

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/035756-2022>

Tender

## **National Air Ambulance Service for The Scottish Ambulance Service**

Scottish Ambulance Service

F02: Contract notice

Notice identifier: 2022/S 000-035756

Procurement identifier (OCID): ocds-h6vhtk-03922f

Published 16 December 2022, 4:47pm

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

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

Scottish Ambulance Service

National Headquarters, Gyle Square, South Gyle Crescent

Edinburgh

EH12 9EB

#### **Email**

[danielle.welsh@nhs.scot](mailto:danielle.welsh@nhs.scot)

#### **Telephone**

+44 01313140090

#### **Country**

United Kingdom

#### **NUTS code**

UKM - Scotland

**Internet address(es)**

Main address

<http://www.scottishambulance.com>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00393](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00393)

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

[https://www.publiccontractsscotland.gov.uk/Search/Search\\_MainPage.aspx](https://www.publiccontractsscotland.gov.uk/Search/Search_MainPage.aspx)

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

[https://www.publiccontractsscotland.gov.uk/Search/Search\\_MainPage.aspx](https://www.publiccontractsscotland.gov.uk/Search/Search_MainPage.aspx)

**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**

National Air Ambulance Service for The Scottish Ambulance Service

Reference number

SAS/2022/639

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

- 60443000 - Air-rescue services

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

Services

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

The procurement of a national air ambulance service for the Scottish Ambulance Service.

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

This contract is divided into lots: No

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

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

- 34710000 - Helicopters, aeroplanes, spacecraft and other powered aircraft
- 35112000 - Rescue and emergency equipment
- 35612500 - Search and rescue helicopters
- 35613000 - Unmanned aerial vehicles
- 60424120 - Hire of helicopters with crew
- 60440000 - Aerial and related services
- 34711110 - Fixed-wing aircrafts
- 60424110 - Hire of fixed-wing aircraft with crew

- 34711300 - Piloted aircraft
- 34711400 - Special-purpose aircraft
- 34700000 - Aircraft and spacecraft

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

NUTS codes

- UKM - Scotland

Main site or place of performance

Scotland - National Service

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

The Scottish Ambulance Service ("the Service") provides a national air ambulance service to all of Scotland and its islands. This is the only wholly publicly funded air ambulance service in the United Kingdom and provides an invaluable resource to the public of Scotland.

Scotland presents a challenging environment for air ambulance operators. Factors to be considered include:

- Varied terrain.
- Potentially severe weather conditions.
- Longer hours of darkness in winter.
- Limited and varying airport capabilities and hours of operation.
- Future island transport provisions including ferries and airport developments or changes.
- Recognition of the Government targets on sustainability and carbon neutral.
- National planning of specialist services for example thrombectomy and major trauma.

The aims of the procurement are to deliver an innovative, sustainable, resilient and value for money air ambulance service that can respond to changes in service delivery requirements whilst maintaining a high quality care and experience for the patients and public of Scotland.

The future contract is expected to encompass the following elements including but not

limited to:

1. The aircraft fleet must be capable of reaching all of Scotland's population. The rotary aircraft must have 24/7 Helicopter Emergency Medical Service (HEMS) capability and all aircraft must act as a suitable transport platform for the personnel and equipment associated with our adult, paediatric and neonatal critical care transport and retrieval teams (ScotSTAR).
2. Provision of aircraft hangarage in order to ensure 24/7 availability of aircraft during inclement weather.
3. Provision of maintenance & backup. All planned and reactive maintenance must be carried out in Scotland. Backup aircraft to be provided to the same specification as core aircraft.
4. Provision of 24/7 engineering support.
5. Provision of adequate base facilities for clinical staff. e.g., provision of Ops Room space, lockers and parking facilities etc., In addition, meeting room/training room and overnight accommodation (where necessary) for on-call clinical staff.
6. Provision of air crew member training (e.g., Technical Crew Member training for HEMS).
7. Provision of compliant radio communications system. The aircraft must be capable of compliance with the current Airwave communications system (if this is still in operation at contract commencement), and also compliance with the future Emergency Services Network (ESN) system
8. Provision of on-going monitoring of service provision by way of regular contract monitoring meetings.
9. The Service will provide the clinical staffing. The aircraft, flight crew (pilots), estate & facilities and engineering support will be provided by the successful contractor(s) on a managed service basis.
10. The successful contractor(s) shall support a variety of air ambulance missions; ranging from hospital discharges through to pre-hospital helicopter emergency calls and critical care transfers.

