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Planning

## **EoECPH - Pharmaceutical Wholesale Services**

East Of England NHS Collaborative Hub c/o West Suffolk NHS Foundation Trust

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

Notice identifier: 2025/S 000-062882

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### **Scope**

### **Reference**

C386060

### **Description**

The Commercial schedule is comprised of discounts offered and innovative pricing:

The market can be categorised into contracted lines, non-contract (agency lines) and non-contract lines eligible for discount, the focal point of the commercial element of this framework agreement.

Innovative offers will not be evaluated as part of the commercial offering but will be considered by local trusts when selecting the most appropriate bidder for their specific service and requirements.

The projected value of service delivery, inclusive of all medicines expenditure under this framework, is estimated at £15,000,000,000 (£15billion) over the four years contract period. The proposed figure accounts for growth in this service area. The proportion of

spend considered influenceable has been calculated at approximately 1.2% of the total contract value.

#### Influenceable Spend:

- Includes products defined by the wholesalers as 'Qualifying Non-contract lines'. The products defined under this term will vary throughout the life of the framework agreement. Each participating wholesaler will negotiate existing and new medicine distribution contracts with participating manufacturers. EoECPH have no influence on which manufacturers and products are defined as 'Qualifying Non-contract lines'.
- Where wholesalers provide their 'Qualifying Non-contract line' product list EoECPH may be able to influence through the procurement of Pharmaceutical wholesale Services.
- We estimate this to be on average 1.2% of the total annual spend through the framework. This figure is based on the current EoECPH framework which is in year 4 of its 4 year term.

#### Non Influenceable Spend:

- EOECPPH will not ask bidders to submit prices for the medicines purchased.
- NHS Contract Medicines prices are set through frameworks managed by NHS England Medicines Procurement and Supply Chain team
- EOECPPH is unable to influence these prices.
- Wholesalers distribute a large proportion of MPSC NHS contracted medicines. Therefore total spend through the wholesaler services framework reflects this spend value.
- Non contract (Non-Qualifying Agency lines) - Pricing is agreed between the manufacturer and wholesaler.
- EOECPPH is unable to influence these prices.

#### Total Spend

- This is the 'headline' figure.
- Combined influenceable and Non Influenceable Spend (MPSC NHS contracted lines + Non-contract agency lines).
- We estimate this total combined medicines spend could be up to £15bn over the 4 year term.

The above figures include the 7 regions nationwide. This figure may change if further information comes to the attention of EOECPH. High level Spend data has been sourced using Exend (RxInfo software) NHS Medicines spend data to obtain an indicative National picture. High level data provided by two of the four main suppliers on the current framework supports the proposed spend value.

## **Commercial tool**

Establishes a framework

## **Total value (estimated)**

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

Above the relevant threshold

## **Contract dates (estimated)**

- 1 July 2026 to 30 June 2030
- 4 years

## **Main procurement category**

Services

## **CPV classifications**

- 85149000 - Pharmacy services

## Contract locations

- UK - United Kingdom
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## Engagement

### Engagement deadline

21 October 2025

### Engagement process description

EoECPH – Pharmaceutical Wholesale Services Preliminary Market Engagement Notice

The East of England NHS Collaborative Procurement Hub (the Authority) is procuring a Framework Agreement for the provision of Pharmaceutical Wholesale Services. The aims and objectives of the Framework Agreement is to provide an appropriate route to market for Pharmaceutical Wholesale Services for participating NHS Trusts. This framework agreement is for the provision of pharmaceutical wholesale services to member organisations of the East of England Collaborative Procurement HUB (EoECPH), NHS Commercial Solutions (NHS CS), South East Pharmacy Procurement Service (SEPPs) and Peninsula Purchasing & Supply Alliance (PPSA). The framework agreement is available to any publicly funded entities (not already a full or pharmacy member of the above mentioned organisation(s)) who sign the framework customer access agreement.

