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Contract

## **Step-up Dermatology - West Surrey**

NHS SURREY HEARTLANDS INTEGRATED CARE BOARD

F03: Contract award notice

Notice identifier: 2025/S 000-058394

Procurement identifier (OCID): ocids-h6vhtk-059ecd

Published 22 September 2025, 10:54am

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

NHS SURREY HEARTLANDS INTEGRATED CARE BOARD

Dukes Court, Duke Street

Woking

GU215BH

#### **Contact**

Maggie Czapiewska

#### **Email**

[maggie.czapiewska1@nhs.net](mailto:maggie.czapiewska1@nhs.net)

#### **Country**

United Kingdom

#### **Region code**

UKJ25 - West Surrey

## **NHS Organisation Data Service**

QXU

### **Internet address(es)**

Main address

<https://www.surreyheartlands.org/nhs-surrey-heartlands-board>

### **I.4) Type of the contracting authority**

Body governed by public law

### **I.5) Main activity**

Health

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Step-up Dermatology - West Surrey

Reference number

Step-up Dermatology - April 24 - GPHP

#### **II.1.2) Main CPV code**

- 85121282 - Dermatology services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

This provider manages and runs Dermatology Step-up Clinics to provide enough capacity to service all non-two-week-wait dermatology patients. The expected pathway for a given

patient would begin with an appointment with the patient's GP. If the patient's GP believes the further treatment of the patient should be continued at the step-up clinic, GPs may do a referral into the Dermatology Step-up Clinic Service.

#### **II.1.6) Information about lots**

This contract is divided into lots: No

#### **II.1.7) Total value of the procurement (excluding VAT)**

Lowest offer: £490,000 / Highest offer: £510,000 taken into consideration

### **II.2) Description**

#### **II.2.3) Place of performance**

NUTS codes

- UKJ25 - West Surrey

#### **II.2.4) Description of the procurement**

This provider manages and runs Dermatology Step-up Clinics to provide enough capacity to service all non-two-week-wait dermatology patients. The expected pathway for a given patient would begin with an appointment with the patient's GP. If the patient's GP believes the further treatment of the patient should be continued at the step-up clinic, GPs may do a referral into the Dermatology Step-up Clinic Service.

The approximate lifetime value of the contract will be £500,000 over the 2-year term, from 1st April 2024 until 31st March 2026.

#### **II.2.5) Award criteria**

Quality criterion - Name: The existing provider is satisfying the original contract and will likely satisfy the proposed contract to a sufficient standard / Weighting: 100

Price - Weighting: 0

#### **II.2.11) Information about options**

Options: No

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Award of a contract without prior publication of a call for competition in the cases listed below

- The procurement falls outside the scope of application of the regulations

Explanation:

This is a Provider Selection Regime (PSR) contract award notice. The awarding of this contract is subject to the Health Care Services (Provider Selection Regime) Regulations 2023. For the avoidance of doubt, the provisions of the Public Contracts Regulations 2015 and the Procurement Act Regulations 2023 do not apply to this award.

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

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## **Section V. Award of contract**

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

31 March 2024

#### **V.2.2) Information about tenders**

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

#### **V.2.3) Name and address of the contractor**

GP Health Partners Limited

The Molebridge Practice, 148-152 Kingston Road

Leatherhead

KT22 7PZ

Country

United Kingdom

NUTS code

- UKJ25 - West Surrey

Companies House

09114250

The contractor is an SME

Yes

**V.2.4) Information on value of contract/lot (excluding VAT)**

Initial estimated total value of the contract/lot: £500,000

Lowest offer: £490,000 / Highest offer: £510,000 taken into consideration

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## Section VI. Complementary information

### VI.3) Additional information

This contract is awarded via Direct Award Process C, in accordance with The Health Care Services (Provider Selection Regime) Regulations 2023 (PSR).

The authority confirms the provider delivered the prior contract to a consistently high standard and no material changes have been made in the renewed contracting arrangement.

Against the Provider Selection Regime (PSR) Key Criteria, GPHP has demonstrated expertise and is anticipated to continue doing so. Evidence of current service delivery against the PSR Key Criteria and the breakdown of Key Criteria weighting in relation to this service for the purposes of awarding a contract under Direct Award C is detailed below:

#### Quality & Innovation (25%)

- GP Health Partners Limited (GPHP) consistently delivers a safe, high-quality, and effective dermatology Step-up Clinic for all non-two-week-wait dermatology patients.
- The Dermatology step up clinic model supports better use of specialist resources and reduces unnecessary hospital admissions. By managing benign or low-risk conditions locally, hospitals can focus on complex or high-risk cases.
- Each Dermatology Step-Up Clinic is expected to deliver a minimum of 3 hours of face-to-face consultations, 1 hour of virtual consultations (via telephone or video). Each four-hour clinic session is designed to see 12 patients, with flexibility to adjust based on demand and capacity. This will facilitate faster, local access to care within the community. This reduces travel time, improves convenience, and enhances patient satisfaction as patients are typically seen within weeks, compared to longer waits in secondary care
- Innovation is embedded into GPHPs approach as the triage system not only develops the expertise of GP Champions but also disseminates dermatological knowledge across the wider primary care network. This community-based education approach strengthens diagnostic capabilities and empowers GPs to manage more cases locally.

