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Planning

Managed Equipment Service with associated Medical Consumables & Contrast Media for University Hospitals of Leicester NHS Trust

University Hospitals of Leicester NHS Trust

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

Notice identifier: 2025/S 000-057781

Procurement identifier (OCID): ocds-h6vhtk-05817b ([view related notices](#))

Published 18 September 2025, 3:11pm

Scope

Description

Responses are invited to a Pre-market Engagement Questionnaire from suppliers interested in this future opportunity.

University Hospitals of Leicester NHS Trust requires the Provision of Managed Equipment Service with associated Medical Consumables & Contrast Media for University Hospitals of Leicester NHS Trust. A decision on whether consumables are included is subject to confirmation.

The contract term is intended to be for 10 years with potential option to extend at the Authority's discretion for an additional term of up to 5 years. Over the 15 years, the potential total contract value would be £600 million (£40 million per annum, exclusive of VAT).

Consumables represent the majority of this contract value: £24 million of the £40 million annual estimate. Contract start date is subject to change.

The initial aim of the pre-market engagement is to make suppliers aware of the upcoming procurement needs. We also seek to understand the capability and capacity of suppliers to meet our contract and specification requirements and to gather facts and information from potential providers to help inform our business case and procurement process.

The responses or information received during this market engagement exercise will not be taken into account in any future evaluation process as part of the formal procurement process. This pre-market engagement is a completely independent and voluntary phase.

Organisations that would like to respond to this questionnaire should do so before 17:00 on 15th October 2025 through the Atamis (Health Family) portal. Any questions must be directed to the portal.

Following registration, participants will be able to access the instructions, draft documents, and questionnaire. If suppliers experience issues with registration, please reach out to Atamis directly.

Please note that the Trust will not be responsible for any costs incurred by interested parties as part of this pre-market engagement exercise.

This notice is not a call for competition and does not obligate the Trust to initiate a procurement process. A formal procurement process will be announced through the publication of a formal tender notice.

Scope summary

Managed equipment service:

- Purchasing/financing, installation and maintenance of equipment and materials in scope of the contract;
- Purchase and installation of diagnostic/radiotherapeutic equipment and clinical robots;
- Procurement of contrast media to meet clinical demand; to include all ancillary equipment and software required to maximise and make systems operational and fit for intended purpose;
- Purchase, supply, maintain and replace specified consumables and medical devices for the operation of the equipment and responsible for monitoring and maintaining stock levels (including stock rotation, usage analysis/reporting and proactive prevention of wastage/expiry);
- Employ and train sufficient inventory control staff; and

- Manage any third-party involvement.
- Equipment included is imaging, catheter labs, hybrid theatre, mammography, radiotherapy and pharmacy robots.
- Regular software upgrades are expected and should be accommodated within the solution where appropriate.

Consumables:

- The supplier will be responsible for the provision and maintenance of specified consumables required, included but not limited to, implantable cardiac valves and devices (e.g. TAVI valves, TEER clips, pacemakers & defibrillators), guide wires, stents, mapping and ablation catheters. This includes ensuring that there are appropriate stock levels at all times to maintain ability to conduct emergency and routine activity, taking into account market conditions that could affect stock levels and lead times.
- The supplier will be responsible for the procurement of consumables to meet clinical demand in scope of the contract;
- Liaising with the Trust to purchase, supply, maintain and replace specified consumables for the operation of the equipment;
- Monitoring and maintaining stock levels (including stock rotation, usage analysis/reporting and proactive prevention of wastage/expiry); and
- Employ and train sufficient inventory control staff; and manage any third-party involvement.
- The supplier must ensure that all consumables and devices meet appropriate legal and clinical requirements and any relevant best practice guidelines, including product traceability legislation pertinent to implantable medical devices.
- The Trust requires transparent pricing with competitive market analysis and stock management/usage analysis to provide robust assurance of value for money when procuring stock on behalf of the Trust.
- The supplier should detail how it will secure best value for the Trust and how the Supplier will leverage its position in the market to maximise economies of scale on behalf of the Trust.
- The supplier is required to source tariff excluded devices via NHSSC under the NHS England Specialised Services Devices Programme (SSDP) (formerly HCTED). This requirement applies to any SSDP devices produced by the Supplier, and/or any

associated companies, as well as devices produced by 3rd parties.

General

- The Trust requires a vendor independent solution based on clinical choice by the Trust within the parameters of any agreed contract.
- The supplier is responsible for the lifecycle management, ensuring the Trust has access to the latest medical technologies without the burden of capital investment.
- Estates enabling works for the replacement of equipment are not included as set out in point 4.5.3. below.
- The Trust reserves the right to introduce new technology/equipment/consumables where they have been involved in their development; this will be in collaboration with the supplier.
- The Trust believes that a Managed Equipment Service is a cost-effective way of providing the latest technology which ultimately will improve patient care and efficiency, with on-going maintenance support and financial cost improvement. However, the inclusion of both Equipment and Consumables in the scope is yet to be confirmed. The Trust reserves the right to make changes to its intentions following the pre-market engagement.
- The Trust invites feedback from the suppliers on the service specification and KPIs that will drive benefits for both Trust and Suppliers. The draft documents can be accessed on the Atamis portal during market engagement.

Total value (estimated)

- £600,000,000 excluding VAT
- £720,000,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 June 2027 to 31 May 2037

- Possible extension to 31 May 2042
- 15 years

Main procurement category

Services

CPV classifications

- 33100000 - Medical equipments
- 51413000 - Installation services of radiotherapy equipment
- 33110000 - Imaging equipment for medical, dental and veterinary use
- 50421000 - Repair and maintenance services of medical equipment
- 33111000 - X-ray devices
- 85150000 - Medical imaging services
- 33151000 - Radiotherapy devices and supplies
- 33696000 - Reagents and contrast media
- 33140000 - Medical consumables
- 51410000 - Installation services of medical equipment

Contract locations

- UK - United Kingdom
- UKF2 - Leicestershire, Rutland and Northamptonshire
- UKF21 - Leicester
- UKF22 - Leicestershire CC and Rutland

Engagement

Engagement deadline

15 October 2025

Engagement process description

The Trust invites feedback from the suppliers on the service specification and KPIs, approach, and commercial model that will drive benefits for both Trust and Suppliers.

Documentation must be accessed via the Atamis system and all correspondence must be done through the Atamis portal.

You can search for the opportunity by entering the following project reference: C376938 or by searching the project title: "Managed Equipment Service with associated Medical Consumables & Contrast Media"

Organisations that would like to respond to this questionnaire should do so before 17:00 on 15th October 2025 through the Atamis (Health Family) portal:

<https://atamis-1928.my.site.com/s/Welcome>

During the market engagement period, suppliers may issue clarification questions to UHL via the Atamis portal messaging system prior to the clarification question deadline on 12:00 noon on 1st October 2025.

Participation

Particular suitability

Small and medium-sized enterprises (SME)

Submission

Publication date of tender notice (estimated)

1 September 2026

Contracting authority

University Hospitals of Leicester NHS Trust

- Public Procurement Organisation Number: PWXN-8614-MPHH

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United Kingdom

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Region: UKF21 - Leicester

Organisation type: Public authority - central government