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Planning

Supply Chain Planning Solution

NHS Blood and Transplant

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

Notice identifier: 2025/S 000-079506

Procurement identifier (OCID): ocds-h6vhtk-05e6e1

Published 3 December 2025, 5:02pm

Changes to notice

This notice has been edited. The [previous version](#) is still available.

Update to RFI instructions

Scope

Reference

C403019

Description

****RFI Update****

Draft documentation is now live on Atamis for interested suppliers to review and respond.

To access the documents, suppliers will need to register on the Atamis eSourcing portal (<https://atamis-1928.my.site.com/s/Welcome>) and search for project reference C403019. Suppliers will then be able to review documents and choose to accept the opportunity – they will need to accept in order to provide feedback to us.

There are 4 documents to review:

- SCPS Pre Market Engagement Feedback Form.doc
- SCPS - Statement of Requirements.xls
- NHSBT SCPS Pre-Market Engagement Overview Dec-25.pptx
- NHSBT - POL10.pdf

The authority advises suppliers review the feedback form first as this provides instructions on how to engage

****Opportunity Details****

NHS Blood and Transplant (NHSBT) intends to procure a Supply Chain Planning Solution to support end-to-end planning across its blood supply. The solution is expected to provide capabilities for demand forecasting, supply and inventory planning, distribution planning and scenario modelling, with appropriate data integration, workflow automation, reporting and decision-support tools.

The contract scope may include:

- Provision of a cloud-based supply chain planning platform
- Configuration, implementation and integration with NHSBT systems
- Data migration, validation and modelling support
- User training, change management and knowledge transfer

- Licensing, hosting, support and ongoing system maintenance
- Optional systems integration or specialist advisory services

The objective is to enable NHSBT to improve forecasting accuracy, optimise stock levels, enhance service resilience and support operational decision-making across its national supply chain network.

Total value (estimated)

- £6,300,000 excluding VAT
- £7,560,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 September 2026 to 31 August 2029
- Possible extension to 29 August 2030
- 3 years, 11 months, 29 days

Main procurement category

Services

CPV classifications

- 48000000 - Software package and information systems
- 72261000 - Software support services

Engagement

Engagement deadline

31 January 2026

Engagement process description

NHS Blood and Transplant (NHSBT) is undertaking preliminary market engagement to inform the forthcoming procurement of a Supply Chain Planning Solution. The purpose of this engagement is to understand current market capabilities, identify potential delivery models, explore appropriate commercial structures, and ensure that any future procurement process is fair, open, and aligned with supplier capacity.

Participation in this engagement is voluntary, does not form part of any selection or evaluation process, and will not disadvantage suppliers who choose not to participate. All engagement will be conducted transparently and in line with relevant UK public procurement legislation.

How to Participate

Suppliers wishing to participate should contact:

Paul Lewis, Senior Commercial Lead

Email: paul.lewis2@nhsbt.nhs.uk

All suppliers with an interest in supply chain planning, demand planning, inventory optimisation, forecasting, or associated systems integration services are encouraged to participate, including SMEs and VCSEs.

Engagement Activities and Timelines

1. Broadcast Session with TechUK – 1 December 2025

The authority will host an initial hybrid broadcast session, delivered in partnership with TechUK, held both online and in London. This session will provide:

An overview of NHSBT's strategic aims

High-level context for the future procurement

An outline of the emerging requirements and problem statements

Information about the planned RFI and subsequent engagement steps

Following this event, NHSBT intends to release high-level requirements and a Request for Information (RFI) to all interested suppliers.

2. Written RFI

Suppliers will be invited to respond to an RFI designed to test deliverability, identify potential blockers, and explore market expectations on scope, technical architecture, procurement routes, and commercial structures.

3. One-to-One Supplier Discussions – Proposed Dates: 6–16 January 2026

NHSBT will hold structured one-to-one sessions to explore insights raised through the RFI in more detail. These discussions will focus on risks, assumptions, data considerations, dependencies, and realistic implementation pathways.

Suppliers may request a session, and slots will be allocated to ensure broad representation across the market.

Objectives of the Market Engagement

The purpose of the PME is to ensure NHSBT designs a procurement approach that is realistic, deliverable, non-discriminatory, and reflective of the diversity of the market. Key areas of focus include:

1. Market Understanding

Understanding typical solution architectures, operating models and technical standards.

Assessing the maturity of the supply chain planning software market.

Identifying commonly used frameworks or routes to market.

Benchmarking typical contract structures, service levels, liabilities, and support models.

Gaining insight into typical implementation timescales and change management approaches.

2. Requirements and Specification Development

Testing whether NHSBT's emerging requirements are realistic and deliverable.

Identifying where scope may be over- or under-specified.

Highlighting areas of risk, complexity, and uncertainty from a supplier perspective.

Exploring whether a lotting structure would better align with market capability (for example: Demand Planning, Supply Planning, Inventory Optimisation, Distribution Planning, Vendor Managed Inventory, Systems Integration, or combined delivery).

3. Commercial and Procedural Design

Exploring different pricing approaches (for example subscription, modular pricing, consumption-based, hybrid, or outcome-based models).

Understanding appetite for risk-sharing mechanisms or performance incentives.

Testing realistic procurement timelines and mobilisation periods.

Seeking feedback on appropriate routes to market, including:

A Competitive Flexible Procedure

CCS frameworks (for example: Back Office Software 2, Digital Specialists & Programmes, G-Cloud)

Other relevant mechanisms

4. Supplier Readiness and Capacity Building

Providing early visibility of upcoming requirements to allow SMEs and VCSEs to prepare.

Setting out NHSBT's anticipated expectations on data, cyber security, interoperability, sustainability, and social value.

Highlighting anticipated evaluation themes at a high level.

Providing guidance on NHSBT's procurement portals, documentation and submission processes.

5. Innovation and Alternative Options

Identifying innovative or outcome-based approaches that could deliver transformational benefits.

Testing whether existing public sector tools or platforms could be reused, adapted, or integrated.

Exploring opportunities for automation, predictive analytics, scenario modelling, or AI-enhanced planning.

Next Steps

Insights gathered through this PME will inform NHSBT's:

Procurement strategy

Lotting and delivery model

Commercial structure and pricing approach

Specification and evaluation framework

Route to market

Following completion of PME activities, NHSBT intends to publish a Tender Notice in line with the Procurement Act 2023.

Submission

Publication date of tender notice (estimated)

31 January 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: Paul Lewis

Email: paul.lewis2@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