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Planning

## Radiopharmaceutical Manufacturing Unit

Guy's and St Thomas' NHS Foundation Trust

UK2: Preliminary market engagement notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-050413

Procurement identifier (OCID): ocds-h6vhtk-058bd9

Published 21 August 2025, 10:13am

### Scope

### Reference

ST23-P026

### Description

GSTT is seeking to commission an industry partner to design, build and operate a new, purpose-built Good Manufacturing Practice (GMP)-compliant Radiopharmaceutical Manufacturing Unit to support the growing demand for diagnostic (SPECT and PET) and therapeutic radiopharmaceuticals within close proximity of GSTT. It is anticipated a unit of 1,240 m<sup>2</sup> within 1.5 miles of Guy's Hospital will be leased by GSTT and discussions with the landlord are progressing. This initiative aims to establish a hub-and-spoke model, where the new unit will serve as the central hub, and the existing facility at Guy's Hospital will continue as a spoke. This strategic development will:

- Increase manufacturing capacity for routine diagnostics and advanced clinical trials for GSTT and for the wider London market.
- Ensure equity of patient access to the latest RP diagnostics and therapeutics.

- Support innovative clinical research.
- Help future-proof Radiopharmacy services by adapting to evolving market demands.
- Develop the Radiopharmacy workforce through education and training programmes to ensure they are equipped with the skills and expertise needed to meet the evolving demands of the industry.

This initiative is part of GSTT's strategic vision to lead in nuclear medicine, enhancing patient access to advanced diagnostics and therapies while driving innovation in radiopharmaceutical production. The new unit will also serve as a centre for education and training, developing the next generation of radiopharmacists and strengthening GSTT's role as a leader in clinical research and healthcare excellence.

The Estimated Total Contract Value including VAT detailed below is illustrative and VAT will only be charged if applicable.

### **Total value (estimated)**

- £69,000,000 excluding VAT
- £82,800,000 including VAT

Above the relevant threshold

### **Contract dates (estimated)**

- 1 June 2026 to 31 May 2038
- Possible extension to 31 May 2043
- 17 years

### **Main procurement category**

Services

## **CPV classifications**

- 85149000 - Pharmacy services
- 33151400 - Radiotherapy supplies
- 33151000 - Radiotherapy devices and supplies
- 33124000 - Diagnostics and radiodiagnostic devices and supplies
- 33694000 - Diagnostic agents
- 33600000 - Pharmaceutical products
- 33140000 - Medical consumables
- 85145000 - Services provided by medical laboratories
- 09343000 - Radioactive materials

## **Contract locations**

- UKI - London

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## **Engagement**

### **Engagement deadline**

1 October 2025

### **Engagement process description**

#### 1 Introduction

Guy's and St Thomas' NHS Foundation Trust (GSTT/the Trust) is pleased to announce an upcoming virtual market engagement event on Friday 19th September 2025 (11:30 -

12:30), in the form of a panel discussion with key stakeholders from GSTT. GSTT invites industry partners to participate in this engagement exercise to explore an exciting Managed Service Agreement (MSA) opportunity for the design, build and delivery of a Radiopharmacy Manufacturing Unit and Services for the Trust.

This event aims to introduce the MSA opportunity, gather industry insights, and foster collaboration to shape the future of Radiopharmacy services at GSTT.

## 2 Objectives of the Market Engagement Event

The panel discussion will:

- Introduce the MSA opportunity and outline GSTT's strategic vision for the new unit.
- Test and refine the service model and financial framework to ensure alignment with supplier capabilities and market expectations.
- Engage with industry stakeholders to gather insights and feedback on the procurement approach and specifications.
- Foster collaboration and explore potential strategic partnerships with industry leaders.

## 3 Scope of the MSA Opportunity

The MSA opportunity will encompass:

- Design, build, and operation of a future-proofed state-of-the-art GMP-compliant Radiopharmaceutical Manufacturing Unit.
- Aseptic manufacturing of diagnostic (SPECT and PET) and therapeutic radiopharmaceuticals for both routine use and clinical trials.
- Production of investigational medicinal products (IMP) to support innovative clinical research.
- Integration with existing GSTT pathways, ensuring high standards of patient safety and quality assurance.
- Cell labelling services.

This partnership will require operational excellence, regulatory compliance, and the ability to adapt to evolving market demands. It is anticipated the MSA contract will be awarded for a period of 12 years with an option to extend by a further 5 years. The contract value (exclusive of VAT) is estimated to be £42m for the first 12 years and £27m for the optional

extension (total £69m)

#### 4. Managed Service Agreement (MSA)

A Managed Service Agreement (MSA) is a contract between an organisation (GSTT) and an external provider (the Supplier) to deliver and manage specific services or operations over an agreed period. Under an MSA, the supplier is responsible for end-to-end management, including staffing, equipment, maintenance, and compliance, ensuring that the service is delivered efficiently and consistently, in accordance with GSTT requirements.

#### 5. Approach to procurement

GSTT is planning to undertake a Competitive Flexible Procedure under the Procurement Act 2023 to select the right partner. To ensure transparency and gather industry insights, GSTT is hosting this virtual market engagement event to outline the project's scope, expectations, and strategic direction. This will be followed by an opportunity for an individual meeting with GSTT to explore the opportunity in more detail.

Please confirm your attendance by Wednesday 17th September 2025.

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## Submission

### Publication date of tender notice (estimated)

1 October 2025

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## Contracting authority

### Guy's and St Thomas' NHS Foundation Trust

- Public Procurement Organisation Number: PDZC-6438-DGPX

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Region: UKI44 - Lewisham and Southwark

Organisation type: Public authority - central government