

**United Kingdom-Truro: Health and social work services**  
**OJ S 28/2018 09/02/2018**  
**Contract notice**  
**Services**

**Legal Basis:**

Directive 2014/24/EU

**Section I: Contracting authority**

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**I.1. Name and addresses**

Official name: Cornwall Council  
Postal address: County Hall, Treyew Road  
Town: Truro  
NUTS code: UKK3 Cornwall and Isles of Scilly  
Postal code: TR1 3AY  
Country: United Kingdom  
Contact person: Mrs Rebecca Yorke  
E-mail: [ryorke@cornwall.gov.uk](mailto:ryorke@cornwall.gov.uk)  
Telephone: +44 1872326501  
**Internet address(es):**  
Main address: <http://www.cornwall.gov.uk>  
Address of the buyer profile: <http://www.cornwall.gov.uk>

**I.1. Name and addresses**

Official name: NHS Kernow  
Postal address: Sedgemoor Centre, Priory Road  
Town: St Austell  
NUTS code: UKK3 Cornwall and Isles of Scilly  
Postal code: PL25 5AS  
Country: United Kingdom  
E-mail: [ryorke@cornwall.gov.uk](mailto:ryorke@cornwall.gov.uk)  
**Internet address(es):**  
Main address: [www.cornwall.gov.uk](http://www.cornwall.gov.uk)  
Address of the buyer profile: [www.cornwall.gov.uk](http://www.cornwall.gov.uk)

**I.2. Information about joint procurement**

The contract involves joint procurement

**I.3. Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at: <https://procontract.due-north.com/Advert/Index?advertId=1cc5f05d-02a5-e711-80e6-005056b64545>

Additional information can be obtained from the abovementioned address

Tenders or requests to participate must be submitted electronically via: <https://procontract.due-north.com/Advert/Index?advertId=1cc5f05d-02a5-e711-80e6-005056b64545>

**I.4. Type of the contracting authority**

Regional or local authority

## **I.5. Main activity**

General public services

## **Section II: Object**

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### **II.1. Scope of the procurement**

#### **II.1.1. Title**

Home Care and Supportive Lifestyles Services 2018  
Reference number: DN298356

#### **II.1.2. Main CPV code**

85000000 Health and social work services

#### **II.1.3. Type of contract**

Services

#### **II.1.4. Short description**

Cornwall and NHS Kernow are introducing a joint Dynamic Purchasing System for Home Care and Supported Lifestyles for Adult Services including Specialist Healthcare. The aim of the new system is to develop an approach which supports the development of the market and ensures new service providers have the opportunity to work with Cornwall Council and NHS Kernow.

For full details of this tender and the requirements please refer to the tender documentation within the Due North tender.

#### **II.1.5. Estimated total value**

Value excluding VAT: 375 000 000,00 GBP

#### **II.1.6. Information about lots**

This contract is divided into lots: yes

Tenders may be submitted for all lots

Maximum number of lots that may be awarded to one tenderer: 2

### **II.2. Description**

#### **II.2.1. Title**

Home Care including Health Care  
Lot No: 1

#### **II.2.2. Additional CPV code(s)**

85000000 Health and social work services

#### **II.2.3. Place of performance**

NUTS code: UKK3 Cornwall and Isles of Scilly

#### **II.2.4. Description of the procurement**

The types of services that are required will be:

- Personal Care,
- Health Care,
- Short duration outreach and activities within the community,
- Night Support.

New business will be competitively tendered via the DPS with a ceiling hourly rate of:  
Personal Care and short duration outreach 19.30 GBP per hour.

Night Support 11.15 GBP per hour.

For providers with existing services equivalent to the services being procured, there will be analysis undertaken of the following management ratios to identify the optimum business threshold:

All indirect staff: direct staff.

Team leaders: direct staff.

Operational managers: team leaders and care staff.

— the DPS Service Providers hourly rates (the "Hourly Rate"),

— the overhead percentage which the DPS Service Provider has applied to the Existing Support Package,

— the profit percentage that which the DPS Service Provider has applied to the Existing Support Package; and,

— the Breakeven Point (in hours).

Where a provider is assessed as representing their optimum business threshold, subsequent commercial negotiations will be undertaken to agree the hourly rate for existing business prior to contract award.

Where a provider does not reach their optimum business threshold, existing business will be awarded a DPS 'call off' agreement at the appropriate ceiling rate/s.

\* Refer to tender documentation for full award criteria.

#### **II.2.5. Award criteria**

Price is not the only award criterion and all criteria are stated only in the procurement documents

#### **II.2.6. Estimated value**

Value excluding VAT: 270 000 000,00 GBP

#### **II.2.7. Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months: 36

This contract is subject to renewal: yes

Description of renewals:

36 months with the option to extend for 12 months and a further 12 months totalling 60 months.

