

Buying Guide

How can we help you

Pathology and Point of Care Testing, Associated Equipment, Instruments, Consumables, Accessories and Managed Services

OJEU reference: 2019/S 212-519575

Term of Framework Agreement: 13 March 2020 to 12 March 2022
with the option to extend incrementally for up to a total period of 48 months



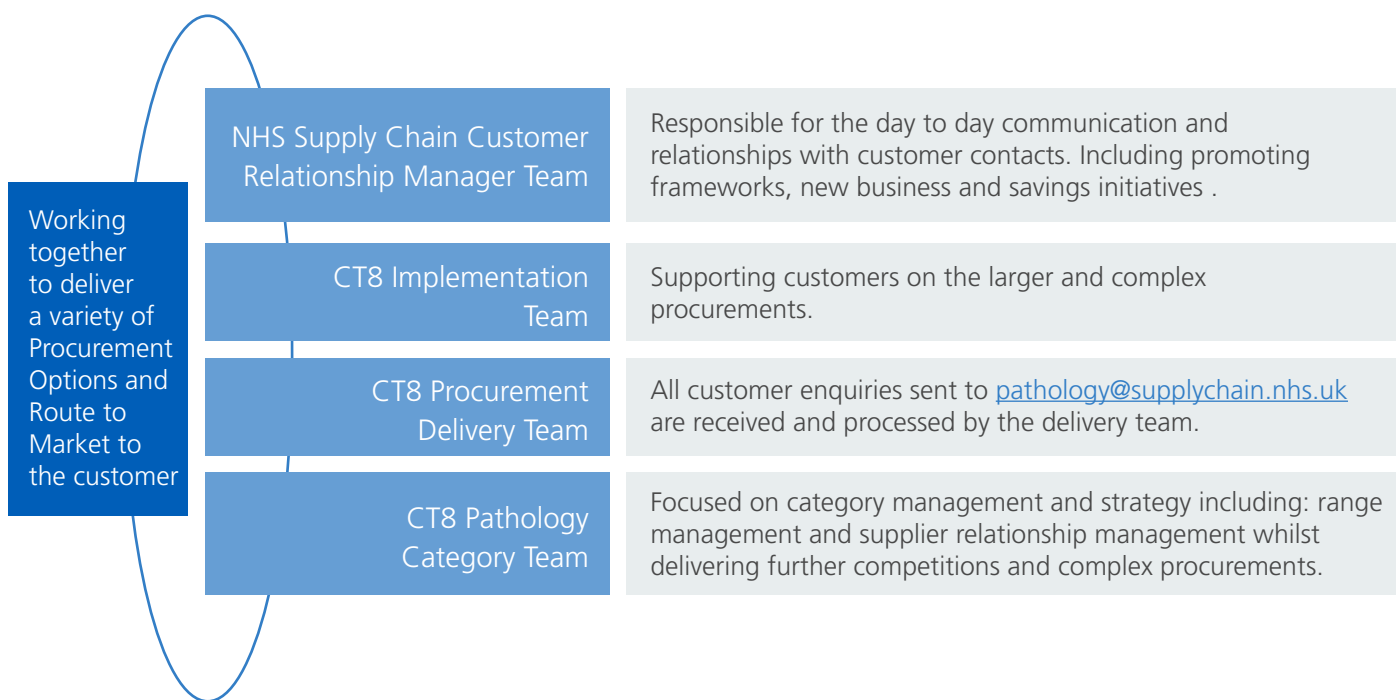
Pathology Analyser Technologies	Angiography	Laboratory Equipment and Consumables	External Defibrillation
Point of Care Testing	Dental Equipment and Consumables	Renal Therapy	Cardiac Monitoring

NHS Supply Chain: Diagnostics, Pathology and Therapy Technologies, and Services

NHS Supply Chain: Diagnostics, Pathology and Therapy Technologies, and Services is one of eleven specialist category buying functions made up of procurement and supply chain experts, selected to ensure delivery of high-quality products and value for money to the NHS.

