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Planning

Supply & Maintenance of Full Blood Count Haematology Analysers

NHS Blood and Transplant

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

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 Jo.Murphy@nhsbt.nhs.uk 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