

# Salisbury NHS Foundation Trust

*Commercial Support, for the NHS by the NHS*

C1709

Dynamic Purchasing System

for Health & Social Care Network Services



**Procurement and Commercial Services**  
*Driving value, improving care*



**SCAN+ SAFETY**  
Patient. Product. Place. Process.

Leading the way:  
A Scan4Safety Demonstrator Site

Patient-Centred & Safe

Professional

Responsive

Friendly

**DOCUMENT CONTROL**

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## Commercial Environment

Salisbury NHS FT's Commercial Services team are responsible for a number of the Trust's outward facing businesses, and provide procurement and commercial expertise to both the Trust and a number of collaborative organisations across the NHS. One of the original Carter Programme trusts, SFT are also national demonstrator site for Scan4Safety / GS1 implementation, and have experience in commercialising areas of the Trust's services to a wider market, as well as bringing innovations to market for the benefit of the NHS.

Salisbury NHS Foundation Trust are therefore a Contracting Authority within the meaning of the Public Contract Regulations 2015, and are able to make this DPS available to other public organisations listed in the relevant section of this document.

Salisbury Commercial Services is a trading name of Salisbury NHS Foundation Trust for the delivery of this DPS and associated services.

The Team have extensive private and public sector procurement and commercial experience, recognised by recent awards from CIPS, World Procurement Awards, Go! Awards, IHEEM Product Innovation Awards, and HealthCare Supplies Association awards.

## Background – The Health & Social Care Network

The Health and Social Care Network (HSCN) is a new data network for health and care organisations replacing N3. It will provide the underlying network arrangements to help integrate and transform health and social care services by enabling health and social care organisations to access and share information more reliably, flexibly and efficiently. Health and care providers will be able to obtain network connectivity from multiple suppliers in a competitive market place and in collaboration with other health and social care organisations.

### Benefits of HSCN

HSCN has been designed to support the delivery of key health and social care initiatives such as National Information Board 'Paperless 2020', NHS England Five Year Forward View, Sustainability and Transformation Plans and Local Digital Roadmaps. It will:

- establish network arrangements that help transform and integrate health and social care services, regional collaboration and flexible work patterns
- enable safe, reliable, flexible and efficient information sharing between health and social care organisations
- create a competitive marketplace for network services - improving consumer choice, delivering improved value for money and enabling organisations to more easily access better, faster and cheaper network telecommunications services
- reduce duplication and improve collaboration between health and social care organisations by enabling them to reuse and share existing network infrastructure and services

### Differences between HSCN and N3

N3 was designed in response to requirements that are now over 12 years old. It was a single-supplier service, primarily designed for NHS providers to access national applications.

HSCN is different because it's designed to meet the requirements of an integrated and evolving health and social care sector. It's a standards-based network that enables multiple suppliers to provide connectivity services. HSCN enables health and social care organisations to create shared networks, which help deliver shared and integrated ICT services.

### *This Procurement*

Salisbury NHSFT will be working for client NHS and local authority organisations to procure their HSCN services. These will included, but are not limited to :

- Core network services
- Overlay services – for example voice, video conferencing, associated services

### *Advantages of the DPS for Suppliers*

A DPS does not work like a traditional framework agreement – providing they meet the published criteria, suppliers can join (or leave) a DPS at any point through it's lifetime, allowing them to capitalise on new market offerings or business areas.

For suppliers, this DPS offers easy access to the public sector without having to complete multiple PQQs, register for multiple tender portals, and constantly monitor the market for new offerings.

To join the DPS, suppliers need to complete a Pre-Qualification Questionnaire, available from Salisbury or via the standing advertisement on the Trust's Bravo Procurement portal. Following submission of the PQQ, the supplier will be advised of the outcome. There is no charge for suppliers to join or stay on the DPS, or to bid for client projects.

How it Works



Providers can be listed on one, multiple, or all lots depending on their capabilities.

When a client Trust identifies a requirement, Salisbury FT will advise on the procurement strategy, advertise the requirement to the DPS lot operators, and carry out the further competition on behalf of the client Trust. The client Trust will be responsible for selection and verification of the Provider's offering, and establishing the delivery contract and migration programme.

### Timetable

The current timetable is as follows :

OJEU Publication Date	20 September 2017
Initial Supplier Registrations open	20 September 2017
First batch of Suppliers registered and advised	20 October 2017
DPS Open for mini competitions	From 20 October 2017
New suppliers able to apply for inclusion	Throughout DPS lifetime
Awards of business	Throughout lifetime as commissioned

### DPS Scope

The Contracting Authority expressly reserved the right (i) not to award any contract as a result of the procurement process commenced by publication of this notice; and (ii) to make whatever changes it saw fit to the content and structure of the tendering competition; and in no circumstances will the Contracting Authority be liable for any costs incurred by the candidates.