Akeso & Company Ltd is the appointed Category Tower Service Provider for Diagnostics, Pathology and Therapy Technologies, and Services since 2018 when the NHS Supply Chain new operating model went live. Specialising in Healthcare, Akeso&Co. is an independent, leading specialist provider of procurement and supply chain advisory and support services to the NHS and healthcare sector. It has a strong client portfolio and track record of delivering lasting improvement through complex category management projects to over 30 NHS clients, in the last three years.

Within NHS Supply Chain, we have a number of customer facing teams who are be able to assist and guide you through your procurement project. This document and the diagram below will explain how and when to access these teams.



For further information relating to NHS Supply Chain: Diagnostics, Pathology and Therapy Technologies, and Services please visit:

http://www.supplychain.nhs.uk/categories/diagnostic_pathology_therapy_technologies_services/

Pathology and Point of Care Testing, Associated Equipment, Instruments, Consumables, Accessories and Managed Service Framework Agreement Overview



The procurement of this framework was undertaken following extensive engagement with various stakeholders including trade bodies such as the BIVDA, customers and suppliers to deliver a compliant contracting solution for NHS customers.

This framework has a comprehensive range of products listed on the **NHS Supply Chain Catalogue** along with options to **Direct Award Call-Off** and complete **Further Competitions**. There are various contracting options including Reagent Rental, Commitment Contracts for Consumables and Reagents and Managed Service.

With **Objective Conditions, Framework Pricing** and various **Discount Models** customers can use the option to Direct Award Call-Off their purchases and contracts including managed service. Customers may elect to conduct a Further Competition where their specific requirements for goods and services are not defined in the framework agreement (but are covered within the scope of the specification).

The framework allows you to carry out a Direct Award or a Further Competition across multiple lots/ modalities - for example if your requirement was for a **Pan Pathology Managed Service**, this lot structure enables you to award to a single Primary Contractor. The Primary Contractor can either be Vendor Neutral or a manufacturer offering both their own and other Third-Party Suppliers Services and Equipment.

Tender Evaluation

The procurement process adopted by NHS Supply Chain was based upon an open tendering procedure as detailed in the European Communities Combined Directive (2004/18/EC). As there are two lots, each lot was evaluated separately to ensure tenders for the same lot were assessed on the same basis.

The evaluation involved two stages; qualifying and award. Those offers that met the qualifying criteria were then scored against the award criteria.

The qualifying criteria included assessment of the following:

- Compliance of bid
- Ability to meet specification
- Regulatory compliance of devices and products
- Compliance with contract regulations
- Compliance with terms and conditions.

The award element of the evaluation was subsequently carried out based on the following criteria:

- Quality 70%
- Price 30%.

Please note: If you are looking to carry our Further Competition these thresholds can be changed to meet your individual requirements.

During the tender extensive pricing and discount structure were captured from all the suppliers for both evaluated lines and additional lines.

Eligible Customers

Whilst the framework is primarily intended for NHS England Acute and Foundation trusts, it is also open to use across all local government and public sector bodies within the UK, including:

- Government departments, agencies or other statutory bodies (including local authorities)
- Private sector entities active in the UK healthcare sector
- Primary, secondary or tertiary, vocational or higher educational establishment (and those purchasing on their behalf).

Supplier Matrix

The suppliers awarded to the framework can supply a range of products including equipment, consumables and reagents through a variety of options including catalogue purchase, commitment deals, reagent rentals and managed service contracts.