#### Integration, Collaboration & Sustainability (25%)

- GPHP's dermatology clinics demonstrate an integrated approach ensuring continuity, reducing duplication, and improving patient outcomes.

- The service also demonstrates collaborative working; GPs with dermatology expertise work alongside consultants and nurses, creating a multidisciplinary team that streamlines care. The clinics are fully embedded within the community.
- The service also provides training and resources for primary care teams which improves the quality of referrals. This approach can also build local capacity and supports long-term workforce development
- Regular engagement with local system partners including GPs, ensures the service reflects changing population needs and demand pressures. This supports sustainable models of care and system resilience, especially during peak elective recovery periods.
- By delivering care in community settings, GPHP contributes to the ICB's sustainability agenda by reducing reliance on high-cost acute services and supporting the NHS's Net Zero commitments through reduced patient travel and emissions.

#### Improving access, reducing health inequalities and facilitating choice 15%

- GPHP's dermatology service enhances access to specialist skin care by providing appointments locally, including flexible scheduling options, reduced waiting times, and easier accessibility for patients who may experience barriers to attending hospital-based services.
- This community model ensures a more equitable service offer, supporting underserved patient cohorts including older adults, those with long-term conditions, or those in rural or transport-challenged areas. The service offers choice and convenience, contributing to better engagement and earlier identification of progression risks.
- By diverting appropriate patients from secondary care, GPHP enables those with complex needs to be seen more quickly by acute services, thereby reducing inequality in waiting times and improving system-wide equity.

#### Value (25%)

- GPHP delivers demonstrable value for money by providing specialist skin care in a lower-cost, community-based setting. This reduces secondary care outpatient follow-ups, supporting the ICB in achieving system savings and better use of specialist resources.
- The service ensures timely patient follow-up, and activity-based reporting to ensure transparency, accountability, and continuous improvement.
- GPHP's ability to deliver at a stable unit cost while maintaining high-quality care and system benefits reinforces its value as a trusted partner.

## Social Value (10%)

- The GPHP dermatology clinics contribute significantly to social value in alignment with NHS England's Social Value Model and the ICB's commitment to community-based, patient-centred care.
- The service offers improved local access to skin care, reducing the need for hospital visits and associated patient travel, which lowers carbon emissions and supports environmental sustainability. Appointments delivered within the community enable earlier interventions and better long-term health outcomes for patients, particularly those with mobility challenges or in underserved areas. This aligns with NHS goals to reduce health inequalities and promote fairer access.
- GPHP recruits, trains, and retains local staff, contributing to employment, skill development, and economic sustainability within the Surrey Downs area. The organisation also fosters collaboration with local primary care services and integrates care pathways to reduce demand on acute settings. This supports the broader system's resilience and encourages partnership working across the ICS.
- Through regular patient feedback, GPHP continues to shape the service to meet community needs, enhancing patient experience and empowerment. Their person-centred approach helps address wider determinants of health while ensuring care is safe, timely, and effective.

## Governance and Decision-Making

### Approval:

The contract award was approved by the NHS Surrey Heartlands ICB Commissioning, Contracting & Commercial (CCC) Committee on 22nd October 2024 and approved by Executive Board in line with the authority's governance processes.

### Conflicts of Interest:

All Decision-Making Forums requested that Conflicts of Interest be declared in order to accommodate mitigations that may be required. No declarations were raised. Individuals working on the programme declared no interests for the duration.

### Standstill Period and Regulatory Context:

This is a Provider Selection Regime (PSR) award notice. The awarding of this contract is subject to the Health Care Services (Provider Selection Regime) Regulations 2023. For the avoidance of doubt, the provisions of the Public Contracts Regulations 2015 and the Procurement Act Regulations 2023 do not apply to this award.

Written representations should be sent to [robert.kitt1@nhs.net](mailto:robert.kitt1@nhs.net)

## **VI.4) Procedures for review**

### **VI.4.1) Review body**

NHS Surrey Heartlands ICB

Woking

Country

United Kingdom

### **VI.4.2) Body responsible for mediation procedures**

NHSE

Skipton House, 80 London Road

London

SE1 6LH

Country

United Kingdom