

Buying Guide

How we can help you

Pathology: Equipment, Consumables & Managed Services

Pathology
Analyser
Technologiesv

Laboratory
Equipment &
Consumables

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Executive Summary

This document provides a detailed overview of the frameworks available for the provision of Pathology Equipment, Consumables and Managed Services within NHS Supply Chain: Diagnostics, Pathology and Therapy Technologies, and Services (Category Tower 8).

The purpose of this document is to inform customers of the **various offerings** NHS Supply Chain can provide and ensure you purchase the **right products** through a procurement route that suits you, **quickly and efficiently**.

The framework agreement outlined in this document includes the following:

1. Pathology Laboratory Equipment and Consumables

OJEU reference: 2015/S 203-368608

Period of framework agreement: 1 November 2017 to 31 October 2019

2. Liquid Based Cytology and HPV Testing Systems

OJEU reference: 2015/S 157-288692

Period of framework agreement: 25 September 2015 to 30 September 2019

OJEU reference: 2019/ 077-183714

Period of framework agreement: 19 August 2019 to 18 August 2021

3. Microbiology, Serology, Virology and Immunology Equipment, Consumables and Reagents

OJEU reference: 2016/S 094-169228

Period of framework agreement: 11 June 2015 to 10 June 2020

4. Microscopes and Slide Scanning Equipment

OJEU reference: 2015/S 077-136141

Period of framework agreement: 15 April 2017 to 31 December 2019

5. Pathology Analytical Systems, associated Sundries and Services (novated by NOE CPC)

OJEU reference: 2016/S 23-425181

Period of framework agreement: 1 October 2017 to 30 September 2021

Should you require further guidance outside of this guide, please contact your Account Manager who will handle your enquiry accordingly.

We are currently re-tendering all pathology requirements in the new Pan-Pathology including Managed Equipment Services tender which is due to be launched Spring 2020 and will replace the frameworks listed above.

For further information on these contracts and all other NHS Supply Chain: Diagnostics, Pathology and Therapy Technologies, and Services contracts please visit:

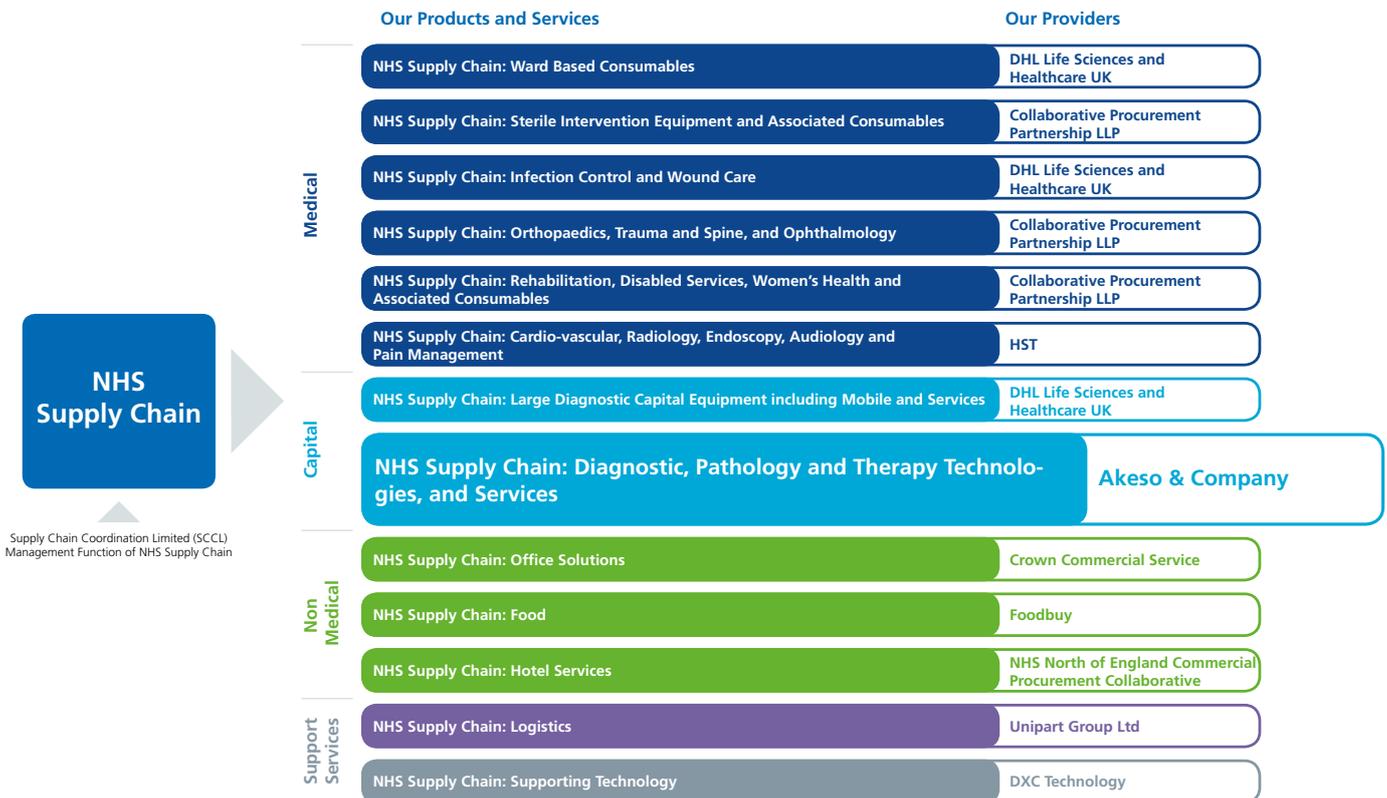
www.supplychain.nhs.uk/categories/diagnostic_pathology_therapy_technologies_services/