	Lot 1						Lot 2
	Blood Sciences and Microbiology	Genomics and Molecular Diagnostics	Cellular and Digital Pathology	Point of Care Testing	Laboratory Equipment, Temperature Monitoring and Mortuary/ Autopsy Equip	Laboratory Instruments and Consumables	Managed Service
AB Scientific Limited	•	•		•		•	
Abbott Laboratories Limited	•						•
Abbott Molecular		•					•
Accelerate Diagnostics UK Limited	•						
Advanced Global Health Ltd				•			
AFOS Limited			•		•		
Abbott Rapid Diagnostics Limited (Was Alere Ltd)	•			•			
Abbott Toxicology Ltd (was Alere Toxicology Ltd)				•			
Alpha Laboratories Ltd	•	•	•	•	•	•	
Altona Diagnostics Ltd		•					•
Andrac Ltd				•			
Arena Instrumentation Ltd					•		•
Barber of Sheffield Ltd					•	•	
Beckman Coulter United Kingdom Ltd	•	•				•	•
Becton, Dickinson U.K. Limited	•	•		•		•	•
BHR Pharmaceuticals Ltd				•			
bioMérieux UK Limited	•	•		•			•
Biopackaging Ltd						•	
Bio-Rad Laboratories Ltd	•	•				•	•
BMM Weston Limited					•		
Bruker UK Limited	•	•					
Brooks Automation Ltd						•	
Carl Zeiss Ltd			•				
CellPath Ltd			•				
Cepheid UK Ltd		•		•		•	
Change Healthcare UK Holdings Ltd			•				
Chirus Limited				•			•
CIGA Healthcare Ltd				•			
Clinical Innovations Europe Limited				•			
Contronics Limited					•		
CoolMed					•		
Kelsius					•		



	Lot 1						Lot 2
	Blood Sciences and Microbiology	Genomics and Molecular Diagnostics	Cellular and Digital Pathology	Point of Care Testing	Laboratory Equipment, Temp Monitoring and Mortuary/ Autopsy Equip	Laboratory Instruments and Consumables	Managed Service
Critical Healthcare				•			
Chrystal Consulting Limited							•
Dako UK Ltd/Agilent Ltd		•	•				
Denward Manufacturing Ltd					•	•	•
Desoutter Medical Ltd						•	
Diagnostica Stago UK Ltd	•			•			•
DiaSorin	•						
Don Whitley Scientific Limited	•				•		
E&E Medical Supplies Ltd.				•			
E&O Laboratories Ltd	•						
EDAN Medical (UK) Ltd (Sulis Healthcare Products Ltd)				•			
ELITech UK Limited		•					
Elkay Laboratory Products U.K. Ltd.		•	•			•	
ESTS(GB)Ltd					•		
Ethicheck Ltd					•		
Fisher Scientific UK Ltd					•	•	
Fujifilm UK Ltd			•	•			
Genetic Signatures LTD		•					
Genmark Diagnostics UK	•	•					
Genmed.me Limited							•
Exact Sciences was known as Genomic Health UK Ltd						•	•
Getinge UK Ltd					•		
Glen Dimplex Home Appliances					•		
Grifols UK	•						•
Haemonetics Ltd				•	•		
Haier Biomedical UK Ltd					•		
Hamamatsu Photonics UK			•				
Hamilton Sales & Service UK		•					
Helena Biosciences Europe	•						
Hologic Ltd		•		•			•
Home Health (UK) Ltd				•			
HORIBA UK	•						•
Hygeco Lear Ltd					•	•	
IBG Immucor Ltd	•						•
Illumina Cambridge Ltd		•					
Intelsius						•	
International Scientific Supplies Ltd						•	
Kelsius					•		
KeyMed (Medical & Industrial Equipment) Ltd			•				



