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Tender

## **The provision of a managed service, followed by the development and operation of a Private Patient Unit**

UNIVERSITY HOSPITAL SOUTHAMPTON NHS FOUNDATION TRUST

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-038288

Procurement identifier (OCID): ocds-h6vhtk-055b40

Published 8 July 2025, 2:52pm

### **Scope**

### **Reference**

WPL05125

### **Description**

Opportunity for Strategic Partnership in Private Healthcare Provision

University Hospital Southampton NHS Foundation Trust

University Hospital Southampton (UHS) is embarking on a transformative journey to expand and enhance its private patient services through a long-term strategic partnership. We are seeking an experienced and visionary private healthcare operator to join us in a Joint Venture (JV) that will deliver high-quality, patient-centred care while supporting the Trust's broader mission to improve health outcomes across the South of England.

This opportunity is structured in two distinct phases:

Phase 1: Laying the Foundations (Years 1-3)

The selected partner will assume operational responsibility for UHS's existing private patient services, which currently generate over £6 million annually. The focus will be on:

- Introducing commercial expertise in branding, marketing, and operations.
- Deploying independent administrative and support teams.
- Collaborating with UHS to align private services with NHS priorities via a jointly developed Capacity & Access Model and Service Level Agreement (SLA).
- Funding and leading feasibility studies for a new Private Patient Unit (PPU).
- Establishing a joint Management Board and a transparent profit-sharing model that ensures minimum returns to UHS.

## Phase 2: Building the Future (Years 4 and Beyond)

The partner will design, finance, construct, and operate a new, state-of-the-art PPU on the Southside of the Southampton General Hospital site. This 26,000 sqm facility will be physically linked to the NHS hospital via a skybridge and will deliver complex, high-acuity services including oncology, cardiology, neurology, and surgery. The facility will:

- Operate under a formal LLP structure.
- Emphasise clinical excellence, patient satisfaction, and financial sustainability.
- Foster collaboration in training, innovation, and sustainability initiatives.

## Scope and Strategic Alignment

The partnership will balance commercial autonomy with alignment to NHS values and governance. UHS will provide access to theatres, diagnostics, and clinical staff through structured SLAs during phase 1. The partner will be encouraged to explore opportunities for outpatient expansion at satellite sites such as Adanac Park or other Trust locations.

All services must comply with Care Quality Commission (CQC) standards and NHS probity requirements. Clinical governance will be overseen by a Management Board and Medical Advisory Committee.

## Financial and Operational Expectations

Valued at approximately £1.5 billion over 30 years, the partnership requires a financially robust operator capable of absorbing early-stage investment and operational costs. The JV must generate sustainable surpluses to reinvest in NHS services and infrastructure.

## Strategic Vision

This is a unique opportunity to co-develop a flagship private healthcare offering that complements NHS services, expands patient choice, and drives innovation. We invite expressions of interest from qualified private healthcare providers who share our commitment to excellence, integrity, and long-term partnership.

UHS shall have no liability for any costs howsoever incurred by those participating in this Tender process.

For more information about this opportunity, please visit the Delta eSourcing portal at:

<https://www.delta-esourcing.com/tenders/UK-UK-Southampton:-Hospital-facilities-construction-work./HYK784FHM8>

To respond to this opportunity, please click here:

<https://www.delta-esourcing.com/respond/HYK784FHM8>

## **Total value (estimated)**

- £1,500,000,000 excluding VAT
- £1,800,000,000 including VAT

Above the relevant threshold

## **Contract dates (estimated)**

- 2 November 2026 to 1 December 2056
- Possible extension to 1 December 2066
- 40 years, 1 month

Description of possible extension:

To be determined through bidder negotiations and the Trust reserves the right not to

extend.