Welcome to the NHS Supply Chain

The NHS has a challenge to deliver £22 billion in savings by the end of the financial year 2020/2021 including £700 million from improving procurement. NHS Supply Chain is uniquely positioned as the national provider to work alongside trusts to respond to this challenge and support its achievement.

The NHS Supply Chain new operating model will help the NHS improve procurement efficiencies as highlighted in Lord Carter’s interim report: “Review of operational efficiency in NHS providers” by lowering costs through increased price transparency and reducing the number of products and suppliers used across the NHS to deliver economies of scale.

As part of this new operating model NHS Supply Chain have awarded eleven specialist category buying functions made up of procurement and supply chain experts, selected to ensure delivery of high-quality products and value for money to the NHS.



Further details on the categories and sub categories outlined above can be found at:

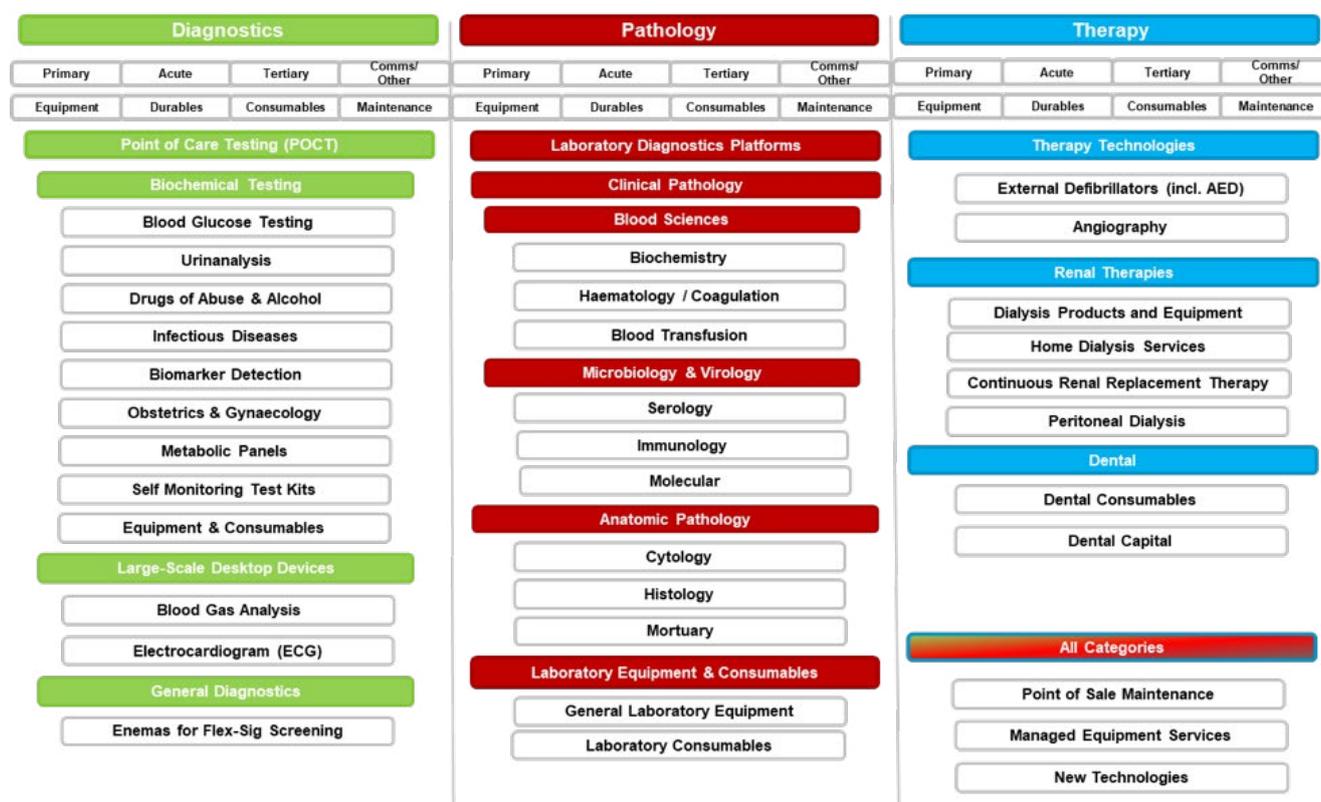
<http://www.supplychain.nhs.uk/categories/>

Diagnosics, Pathology and Therapy Technologies and Services

Diagnosics, Pathology and Therapy Technologies, and Services is responsible for the delivery of a diverse array of products and services to a range of healthcare settings. The scope of this category offers frameworks for equipment, financing, maintenance and consumables.

From a low incumbent market share (<10%), we will lead the engagement with technology provider markets to the NHS worth over £1 billion per year, creating a significant opportunity for our customers to access leading innovative technologies whilst driving substantial total cost savings and efficiencies.

Akeso & Company Ltd is the appointed provider for Diagnosics, Pathology and Therapy Technologies, and Services since 2018 when the NHS Supply Chain new operating model went live. Specialising in Healthcare, Akeso&Co. is an independent, leading specialist provider of procurement and supply chain advisory and support services to the NHS and healthcare sector. It has a strong client portfolio and track record of delivering lasting improvement through complex category management projects over 30 NHS clients, in the last three years.



For further information relating to NHS Supply Chain: Diagnosics, Pathology and Therapy Technologies, and Services please visit: http://www.supplychain.nhs.uk/categories/diagnostic_pathology_therapy_technologies_services/



Our underlying commitment to NHS Customers

Our dedicated team of procurement and supply chain industry experts are on hand to support all customer enquiries. Our aim is to provide the choice of products and equipment you need, through a procurement route that suits you, saving you time and money.

