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Contract

Kent Children & Young People's Core Therapeutic Alliance

NHS Kent and Medway Integrated Care Board

F03: Contract award notice

Notice identifier: 2025/S 000-036716

Procurement identifier (OCID): ocds-h6vhtk-04e91a

Published 2 July 2025, 11:42am

Section I: Contracting authority

I.1) Name and addresses

NHS Kent and Medway Integrated Care Board

2nd floor Gail House Lower Stone Street

Maidstone

ME15 6NB

Contact

William Clark

Email

wiliam.clark7@nhs.net

Country

United Kingdom

Region code

UKJ41 - Medway

Internet address(es)

Main address

<https://www.kentandmedway.icb.nhs.uk/>

Buyer's address

<https://www.kentandmedway.icb.nhs.uk/>

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

Kent Children & Young People's Core Therapeutic Alliance

Reference number

C335201

II.1.2) Main CPV code

- 85100000 - Health services

II.1.3) Type of contract

Services

II.1.4) Short description

NHS Kent & Medway Integrated Care Board have undertaken a Provider Selection Regime

(PSR) Competitive Process for a Children's & Young People's Core Therapeutic Alliance service in Kent. The contract duration will be for an initial period of 10 years with an option to extend for up to a further 3 years as required.

II.1.6) Information about lots

This contract is divided into lots: No

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

Value excluding VAT: £51,501,775

II.2) Description

II.2.3) Place of performance

NUTS codes

- UKJ4 - Kent

II.2.4) Description of the procurement

NHS Kent & Medway Integrated Care Board have undertaken a Provider Selection Regime (PSR) Competitive Process for a Children's & Young People's Core Therapeutic Alliance service in Kent. The Therapeutic Alliance will offer NICE-compliant, evidence-based, individual and group-based interventions to children and young people with predominantly moderate mental health and emotional wellbeing needs. In some cases, the Provider will support children and young people with more severe and enduring mental health needs as part of a multi-agency response / care plan.

A range of evidence-based and innovative support and interventions, including self-help support, will be offered to cater for children and young people's differing needs and preferences. Where appropriate, support will be provided to families. Evidence-based interventions will include:

- Cognitive Behavioural Therapy
- British Association for Counselling and Psychotherapy (BACP) accredited creative therapies (examples being cooking, gardening, outward bound, arts, craft, drama, eco-therapies, music
- mentoring
- peer support sessions.

In addition, the Provider must offer a digital intervention offer that:

- is freely open to access
- is tailored for different age groups as appropriate
- is available out of hours (with some aspects available 24/7)
- has a high level of activity/supports a large number of children and young people

- includes peer support and forum functionality.

This contract relates to a new service in terms of model (moving from multiple providers to a lead provider) - existing services have been through a review to re-design service model and delivery and transform existing arrangements into a new provision with the intention to award being made to an existing provider.

The contract duration will be for an initial period of 10 years with an option to extend for up to a further 3 years as required.

This notice is an Intention to award a contract under the Competitive Process.

The lifetime value of the contract is expected to be £51,501,775

The initial term of the contract will be between 1st April 2026 to 31st March 2036, with the option to extend to up to 31st March 2039

II.2.5) Award criteria

Quality criterion - Name: Quality & Innovation / Weighting: 43%

Quality criterion - Name: Integration, collaboration, and service sustainability / Weighting: 14%

Quality criterion - Name: Improving access, reducing health inequalities, and facilitating choice / Weighting: 11%

Quality criterion - Name: Social Value / Weighting: 12%

Cost criterion - Name: Value / Weighting: 20%

II.2.11) Information about options

Options: Yes

Description of options

Contract may be extended for up to 3 years

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 IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Open procedure

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

The procurement is covered by the Government Procurement Agreement: No

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2025/S 000-007721](#)

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

2 July 2025

V.2.2) Information about tenders

Number of tenders received: 5

Number of tenders received from SMEs: 4

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

V.2.3) Name and address of the contractor

Salus

Ashford

Country

United Kingdom

NUTS code

- UKJ44 - East Kent

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: £51,501,775

Total value of the contract/lot: £51,501,775

V.2.5) Information about subcontracting

The contract is likely to be subcontracted

Value or proportion likely to be subcontracted to third parties

Proportion: 94 %

Section VI. Complementary information

VI.3) Additional information

This is a Provider Selection Regime (PSR) intention to 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 Procurement Act 2023 do not apply to this award. The publication of this notice marks the start of the standstill period. Representations by providers must be made to the relevant authority by 23:59 on the 15th July 2025. This contract has not yet formally been awarded; this notice serves as an intention to award a contract under the competitive process of the PSR.

Written representations should be sent to william.clark7@nhs.net.

Award decision-makers - Kent & Medway ICB Board

Date of decision: 1st July 2025

Conflicts of Interest: None declared

The Key Criteria used and weighted by the authority were as follows:

Quality and Innovation 43%

Value 20%

Integration, collaboration, and service sustainability 14%

Improving access, reducing health inequalities, and facilitating choice 11%

Social value 12%

The rationale for this was based on the detailed list of all requirements according to the specification and requirements of the integrated care system.

VI.4) Procedures for review

VI.4.1) Review body

NHS England

7&8 Wellington Place

Leeds

LS1 4AP

Country

United Kingdom

Internet address

<https://www.england.nhs.uk/>