## **Main procurement category**

Services

## **CPV classifications**

- 45215140 - Hospital facilities construction work
- 85110000 - Hospital and related services

## **Contract locations**

- UKJ32 - Southampton

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## **Submission**

### **Enquiry deadline**

1 August 2025, 1:00pm

### **Submission type**

Tenders

### **Deadline for requests to participate**

7 August 2025, 1:00pm

## Submission address and any special instructions

<https://www.delta-esourcing.com/>

## Tenders may be submitted electronically

Yes

## Languages that may be used for submission

English

## Award decision date (estimated)

25 September 2026

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## Award criteria

Name	Description	Type
Price	To follow in ITT	Price
Technical	To follow in ITT	Quality
Commercial	To follow in ITT	Quality

## Weighting description

Weightings will be set out in the tender documents

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## Other information

### Conflicts assessment prepared/revised

Yes

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## Procedure

### Procedure type

Competitive flexible procedure

### Special regime

Concession

### Competitive flexible procedure description

#### Key Stages of the Competitive Flexible Procedure

The procurement will follow a multi-stage competitive flexible procedure incorporating dialogue and negotiation to refine requirements and ensure optimal outcomes. The key stages are as follows:

#### 1.Participation (PSQ) Stage

- Publication of the tender notice and Procurement Specific Questionnaire (PSQ) document.
- UHS receive submission completed PSQs.
- Assessment of exclusion grounds and conditions of participation.

- Application of objective criteria to shortlist suppliers for the next stage

## 2.Evaluation and Dialogue Stage

- Shortlisted suppliers will be invited to submit initial tenders.
- Intermediate assessment of tenders will be conducted to identify suppliers for negotiation.
- Structured dialogue and/or negotiation phases will be used to refine the requirement and contract terms. This may include clarification of technical solutions, commercial models, and delivery approaches

## 3.Best and Final Offer (BAFO) Stage

- Following negotiation, remaining suppliers will be invited to submit Best and Final Offers.
- This stage allows suppliers to refine their proposals based on feedback and revised requirements.
- Final tenders will be evaluated using the refined award criteria to determine the Most Advantageous Tender (MAT)

## 4.Award Stage

- Assessment summaries will be issued to all suppliers.
- A mandatory standstill period will be observed.
- The contract will be awarded to the supplier whose final tender best satisfies the award criteria

## PSQ Evaluation and Threshold Approach

The PSQ stage will be used to assess bidders' capacity, capability, and financial standing. The evaluation will follow a threshold-based scoring system as outlined in Section 4 of the PSQ document:

Pass/Fail Criteria: Applied to core supplier information, associated persons, subcontractors, and standard conditions of participation (Parts 1-3).

Scored Criteria: Applied to technical and financial questions in Part 4, with the following weightings:

- Financial Strength - 20%
- Experience of Delivering Profits from Private Patient Services - 30%
- Experience of Managing Private Patient Services - 20%
- Experience of Growing Private Patient Services - 15%
- Ability to Provide High Quality Services - 5%
- Experience of Opening New Acute Facilities - 10%

Each scored question will be marked on a 0-5 scale, with defined performance descriptors. A minimum threshold of 12 points must be achieved to progress to the next stage. Any bidder receiving a "fail" on a mandatory question will be excluded. The Trust will select up to 6 of the highest scoring bidders to invite to the next stage of the process. If there are two bidders who have scored equally 6th place, then both bidders will go to the next stage.

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## **Contracting authority**

### **UNIVERSITY HOSPITAL SOUTHAMPTON NHS FOUNDATION TRUST**

- Public Procurement Organisation Number: PTRZ-1736-CQVH

Tremona Road

Southampton

SO16 6YD

United Kingdom

Email: [adam.skeates@wpl.uhs.nhs.uk](mailto:adam.skeates@wpl.uhs.nhs.uk)



Region: UKJ32 - Southampton

Organisation type: Public authority - central government

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## Other organisation

These organisations are carrying out the procurement, or part of it, on behalf of the contracting authorities.

### **WESSEX NHS PROCUREMENT LIMITED**

Summary of their role in this procurement: Wessex NHS Procurement Limited provides procurement services

- Public Procurement Organisation Number: PYMB-5152-DMDG

Trust Management Offices, Mailpoint 18, Tremona Road

Southampton

SO16 6YD

United Kingdom

Email: [adam.skeates@wpl.uhs.nhs.uk](mailto:adam.skeates@wpl.uhs.nhs.uk)

Region: UKJ32 - Southampton

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## Contact organisation

Contact [UNIVERSITY HOSPITAL SOUTHAMPTON NHS FOUNDATION TRUST](#) for any enquiries.