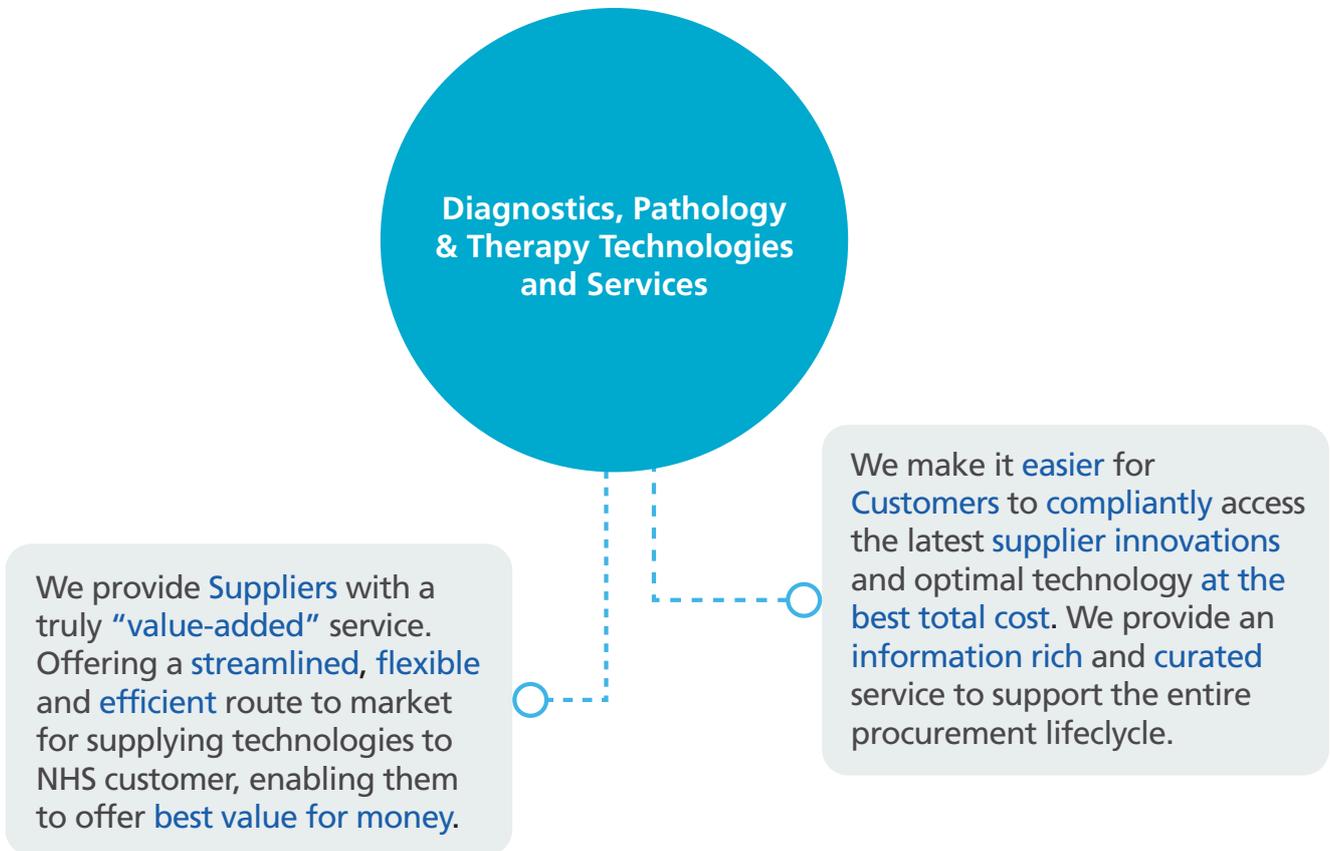
Some of the key benefits include:

- ✓ Multi-supplier framework featuring branded suppliers and SME suppliers to drive innovation
- ✓ Wide range of pricing and discount options available utilising guaranteed test volumes
- ✓ Variety of pricing options including reagent rental & commitment deals linked to volume and/or duration
- ✓ No need to tender, comprehensive range negates the need for individual trust tenders
- ✓ Savings through leverage from national agreement
- ✓ Competitive pricing agreed at framework competition to ensure customers get the best value for money
- ✓ Standardised terms and conditions that have been pre-agreed with suppliers with flexibility built in for customers
- ✓ Convenient ordering – Our online ordering system allows you to order quickly and easily, consolidating both orders and invoicing. Or we can issue you with a URN (unique reference number to order directly with the supplier.
- ✓ Award-winning e-commerce solutions covering the entire process from order to invoicing for configurable equipment.



