

United Kingdom-Kingston upon Thames: Hospital services

OJ S 94/2018 18/05/2018

Contract notice

Services

Legal Basis:

Directive 2014/24/EU

Section I: Contracting authority

I.1. Name and addresses

Official name: Kingston Hospital NHS Foundation Trust

Postal address: Galsworthy Road

Town: Kingston upon Thames

NUTS code: UKI6 Outer London - South

Postal code: KT2 7QB

Country: United Kingdom

Contact person: Jon Beeson

E-mail: jon.beeson2@nhs.net**Internet address(es):**Main address: <http://www.kingstonhospital.nhs.uk/>**I.3. Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at: <https://www.lppsourcing.org/>

Additional information can be obtained from the abovementioned address

Tenders or requests to participate must be submitted to the abovementioned address

I.4. Type of the contracting authority

Body governed by public law

I.5. Main activity

Health

Section II: Object

II.1. Scope of the procurement**II.1.1. Title**

Management Contract for the Coombe Wing Private Patient Unit at Kingston Hospital

Reference number: KP1158

II.1.2. Main CPV code

85111000 Hospital services

II.1.3. Type of contract

Services

II.1.4. Short description

The Trust is seeking a Partner to manage its Private Patient Unit (PPU) on its site in Kingston upon Thames, South West London. The Trust has an existing PPU at the site and the contract

with the current provider is due to end in this financial year. The Trust plan to establish a business unit to provide private patient services, and the chosen Supplier will collaborate with the Trust to manage this unit.

The Trust believes, that a specialist private hospital manager / operator can generate higher financial returns from private practice than the Trust managing the unit themselves. The Trust is looking for a Supplier who can demonstrate a track record of delivering high quality and commercially successful private patient services, and whose delivery of private services at Kingston will make a significant financial contribution to the Trust, as well as enhancing the Trust's reputation, and providing high quality on-site private patient facilities for consultants.

II.1.5. Estimated total value

Value excluding VAT: 1 000 000,00 GBP

II.1.6. Information about lots

This contract is divided into lots: no

II.2. Description

II.2.3. Place of performance

NUTS code: UKI6 Outer London - South

II.2.4. Description of the procurement

The Trust is seeking a Partner to manage its Private Patient Unit (PPU) on its site in Kingston upon Thames, South West London. The Trust has an existing PPU at the site and the contract with the current provider is due to end in the next 12 months. The Trust plan to establish a business unit to provide private patient services, and the Supplier will collaborate with the Trust to manage this unit.

The Trust believes, that a specialist private hospital manager / operator can generate higher financial returns from private practice than the Trust managing the unit themselves. The Trust is looking for a Supplier who can demonstrate a track record of delivering high quality and commercially successful private patient services, and whose delivery of private services at Kingston will make a significant financial contribution to the Trust, as well as enhancing the Trust's reputation, and providing high quality on-site private patient facilities for consultants. The Supplier will be paid a fixed monthly management fee plus a Success Fee based on the growth in Gross Profit, defined as revenue (collected after adjusting for bad debts) less salary and other direct costs.

The main services to be provided by the Supplier are:

- management of the PPU, through liaison with consultants, payers, through day to day management of the staff and through liaison with Trust managers,
- development of the consultant base using Coombe Wing,
- monitoring of the clinical quality within the PPU and highlighting any clinical governance issues,
- leading on the negotiations with private medical insurers to establish contracts and pricing, as well as membership of any networks,
- marketing of the PPU locally, with a limited marketing budget, to be agreed as part of the business plan,
- provision of PPU specific information systems including hardware and software,
- establishing and running of a small finance team to undertake: patient and insurer invoicing; taking of deposit payments; credit control / debt collection and the resolution of payment disputes,
- ensuring a smooth transition, including any necessary transfer of patient records, and the appropriate division of revenues regarding patients whose treatment spans the transition.

The Trust is hosting a Bidders' day on 12.6.2018. Full details will be provided to Bidders via the e-tendering portal.

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: 1 000 000,00 GBP

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

Duration in months: 48

This contract is subject to renewal: no

II.2.10. Information about variants

Variants will be accepted: no

II.2.11. Information about options

Options: yes

Description of options:

There is an option to extend the contract for up to 3 years (36 months) beyond the initial term of 4 years (48 months). It will be at the sole discretion of KHFT to exercise this right to contract extension.

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 III: Legal, economic, financial and technical information

III.1. Conditions for participation

III.1.2. Economic and financial standing

Selection criteria as stated in the procurement documents

III.1.3. Technical and professional ability

Selection criteria as stated in the procurement documents

Section IV: Procedure

IV.1. Description

IV.1.1. Type of procedure

Open procedure

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

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: 27/06/2018 Local time: 12:00

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

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

Tender must be valid until: 31/03/2019

IV.2.7. Conditions for opening of tenders

Date: 27/06/2018 Local time: 12:00

Section VI: Complementary information

VI.1. Information about recurrence

This is a recurrent procurement: no

VI.2. Information about electronic workflows

Electronic invoicing will be accepted

VI.3. Additional information

VI.4. Procedures for review

VI.4.1. Review body

Official name: Kingston Hospital NHS Foundation Trust

Town: Kingston upon Thames

Country: United Kingdom

VI.5. Date of dispatch of this notice

17/05/2018