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Contract

## **Stable Glaucoma Monitoring in Surrey Downs**

NHS SURREY HEARTLANDS INTEGRATED CARE BOARD

F03: Contract award notice

Notice identifier: 2025/S 000-044325

Procurement identifier (OCID): ocds-h6vhtk-05692f

Published 30 July 2025, 2:35pm

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

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

NHS SURREY HEARTLANDS INTEGRATED CARE BOARD

Dukes Court, Duke Street

Woking

GU21 5BH

#### **Contact**

Robert Kitt

#### **Email**

[robert.kitt1@nhs.net](mailto:robert.kitt1@nhs.net)

#### **Telephone**

+44 7823534547

#### **Country**

United Kingdom

**Region code**

UKJ35 - South Hampshire

**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**

Stable Glaucoma Monitoring in Surrey Downs

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

- 85121281 - Ophthalmologist services

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

Services

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

The contract relates to the provision of a community-based Stable Glaucoma Monitoring Service, whereby clinicians and accredited optometrists provide ongoing monitoring and care for patients with diagnosed, treated ocular hypertension (OHT) and stable glaucoma at programmed intervals in the Surrey Downs area.

The contract is paid on an activity basis.

#### **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: £25,500

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

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

- 85121281 - Ophthalmologist services

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

NUTS codes

- UKJ2 - Surrey, East and West Sussex

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

The contract relates to the provision of a community-based Stable Glaucoma Monitoring Service, enabling clinicians and accredited optometrists to provide ongoing monitoring and care for patients with diagnosed, treated Ocular Hypertension (OHT) and stable glaucoma at programmed intervals in the Surrey Downs area.

The contract is paid on an activity basis.

NHS Surrey Heartlands ICB has awarded a contract to Epsomedical Limited under Provider Selection Regime 2023 Direct Award Process C.

The approximate lifetime value of the contract will be £25,500.00 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 procurement falls under the Provider Selection Regime 2023 Direct Award Process C. For the avoidance of doubt, the Public Contract Regulations 2015 and the Procurement Act Regulations 2023 do not apply to this procurement.

#### **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**

Epsomedical Limited

Cobham Hospital, 168 Portsmouth Road

Cobham

KT11 1HS

Country

United Kingdom

NUTS code

- UKJ2 - Surrey, East and West Sussex

Companies House

3286288

The contractor is an SME

Yes

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

Total value of the contract/lot: £25,500

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## **Section VI. Complementary information**

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

This contract is awarded via Direct Award Process C, in accordance with The Health Care Services (Provider Selection Regime) Regulations 2023 (PSR).

The Authority confirms the provider delivered the prior contract to a consistently high standard and no material changes have been made in the renewed contracting arrangement.

Against the Provider Selection Regime (PSR) Key Criteria, Epsomedical Limited 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 contract under Direct Award C is detailed below:

Quality & Innovation (20%)

- Epsomedical Ltd has demonstrated consistent delivery of a high-quality, consultant-led

Stable Glaucoma Monitoring (SGM) service. The model includes a structured 4-visit pathway across 6-12 months, involving three optometrist-led reviews and one by a GPwSI, accredited medic, or consultant ophthalmologist providing oversight.

- All practitioners delivering care are suitably accredited, with evidence of continued professional development submitted annually. The service is underpinned by strong clinical governance, including Local Quality Requirements (LQRs), Royal College standards, and registration with the General Optical Council and NHS England performers list.
- Innovation is embedded in the service model through its use of advanced diagnostics and close clinical supervision. Epsomedical also works proactively with patients to adapt services based on feedback and clinical needs, ensuring the care model remains person-centred and up to date.

#### Integration, Collaboration & Sustainability (25%)

- Epsomedical's SGM service is well integrated within local pathways across Surrey Downs, bridging primary, community, and secondary care. The provider collaborates with the Local Optical Committee, GPs, and system partners to ensure effective triage, pathway continuity, and local workforce development.
- The model directly supports reduced outpatient activity in acute trusts by shifting stable patients into a safe, community setting, helping maintain hospital capacity for complex cases. This aligns with the ICB's sustainability goals, both clinically and environmentally, by lowering avoidable travel and making effective use of resources.
- The model is resilient, scalable, and contributes to long-term service sustainability in line with NHS Long Term Plan ambitions.

#### Improving access, reducing health inequalities and facilitating choice 25%

- The service offers convenient and flexible access to glaucoma monitoring within community settings. By providing care closer to home with shorter waiting times, it improves access for patients who may struggle to attend hospital appointments - including older adults, patients in rural areas, and those with mobility challenges.
- Epsomedical's approach supports personalised care, offering appointment flexibility and minimising the burden on carers and families. Feedback has been consistently positive, demonstrating high levels of patient satisfaction and a strong focus on patient dignity, safety, and autonomy.
- The service also contributes to addressing inequity by freeing up hospital appointments for patients with more complex or progressive disease.

### Value (20%)

- The service offers a cost-effective alternative to secondary care glaucoma follow-up, with stable unit costs and a proven track record of high-quality delivery. Epsomedical ensures timely follow-up aligned with HES reporting standards.
- The contract offers measurable efficiency savings by reducing pressure on ophthalmology outpatient clinics, avoiding delays, and reducing emergency escalation caused by missed reviews.
- Epsomedical's community-based model ensures good value while maintaining clinical safety, system benefits, and strong patient outcomes.

### Social Value (10%)

- Epsomedical delivers social value through local employment, training, and retention of clinical staff.
- The organisation supports local economic sustainability and works closely with NHS partners to align service delivery with community priorities.
- The model contributes to the NHS's net zero carbon goals by reducing unnecessary travel through care delivered in local clinics, with accessible transport options. The service design reflects environmental responsibility, system efficiency, and person-centred care principles.
- Patient feedback is actively gathered and used to co-develop improvements, ensuring services meet local need and support long-term community health outcomes.

### Governance and Decision-Making

#### Approval:

The contract award was approved by the Surrey Heartlands ICB Commissioning, Contracting & Commercial (CCC) Committee on 22nd October 2024 and approved by Executive Board 2024, in line with the authority's governance processes.

#### 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) 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