Our Knowledge and Expertise

We work alongside customers and suppliers to strategically source high-quality products, identify areas of innovation and improve end-to-end supply chain efficiencies.



Customer Service and Support

Providing efficient customer service is our priority. NHS Supply Chain have a committed team of Account Managers and Account Support Managers available to support key customers within their allocated geographical area. NHS Supply Chain Account Managers provide field-based support and work with customers on an appropriate level to manage their supply chains effectively, support critical and on-going business requirements and drive identification and delivery of savings opportunities.

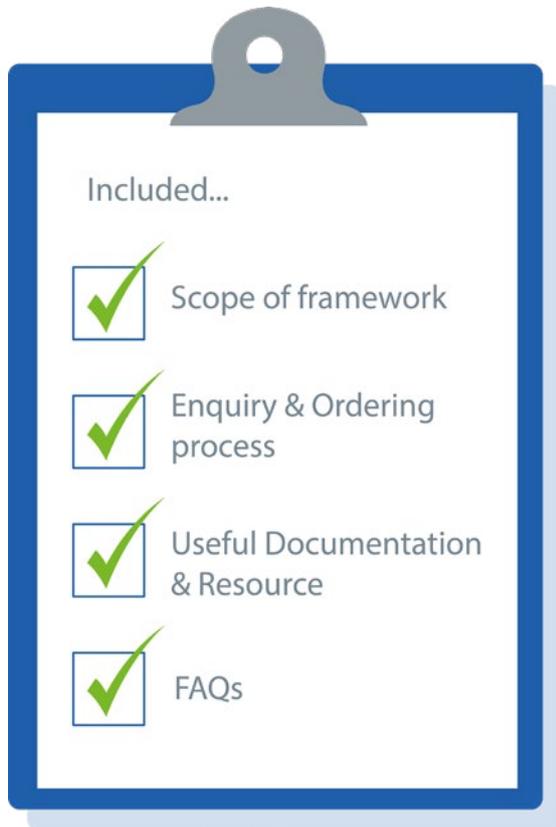
To contact your Account Manager visit: <http://www.supplychain.nhs.uk/contact/account-managers>

Alternatively, you can contact NHS Supply Chain dedicated customer service team. The telephone lines are manned from 8:00am until 5:00pm Monday to Friday, ready to deal with queries over the telephone. You can also contact us via email on customer.service@supplychain.nhs.uk

To find out more visit: <http://www.supplychain.nhs.uk/customer-service>

Getting started: Guidance on using this document

As part of our commitment to delivering excellent customer service, this buying guide provides customers with all the necessary information to ensure you purchase the right products through a procurement route that suits you, quickly and efficiently.



The lots detailed in this buying guide relate to the **Pathology: Equipment, Consumables & Managed Services** and includes all available suppliers and products for each lot.

The procurement of these frameworks was undertaken following extensive engagement with various stakeholders including, trade bodies, customers and suppliers to deliver a compliant contracting solution for the NHS trusts.

We understand the importance of providing an efficient and easy ordering process. Our step-by-step guide to ordering makes it easier for our customers to choose the procurement and supply route that suits them.

