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Tender

Provision of a not for profit Operator for Staff & Student Accommodation

Great Western Hospitals NHS Foundation Trust

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

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Scope

Description

The Opportunity

Great Western Hospital NHS Foundation Trust (GWH), working with a developer partner, Prime Plc, (Prime) is seeking to appoint a not for profit operator of staff and student accommodation on its site, based in Swindon.

The opportunity comprises of two elements:

1. New development: The appointment of a “not for profit” operator to manage a new purpose-built staff & student accommodation facility to be built on GWH’s 5.5 HA Expansion Land site, directly adjacent to the main hospital.
2. Future discussions may also include an opportunity for further accommodation development and the option to take over the operation of the Trust’s existing staff & student accommodation - Downsview House (DVH) - on conclusion of the existing PFI agreement in Oct 2029.

Additional information regarding the opportunity and a site map can be downloaded from our e-sourcing portal "Atamis".

GWH, Prime and potential investors wish to enter into an initial non-contractual relationship with a Preferred Bidder, to participate in further discussions to establish a commercial delivery model. Should discussions be successful, and the Preferred Supplier demonstrate appropriate financial capacity, a contract will be awarded to the Preferred Bidder.

Total value (estimated)

- £12,500,000 excluding VAT
- £15,000,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 September 2027 to 31 August 2037
- Possible extension to 31 August 2042
- 15 years

Description of possible extension:

The Trust and its partners may choose to extend the contract by five years. However this is an estimate only and subject to discussion with the Preferred Bidder.

Main procurement category

Services

CPV classifications

- 70333000 - Housing services
 - 98341100 - Accommodation management services
 - 70210000 - Residential property renting or leasing services
 - 75123000 - Administrative housing services
-

Participation

Technical ability conditions of participation

Conditions of Participation - Questions and scoring. Potential bidders must pass all conditions of participation questions to proceed to Stage 2 - ITT.

a) Relevant experience

Does your organisation have specific relevant experience of operating staff and student accommodation for the NHS?

Please provide a brief description or supporting document if “Yes”.

Scoring: Pass = Yes with at least one qualifying example; Fail = No cannot provide at least one qualifying example.

b) Commercial model

Has your organisation previously adopted commercial models that promote affordability for users and operate on a not-for-profit basis in circumstances similar to the opportunity at Great Western Hospital (GWH)?

If Yes, please provide a brief description of the model(s) used and the context in which they were applied.

Scoring: Pass = Yes with at least one qualifying example. Fail: = No cannot provide at least one qualifying example.

c) If the answer is Yes to Qb, has your organisation worked with NHS Trusts to support the protection of their Capital Departmental Expenditure Limits (CDEL)?

If Yes, please provide examples including the Trust(s) involved, the nature of the support provided, and how CDEL protection was achieved.

Scoring: Pass = Yes with at least one qualifying example; Fail = No cannot provide at least one qualifying example.

d) Statutory and Regulatory Compliance

Does your organisation fully comply with all relevant statutory and regulatory requirements for operating staff/student accommodation within an NHS setting?

Insert Yes or No

Please provide a brief statement or evidence of compliance.

Scoring: Pass = Yes with confirmation; Fail = No.

e) Membership of NRLA or Equivalent

Is your organisation a current member of the National Residential Landlords Association (NRLA) or an equivalent professional body that promotes best practice in residential accommodation management?

Insert Yes or No

Scoring: Pass = Yes with confirmation; Fail = No.

Particular suitability

Small and medium-sized enterprises (SME)

Submission

Submission type

Requests to participate

Deadline for requests to participate

6 October 2025, 5:00pm

Submission address and any special instructions

Details and access are available via Atamis, our esourcing portal. Please add the following link in your browser.

https://atamis-1928--prospend.vf.force.com/apex/CS_ContractPage?filters=&page=1&Preview=Yes&searchStr=&SearchType=Projects&sortStr=Alphabetical&uid=a07Sr00000eZKbvIAG&sfdcIFrameOrigin=https%3A%2F%2Fatamis-1928.lightning.force.com

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Suppliers to be invited to tender

1 to 3 suppliers

Selection criteria:

Potential Bidders are asked to complete the attached PSQ, including conditions of

participation. GWH will select the three highest scoring suppliers, who can satisfy all conditions of participation, to progress to a tender exercise, referred to as Stage 2 ITT.

Award decision date (estimated)

13 October 2025

Award criteria

Name	Description	Type
Technical/Quality	60%	Quality
Pricing model	Assessment of the nfp commercial model	Cost
Social Value	An assessment of the social value benefits of the model to the Private Tenants.	Quality

Weighting description

The award criteria for Stage 2 is

60% Technical/Quality

30% Commercial model

10% Social Value

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Competitive flexible procedure description

This procurement is being delivered using the Competitive Flexible Procedure and includes three individual stages. The objective of the procurement is to select a Preferred Bidder, to participate in discussions regarding commercial models that promote affordability for accommodation users and operate on a not-for-profit basis.

The Procurement approach

A preliminary market engagement exercise was undertaken in July 2025. The event was advertised under notice number UK-2788. Information was collated during this event and has been used to inform the following stages.

Stage 1

GWH would like to invite potential bidders to express an interest in this opportunity. A Procurement Specific Questionnaire (PSQ) is located via the Atamis link below and potential bidders are requested to complete and return this document within the timeframe specified.

The responses will be evaluated and the three highest scoring potential bidders, that meet all conditions of participation, will be asked to enter Stage 2, invitation to tender. If only one potential bidder is found to meet the conditions of participation, GWH may choose to appoint a Preferred Bidder at the close of Stage 1. GWH will observe an 8 day standstill from the date of the appointment. If up to three suitable bidders are identified, GWH will commence Stage 2.

Stage 2

GWH will invite a maximum of three potential bidders to submit an invitation to tender. (Tender documents will be shared with the three bidders at the outset of Stage 2) All submitted responses will be evaluated and GWH will appoint a Preferred Bidder to enter into discussions with the Trust, its partner developer Prime and potential investors. GWH will observe an 8 day standstill from the date of award before appointing a Preferred Bidder. Discussions will commence with the Preferred Bidder to discuss potential commercial models.

If discussions with the Preferred Bidder are unsuccessful, GWH and its partners may choose to conclude the project at this stage. In the event of an appropriate solution, the procurement will progress to Stage 3.

Stage 3 - Formation of a commercial agreement between the parties.

To confirm, this requirement is based on achieving a not for profit commercial model. The value indicated in this notice represents potential turnover only. The estimated value and VAT value are estimated only. The value is representative of the potential between the Operator and the Private Tenants (Trust Staff) . It is not a contract value awarded by the Trust. Please see additional information.

The operating start date is an estimate only and is subject to amendment. The length of the term is an estimate only and is subject to review post the completion of discussions with the Preferred Bidder.

Contracting authority

Great Western Hospitals NHS Foundation Trust

- Public Procurement Organisation Number: PRZJ-5573-LWLP

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Organisation type: Public authority - central government