



Market Engagement Notice

Supply of Orthotics Services and Appliances

KCH Interventional Facilities Management LLP

Introduction

KCH Interventional Facilities Management LLP (KFM) is a wholly owned subsidiary of King's College Hospital NHS Foundation Trust (Trust). KFM provides a fully managed service in all clinical areas to the Trust. As part of the managed service with the Trust, KFM requires a supplier to provide Orthoses following patient review by the Orthotist team. This includes the provision of ready-made appliances and, where clinically indicated, bespoke solutions.

Purpose and Scope

The aim of the orthotic service is to facilitate the treatment and rehabilitation of Trust patients. This is achieved through the assessment of need and the provision of an orthoses which will either remedy or relieve a medical condition or disability; and may prevent the development of disabling conditions. In addition, the service will offer a continuing programme of maintenance, minor repairs and reassessment of need, once the orthoses has been supplied.

The Trust wishes to promote improved communication with users, carers and primary healthcare providers about orthotics; prescribe orthoses that are best value for money and reduce the supply of items that are rejected either prior to or immediately after delivery.

The principles for this service are as follows:

- To offer a high-quality services to patients through good working relationships between with the Trust and clear communications with colleagues, other departments, external organisations and the public.
- To provide a fully integrated seamless service for patients, with all disciplines focused on the provision of integrated, patient centred care. The Service Provider must ensure that all patient contact and care is delivered to the standards, policies and procedures, as required by the NHS and the Trust.

The Trust provides care for patients requiring orthoses across the following specialties at Denmark Hill, The Princess Royal University Hospital sites, and Orpington Hospital:

- Orthopaedics
- Neurology
- Therapies
- Community sites where patients have care under a KCH Consultant

Subject Specific Questions

1. Describe your service delivery model, especially in regard to experience in relation to orthotics for patients referred from Neurosciences and Orthopaedics. In particular what criteria is used to assess if a patient can have an off the self or bespoke appliance.
2. How are bespoke orthotics designed and fitted with the patient?
3. How can the Trust benefit from social value with this type of contract? i.e. Low-carbon manufacturing and sustainable materials, Circular logistics, Greener clinics, local training and employment
4. What are the commercial considerations of your contracts?
i.e., flat fee, cost per hour, consignment stock options of appliances
5. What emerging technologies, digital pathways or materials could transform orthotic outcomes over the next 3-5 years, and how might we pilot them?
6. Please describe your proposed pathway for discharging patients from the acute setting to community-based orthotic care and ongoing support. You may consider the following elements:
 - a. Discharge criteria & readiness checks
 - b. Handover process & documentation
 - c. Coordination with community providers
 - d. Patient/caregiver education & self-management
 - e. Follow-up & outcome monitoring
 - f. Risk management & safeguarding

No-Commitment Statement

This notice is for information-gathering only and does not constitute a call for competition nor a promise to tender.