#### **II.2.10. Information about variants**

Variants will be accepted: no

#### **II.2.11. Information about options**

Options: no

#### **II.2.13. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
no

#### **II.2.14. Additional information**

##### **II.2. Description**

##### **II.2.1. Title**

Supportive Lifestyles Services

Lot No: 2

##### **II.2.2. Additional CPV code(s)**

85000000 Health and social work services

### **II.2.3. Place of performance**

NUTS code: UKK3 Cornwall and Isles of Scilly

### **II.2.4. Description of the procurement**

The types of services to be provided by the provider are:

- Core Shared Support including personal care tasks, supporting with domestic tasks that may also include outreach and activities within the community,
- One to one support including personal care tasks, supporting with domestic tasks that may also include outreach and activities within the community,
- Night services.

New business will be competitively tendered via the DPS with a ceiling hourly rate of:

Core Shared Support 15.31 GBP per hour.

One to one support 16.98 GBP.

Night Support 11.32 GBP per hour.

The successful providers with existing services equivalent to the services being procured will continue to provide those services on the terms of the DPS Agreement and not at a rate that exceed the ceiling hourly rate/s. \* Refer to tender documentation for full award criteria.

### **II.2.5. Award criteria**

Price is not the only award criterion and all criteria are stated only in the procurement documents

### **II.2.6. Estimated value**

Value excluding VAT: 105 000 000,00 GBP

### **II.2.7. Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months: 36

This contract is subject to renewal: yes

Description of renewals:

36 months with the option to extend for 12 months and a further 12 months totalling 60 months.

### **II.2.10. Information about variants**

Variants will be accepted: no

### **II.2.11. Information about options**

Options: no

### **II.2.13. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
no

### **II.2.14. Additional information**

## **Section IV: Procedure**

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### **IV.1. Description**

#### **IV.1.1. Type of procedure**

Restricted procedure

#### **IV.1.3. Information about a framework agreement or a dynamic purchasing system**

The procurement involves the setting up of a dynamic purchasing system

#### **IV.1.6.**

## **Information about electronic auction**

An electronic auction will be used. Additional information about electronic auction: Successful providers will sign the DPS Agreement. Call-off agreements will be awarded based on best price/fastest response time. NHS Kernow services will be awarded using NHS Standard 17/18 and 2018/19 Contract (Jan 2018 edition). Cornwall Council services will be awarded under the Councils 'call-off' agreement. Providers can apply to join the DPS during its lifetime from contract start date.

### **IV.1.8. Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: no

## **IV.2. Administrative information**

### **IV.2.2. Time limit for receipt of tenders or requests to participate**

Date: 07/03/2018 Local time: 13:00

### **IV.2.3. Estimated date of dispatch of invitations to tender or to participate to selected candidates**

Date: 07/03/2018

### **IV.2.4. Languages in which tenders or requests to participate may be submitted**

English

### **IV.2.6. Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 3 (from the date stated for receipt of tender)

## **Section VI: Complementary information**

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### **VI.1. Information about recurrence**

This is a recurrent procurement: yes

### **VI.2. Information about electronic workflows**

Electronic ordering will be used  
Electronic invoicing will be accepted  
Electronic payment will be used

### **VI.3. Additional information**

### **VI.4. Procedures for review**

#### **VI.4.1. Review body**

Official name: The Monitoring Officer, Cornwall Council, New County Hall  
Postal address: Treyew Road  
Town: Truro  
Postal code: TR1 3AY  
Country: United Kingdom  
Internet address: [www.cornwall.gov.uk](http://www.cornwall.gov.uk)

#### **VI.4.2. Body responsible for mediation procedures**

Official name: The Monitoring Officer, Cornwall Council  
Postal address: New County Hall, Treyew Road  
Town: Truro  
Postal code: TR1 3AY  
Country: United Kingdom

E-mail: [ryorke@cornwall.gov.uk](mailto:ryorke@cornwall.gov.uk)

Internet address: [www.cornwall.gov.uk](http://www.cornwall.gov.uk)

**VI.4.4. Service from which information about the review procedure may be obtained**

Official name: Cornwall Council

Postal address: New County Hall, Treyew Road

Town: Truro

Postal code: TR1 3AY

Country: United Kingdom

E-mail: [ryorke@cornwall.gov.uk](mailto:ryorke@cornwall.gov.uk)

Internet address: [www.cornwall.gov.uk](http://www.cornwall.gov.uk)

**VI.5. Date of dispatch of this notice**

07/02/2018