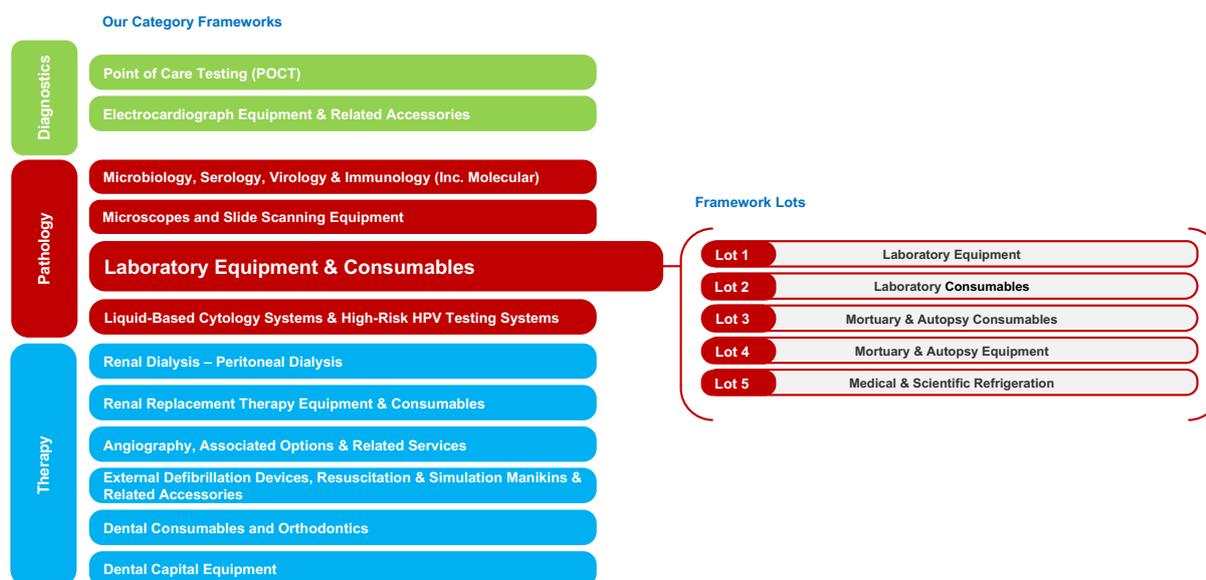
We have also included a list of useful documentation and resources that you might need when purchasing through NHS Supply Chain.

1. Laboratory Equipment, Consumables, Accessories and Ancillaries including Medical and Scientific Refrigeration, Blood Banks, Mortuary and Autopsy

OJEU reference: 2015/S 203-368608

Period of framework agreement: 1 November 2017 to 31 October 2019

This framework has been developed by NHS Supply Chain and includes a range of products across 58 suppliers.



For the lots listed in this framework, all the products are available to purchase via the NHS Supply Chain on-line catalogue or directly with the supplier. For more information on how to order via our frameworks please see 'Enquiry and Order Process'.

Lot 1 – Lab Equipment

Products Available on the Framework Agreement

- Thermal Cyclers
- Microplate Readers, washer, filler, incubator and associated equipment
- Electrophoresis
- Homogeniser
- Stirrers and Mixers
- Freezer Dryers
- Slide drying ovens
- Evaporator
- Heated Incubator
- Hotplates
- Laboratory Ovens
- Water Bath (circulating, shaking, heating, boiling and Ultrasonic)
- Block heaters
- Tissue Processors, and Vacuum tissue processors and Decalcifiers
- Embedding Centres and cold plates
- Manual, Semi-Automated and Fully Automated Microtomes
- Cryostats
- Tissue Floating bath
- Automated Cover slippers
- Slide Warming Unit
- Slide and Tissue Stainers including: Routine and Special Stainers, ISH and ICH and Immunostainers
- Slide Storage Cabinet and Block storage cabinets
- Electronic and Manual Pipettors
- Titrators
- Electronic pH meters
- Ion meters
- Bottle-top dispensers
- Refractometers
- Ultra Violet and Visible Light Spectrophotometers
- Chromatography Equipment and Mass Spectrometry
- Laboratory counters
- Gel Documentation System and Imaging Systems
- Manual, Semi-Automated and Automated Erythrocyte Sedimentation Rate (ESR) Analysers and Viscometers
- Moistures Analysers
- Laboratory Mills
- Laboratory pumps (aspirator, liquid, pressure, peristaltic, water, diaphragm)
- Water Purification Systems
- Blood Film Staining Equipment
- Slide Processing System
- Centrifuge
- Distillation Equipment
- Shaking Equipment
- Autoclave
- Safety Storage Cabinets
- Washers and/or Disinfectors and/or Dryers
- Laboratory Balances
- Safety Cabinets
- Wax Ovens

