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Contract

Property Agent for the Disposal of Lambeth Hospital

South London and Maudsley NHS Foundation Trust

F03: Contract award notice

Notice identifier: 2024/S 000-041334

Procurement identifier (OCID): ocds-h6vhtk-04cc76

Published 23 December 2024, 8:36am

Section I: Contracting authority

I.1) Name and addresses

South London and Maudsley NHS Foundation Trust

Bethlem Royal Hospital

Beckenham

BR3 3BX

Contact

Martin Gibson

Email

martin.gibson@gstt.nhs.uk

Country

United Kingdom

Region code

UKI - London

Internet address(es)

Main address

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

Buyer's address

<https://www.health-family.force.com/s/Welcome>

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

Property Agent for the Disposal of Lambeth Hospital

Reference number

C324297

II.1.2) Main CPV code

- 79993100 - Facilities management services

II.1.3) Type of contract

Services

II.1.4) Short description

The South London and Maudsley NHS Foundation Trust has invested in the development of two new clinical buildings, namely Douglas Bennet House & the Pears Maudsley

Centre for Young Persons Mental Health. These facilities have allowed for a reorganisation of services, resulting in the Lambeth Hospital site becoming surplus to requirements. The brief was to market and sell the property on behalf of the Trust.

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: £710,849

II.2) Description

II.2.3) Place of performance

NUTS codes

- UKI - London

II.2.4) Description of the procurement

The South London and Maudsley NHS Foundation Trust has invested in the development of two new clinical buildings, namely Douglas Bennet House & the Pears Maudsley Centre for Young Persons Mental Health. These facilities have allowed for a reorganisation of services, resulting in the Lambeth Hospital site becoming surplus to requirements. The brief was to market and sell the property on behalf of the Trust. The requirement was divided into two stages:

Stage 1:

Manage the scoping, procurement, and project management of site due diligence for the Lambeth Hospital sale. Services included:

- Recommending the appointment of consultants (demonstrating best value to the Trust), coordinating and overseeing all site due diligence and marketing strategy activities.
- Provide market advice and intelligence to prepare the Property for sale in line with agreed sale objectives, reviewing the information available and collating technical due diligence required to protect enhance value.
- To appraise the project to identify value parameters to assist in setting a clear pricing message.
- To development and coordination of the marketing strategy, attending any workshops, meetings and briefings as required by the Trust.

Stage 2:

Sell the site with the benefit of current (or amended) planning consents. Services included:

- To offer the Property for sale as a Freehold development opportunity.
- To undertake a far and wide marketing campaign to satisfy Trust governance.
- To manage the preparation of all necessary marketing materials, utilising third party marketing and design agencies as required (and as agreed with the Client).
- Prepare relevant marketing materials.
- To present the opportunity to the market with presentations to potential purchaser, undertake site inspections and provide relevant information.
- Act as main point of contact in the market, facilitating discussions, leading the negotiations.
- To provide regular updates to the Client throughout the process and maintain the marketing data room.
- To monitor market performance and advise the Client accordingly.
- To drive value through competitive bidding.
- To invite second round bids, interview and select the preferred purchaser.
- Coordinate and evaluate returns in accordance with pre agreed evaluation criteria.
- Engagement with KPMG to undertake all work required to complete the business case-roles to be agreed
- To negotiate Heads of Terms of sale and liaise with Lawyers through to completion taking instructions from the Client on commercial and legal issues.

The contract value consists of a once off contract fee for marketing and due diligence, thereafter fixed percentage basis against the Gross Land Value up to a maximum amount thereafter an incentivised element in addition to the base fee will apply.

II.2.5) Award criteria

Price

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 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:

A direct award was selected because Lambeth is a site well known within the market, however, the Trust was unable to disclose all the information that the current on site supplier has had access to.

IV.1.3) Information about a framework agreement or a dynamic purchasing system

The procurement involves the establishment of a framework agreement

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

The procurement is covered by the Government Procurement Agreement: No

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

29 November 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

Cbre Limited

St. Martin's Court, 10 Paternoster Row

London

EC4M 7HP

Country

United Kingdom

NUTS code

- UK - United Kingdom

National registration number

03536032

Internet address

<http://www.cbre.co.uk>

The contractor is an SME

No

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

Initial estimated total value of the contract/lot: £224,849

Total value of the contract/lot: £224,849

Section VI. Complementary information

VI.4) Procedures for review

VI.4.1) Review body

The High Court

The Strand

London

WC2A 2LL

Country

United Kingdom

Internet address

<https://www.judiciary.uk/courts-and-tribunals/high-court/>

VI.4.2) Body responsible for mediation procedures

The High Court

The Strand

London

WC2A 2LL

Country

United Kingdom

Internet address

<https://www.judiciary.uk/courts-and-tribunals/high-court/>