

**United Kingdom-Kingston upon Thames: Hospital services**

OJ S 209/2018 30/10/2018

Contract award notice

Services

**Legal Basis:**

Directive 2014/24/EU

**Section I: Contracting authority**

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**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](mailto:jon.beeson2@nhs.net)**Internet address(es):**Main address: <http://www.kingstonhospital.nhs.uk/>**I.4. Type of the contracting authority**

Body governed by public law

**I.5. Main activity**

Health

**Section II: Object**

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**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.1.6. Information about lots**

This contract is divided into lots: no

#### **II.1.7. Total value of the procurement**

Value excluding VAT: 1 590 000,00 EUR

### **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**

Quality criterion - Name: Overall quality score / Weighting: 60

Price - Weighting: 40

#### **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 IV: Procedure**

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#### **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.2.1. Previous publication concerning this procedure**

Notice number in the OJ S: [2018/S 094-213614](#)

##### **IV.2.8. Information about termination of dynamic purchasing system**

##### **IV.2.9. Information about termination of call for competition in the form of a prior information notice**

### **Section V: Award of contract**

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**Contract No:** KP1158

**Title:**

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

A contract/lot is awarded: yes

#### **V.2. Award of contract**

##### **V.2.1. Date of conclusion of the contract**

23/10/2018

##### **V.2.2. Information about tenders**

Number of tenders received: 3

Number of tenders received by electronic means: 3

The contract has been awarded to a group of economic operators: no

**V.2.3. Name and address of the contractor**

Official name: TPW Consulting and Training Ltd  
National registration number: 04477367  
Town: Cowbridge  
NUTS code: UKL1 West Wales and The Valleys  
Postal code: CF71 7AB  
Country: United Kingdom  
The contractor is an SME: yes

**V.2.4. Information on value of the contract/lot**

Initial estimated total value of the contract/lot: 1 000 000,00 GBP  
Total value of the contract/lot: 1 590 000,00 GBP

**V.2.5. Information about subcontracting****Section VI: Complementary information**

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**VI.3. Additional information**

The contract will commence on 1.4.2019 for an initial minimum term of 48 months. The contract can be extended for up to a further 36 months after this initial term.

**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**

25/10/2018