**12-LEAD ELECTROCARDIOGRAPHY (ECG) SERVICE**

**for Merton and Wandsworth**

**Market Engagement Questionnaire (MEQ)**

**December 2019**

# Disclaimers

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

* NHS Merton & Wandsworth Clinical Commissioning Group (the Commissioner) is still finalising its decision in regards to this solution and is undertaking market engagement in order to seek the views and opinions of those organisations that may be interested in helping to deliver the solution if it decides to procure it;
* 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 Commissioner to engage with the potential market for delivering the solution;
* This MEQ, the accompanying draft documentation and the responses received arising from it are in no way legally binding on any party
* Responses may be used by NHS Merton & Wandsworth CCG in the final service specification used for contracts and/or to influence the shape of the procurement in the future; however no responses will be attributed to any organisation nor will any organisation be individually identified.
* **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 Commissioner as to the level of interest from the market and will 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.**

# Instructions for Responding to this MEQ

Please ensure you have read the supporting information provided with this MEQ before responding, including the draft current Specification of Requirements and the Memorandum of Information (MOI), noting that these may be subject to change (in both form and content) if the CCG decides to procure the solution.

Responses to this MEQ should be provided as a single document and be limited to a maximum of 12 sides of A4 paper – this does not include additional requested supporting information, just your written responses.

# Market Engagement Questionnaire

Note: the services being described in this questionnaire relate to the Commissioners’ intention to establish a contract for a **12 Lead Electrocardiography (ECG) Service** with an estimated value of up to **£138,000 per year.**

The draft specification attached to this questionnaire is for a community based service across the Merton and Wandsworth areas, to support GP practices within the primary care setting.

**Organisation Details and Points of Contact:**

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| **ORGANISATION** |  |
| **CONTACT NAME** |  |
| **POSITION IN ORGANISATION** |  |
| **E-MAIL ADDRESS** |  |
| **CONTACT PHONE NUMBER** |  |
| **COMPANY WEBSITE** |  |

**Questions about Your Organisation:**

1. Please tell us briefly about your organisation and your reasons for taking an interest in this opportunity to provider a **12 Lead Electrocardiography (ECG) Interpretation and Reporting Service.**

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| response: |
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1. Do you have specific expertise and experience in developing and/or providing the proposed ECG service model described in the draft service specification? If yes can you please provide details of this?

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| response: |
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**Questions about the Proposed Service:**

1. As described in the accompanying Memorandum of Information (MOI) slide deck, Merton and Wandsworth CCGs currently operate different service models. The draft Service Specification sets out a service model to supply and maintain ECG equipment to Merton GP practices, but not Wandsworth GPs. The service model then provides for an ECG provider to receive transmitted ECG traces, clinically interpret these and report back to the sending GP practice, electronically.

Do you have any comments about this proposed service delivery model? Are there alternative service models the CCGs should consider? If so, please explain what this might be, and why it will be better for patients and/or the GP practices?

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| response: |
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4. Looking through the Service Specification:

1. Is the specification reasonable, appropriate, clear and optimal to address local need? Do you have any suggested additions or changes that you would wish to propose for consideration?
2. What outcome measures, thresholds and KPIs would you propose to be appropriate for this service, or do the draft ones currently specified seem reasonable?
3. Are the turnaround times for maintenance/replacement of faulty equipment (currently specified as within 48 hours) reasonable?
4. Would you consider it economically/practically viable to supply consumables (e.g. leads and patches etc.) for use with the ECG you would supply (to Merton GP practices)? Please explain.

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| response: |
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5. The service model as currently specified, includes:

* Provision and maintenance of ECG equipment (for Merton GP practices only);
* Training of GP practice staff in use of ECG equipment and transmission to the Provider for interpretation (both CCGs); and
* Enhanced interpretation and reporting of ECG traces (both CCGs).

Focusing on the training of GP practice staff element, how should this be better defined within the Service Specification? And/or what further information or limitations would you advise to be reasonable to be able to offer this service within an agreed overall contract price?

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| response: |
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1. Does your organisation have a genuine interest to offer the ECG service to the Merton and Wandsworth CCGs? Please confirm / clarify whether all service elements?

* If YES, please explain why and whether you would offer the service as a sole supplier, or with some partner or sub-contractor(s), or as part of a collaboration or consortium solution?
* If NO, please explain your reasons for this, including any barriers you perceive might be in place for an organisation or consortium looking to bid for this contract

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| response: |
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**Questions about the Potential Financial Envelope:**

1. Whilst the CCGs currently have a mixed service delivery provision involving very different pricing approaches, the proposed new service model assumes a pricing approach involving:

* An annual fee (paid monthly) for the equipment provision (Merton only); and
* ECG test interpretation and reporting (paid monthly) on the basis of a locally agreed tariff per report.

The CCGs propose agreeing an upper activity plan threshold, below which the ECG test interpretation and reporting tariff would apply in full, and then a reduced marginal tariff being applied for any activity above this core volume threshold.

Please comment on how reasonable and adequate you consider this to be, having regard to the service as being specified and the assumed levels of core activity as set out within the Service Specification and MOI. Supporting comments to explain your view would be appreciated.

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| response: |
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1. Based on the above pricing approach, are you able to provide an indicative tariff or range of tariffs, having regard to the level of activity set out within the Service Specification and MOI.

*Note, this is not a competitive quote, but an indication to assist the CCGs to estimate likely investment requirement, and also, to compare with current budgeting to inform how best to progress toward a new service and service contract.*

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| response: |
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**Questions about the Contract/Service Delivery:**

9. The CCGs have a current assumption for a 3 year contract term. Does this seem reasonable and sufficiently commercially attractive? Would a longer contract term be able to deliver any financial benefit to the CCGs? An explanation of your rationale would be helpful.

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| response: |
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10. The MOI sets out an expectation for up to 3 months mobilisation following contract award, to achieve service commencement. Is this reasonable? Could this be reduced? Please explain.

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| response: |
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11. Do you foresee any particular challenges or issues that might need to be addressed and managed to put the service in place?

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| response: |
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12. Are there any opportunities, issues, innovations and/or developments which the CCGs should be made aware of that have the potential to offer increased value and or benefit to patients, the CCGs and/or GP referrers? Is there any need to take account of these within the service specification? e.g. mobile delivery of a service to housebound patients?

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| response: |
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13. Is your organisation a supplier on a framework agreement that would support the CCG contracting with you through that framework for the services being specified by Merton and Wandsworth CCGs? If yes, please provide details and a reference web address.

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| response: |
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14. The CCG is also considering procurement of a service covering 24 hour ECG /7 day event monitoring. This would include equipment provision and interpretation for both Wandsworth and Merton CCGs. If you were able to provide this please describe:

a) What your service model would look like?

b) The annual fee for equipment provision?

c) The tariff for test interpretation and reporting on the basis of a locally agreed tariff per report?

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| response: |
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Thank you for taking the time to respond and share your interest and views of the Commissioner’s current intentions for the future provision of the service in Merton and Wandsworth. Would you be willing if approached, to discuss further with the Commissioner your views about the solution and the Commissioner’s intentions as outlined?

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| YES | NO |
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**Please help to return this questionnaire to Susan Shaw (**[**susan.shaw25@nhs.net**](mailto:susan.shaw25@nhs.net)**) by no later than Friday 24th January 2020** with the email Subject Heading "Market Engagement Response - Merton and Wandsworth – ECG Service”