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**Planning** 

# Supply & Maintenance of Full Blood Count Haemotology Analysers

NHS Blood and Transplant

UK2: Preliminary market engagement notice - Procurement Act 2023 - <u>view information</u> <u>about notice types</u>

Notice identifier: 2025/S 000-066309

Procurement identifier (OCID): ocds-h6vhtk-05ced2

Published 17 October 2025, 1:13pm

## Scope

## **Description**

NHS Blood and Transplant (NHSBT) is seeking to engage with suppliers to inform the strategic development and potential future procurement of laboratory analyser platforms supporting routine and specialist testing. This Preliminary Market Engagement Notice invites suppliers to participate in market engagement sessions to present products and services.

#### Scope:

Engagement covers, but is not limited to:

- Full Blood Count (FBC) analysers including any additional elements such as automated differentials and reticulocyte analysis.
- Middleware, LIS connectivity
- Automation (tracking)

- Consumables, reagents
- Service/support options

### Purpose of Engagement:

These sessions are intended to provide NHSBT with market intelligence, demonstrate current capability, inform specification development and procurement planning. This is not a procurement or invitation to tender; rather, it is an early market engagement activity to guide potential future tenders.

#### **Expected Outcomes:**

#### NHSBT aims to:

- Understand available technologies and configurations
- Assess supplier service models and UK support infrastructure
- Identify potential cost models, reagent strategies (closed/open), and managed service options
- Build procurement timelines and draft technical specifications for any future tender

Suppliers wishing to participate should register via the NHSBT Commercial Team by contacting <a href="mailto:Jo.Murphy@nhsbt.nhs.uk">Jo.Murphy@nhsbt.nhs.uk</a> by 11th November 2025. Registration should include a brief company profile and proposed product platforms to present. Additional questions will be provided upon registering interest.

## **Total value (estimated)**

- £2,500,000 excluding VAT
- £3,000,000 including VAT

Above the relevant threshold

## Contract dates (estimated)

- 1 September 2026 to 31 August 2031
- Possible extension to 31 August 2033
- 7 years

### Main procurement category

Goods

#### **CPV** classifications

- 38434570 Haematology analysers
- 38434000 Analysers
- 33100000 Medical equipments
- 38434520 Blood analysers
- 33124100 Diagnostic devices

## **Engagement**

## **Engagement deadline**

11 November 2025

## **Engagement process description**

Sessions are for information gathering only. Suppliers should ensure any shared information is non-confidential or clearly marked if confidential. NHSBT will not reimburse suppliers for preparation or travel. Further instructions and session agendas will be

provided following registration.

Engagement sessions will be held virtually via MS Teams.

Estimated engagement period: November or December 2025. Specific dates and times will be shared with registered suppliers.

# **Participation**

## **Particular suitability**

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

## Submission

# Publication date of tender notice (estimated)

1 April 2026

# **Contracting authority**

# **NHS Blood and Transplant**

Public Procurement Organisation Number: PDBY-6395-VWBP

500 North Bristol Park

**Bristol** 

**BS34 7QH** 

**United Kingdom** 

Contact name: Jo Murphy

Email: jo.murphy@nhsbt.nhs.uk

Website: https://www.nhsbt.nhs.uk/

Region: UKK12 - Bath and North East Somerset, North Somerset and South

Gloucestershire

Organisation type: Public authority - central government