

Market Consultation document

Lancashire and South Cumbria (L&SC) Pathology Collaboration

# INTRODUCTION

* 1. In 2017 NHSi proposed the development of 29 pathology collaboration networks across England. The four Trusts in the Lancashire & South Cumbria ICS area - Blackpool Teaching Hospitals NHS Trust (BTHT), East Lancashire Teaching Hospitals (ELTH), Lancashire Teaching Hospitals (LTH) and University Hospitals of Morecambe Bay (UHMB) - comprise the Lancashire and South Cumbria Pathology Collaboration.

In response to the pressures outlined in **The National GIRFT Pathology report (Sept 2021**), Lancashire and South Cumbria Pathology Collaboration are looking to develop and implement a Lancashire and South Cumbria integrated digital pathology solution. It is anticipated that laboratory implementation will commence Q1 2023. The programme will deliver digital pathology to 4 laboratories organised into 4 regions.

1. **BACKGROUND**
   1. The Public Procurement Regulations - PCR 2015 (Regulations 40 and 41) allow soft market testing through pre-market engagement, provided this does not distort competition and is transparent and non-discriminatory. The Lancashire Procurement Cluster (hosted by East Lancs) on behalf of the Lancashire and South Cumbria (L&SC) Pathology Collaboration is opting to follow the regulations to ensure a more effective and efficient procurement process and aims to engage early and widely with the market to allow the latter an opportunity to shape the requirement.
   2. This document includes a range of questions and any feedback would be appreciated to support the formation of the tender documentation, including the specification. The Trust will maintain commercial confidentiality of information received, in line with applicable laws, such as the Freedom of Information Act.
2. **AIMS OF THE MARKET CONSULTATION**
   1. The Trusts are keen to listen to ideas and innovation to aide with the specification development and ensure the tendered solution provides competition and delivers value for money as well as meeting patients and staff needs.
3. **PROCUREMENT PROCESS**
   1. The procurement exercise is being led by the Lancashire Procurement Cluster (Hosted by East Lancashire Hospitals NHS Trust) for and on behalf of the following Contracting Authorities:
      1. Blackpool Teaching Hospitals NHS Foundation Trust;
      2. East Lancashire Hospitals NHS Trust;
      3. Lancashire & South Cumbria NHS Foundation Trust;
      4. Lancashire Teaching Hospitals NHS Foundation Trust; and;
      5. University Hospitals of Morecambe Bay NHS Foundation Trust.
   2. The market consultation is not a call for competition as the procurement process will be run separately with all parties informed when it begins.
   3. For clarity, any future tender exercise will be advertised via OJEU via the Lancashire Procurement Cluster (L.P.C) tendering portal – Atamis.
   4. At this stage the tender process, contract duration, service model and performance indicators have not been developed. The Trusts are keen to listen to suggestions from the open day.
4. **REQUIREMENTS**

The authority is asking suppliers to present current and future solutions for an integrated Digital Pathology Solution across the Lancashire and South Cumbria region, for use at four trusts:

* Blackpool Teaching Hospitals NHS Foundation Trust;
* Lancashire Teaching Hospitals NHS Foundation Trust;
* East Lancashire Hospitals NHS Trust; and
* University Hospitals Morecambe Bay NHS Foundation Trust

Presentations will take place on the 7th and 9th of December 2022. Suppliers will have 90mins to present followed by Q&A (up to 30 mins).

Presentations should include live demonstrations, if possible, video / media that demonstrates the functionality of the equipment/ solution and provide site / contact references if available.

1. **NEXT STEPS**
   1. Interested suppliers should express interest and confirm availability for either the 7th or 9th December and a brief outline of what they would like to present.
   2. Suppliers have also been provided a draft specification, and comments / feedback on this is appreciated (response deadline 9th December 17:00)