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Planning

Royal Free London NHS Foundation Trust Renal Dialysis Service Managed Service Agreement.

ROYAL FREE LONDON NHS FOUNDATION TRUST

UK3: Planned procurement notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-029784

Procurement identifier (OCID): ocds-h6vhtk-04f947

Published 4 June 2025, 11:20am

Scope

Description

Royal Free London NHS Foundation Trust ("RFL") is seeking to procure renal dialysis provision through a partnership with an independent dialysis provider contracted under a Managed Service Agreement (MSA) to work together as a long-term strategic partner. This is in response to a requirement for the Trust to relocate its renal service from an existing kidney care unit based on the St Pancras Hospital site, currently undergoing redevelopment and is also intended to future proof dialysis capacity, which is under significant strain given ongoing growth in demand. The MSA contract scope:

- The MSA will include the potential for the provision of clinical (nursing) services, clinical and non-clinical supply chain, medical and non-medical equipment, soft and hard facilities provision and management. There should be provision for nursing, admin and support services staff to be provided by the industry partner under the MSA.
- The MSA will have two separate contracts with two separate contract prices and two separate invoicing trails for a) clinical services and b) facilities management services. It is RFL's preference to contract with one lead provider for both contracts, however, this does not rule out subcontract arrangements between providers, which could include SMEs and

VCSEs.

- Clinical services will not be required for the first dialysis unit opened under the MSA as NHS employed staff will transfer from the current St. Pancras Hospital location.
- The industry partner will hold/novate the lease/s for any units commissioned under the MSA.
- The industry partner will provide any capital funding required and undertake refurbishment, remedial works and/or supply equipment required to make the units fit for purpose operationally.
- RFL will reimburse an industry partner on a pay-per-treatment basis and will not guarantee minimum levels of activity.
- The first kidney care unit should be operational by February 2027 and must accommodate infrastructure for at least 60 dialysis stations and 10 outpatient rooms.
- A second unit (with or without clinical service delivered via an independent dialysis provider) is not guaranteed but is likely to be operational between 2030 and 2032 and must accommodate infrastructure for between 30 dialysis stations.

Total value (estimated)

- £169,043,000 excluding VAT
- £186,524,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 April 2026 to 31 March 2037
- Possible extension to 31 March 2042
- 16 years

Description of possible extension:

The Contracting Authority proposes to enter into Contract(s) for a maximum period of sixteen (16) years with the successful Tenderer(s).

The initial contract term shall be eleven (11) years with the potential for five (5) years in the Contract extension period by election of the Contracting Authority, on such notice and for such periods as are specified by the Contract.

Main procurement category

Services

CPV classifications

- 33181000 - Renal support devices
- 70220000 - Non-residential property renting or leasing services
- 79993100 - Facilities management services
- 85111900 - Hospital dialysis services
- 85121220 - Nephrology or nervous system specialist services

Contract locations

- UK - United Kingdom

Submission

Publication date of tender notice (estimated)

14 July 2025

Enquiry deadline

28 July 2025, 11:59pm

Submission type

Tenders

Tender submission deadline

8 August 2025, 11:59pm

Submission address and any special instructions

The Authority will be using the MultiQuote Evolve e-Tendering Portal to conduct the procurement process ("the e-Tendering Portal").

The e-Tendering Portal can be accessed at
<https://suppliers.multiquote.com/Page/Login.aspx>.

All communications (including submission of Conditions of Participation and Tenders) should be carried out via the e-Tendering Portal.

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Award decision date (estimated)

16 March 2026

Procedure

Procedure type

Competitive flexible procedure

Competitive flexible procedure description

RFL plans to award the MSA through a competitive flexible procedure process under the Procurement Act 2023. It is anticipated that a tender notice will be published on 14th July 2025 to formally start the procurement process.

The proposed competitive flexible process is anticipated to involve:

- Stage 1: Bidders will be required to respond to the Supplier Information Questionnaire 1 (Pass/ Fail and to be scored for shortlisting the three (3) highest-ranked tenderers that will be selected to progress to Stage 2).
- Stage 2: The three (3) highest-ranked tenderers that have not been excluded from the procurement process at Stage 1 will be invited to participate in the Initial Tender. The Initial Tender will not be scored and will serve solely as the basis for the Negotiation Stage (Stage 3). However, the three (3) highest-ranked Tenderers are still required to complete the relevant questionnaires and documentation.
- Stage 3: The tenderers that have not been excluded from the procurement process in Stage 2 will be invited to participate in the negotiations. The basis for negotiations will be informed by the questions raised by the Authority during the market engagement and the completed relevant questionnaires/ documentation submitted by the three (3) highest-ranked tenderers during Stage 2 (Initial Tender).
- Stage 4: Following the completion of Stage 3, the tenderers that have not been

excluded from the procurement process will be invited by the Contracting Authority to submit Best and Final Offer (BAFO) Tenders.

Contracting authority

ROYAL FREE LONDON NHS FOUNDATION TRUST

- Public Procurement Organisation Number: PZMT-9686-GJMP

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Contact name: Partners Procurement Service

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Region: UKI31 - Camden and City of London

Organisation type: Public authority - sub-central government