**MARKET ENGAGEMENT QUESTIONNAIRE**

**PROCUREMENT FOR THE PROVISION OF ALTERNATIVE PROVIDER MEDICAL SERVICES (APMS) OF SPECIALIST HOMELESS PRACTICE**

**ON BEHALF OF**

**NHS NORTH WEST LONDON INTEGRATED CARE BOARD (ICB)**

**DISCLAIMERS**

Organisations considering whether to respond to this information request should note the following:

* NHS NW London is still finalising its decision in regard to future service provision and is inviting market engagement to seek the views and opinions of those organisations that may be interested to become involved in delivering this future service;
* This Market Engagement Questionnaire (MEQ), and any subsequent information provided in response to it, does not form an integral part of any potential future procurement exercise and should be considered as an attempt by the ICS to engage with the potential market for delivering future services;
* This MEQ, the accompanying information and the responses received arising from it are in no way legally binding on any party;
* Participation in the engagement exercise is not a mandatory requirement for participating in any potential future procurement; however, responses received will assist to inform the ICS as to the level of interest from the market and may be used to evidence a decision as to whether or not to undertake a competitive procurement. **CONFIRMATION OF YOUR EXPRESSION OF INTEREST IS THEREFORE IMPORTANT.**
* Any responses and information that are shared through this market engagement exercise may be used by the ICS to inform commissioning and potential procurement strategies.

# RESPONSE INSTRUCTIONS

Organisations should ensure that they have read the supporting information such as the standard APMS contract terms [apms-contract-october-2019.pdf (england.nhs.uk)](https://www.england.nhs.uk/wp-content/uploads/2019/11/apms-contract-october-2019.pdf) and the Draft Service Specification provided prior to responding.

Responses to this MEQ should be submitted as a single document.

**Please return your completed MEQ via email at maria\_amariei@nhs.net, by no later than 4pm, 15th of August 2022.**

**Note:** Procurement for the Provision of Alternative Provider Medical Services (APMS) of Specialist Homeless Practice described in this questionnaire and the draft specification, relates to the NHS NW LONDON intention to establish a contract agreement for up to five years with the option to extend for an additional five years plus five more years, with an indicative yearly value of £429,000 and an overall total contract value of up to £6,435,000, including extensions.

Interested parties will not be prejudiced by any response or failure to respond to this Market Engagement Exercise and a response to this notice does not guarantee any invitation to participate in any future public procurement process that NHS NW LONDON may conduct.

However, NHS NW LONDON may reasonably conclude a lack of capable market interest in the absence of responses to this questionnaire.

Any responses provided will not be treated as commercially confidential and may be used by NHS NW LONDON in the final solution specifications used for the contract, but no organisation will be individually identified.

**ORGANISATION DETAILS AND POINT OF CONTACT**

Full name, address and website of the Organisation:

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| --- | --- |
| **Company Name** |  |
| **Address** |  |
| **Town/City** |  |
| **Postcode** |  |
| **Website** |  |

Name, position, telephone number and e-mail address of main contact:

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| --- | --- |
| **Name** |  |
| **Position** |  |
| **Telephone Number** |  |
| **E-mail** |  |

1. Does your organisation have a potential interest to become involved in delivering this service? Please set out your key reasons for this interest or, what might make this opportunity more attractive.

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| response: |
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1. Please provide an introduction to your organisation by briefly describing the main activities of your organisation, outlining what services you are currently providing, including how you could meet the service required by NHS NW LONDON.

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| response: |
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1. If your organisation was to become involved in delivering the Service, would this be through a direct provision by your organisation, or would you intend to partner aspects of the service delivery– either as a lead provider, or a group of economic operators proposing to use sub-contractors.

Please explain as appropriate, including details of any organisations (or simply type of organisation) you might work with. If this would be your intended approach and interest, how do you envisage that the joint provision be delivered?

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| response: |
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1. Following Market engagement and procurement NHS NW London has the intention to establish a contract agreement for up to five years with the option to extend for an additional five years plus five more years.

However, NHS NW London is also considering an alternative contract agreement of three years with the option to extend for an additional two years.

If your organisation was to become involved in delivering the Service, what would the level of interest be for a contract of three plus two? What impact and implications would you foresee in potentially delivering the Service over this time?

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| response: |
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1. Innovation, Partnership and Collaboration are important factors at the forefront of the Service. With this in mind, what will your approach be in supporting collaboration and partnership working with wider partners including, but not limited to, Small and Medium Enterprises (SME), Voluntary, Community and Social Enterprise (VCSE), third sector organisations and integrated models of health, social care and secondary care to identify appropriate services to keep people safe, well and connected to local communities. How would your Organisation ensure that you drive Innovation through collaboration?

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| response: |
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1. Do you have any helpful feedback and suggestions for the Draft Specification which the ICB should take on board as it develops its commissioning intentions, including any additional innovations you feel could improve this service? And/or what issues or barriers might need to be addressed if your organisation were to become involved in delivering a full or partial solution? What would you consider to be the key challenges in developing the Service, as specified?

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| response: |
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1. Please confirm your current envisaged available capacity and advise whether you would have the resources to manage, operate and deliver this service with a start date of 1st April 2023?

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| response: |
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1. NHS NW London has a current working assumption about the timeline to mobilise this service (between 1 to 3 months) but would invite you to set out what you would assess to be realistic and feasible, and why. What would the biggest barriers to successful mobilisation be and what, if anything, the NHS NW London can do to support?

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| response: |
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1. Please describe what your financial approach and price model would be for the delivery of the Service. Are there cost pressures that the ICB may not have considered? Please list your prices for the services you can provide.

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| response: |
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1. Please indicate your level of interest in bidding for the opportunity (High/Medium/Low). Please also highlight any barriers to bidding, or any suggestions to make the opportunity more appealing to your organisation.

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| response: |
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1. If contacted, would you be willing to discuss further with the Commissioner your views about any issues arising from your submission of this market engagement response and the Commissioner’s currently specified requirements and intentions as outlined (YES /NO)?

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| Yes | No |
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1. Are you happy for your contact details to be shared with other Providers interested in the delivery of this service? This is intended to support Providers who may wish to work in partnership to deliver the Service (Yes/No)

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| Yes | No |
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1. Please detail any other comments or queries you have about this opportunity.

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| response: |
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Thank you for taking the time to respond and share your interest and views regarding the intentions for the future provision of this Service for NHS NW LONDON**.**

**Please submit your response via email at maria\_amariei@nhs.net, by no later than 4pm, 15th of August 2022.**