	Lot 1						Lot 2
	Blood Sciences and Microbiology	Genomics and Molecular Diagnostics	Cellular and Digital Pathology	Point of Care Testing	Laboratory Equipment, Temp Monitoring and Mortuary/ Autopsy Equip	Laboratory Instruments and Consumables	Managed Service
Kinetik Medical Devices Ltd				•			
Labcold Ltd					•		
Labmode Ltd					•		
Launch Diagnostics Ltd	•	•				•	
LEEC Limited			•		•		
Leica Biosystems (incl Microsystems)			•				•
Life Technologies Limited		•			•	•	
LumiraDx UK Limited				•			
Mason Technology Ltd			•				
Mast Group Limited	•	•					
Matrix Diagnostics Limited				•			
Meddx Solutions Limited						•	•
Medical Wire & Equipment						•	
Medline Scientific Limited			•		•	•	
Menarini Diagnostics UK	•		•	•			
Microgen Bioproducts	•	•		•			
Microspec Ltd						•	
MMM Medical Equipment UK Ltd					•		
Mobidiag UK		•					
Sterilab Services	•			•		•	•
MSoft eSolutions Ltd					•		•
Nal Von Minden Ltd				•			
Neurotechnics Ltd (Pharmed UK)		•		•	•		
Nikon UK Ltd			•				
Nova Biomedical				•			
Ortho Clinical Diagnostics	•						•
Owen Mumford Limited				•			
Oxford Biosystems Ltd	•			•			
Pasante Healthcare LTD				•			
PHC Europe B.V.					•		
Philips Electronics UK Limited			•				
Pisces Scientific Ltd		•					
Pro-Lab Diagnostics	•	•	•		•	•	
Promega UK Ltd		•					
Prospect Diagnostics Ltd				•			
QIAGEN Ltd	•	•					•
Quidel Ireland Limited				•			
Radiometer Limited				•			•



	Lot 1						Lot 2
	Blood Sciences and Microbiology	Genomics and Molecular Diagnostics	Cellular and Digital Pathology	Point of Care Testing	Laboratory Equipment, Temp Monitoring and Mortuary/ Autopsy Equip	Laboratory Instruments and Consumables	Managed Service
Randox Holdings Limited t/a Randox Laboratories Ltd	•					•	
Roche Diagnostics Limited	•	•	•	•			•
Roftek Ltd					•		
Sakura Finetek UK			•				
Sarstedt Ltd		•	•	•	•	•	
Scientific Laboratory Supplies Ltd			•		•	•	
DWK Life Sciences Limited (was SciLabware Ltd)						•	
Sebia (UK) Ltd	•						
Serosep UK Limited		•					
Shimadzu UK Ltd.					•		
Siemens Healthcare Ltd	•			•			•
Sight Diagnostics UK Limited				•			
Solmedia Ltd			•				
Spirit Healthcare				•			
SureScreen Diagnostics Ltd.				•			
Sychem Ltd					•		
Syringa UK Ltd				•			
Systemx UK Ltd	•		•	•	•	•	•
Technical Service Consultants Ltd						•	
The Binding Site Group Limited	•						
Thermo Fisher Diagnostics Ltd	•						
ThermoFisher Diagnostics (EpreDia)			•				
Thermo Fisher Scientific					•		
Thermofisher Scientific T/A Sterilin Ltd						•	
Tosoh Bioscience Limited	•						•
Tutela					•		
Una Health Ltd	•			•		•	
Valley Northern Ltd					•	•	
Visiopharm UK Ltd			•				
VWR International Ltd		•	•		•	•	
Werfen Limited	•			•			•
Williams Medical Supplies Ltd				•	•		
Wolf Laboratories Limited					•		



Enquiry and Order Process

The framework can be used in a number of ways (in accordance with Regulation 19 of the Public Contracts Regulations 2015 and any subsequent amendment of re-enactment thereof) by either ‘calling-off’, or by re-opening competition and running a Further Competition exercise amongst suppliers within one of the framework’s categories.

We have an established process for each procurement route which allows access to the products and services you require. There are three procurement options, Catalogue purchases, Direct Award and Further Competition. The below table gives you a brief overview of the primary procurement route for each Lot, although Further Competition is available across the whole framework agreement. Further detail on the different routes is available in the “Useful Documents” section.

	Blood Sciences and Microbiology	Genomics and Molecular Diagnostics	Cellular and Digital Pathology	Point of Care Testing	Laboratory Equipment, Temperature Monitoring and Mortuary and Autopsy Equipment	Laboratory Instruments and Consumables	Managed Service (Primary Supplier and Primary Contractor)
Catalogue Purchase	•	•	•	•	•	Primary	
Direct Award - Call Off	Primary	Primary	Primary	Primary	Primary	◦	•
Further Competition	•	•	•	•	•	•	Primary
Managed Service	•	•	•	•	•	◦	•
Reagent Rental	•	•	•	•			
Commitment Contract	•	•	•	•	•	•	

Primary	Primary
Secondary Option	•
Alternative (less likely)	◦

Where you have a requirement for tailored and precise requirements or a large consolidation of spend, you may wish to undertake a Further Competition exercise amongst suppliers within one of the framework’s categories.

