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Contract

## **Echocardiology Services - North West Surrey**

NHS SURREY HEARTLANDS INTEGRATED CARE BOARD

F03: Contract award notice

Notice identifier: 2025/S 000-036213

Procurement identifier (OCID): ocds-h6vhtk-05562f

Published 30 June 2025, 4:07pm

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

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

NHS SURREY HEARTLANDS INTEGRATED CARE BOARD

Dukes Court, Duke Street

Woking

GU215BH

#### **Contact**

Maggie Czapiewska

#### **Email**

[maggie.czapiewska1@nhs.net](mailto:maggie.czapiewska1@nhs.net)

#### **Country**

United Kingdom

#### **Region code**

UKJ25 - West Surrey

**NHS Organisation Data Service**

QXU

**Internet address(es)**

Main address

<https://www.surreyheartlands.org/nhs-surrey-heartlands-board>

**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**

Echocardiology Services - North West Surrey

**II.1.2) Main CPV code**

- 85121231 - Cardiology services

**II.1.3) Type of contract**

Services

**II.1.4) Short description**

Madeira Medical provides Echocardiography which is an essential diagnostic tool in the treatment and management of patients with suspected heart failure and other heart conditions.

**II.1.6) Information about lots**

This contract is divided into lots: No

#### **II.1.7) Total value of the procurement (excluding VAT)**

Lowest offer: £100,789.92 / Highest offer: £130,896 taken into consideration

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

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

NUTS codes

- UKJ25 - West Surrey

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

Madeira Medical provides Echocardiography which is an essential diagnostic tool in the treatment and management of patients with suspected heart failure and other heart conditions.

Surrey Heartlands ICB has awarded the contract to the existing provider following Direct Award Process C.

The approximate lifetime value of the contract will be £130,896.00 (£65,448.00 per annum) over the two-year term, from 1st April 2024 until 31st March 2026.

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

Quality criterion - Name: The existing provider is satisfying the original contract and will likely satisfy the proposed contract to a sufficient standard / Weighting: 100

Price - Weighting: 0

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

Options: No

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## **Section IV. Procedure**

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

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

Award of a contract without prior publication of a call for competition in the cases listed below

- The procurement falls outside the scope of application of the regulations

Explanation:

This is a Provider Selection Regime (PSR) contract award notice. The awarding of this contract is subject to the Health Care Services (Provider Selection Regime) Regulations 2023. For the avoidance of doubt, the provisions of the Public Contracts Regulations 2015 do not apply to this award.

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

The procurement is covered by the Government Procurement Agreement: No

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## **Section V. Award of contract**

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

31 March 2024

#### **V.2.2) Information about tenders**

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

#### **V.2.3) Name and address of the contractor**

Madeira Medical Practice

West Byfleet Health Centre, Madeira Road

West Byfleet

KT14 6DH

Country

United Kingdom

NUTS code

- UKJ25 - West Surrey

NHS Organisation Data Service

H81034

The contractor is an SME

Yes

**V.2.4) Information on value of contract/lot (excluding VAT)**

Initial estimated total value of the contract/lot: £130,896

Lowest offer: £100,789.92 / Highest offer: £130,896 taken into consideration

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## Section VI. Complementary information

### VI.3) Additional information

This contract is being awarded via Direct Award Process C, as outlined under the Health Care Services (Provider Selection Regime) Regulations 2023.

The contracting authority is satisfied that the provider has consistently demonstrated their capability to deliver a high-quality, cost-effective echocardiogram service through a GP with Extended Role (GPwER) model. Over several years, they have become embedded within the local cardiology pathway and established trusted relationships with referring practices and community providers. Their proven track record, strong clinical governance processes, and ability to innovate in response to population needs supports a continuation of provision via Direct Award C.

Against the Provider Selection Regime (PSR) Key Criteria, the provider has demonstrated expertise and is anticipated to continue doing so. Evidence of current service delivery against the PSR Key Criteria and the breakdown of Key Criteria weighting in relation to this service for the purposes of awarding a further contract under Direct Award C is detailed below:

#### Quality and Innovation (35%)

- The provider has delivered timely, accurate, and high-quality echocardiogram diagnostics.
- The provider has fulfilled KPIs in line with national and local standards.
- The service has incorporated digital triage and rapid reporting to referrers.
- Clinical governance oversight maintained through regular audits.

#### Value (20%)

- The provider has delivered excellent value for money by reducing onward referrals to secondary care
- Efficient utilisation of GP-based infrastructure.,
- Supporting the elective recovery agenda.
- Familiarity with and continuity within the local system has avoided costly duplication and unnecessary pathway disruption.

### Access, Inequalities, and Choice (20%)

- The provider has supported equitable access by delivering services closer to home, particularly for patients in underserved areas.

### Integration, Collaboration, and Service Sustainability (15%)

- The provider has actively collaborated with PCNs, acute Trusts, and the ICB, ensuring clinical integration and a shared care approach to cardiac diagnostics.
- Their understanding of system-wide priorities, pathway management, and existing digital interoperability (e.g., with EMIS/TPP) supports long-term sustainability.

### Social Value (10%)

- The provider has contributed to local employment, training for primary care clinicians, and supported greener NHS ambitions through reduced travel and digital-first delivery.
- Their approach to social value is embedded in their organisational culture and aligns with NHS and ICB ambitions.

### Provider Selection Justification:

It is recommended that the ICB continue service provision with this provider via Direct Award C under the Provider Selection Regime (PSR).

### Governance and Transparency

#### Decision-Makers:

The award decision was formally approved by the Surrey Heartlands ICB Commissioning, Contracting & Commercial (CCC) Committee on 4th July 2024.

#### Conflicts of Interest:

All Decision-Making Forums requested that Conflicts of Interest be declared in order to accommodate mitigations that may be required. No declarations were raised. Individuals working on the programme declared no interests for the duration.

#### Standstill Period and Regulatory Context:

This is a Provider Selection Regime (PSR) contract award notice. The awarding of this contract is subject to the Health Care Services (Provider Selection Regime) Regulations 2023. For the avoidance of doubt, the provisions of the Public Contracts Regulations 2015

do not apply to this award.

Written representations should be sent to [robert.kitt1@nhs.net](mailto:robert.kitt1@nhs.net)

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

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

Surrey Heartlands ICB

Woking

Country

United Kingdom

##### **VI.4.2) Body responsible for mediation procedures**

NHS England

Skipton House, 80 London Road

London

SE1 6LH

Country

United Kingdom