The purpose of the PME is to gauge interest and connect with providers within this marketplace to better understand market interest, capability and capacity to deliver the requirements. This notice is for information only and the Contracting Authority reserves the right to not proceed to tender or at its absolute discretion to amend it at the time of issue of any further notice or notices or at any other time.

As part of this pre-tender strategy, EOECPPH would like to connect with providers of this type of service via a pre-market engagement exercise. We are therefore asking for assistance through completion of our questionnaire. The information provided will help us to form and shape the way the service specification is refreshed and updated for a framework that will last 4 years.

## Potential Scope and Service Requirements

This framework agreement is for the provision of safe, legal, efficient and cost-effective pharmaceutical wholesale services comprising the delivery of medicines and other pharmaceutical products to Participating Authorities.

The scope includes a requirement for the suppliers to work with Trusts, where reasonable and practicable, to meet the needs of the changing landscape such as seven day working or projects which integrate clinical pharmacy services and support risk avoidance and clinical governance agendas.

## Framework Details

Procurement Procedure: Open

Proposed Framework Length: 48 months

The projected value of service delivery, inclusive of medicines expenditure under this framework, is estimated at £15,000,000,000 (£15billion) over the four years contract period. The proportion of spend considered influenceable has been calculated at approximately 1.2% of the total contract value.

Our intention is to award all bidders who meet a specified technical /quality/Social Value threshold on an unranked basis. This is intended to ensure the framework agreement can be utilised as a contractual vehicle allowing participating authorities to select their preferred supplier based on their particular needs in accordance with the call-off procedure

The main objectives of this procurement are:

- Coverage of all key market players
- Competitive prices delivering cost savings against some previous framework rates
- Compliant route to market for Pharmaceutical Wholesale Services
- Robust call-off procedure providing significant contract management

The market can be categorised into contracted lines, non-contract (agency lines) and non-contract lines eligible for discount, the focal point of the commercial element of this framework agreement.

This new framework agreement utilises the national service specification for pharmaceutical wholesale services and the national key performance indicators. The

scope of the agreement remains fundamentally unchanged from the outgoing framework with a selection of refinements based on learnings over the previous framework period.

## Service Fundamentals

Suppliers will work in partnership with the Purchasing Authority to ensure:

- Patient safety
- Best possible clinical outcomes
- Patient satisfaction
- Minimal additional costs to the Participating Authority as a publicly funded body

The Purchasing Authority and Supplier will comply with the current Professional Standards. To the extent applicable, the Supplier and Purchasing Authority shall comply with all requirements of relevant regulatory bodies e.g. General Pharmaceutical Council, Medicines and Health Regulatory Agency, Care Quality Commission and Nursing and Midwifery Council.

The Contracting Authority intends to use an eTendering system, Atamis, in any resulting procurement exercise.

The questionnaire will run on:

The Atamis portal:

<https://health-family.force.com/s/Welcome>

How to access the Questionnaire on the portal:

- Suppliers should register on the portal, if not already registered:
- To Express an Interest in this market engagement, search and Select contract reference - C386060- Market Engagement – EoECPH – Pharmaceutical Wholesale Services
- Please complete the questionnaire within the requirements section
- Suppliers can contact the Atamis helpdesk at -

[support-health@atamis.co.uk](mailto:support-health@atamis.co.uk) or by calling 0800 9956035 for technical assistance when completing responses

The closing time and date for the return of your responses are 12:00 Midday on 21 October 2025. Responses received after this date may be considered at EoECPH discretion. We would like to take this opportunity to thank you for your interest and participation.

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## Participation

### Particular suitability

- Small and medium-sized enterprises (SME)
- Voluntary, community and social enterprises (VCSE)

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## Contracting authority

### East Of England NHS Collaborative Hub c/o West Suffolk NHS Foundation Trust

- Public Procurement Organisation Number: PXMB-9766-NLTH

Victoria House, Camlife, Cambridge Road

Fulbourn

CB21 5XA

United Kingdom

Email: [pharmacy@eocph.nhs.uk](mailto:pharmacy@eocph.nhs.uk)

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

Region: UKH12 - Cambridgeshire CC

Organisation type: Public authority - central government