Direct Award and Further Competition

The ordering procedure schedule (schedule 7) within the framework stipulates that the Participating Authority may elect to either directly award a call-off contract or conduct a Further Competition under the following conditions

a. Direct award for Capital, Reagents and Consumables purchases (excluding commitment deals, bulk buys, reagent rental and managed service contracts) are permitted where the pricing for a Participating Authority's requirement is available within the framework.

b. Direct award call-off contracts (for reagent rental and managed service contracts) are permitted where the pricing for a Participating Authority's requirement is available within the framework and the following results in one capable supplier:

Step 1 - Quality: Shortlisting based on applying the Participating Authority's Objective Conditions (see section 7 'Objective Conditions for Direct Award')

and

Step 2 - Price: Selecting the lowest priced solution of the shortlisted option (lowest offer).

c. Further Competitions in order to establish the Contract Price for a specific requirement of Goods and Services that is not already defined and priced, but is covered within the scope of the framework specification

Direct Award Process and Timelines

The process and timelines vary dependent on the requirements. For example if your requirement is to purchase a fridge and you know the make and model, or have a quotation from a supplier that requires validating, we can quickly refer to our Framework listing of products and issue you a URN or send you the catalogue code and an order can be placed.

An overview of the **Capital Direct Award Process** where the customer knows the product they wish to purchase is detailed below. The average time that it takes to process this type of enquiry is 2-3 days. If the supplier and manufacturing product code is not known this can then take anything up to 14 days dependant on the complexity of the requirement.

- 1 Customer sends quotation or product details to the Procurement Delivery Team**
- 2 The Procurement Delivery Team at NHS Supply Chain** checks the products against the framework to ensure the supplier has been awarded, the product is listed and the pricing is in line with the framework
- 3 The Procurement Delivery Team issues a Unique Reference Number (URN)** or NHS Supply Chain Product Code to the Customer

Note: if the product is not listed on the framework, we may be able to complete a range extension to the framework.

If you require a reagent rental or managed service contract there are some key requirements stipulated within the framework agreement. This includes the need for 'objective conditions' which are based on your specific requirements. Further information on Objective Conditions can be found within the SOR template.

An overview of the **Commitment, Reagent Rental and Managed Service Direct Award Process** is detailed below. The average time that it takes to process this type of enquiry is 40 days, but this can vary dependant on the complexity of the requirement.

- 1 **The customer** provides the base line costs (previous 12 months spend).
- 2 **The customer** reviews the framework specification, KPI document and relevant call off contract to ensure the Direct Award process is appropriate for their need.
- 3 **The customer** completes the Statement of Requirements (SOR) including Test Numbers and Objective Conditions and identifies the suppliers which meet their requirements.
- 4 **The supplier** framework quotation is obtained.
- 5 **The customer** issues the completed SOR to NHS Supply Chain who then completes all validations.
- 6 The relevant paperwork is completed and issued for signing.

As stated previously these processes will vary dependant on the varying requirements. When you complete the customer SOR the Procurement Delivery Team will talk you through your requirements and the timelines will be agreed on the Statement of Requirements document where you can clearly see our timelines for each step required.

Please contact us with any questions regarding the direct award process and we will be happy to work with you and support you through this process.

Further Competition Process and Timelines

You may decide that you wish to complete a Further Competition under our framework. We have a range of templates and resources to guide you through this process.

The average time that it takes to complete a Further Competition varies greatly as it is mainly down to the preparation of the documents which is completed by the customer. We can discuss your project and the relevant time lines with you when you are ready to initiate the project. In the meantime please refer to the 'Roles and Responsibilities for a Further Competition' detailed on our website (see the useful documents and resources within this guide for a link).