The awarding of a place on the Dynamic Purchasing System does not mean that there is any guarantee of subsequent contracts being awarded. Any expenditure, work or effort undertaken prior to contract award is accordingly a matter solely for the commercial judgement of potential suppliers. Any orders placed under this DPS will form a separate contract under the scope of this Framework between the supplier and the specific requesting other contracting body. The Contracting Authority and other contracting bodies utilising the DPS shall only use electronic portals during the life of the agreement.

Any values that have been provided are only an estimate. We cannot guarantee to suppliers any business through this framework agreement.

### **Validity Period**

This DPS is valid for four years, ending 12:00 on 20 September 2021. Contracting Authorities may enter into contracts which extend beyond the lifetime of the DPS.

### **Terms & Conditions**

Standard NHS Terms and Conditions are issued with each Further Competition. Submission of a bid or response to a Further Competition indicates acceptance of these Terms. Where a supplier wishes to include additional terms, the Contracting Authority may incorporate these as a Schedule, however they will always be below NHS Terms in the Order of Precedence.

### Activity Based Charges

There is no charge for Providers to register for inclusion on the DPS, to access information, or to bid for business via the DPS.

Each Supplier, on a successful award of a contract, will be invoiced a DPS delivery charge by Salisbury Commercial Services. This will be based on a percentage of contract value, and will be clearly advertised with each opportunity.

Submission of a bid or response indicates agreement by the supplier to pay the advertised fee to the DPS operator.

### For Suppliers – How to Participate

Suppliers can request to join (or withdraw from) a DPS at any time during the advertised lifetime of the DPS.

All DPS activity is carried out electronically, including further competition and messaging.

Salisbury NHSFT uses the Bravo NHS Portal for all procurement requirements, including DPS.

Suppliers wishing to join this DPS should register on the Portal [https://nhs.bravosolution.co.uk/nhs\\_collaborative/web/login.html](https://nhs.bravosolution.co.uk/nhs_collaborative/web/login.html) and locate relevant project reference. Suppliers will then be asked to complete the online PQQ and submit. Salisbury NHSFT will then evaluate the PQQ and advise within 10 working days after an initial period of 30 days (or advise the supplier where this will be extended).

Suppliers successfully placed on the DPS will then be advised of further competitions via the Bravo portal.

It is therefore **essential** that suppliers maintain their contact details within their Bravo profile at all times, as Salisbury Commercial Services will not be responsible for suppliers not receiving competition calls due to incorrect or outdated profile information.

### Further Information

For further information, email Simon Dennis at [simon.dennis2@salisbury.nhs.uk](mailto:simon.dennis2@salisbury.nhs.uk) or visit the Bravo procurement portal ([https://nhs.bravosolution.co.uk/nhs\\_collaborative/web/login.html](https://nhs.bravosolution.co.uk/nhs_collaborative/web/login.html))

The DPS has been established by Salisbury NHS Foundation Trust, for use by the following bodies (and any future successors to these organisations) and up to 10 other public bodies:

The public sector in the United Kingdom (UK) is comprised of many varying organisations. These include: ministries or departments of central government such as the Cabinet Office, Department of Health (including the National Health Service (NHS)) and Ministry of Justice; local authorities, such as councils and social services; wider public bodies such as fire and rescue services, police authority services, educational authorities, universities and public broadcasting; and finally utilities agents,

such as water authorities. Derived from European Union (EU) treaty principles, UK public sector procurement bodies must comply with both the Public Procurement Directive and Public Remedies Directive. These mandate a regulated contract and tender procedure for opportunities above a certain financial threshold, which varies depending on the type of organisation and type of procurement being undertaken.

The National Health Service (NHS) in the UK is representative of over 400 health organisations including Hospital Trusts, Mental Health Trusts, Ambulance Trusts, Foundation Trusts, Clinical Commissioning Groups, Commercial Support Units and Community Health Trusts. The landscape is one of constant evolution and change.

This Framework Agreement will be accessible for use by all UK Central Government Departments and their Arm's Length Bodies and agencies; Non-Ministerial Departments and Executive Agencies; and, the Wider Public Sector (and any future successors to these organisations).