#### **II.2.5) Award criteria**

Quality criterion - Name: Quality Ratio / Weighting: 70%

Cost criterion - Name: Cost Ratio / Weighting: 30%

**II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

84

This contract is subject to renewal

Yes

Description of renewals

optional three year extension (7+3)

**II.2.9) Information about the limits on the number of candidates to be invited**

Maximum number: 6

Objective criteria for choosing the limited number of candidates:

It is intended that the top 6 scoring Economic Operators will be invited to take part in the competitive dialogue. These Economic Operators shall be those that have:

1. Returned a compliant SPD submission
2. Satisfied all the mandatory and discretionary exclusion grounds
3. Satisfied all the selection criteria

**II.2.10) Information about variants**

Variants will be accepted: No

### **II.2.11) Information about options**

Options: No

### **II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

---

## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

#### **III.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions

In order to be able to provide the Services, the bidder(s) must have, or must obtain an Air Operator's Certificate (AOC) which is issued and regulated by the UK CAA prior to the award of the contract. In the case of a "foreign" entity, that entity must be acceptable to the UK CAA. The issue of an AOC is based on the holder's Operations Manual which contains details of all of the operating criteria necessary to undertake safe commercial flying operations and part of the AOC documentation will be an Operations Specification (Ops Spec) which includes details of approved aircraft types and the approved operations. In the case of Helicopter Emergency Medical Services (HEMS) a Specific Approval to do this will be Included with the AOC documentation as well as other relevant permissions. Bidder(s) must provide AOC documentation showing approval for all HEMS/Air Ambulance operations.

#### **III.1.2) Economic and financial standing**

Selection criteria as stated in the procurement documents

#### **III.1.3) Technical and professional ability**

Selection criteria as stated in the procurement documents

---

## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Competitive dialogue

#### **IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue**

Recourse to staged procedure to gradually reduce the number of solutions to be discussed or tenders to be negotiated

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

### **IV.2) Administrative information**

#### **IV.2.1) Previous publication concerning this procedure**

Notice number: [2022/S 001-689048](#)

#### **IV.2.2) Time limit for receipt of tenders or requests to participate**

Date

19 January 2023

Local time

9:00am

#### **IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates**

14 February 2023

#### **IV.2.4) Languages in which tenders or requests to participate may be submitted**

English

---

## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: Yes

Estimated timing for further notices to be published: Contract is for 7 years with a possible 3 years extension.

### **VI.2) Information about electronic workflows**

Electronic invoicing will be accepted

Electronic payment will be used

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

Bidders should review all procurement documents attached to this Contract Notice before completing the SPD.

NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at

[https://www.publiccontractsscotland.gov.uk/Search/Search\\_Switch.aspx?ID=716991](https://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=716991).

The buyer has indicated that it will accept electronic responses to this notice via the Postbox facility. A user guide is available at

[https://www.publiccontractsscotland.gov.uk/sitehelp/help\\_guides.aspx](https://www.publiccontractsscotland.gov.uk/sitehelp/help_guides.aspx).

Suppliers are advised to allow adequate time for uploading documents and to dispatch the electronic response well in advance of the closing time to avoid any last minute problems.

The Contracting Authority does not intend to include a sub-contract clause as part of community benefits (as per Section 25 of the Procurement Reform (Scotland) Act 2014) in this contract for the following reason:

Authority will explore other forms of community benefits and will not mandate subcontracting

Per the regs, the authority will explore CB's via "which is otherwise intended to improve the economic, social or environmental wellbeing of the authority's area in a way additional to the main purpose of the contract in which the requirement is included."

Community benefits are included in this requirement. For more information see:

<https://www.gov.scot/policies/public-sector-procurement/community-benefits-in-procurement/>

A summary of the expected community benefits has been provided as follows:

The specific nature of the community benefits included in this requirement will be detailed in the stage 2 - Invitation to Take Part in Dialogue Document

(SC Ref:716991)

## **VI.4) Procedures for review**

### **VI.4.1) Review body**

Edinburgh Sheriff Court

Edinburgh

Country

United Kingdom