Next Steps

Please see our Useful Documents and Resources section of this guide which will tell you how to locate the relevant templates required. Please send your completed templates to our Procurement Delivery Team at pathology@supplychain.nhs.uk who will process your enquiry in a timely manner and provide guidance where required.

You can also contact your Customer Relationship Manager who will be able to help manage this enquiry for you and help you understand some of the routes to market at NHS Supply Chain.

Useful Documents and Resources

We understand the importance of providing a quick and easy ordering process for our customers. We have provided a list of comprehensive resources and useful material to help you get the information you need quickly.

There are four identified steps that we can offer further guidance on:

- 1. Framework Overview**
- 2. Customers Scoping and Trust Requirements** - with 141 suppliers on the framework, NHS Supply Chain is a quick route to market when scoping your options and completing your procurement.
- 3. Procurement** - A suite of guidance documents and templates to help guide you through the procurement options available on this framework.
- 4. Contract Award** - Template call-off contracts and URN letters.

See below the resources available with a brief description and where to find them:

1. Framework Overview		
Documentation	Use	Where to find
Product Category Matrix	This document gives an indication of products areas available within each category and the suppliers that supply against each of these areas	https://www.supplychain.nhs.uk/bg-docs
Pathology and Point of Care Testing Specification	A copy of the framework agreement specification can be used to support your understanding of the products and services this framework has to offer.	https://www.supplychain.nhs.uk/bg-docs
Information on Pricing for Reagent Rental and Managed Service	This document gives a brief overview of what the direct award framework pricing for a reagent rental of managed service will include along with a template quotation.	https://www.supplychain.nhs.uk/bg-docs
Procurement Routes	This web page details the variation between each procurement option and how orders can be placed.	https://www.supplychain.nhs.uk/bg-ways

2. Customer Scoping and Requirement		
Documentation	Use	Where to find
Customer Scoping: Request for Information (RFI)	We have a standardised RFI template for you to complete which we can email to the diagnostic supplier base to help you make the required pre-procurement assessments.	https://www.supplychain.nhs.uk/bg-docs
NHS Supply Chain Product Match	This document can be used to submit your consumables requirement to NHS Supply Chain to allow us to carry out a product match against specific products and their MPC code. This currently does not look for 'alternatives'. For this please see the 'Statements of Requirements Form'.	This document is only available via your Customer Relationship Manager and is a mandatory requirement for any product match requests
PAP Framework KPI Template	This template must be completed for Reagent Rental and Managed Service enquiries	https://www.supplychain.nhs.uk/bg-docs
Statement of Requirements Form (SOR)	The Statement of Requirements is a used to capture your requirements and enables us to provide accurate framework quotations against your specific requirements.	https://www.supplychain.nhs.uk/bg-docs

3. Procurement		
Documentation	Use	Where to find
Further Competition Guidance	We have completed a guidance document to help you	This document is available on request, please email pathology@supplychain.nhs.uk .
Further Competition Roles and Responsibilities	There is further guidance given on our website to show which part of the Further Competition you and NHS Supply Chain are responsible for when undertaking Further Competition under the framework agreement	https://www.supplychain.nhs.uk/bg-msg
Further Competition Templates	Various templates required to complete your Further Competition from Specification templates to ITT.	These will be sent to you by the relevant NHS Supply Chain contact.

4. Contract Award		
Documentation	Use	Where to find
URN Letters	A Unique reference Number (URN) can be obtained for you to facilitate a Direct OJEU compliant order from our Procurement team	Further information about the direct award process can be found in the "Procurement Routes" documentation (Step 1)
Call-Off Agreements	Call-Off Agreements will be issued upon award of any Direct Award or Further Competition process. Both you and your successful supplier will be given opportunity to review and sign.	These will be provided to you by NHS Supply Chain representative at time of award.

For more information about our other category frameworks please visit:

www.supplychain.nhs.uk/categories/diagnostic_pathology_therapy_technologies_services

Or alternatively contact your dedicated Customer Relationship Manager via:

www.supplychain.nhs.uk/accountmanagers