**GP Direct Access Pathology Services in Hounslow**

**Market Engagement**

NHS Hounslow Clinical Commissioning Group (HCCG) is considering its procurement options for re-commissioning GP Direct Access Pathology Services for its 306,745 registered patients and 49 GP practices.

The HCCG currently commissions GP Direct Access Pathology for around 2.1m tests/year from two providers.

The HCCG seeks to secure these tests at less than £3m per year from 1st April 2018 through consolidating service provision to a single provider. Within this cost envelope of the service, HCCG would expect the provider to deliver an increase in the number of tests year on year and deliver the following service enhancements:

* More flexible specimen pickup arrangements, including late afternoon pickups, and potential for evening pickups and weekend pickups to meet primary care needs and the care closer to home agenda.
* Better access for GPs to access pathology consultant advice and guidance, perhaps through introduction of a question and advice chat room with a contracted response time.
* Ensure that CCG continues to receive value for money with a regular benchmarking process to ensure contracted test prices are priced at the market rates to reflect technology advancement.

Further information on the proposed service is available in the draft service specification.

HCCG wishes to commission the new pathology service to begin from 1ST April 2018, potentially with a phased mobilisation process, following a procurement process that will conclude by December 2017. HCCG is considering offering a contract with initial term of 5 years with the potential to extend for a maximum further 3 years on a yearly basis, subject to an annual review of performance.

HCCG wishes to engage with providers of Pathology Services to seek their views on the attached draft service specification and understand market willingness and capability to bid for the new service.

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| **Organisation Name** |  |
| **Contact Name** |  |
| **Contact Email Address / Telephone No** |  |
| **Would you be interested in sharing your details with other providers to facilitate partnership working? (Yes / No)** |  |

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| 1. **Would you be interested in tendering to provide Pathology Services for patients registered with GPs, with confirmation of ability to develop an end to end GP Direct Access Pathology service including specimen collection consumables, GP Order Comms, Sample transport, analytical laboratory and consultant advice and guidance** | |
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| 1. **If the answer to Q1 is ‘Yes’. Please confirm by typing ‘Yes’ in the appropriate boxes below what roles you would potentially carry out?** | |
| 1. *Lead Bidder as Sole Bidder* |  |
| 1. *Lead Bidder with Subcontractors* |  |
| 1. *Subcontractor to a Lead Bidder* |  |
| 1. *Member of an Alliance of Providers* |  |
| 1. *Provision of Technology to a provider of Pathology Services* |  |
| 1. *Provision of transport* |  |
| 1. **Do you have any comments on the draft service specification?** | |
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| 1. **What’s your view on the proposed contract term? Is the term likely to facilitate the efficiencies that HCCG is seeking? Are there any reasons why HCCG may consider an alternative contract term?** | |
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| 1. **Are there any technological advances that you foresee that will improve the efficiency of pathology services?** | |
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| 1. **What impact would the provision of an optional late afternoon, evening and weekend specimen collection have on the costs of the service, and would they be feasible? Are there any ways in which HCCG could facilitate this provision?** | |
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| 1. **If a proposed mobilisation is phased over two waves, wave 1 practices live in 3 months (April 2018) and wave 2 practices being live 3 months (July 2018) later be sufficient? What are the main issues you would foresee in being able to mobilise the service?** | |
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| 1. **What key information would you require HCCG to make available to enable you to bid to provide the service?** | |
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| 1. **What sort of payment model do you believe would be most suitable for efficient delivery of the pathology service in order to deliver efficiencies on the cost per test as activity increases?** | |
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| 1. **Do you have access to a Pathology Laboratory currently? Where is the laboratory located? Is the laboratory capable delivering the service specification and next working day turnaround times for routine blood sciences samples?** | |
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| 1. **Would you be willing to engage with the CCG further about the proposed service? If so, please indicate by which means:** | |
| *Telephone* |  |
| *One to One Meeting* |  |
| *Email* |  |
| *Open Engagement Event* |  |

Please submit completed engagement questionnaires to [greg\_reide@nhs.net](mailto:greg_reide@nhs.net) by 5pm on 1st September 2017.