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Planning

Renal Dialysis Managed Service Provision

Barts Health NHS Trust

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

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Scope

Reference

BHT/RENAL-MSP/2025

Description

Barts Health NHS Trust invites suppliers to participate in early market engagement on the proposed procurement of a Renal Dialysis Managed Service Provision across North East London.

The Trust is considering a commercial partnership for the provision of additional in-centre haemodialysis capacity via a fully managed (including nurse staffing) service in order to improve quality of life for patients and deliver value for money.

The Trust wishes to engage with potential suppliers around potential service models, contract structures, innovation opportunities (technology, process, sustainability) and integration with Trust clinical governance, in order to inform a potential procurement.

Total value (estimated)

- £60,000,000 excluding VAT
- £70,000,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 28 September 2026 to 27 September 2037
- Possible extension to 27 September 2040
- 14 years

Main procurement category

Services

CPV classifications

- 85111900 - Hospital dialysis services

Contract locations

- UKI41 - Hackney and Newham
- UKI - London

Engagement

Engagement deadline

11 December 2025

Engagement process description

Webinar Overview Registration deadline: 1pm GMT 1st December 2025

We invite interested organisations to attend a virtual webinar overview session at 14:00 GMT on 1st December 2025 via Microsoft Teams. The session will cover the scope of the proposed service, expected procurement approach, and criteria for participation in a future tender.

To register for the webinar overview session please click on the procurement portal https://atamis-1928.lightning.force.com/lightning/r/ProSpend__Supplier_Documents_Folder__c/a0uSr000006uVpBIAU/view (please complete register if needed) to confirm your attendance.

Additionally, the Trust may wish to carry out 1:1 sessions with selected organisations to further inform its preparations. Please note that the Trust intends to only invite organisations which it believes are able to fully deliver the complete managed service, which would not include consultants, advisors and smaller organisations seeking to act as a sub-contractor. Please complete the Market Engagement Questionnaire and return it by 14:00 GMT on 1st December 2025 to be considered for a 1:1 session. Completion of the questionnaire is not a requirement for attendance to the Webinar overview session, nor is it a guarantee of attendance at a 1:1 session, to which invitation is at the discretion of the Trust.

Following review of questionnaire responses, the Trust may invite certain suppliers to participate in an optional 1:1 meeting. Such meetings are forecast to be held in the afternoon of the 11 December 2025 to discuss their approach and enable Trust clinical, operational and technical personnel to ask further questions in refine their preparations.

PARTICIPATION

Particular suitability: Managed Service Providers with referenceable experience in providing similar renal dialysis services to public sector bodies via contracts of a similar profile, scale and complexity.

SUBMISSION

Barts Health NHS Trust is conducting this PME in accordance with Section 16 of the UK

Procurement Act 2023 (PA2023). The purpose is to engage with the market to inform the design of a future procurement for Renal Managed Service Provision (MSP).

The subsequent procurement is anticipated to be conducted under the Competitive Flexible Procedure in accordance with Section 24 of the Procurement Act 2023, including a pre-qualification stage. The Trust reserves the right not to proceed to tender.

OBJECTIVES OF PME

The objectives of this PME are to:

- Gather market intelligence on Renal Dialysis MSP solutions.
- Understand supplier capabilities, innovation potential, and commercial models.
- Ensure accessibility and inclusion for SMEs and VCSEs.
- Shape a procurement strategy that delivers social value and sustainability.

ENGAGEMENT EVENTS

Webinar Overview Session – 1st December 2025 14:00 GMT (MS Teams) Overview of project scope, approach and Q&A with Trust and HealthTrust Europe LLP.

Optional Innovation 1-to-1 Meetings – 11 December 2025 (in person in London) Suppliers may be invited to discuss their approach and answer further questions from Trust clinical, operational, technical and procurement personnel.

ADDITIONAL INFORMATION

- Suppliers are encouraged to register early.
- Participation does not constitute pre-qualification of any future procurement opportunity.
- The Trust may amend dates or scope as necessary.

Participation

Particular suitability

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

Submission

Publication date of tender notice (estimated)

16 March 2026

Contracting authority

Barts Health NHS Trust

- Public Procurement Organisation Number: PVTL-5832-LMDG

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Organisation type: Public authority - central government