private healthcare facility, over 2 or 3 storeys, might be the appropriate scale of development - but this is not a fixed view and the Trust would welcome feedback from the market. • Oxford University Hospitals also has a Radiotherapy facility on the GWH site. • GWH has appointed a commercial development partner (Prime PLC) who can facilitate the delivery of new facilities to the operator's requirements. • GWH has recently delivered two significant government-funded construction schemes on the Swindon site. • GWH has experience of working with private finance and 3rd party service providers. • GWH operates from a very attractive modern PFI Hospital site. • GWH has excellent motorway (M4) and railway (GWR) connectivity. The objectives of this market engagement exercise can be summarised as follows: • Interest: Attract and assess interest from UK and international private hospital groups for further one to one discussion. • Experience: Consideration of potential operator experience of working closely with NHS organisations. • Structures: Explore attractive viable commercial and operating models. • Decision Making: Determine the best approach for developing a new private healthcare venture on the GWH site (independent, partnership, JV, hybrid). The Trust would welcome feedback from the market. Please complete and return your responses to the questions contained in the Supplier questionnaire. Link below.

https://atamis-1928.my.salesforce-sites.com/ProSpend_CS_ContractPage?SearchType=Projects&uid=a07Sr00000WUPtCIAX&searchStr=&sortStr=Recently+Published&page=1&filters=&County= Please provide your response to the questions above, via the Atamis portal, by 4pm on Friday 6th June 2025. This exercise and any subsequent procurement activity will be managed via the Trust's e-Sourcing procurement portal "Atamis". Please ensure you are registered on the procurement portal. <https://sp-user-guide.refined.site/space/SPUG> For further assistance, please contact our helpdesk at support@salisburyfoundationtrust-support.freshdesk.com

Total value (estimated)

- £1 excluding VAT
- £1.20 including VAT

Contract dates (estimated)

- 3 November 2025 to 4 November 2026
- 1 year, 2 days

Main procurement category

Works

CPV classifications

- 45210000 - Building construction work

Contract locations

- UK - United Kingdom

Engagement

Engagement deadline

6 June 2025

Engagement process description

Please provide your response to the Supplier Questionnaire, via the Atamis portal, by 4pm on Friday 6th June 2025. https://atamis-1928.my.salesforce-sites.com/ProSpend_CS_ContractPage?SearchType=Projects&uid=a07Sr00000WUPtCIAX&searchStr=&sortStr=Recently+Published&page=1&filters=&County= GWH will review the submitted responses and invite interested parties to attend a 1 to 1 site visit to view the location and meet the Project Team during a Q&A session. We anticipate that the meetings slots will take place w/c 16th June 2025. GWH confirms that this is a market engagement activity only. This is not a commitment to proceed to a procurement event. We reserve the right to conclude activity once market engagement is complete.

Submission

Publication date of tender notice (estimated)

1 November 2025

Contracting authority

Great Western Hospitals NHS Foundation Trust

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Organisation type: Public authority - central government