FURTHER MARKET ENGAGEMENT

**TO INFORM THE PROCUREMENT OF A NORTH WEST LONDON INTEGRATED MUSCULOSKELETAL CLINICAL ASSESSMENT AND TREATMENT SERVICE**

# RESPONSE INSTRUCTIONS

Firstly, please review the Draft Service Specification and the supporting Key Commercial Features document pertaining to the imminent procurement for the provision of an Integrated Community Musculoskeletal (MSK) Service across North West London. Please return your completed Feedback Form via e-mail to [jasmine.barrett1@nhs.net](mailto:jasmine.barrett1@nhs.net) by **noon on Friday, 21st April 2023.**

# DISCLAIMERS

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

* NHS North West London Integrated Care Board (ICB) are finalising their intentions to procure a new MSK service for North West London. Market engagement is being undertaking at this time to seek the views and opinions of those organisations that may be interested in providing the future service.
* This market engagement activity, 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 invitation by the ICB to engage further with the potential market to understand the current level of interest that exists, based on the updated draft service specification and commercial assumptions.
* This document, the sharing of any accompanying and/or subsequently shared documentation 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 as to the level of interest from the market and will be used to evidence a decision as to the most appropriate process to award a contract for the new MSK service**.

**CONFIRMATION OF YOUR EXPRESSION OF INTEREST IS THEREFORE IMPORTANT.**

**NEXT STEPS**

Indicative high-level procurement timetable\*:

| **Action** | **Date** |
| --- | --- |
| Publish ITT (via Atamis)  Response Deadline  Bidder Interviews  Tender Outcome Communicated  Contract award  Mobilisation  Service Commencement | 15th May 2023  3rd July 2023  w/c 7th August 2023  September 2023  End September 2023  October – December 2023  January 2024 |

\*The ICB reserve the right the vary or amend this timetable, or cancel any potential subsequent procurement process, in its entirety,

# FEEDBACK FORM

**ORGANISATION DETAILS AND POINT OF CONTACT**

Further direct engagement with interested provider organisations may be considered valuable, prior to commencement of the formal procurement process. If you would be happy to be contacted, please confirm the most appropriate point of contact for your organisation, below:

|  |  |
| --- | --- |
| Company Name: |  |
| Contact Name: |  |
| Role / Position: |  |
| Organisation: |  |
| Email Address: |  |
| Contact Number: |  |

1. Considering the overall service model, as specified, do you assess there to be any fundamental problems, “deal breakers” or “material issues” that should be addressed before commencing a procurement? **If “yes”, please explain.**

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| response: |
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1. Regarding the Key Performance Indicators (KPIs), do you consider these to be proportionate and achievable, or do you foresee any fundamental issues that should be addressed before commencing a procurement? **Please explain.**

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| response: |
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1. Considering the Commercial Assumptions, do you assess these to both be feasible to deliver a financially sustainable MSK service, and reasonable to attract your commercial interest? **If “no”, please explain.**

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| response: |
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1. Please confirm your current level of interest in this opportunity and share any thoughts or considerations regarding the proposed MSK service, e.g., assuming a competitive procurement opportunity, would you likely respond as a “Lead Bidder”, or would you partner with some other organisation, which would take the Lead Bidder role?

|  |  |  |
| --- | --- | --- |
| High | Medium | low |
|  |  |  |

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| --- |
| response: |
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