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Planning

Supply of Copper Sulphate Solution for Blood Donor Haemoglobin Screening

NHS Blood and Transplant

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

Notice identifier: 2025/S 000-053864

Procurement identifier (OCID): ocds-h6vhtk-0593fd

Published 4 September 2025, 12:04pm

Scope

Reference

C381604

Description

1. General Requirements - Background:

Prior to accepting whole blood and platelet donors for donation, NHS Blood and Transplant (NHSBT) screen the donor's haemoglobin levels to ensure the donor meets the appropriate acceptance criteria as set by Blood Safety and Quality Regulations (BSQR). The primary process for donor haemoglobin screening is the use of a Copper Sulphate gravimetric test which must ensure that donors with haemoglobin concentrations of less than 135g/L for male donors and 125g/L for female donors are not accepted for blood donation.

2. Requirement:

NHSBT's Blood Supply directorate are seeking a contract for the sub-manufacture of two copper sulphate, semi-quantitative reagents for in vitro investigation of donor haemoglobin levels to determine suitability for blood donation. NHSBT Reagents are the legal manufacturer under the UK Medical Devices Regulations (UK MDR 2002, as amended) of the two solutions and shall maintain this position throughout the duration of the contract.

As a general overview, the contracted sub-manufacturer of the two solutions will be responsible for:

- a) Sourcing and maintaining supply of raw materials and consumables as per NHSBTs product specification.
- b) Manufacturing the bulk solution as per NHSBTs product specification.
- c) Quality Control testing solution, to be evidenced with certificate of analysis.
- d) Decanting and labelling the final bulk solution into the end stage universal containers as per NHSBTs product specification.
- e) The packaging, storage and transportation of the final product to NHSBTs 3 warehouses - located in Filton, Warrington and Borehamwood.
- f) Support NHSBT in supply of samples and data for evaluation and investigation purposes to support continued compliance with the UK MDR 2002.
- g) Maintain retention samples of bulk and final product as per NHSBTs product specification.

An official product specification will be supplied as part of the invitation to tender (ITT) stage.

3. Volume

The annual volume required per solution (Male & Female) is approximately 4,000 Litres, which equates to 160,000 x 25mL containers of each product. To manage expiry dates and operational lead times the supplier will propose batch sizes to NHSBT. The current expiry date of the product is 5 months from the date of initial manufacture.

4. Specific Gravity

The specific gravity of the products is set as 1.053 (range 1.0528 - 1.0532) for female donors and 1.055 (range 1.0548 - 1.0552) for male donors.

5. Contract Duration

The contract duration is still under consideration. The current assumption is 3 years plus 2 x 1 year options. The estimated contract values are based on 5 years.

Total value (estimated)

- £2,250,000 excluding VAT
- £2,700,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 11 June 2026 to 10 June 2029
- Possible extension to 10 June 2031
- 5 years

Main procurement category

Goods

CPV classifications

- 24313126 - Copper sulphate

Contract locations

- UKK11 - Bristol, City of
-

Engagement

Engagement deadline

30 September 2025

Engagement process description

If you are interested in taking part in the market engagement, please contact james.marshall2@nhsbt.nhs.uk by no later than 12:00 hrs (GMT) on 30/09/2025. Market engagement is likely to take place via a questionnaire and potentially video calls in October 2025. There is no guarantee that a formal procurement process will be launched as a result of this early market engagement exercise, nor that any contract(s) will be placed. No remuneration or compensation etc will be paid to organisations who take part in this early market engagement exercise. Suppliers should take part in this process only on the basis that they fully understand and accept this position.

Submission

Publication date of tender notice (estimated)

12 November 2025

Contracting authority

NHS Blood and Transplant

- Public Procurement Organisation Number: PDBY-6395-VWBP

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Region: UKK12 - Bath and North East Somerset, North Somerset and South Gloucestershire

Organisation type: Public authority - central government