Central Government Departments, Local Government and Public Corporations that can be accessed at the Public Sector Classification Guide:

<https://www.ons.gov.uk/economy/nationalaccounts/uksectoraccounts/datasets/publicsectorclassificationguide>

Local Authorities (England and Wales)

<http://www.local.gov.uk/digital-councils/connect/a-z-councils-online> [www.ubico.co.uk](http://www.ubico.co.uk)

NDPBs

<https://www.gov.uk/government/organisations>

National Parks Authorities

<http://www.nationalparks.gov.uk/>

Educational Establishments in England and Wales, maintained by the Department for Children, Schools and Families including Schools, Universities and Colleges but not Independent Schools <http://www.education.gov.uk/edubase/home.xhtml>

Police Forces in the United Kingdom

<https://www.police.uk/contact/force-websites/>

Police Forces and Special Police Forces in the United Kingdom, and/or Police and Crime Commissioners (as defined by the Police Reform and Social Responsibility Act 2011) and/or the

Police Authorities (as defined in the Police Act 1964, Police Act 1996, Serious Organised Crime and Police Act 2005, Police and Justice Act 2006, Police, Public Order and Criminal Justice (Scotland) Act 2006), and other relevant legislation for the constituent parts of the United Kingdom, for their respective rights and interests

Fire and Rescue Services in the United Kingdom

<http://www.fireservice.co.uk/information/ukfrs>  
<http://www.firescotland.gov.uk/your-area.aspx>

<http://www.nifrs.org/areas-districts/>

NHS Bodies England

<http://www.nhs.uk/ServiceDirectories/Pages/AcuteTrustListing.aspx>  
<http://www.nhs.uk/ServiceDirectories/Pages/CCGListing.aspx>  
<http://www.nhs.uk/ServiceDirectories/Pages/MentalHealthTrustListing.aspx>  
<http://www.nhs.uk/ServiceDirectories/Pages/CareTrustListing.aspx>  
<http://www.nhs.uk/ServiceDirectories/Pages/AreaTeamListing.aspx>  
<http://www.nhs.uk/ServiceDirectories/Pages/SpecialHealthAuthorityListing.aspx>  
<http://www.nhs.uk/ServiceDirectories/Pages/OtherListing.aspx>

Hospices in the UK

<https://www.hospiceuk.org/about-hospice-care/find-a-hospice?gclid=CPLU3cD7zdECFdaRGwodNeoDyw>

Registered Social Landlords (Housing Associations)

<https://www.gov.uk/government/publications/current-registered-providers-of-social-housing>

Third Sector and Charities in the United Kingdom

<http://www.charitycommission.gov.uk/find-charities/register/> <http://www.charitycommissionni.org.uk/charity-search/> <http://www.oscr.org.uk/search-charity->

Citizens Advice in the United Kingdom

<http://www.citizensadvice.org.uk/index/getadvice.htm>  
[www.cas.org.uk](http://www.cas.org.uk) <http://www.citizensadvice.co.uk/>

Scottish Public Bodies The framework agreement will be available for use by any Scottish Public Sector Body: the Authority; Scottish Non-Departmental Public Bodies; offices in the Scottish Administration which are not ministerial offices; cross-border public authorities within the meaning

of section 88(5) of the Scotland Act 1998; the Scotland Office; the Scottish Parliamentary Corporate Body; councils constituted under section 2 of the Local Government etc. (Scotland) Act 1994 (except where they are acting in their capacity as educational authority); Scottish joint fire boards or joint fire and rescue boards; Scottish joint police boards or any successor National Police or Fire Authority; Scottish National Park authorities, bodies registered as social landlords under the Housing (Scotland) Act 2001, Scottish health boards or special health boards, Student Loans Company Limited, Northern Lighthouse Board, further or higher education institutions being fundable bodies within the meaning of section 6 of the Further and Higher Education (Scotland) Act 2005 any public body established by or under the Scotland Act 1998 or any Act of the Scottish Parliament, any association of or formed by one or more of the foregoing, bodies financed wholly or mainly by one or more of the foregoing, bodies subject to management supervision by one or more of the foregoing and bodies more than half of the board of directors or members of which, or, in the case of a group of individuals, more than half of those individuals, being appointed by one or more of the foregoing.

Scottish Government

<http://www.gov.scot>

Scottish Parliament

<http://www.scottish.parliament.uk/abouttheparliament/27110.aspx>

Scottish Local Authorities

<http://www.gov.scot/About/Government/councils>

<http://www.scotland-excel.org.uk/home/Aboutus/Ourmembers/Associate-members.aspx>

Scottish Agencies, NDPBs

<http://www.gov.scot/Topics/Government/public-bodies/about/Bodies>

Scottish NHS Bodies

<http://www.gov.scot/Topics/Health/NHS-Workforce/NHS-Boards>  
<http://www.show.scot.nhs.uk/organisations/>

Scottish Further and Higher Education Bodies

<http://www.universities-scotland.ac.uk/index.php?page=members>  
<http://www.collegesscotland.ac.uk/member-colleges.html>  
[http://www.sfc.ac.uk/aboutus/council\\_funded\\_institutions/WhoWeFundColleges.aspx](http://www.sfc.ac.uk/aboutus/council_funded_institutions/WhoWeFundColleges.aspx)

