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Planning

## **Kingston & Richmond NHS Foundation Trust Assisted Conception Unit Joint Venture - Preliminary Market Engagement**

Kingston and Richmond Hospital NHS Foundation Trust

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

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Procurement identifier (OCID): ocds-h6vhtk-059c7f

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### **Scope**

### **Reference**

C389240

### **Description**

With increasing demand for fertility services driven by demographic trends and advancements in reproductive medicine alongside operational, accommodation and financial pressures on the Authority, there is a critical requirement for the Authority to identify alternative methods of delivering and expanding access for its patients to high-quality assisted conception treatments.

The Authority's current strategic approach is to seek a strategic Joint Venture ("JV")

partner with the necessary clinical expertise, operational capacity and commercial appetite to collaborate on establishing and operating an industry leading ACU for the area. It is envisaged this unit will provide advanced fertility treatments, including In Vitro Fertilization (“IVF”), Intracytoplasmic Sperm Injection (“ICSI”), egg/sperm donation, and fertility preservation services as well as have the potential to offer enhanced services such as Pre-implantation Genetic Testing (“PGT”), to deliver against current requirements and future patient demand opportunities in the catchment area.

This Preliminary Market Engagement is being conducted ahead of any formal tender that may be issued and to advise the Business Case. The primary purpose is to gather information, understand market capabilities, test the feasibility of the project, and encourage competition, which can help the Authority:

- a) Design its competitive sourcing procedure, conditions of participation and award criteria;
- b) Shape the tender requirements and improve the quality and relevance of future bids;
- c) Identifying potential suppliers best placed to meet the requirements of the Authority .

Any GBP£ Values mentioned in this Preliminary Market Engagement Notice are estimates and will be further informed by this activity and any subsequent competitive procurement that may be entered into by the Authority with the Supply Base.

Based on initial legal advice received by the Authority this Preliminary Market Engagement and any subsequent Invitation to Tender are expected to be undertaken in accordance with Procurement Act 2023 (PA23) regulations rather than Provider Selection Regime (PSR). Should information from the Preliminary Market Engagement cause this advice to change, the Authority will take the necessary steps to reset such that the appropriate sourcing route is employed.

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

- £7,500,000 excluding VAT
- £9,000,000 including VAT

Above the relevant threshold

## **Contract dates (estimated)**

- 18 September 2026 to 31 December 2036
- 10 years, 3 months, 13 days

## **Main procurement category**

Services

## **CPV classifications**

- 85100000 - Health services
- 85111310 - In vitro fertilisation services

## **Contract locations**

- UKI63 - Merton, Kingston upon Thames and Sutton

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## **Engagement**

### **Engagement deadline**

14 November 2025

### **Engagement process description**

Target Dates

Preliminary Market Engagement Released = 17/09/25

Clarifications Deadline = 09/10/2025 14:00

Preliminary Market Engagement Questionnaire Submission Deadline = 17/10/25 14:00

Interactive Discussion Phase Target anticipated during Period 20/10/25 to 14/11/25  
subject to Clinician and Management availabilities.

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## **Participation**

### **Particular suitability**

Small and medium-sized enterprises (SME)

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## **Submission**

### **Publication date of tender notice (estimated)**

5 January 2026

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## **Contracting authority**

### **Kingston and Richmond Hospital NHS Foundation Trust**

- Public Procurement Organisation Number: PNBL-5529-JNMP

Procurement Department, Vera Brown House

Kinston Upon Thames

KT2 7QB

United Kingdom

Contact name: David Thomas

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Website: <https://www.kingstonhospital.nhs.uk/>

Region: UKI63 - Merton, Kingston upon Thames and Sutton

Organisation type: Public authority - central government