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Planning

Commercialisation Strategy and Delivery Model for Wales

NHS Wales Shared Services Partnership-Procurement Services (hosted by Velindre University NHS Trust)

F01: Prior information notice

Prior information only

Notice identifier: 2024/S 000-027194

Procurement identifier (OCID): ocds-h6vhtk-0493eb

Published 26 August 2024, 8:57am

Section I: Contracting authority

I.1) Name and addresses

NHS Wales Shared Services Partnership-Procurement Services (hosted by Velindre University NHS Trust)

Procurement Services, Woodland House, Maes-Y-Coed Road

Cardiff

CF14 4HH

Email

emma.lane@wales.nhs.uk

Telephone

+44 2921501375

Country

United Kingdom

NUTS code

UK - United Kingdom

Internet address(es)

Main address

<https://nwssp.nhs.wales/ourservices/procurement-services/>

Buyer's address

https://www.sell2wales.gov.wales/search/Search_AuthProfile.aspx?ID=AA0221

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

I.3) Communication

Additional information can be obtained from the above-mentioned address

I.4) Type of the contracting authority

Body governed by public law

I.5) Main activity

Health

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Commercialisation Strategy and Delivery Model for Wales

II.1.2) Main CPV code

- 72221000 - Business analysis consultancy services

II.1.3) Type of contract

Services

II.1.4) Short description

NHS Wales Shared Services Partnership, Procurement Services (NWSSP-PS) hosted by Velindre University NHS Trust are acting on behalf of Welsh Government who is seeking expressions of interest from industry partners to share knowledge and experienced to inform the development of a comprehensive commercialisation strategy and delivery model for Wales.

The Welsh Government led strategy will focus on realising commercial value from NHS innovation activity, such as the effective commercialisation of innovative products or Intellectual Property (IP) generated within the health sector in Wales/UK. The strategy is aligned with Welsh Government's Innovation Strategy for Wales (<https://www.gov.wales/innovation-strategy-wales>) and Delivery Plan with a commitment to provide: 'a clear commercial direction will be set for health care innovation' and to support 'innovation with a focus on commercialisation'.

Over recent years, health organisations in Wales have increasingly invested in and supported innovation and are supporting the infrastructure required.

Those of us with a role to lead, stimulate and support innovation have sought further insight in to our next steps. We have explored future opportunities with the intention of creating value and income from the increased innovation, research, improvement, and value activity that is now taking place across the health and care ecosystem in Wales.

We asked how do successful publicly funded health organisations organise themselves to do this? We focused on IP and innovation, Collaborations and Partnerships, Decision Making, Income Generating Activity, Funding and Finance, and Guidance, tools and training.

This work led to the ambition for realising commercial value from NHS innovation activity to feature in Welsh Government policy.

Academic Health Solutions have been commissioned to lead work to develop the Commercial Strategy and Delivery Model. Their team is led by Malcolm Lowe-Lauri, who has worked in health and life sciences as a leader and adviser for over 40 years and Neil Mesher, who is the former Chief Executive of Phillips Healthcare in the UK, Ireland and Northern Europe.

The primary objective of this industry engagement is to support the creation of a structured approach to realising value from innovation, such as products created from within or in partnership with NHS organisations, IP commercialisation or providing innovation services, which will include:

- a) Developing mechanisms and processes for engaging with industry, for example developing commercial arrangements to collaborate on a risk and reward sharing basis with the NHS to develop new products or services
- b) Creating pathways for the translation of innovation activities and developments or IP into commercial products or services.
- c) The provision of commercial innovation services that support health care innovation.

II.1.6) Information about lots

This contract is divided into lots: No

II.2) Description

II.2.2) Additional CPV code(s)

- 72222300 - Information technology services

II.2.3) Place of performance

NUTS codes

- UKL - Wales

II.2.4) Description of the procurement

The scope of this PIN will include:

1. Sharing knowledge and experiences regarding current commercialisation practices and their potential application to health care in Wales/UK.

2. Sharing knowledge and experiences regarding routes to engaging and contracting between health organisations and commercial partners or other parties (industry, universities, or other parties)
3. Sharing knowledge and experiences of working within regulatory frameworks, including mechanisms for financial management that supports innovation activity to become self-sustaining.
4. Sharing knowledge regarding how realising commercial value may be achieved, such as mechanisms for reduced cost or 'Value-Based health' improved citizen outcomes calculation, and revenue share.
5. Advice to support the formulation of strategic recommendations for management of activities relating to commercialisation.

Industry partners with experience in commercialisation, particularly within the Health sector, are invited to express their interest. Partners should have a proven track record of developing and implementing commercialisation strategies and be able to support the commercialisation within the context of the health sector in Wales/UK.

Parties expressing an interest in this PIN (via an email to the contact outlined in this notice) will be invited to complete an online survey. Those submitting a survey may then be invited to join a follow up online engagement session from 10:00 to 11:00 on 18th September 2024.

The online engagement sessions will be led by Academic Health Solutions with facilitation by:

Mr Neil Mesher is the former Chief Executive of Phillips Healthcare in the UK, Ireland and Northern Europe. Neil has overseen partnerships between industry and health services such as cardiac device development, digital pathology and lung screening. He also works with start-up companies working in health services. He is a former chair of the Association of British Health Tech Industries, and is a current member of the UK Life Sciences Council and the Life Sciences Hub Wales.

Mr Malcolm Lowe-Lauri has worked in health and life sciences as a leader and adviser for over 40 years. He has led projects on innovation, commercialisation, investment and ecosystem development in Wales since 2021. He has done similar work for trusts in England, universities and major research charities. Alongside this work he advises universities and research organisations on strategy and operating model change. He is a Non-Executive Director of the Life Sciences Hub Wales and a Trustee for the Warrior Programme, a charity working with service men and women, veterans and their families. Malcolm will co-ordinate the project if AHS is successful.

Any costs advised within this PIN are an estimate at this stage and subject to ongoing programme development.

It is unlikely that any subsequent procurement will occur as a direct follow on from this early market engagement.

Participation in developing this Commercial Strategy and Delivery Model development through sharing experiences, insights and preferred ways of working may influence the processes and mechanisms for future procurement.

Any further updates regarding future activity will be made through the appropriate advertising channels.

II.2.14) Additional information

Following the review of submissions, selected partners may be invited to participate in further engagement on 18th September 2024. All responses will be used to inform development of the commercialisation strategy.

II.3) Estimated date of publication of contract notice

1 October 2024

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

Section VI. Complementary information

VI.3) Additional information

Further information regarding the commercialisation strategy and the expression of interest process can be obtained from the designated contact point.

(WA Ref:144056)