Scottish Police

<http://www.scotland.police.uk/your-community/>

Scottish Housing Associations

[http://www.sfha.co.uk/component/option,com\\_membersdir/Itemid,149/view,membersdir/](http://www.sfha.co.uk/component/option,com_membersdir/Itemid,149/view,membersdir/)

The Scotland Office

<https://www.gov.uk/government/organisations/scotland-office>

Registered Social Landlords (Housing Associations) - Scotland

<http://directory.scottishhousingregulator.gov.uk/pages/default.aspx>

Scottish Primary Schools

<http://www.educationscotland.gov.uk/parentzone/myschool/findaschool/index.asp>

Scottish Secondary Schools

<http://www.educationscotland.gov.uk/parentzone/myschool/findaschool/index.asp>

Scottish Special Schools

<http://www.educationscotland.gov.uk/parentzone/myschool/findaschool/index.asp>

Welsh Public Bodies

National Assembly for Wales, Welsh Assembly Government and Welsh Local Authorities, and all bodies covered by: <http://www.assembly.wales/en/Pages/Home.aspx> <http://gov.wales>

NHS Wales

<http://www.wales.nhs.uk/ourservices/directory>

Housing Associations – Registered Social Landlords Wales

<http://gov.wales/topics/housing-and-regeneration/publications/registered-social-landlords-in-wales/?lang=en>

Universities in Wales

<http://www.uniswales.ac.uk/universities/>

Colleges in Wales

<http://www.collegeswales.ac.uk/Find-a-College>

Schools in Wales (nursery, primary, middle, secondary, special, independent schools and pupil referral units) <http://gov.wales/statistics-and-research/address-list-of-schools/?lang=en>

Northern Ireland Public Bodies Northern Ireland Government Departments  
<http://www.northernireland.gov.uk/gov.htm>

Northern Ireland Public Sector Bodies and Local Authorities

<https://www.nidirect.gov.uk/contacts/contacts-az/general-register-office-northern-ireland>

Schools in Northern Ireland

<http://apps.education-ni.gov.uk/appinstitutes/instmain.aspx>

Universities in Northern Ireland

<https://www.nidirect.gov.uk/articles/universities-and-colleges-northern-ireland>

Health and Social care in Northern Ireland

<http://www.hscni.net/>

Northern Ireland Housing Associations

[http://www.nihe.gov.uk/index/about/contact\\_us\\_home/your\\_nearest\\_office.htm](http://www.nihe.gov.uk/index/about/contact_us_home/your_nearest_office.htm)

Police Service of Northern Ireland

<http://www.psnl.police.uk/index.htm>

Any corporation established, or a group of individuals appointed to act together, for the specific purpose of meeting needs in the general interest, not having an industrial or commercial character, and (i) financed wholly or mainly by another contracting authority listed above in this section VI.3 of this notice;

(ii) subject to management supervision by another contracting authority listed above in this section VI.3 of this notice; or (iii) more than half of the board of directors or members of which, or, in the case of a group of individuals, more than half of those individuals, are appointed by another contracting authority listed above in this section VI.3 of this notice

(iv) an association of or formed by one or more of the Contracting Authorities listed above in this section VI.3 of this notice Entities which are not public sector bodies may also use the Framework Agreements if the Authority is satisfied that:

- such entity is calling-off goods and/or services directly, solely and exclusively in order to satisfy contractual obligations to one or more public sector bodies, all of which are entitled to use the Framework Agreements on their own account; • all goods to be called-off by it are to be used directly, solely and exclusively to provide goods and/or services at sites occupied by such public sector body(ies); and
- it will pass the benefit of the call-off contract to such public sector body(ies) directly, in full and on a purely “pass-through” basis. Accordingly there must be no mark-up, management fee, service charge or any similar cost solely in relation to the supply of goods and/or services imposed on the relevant public sector body(ies), who must be able to benefit from the terms of the Framework Agreements in a like manner and to the same extent as if using the Framework Agreements on its/their own account.

Any ‘bodies governed by public law’ which under the Public Contracts Regulations 2015 means bodies that have all of the following characteristics (a)they are established for the specific purpose of meeting needs in the general interest, not having an industrial or commercial character;

(b) they have legal personality; and (c) they have any of the following characteristics:— (i) they are financed, for the most part, by the State, regional or local authorities, or by other bodies governed by public law; (ii) they are subject to management supervision by those authorities or bodies; or (iii) they have an administrative, managerial or supervisory board, more than half of whose members are appointed by the State, regional or local authorities, or by other bodies governed by public law.

Awards of further business can only be made following a mini-competition managed through the DPS. Terms and Conditions of that contract will be agreed locally with an awarding authority operating within the DPS via mini competition.