Suppliers

- Alpha Laboratories Ltd
- BES Decon
- BMM Weston Limited
- Bright Instruments Co Ltd
- CellPath Ltd
- Denward Manufacturing Ltd
- ESTS(GB)Ltd
- Fisher Scientific UK Ltd
- Getinge UK Ltd
- Labmode Ltd
- Launch Diagnostics Ltd
- LEEC Limited
- Leica Microsystems (UK) Ltd
- LTE Scientific
- MATZ Medical Ltd
- MMM Medical UK Ltd
- QED Scientific Ltd
- Sakura Finetek UK Ltd
- Scientific Laboratory Supplies Ltd
- Sterilab Services
- Sterilin Ltd
- Thermo Shandon Limited
- Thistle Scientific Limited
- VWR International Ltd

Lot 2 – Lab Consumables

Products Available on the Framework Agreement

- Bags
- Bottles and caps
- Cell Culture and Biology products
- Containers
- Drug Destruction Kits
- General Consumables
- Glassware
- Histopathology Blades
- Histopathology Consumable
- Laboratory Chemicals and Reagents
- Liquid Handling
- Loops and Spreaders
- Sample Transport
- Storage Solutions
- Bacterial and Viral Swab Systems and Kits
- 24 Hour Urine Collection
- pH Indicator Strips

Suppliers

- Alpha Laboratories
- Becton Dickinson UK Limited
- BIOPACKAGING LTD
- CellPath Ltd
- Denward Manufacturing Ltd
- DGP Intelsius Ltd
- Elkay Laboratory Products (UK) Ltd
- Fisher Scientific UK Ltd
- Greiner Bio-One Ltd
- IMS Euro
- International Scientific Supplies Ltd
- Leica Microsystems (UK) Ltd
- MATZ Medical Ltd
- MedDX Solutions Limited
- Medical Wire & Equipment
- Medline Scientific Limited
- Safer Options Ltd
- Sakura Finetek UK Ltd
- Sarstedt Ltd
- Scientific Laboratory Supplies Ltd
- SolMedia Ltd
- Sterilab Services
- Sterilin Ltd
- Scilabware (Formerly Wheaton UK Ltd)
- Technical Service Consultants Ltd
- TECHNOPATH Distribution Ltd
- Thermo Shandon Limited
- Valley Northern Ltd
- VWR International Ltd

Lot 3 – Mortuary and Autopsy Consumables

Products Available on the Framework Agreement

- Mortuary and Autopsy Buckets, Containers & Holloware
- Mortuary and Autopsy Headblock Rests and Scales
- Mortuary and Autopsy Instruments
- Mortuary and Autopsy Miscellaneous Products
- Mortuary and Autopsy Needles, Twine and Closures
- Mortuary and Autopsy Protective Clothing
- Mortuary and Autopsy Electric Saws and Consumables

Suppliers

- Barber Medical
- CellPath Ltd
- Desoutter Medical Ltd
- IMS Euro
- LEEC Limited
- MATZ Medical Ltd
- Medezine Ltd
- Nine Group International
- Roftek Ltd
- Sakura Finetek UK Ltd
- Scientific Laboratory Supplies Ltd
- Thermo Shandon Limited
- VWR International Ltd

Lot 4 – Mortuary and Autopsy Equipment

Products Available on the Framework Agreement

- Mortuary and Autopsy Tables, Trolleys, Trays and Sinks
- Mortuary and Autopsy Storage, Cabinets and Tables
- Mortuary and Autopsy Refrigerated Body Storage
- Mortuary and Autopsy Temporary Body Refrigeration Solutions

Suppliers

- LEEC Limited
- MATZ Medical Ltd
- Roftek Ltd
- VWR International Ltd

Lot 5 – Medical and Scientific Refrigeration

Products Available on the Framework Agreement

- General Pharmacy, Ward, Laboratory and General Refrigeration
- Blood Bank Total Solution
- Ultra-Low Temperature Freezers
- Cryogenic Refrigeration
- Temperature Monitoring and Mapping systems
- Blood Tracking Systems

Suppliers

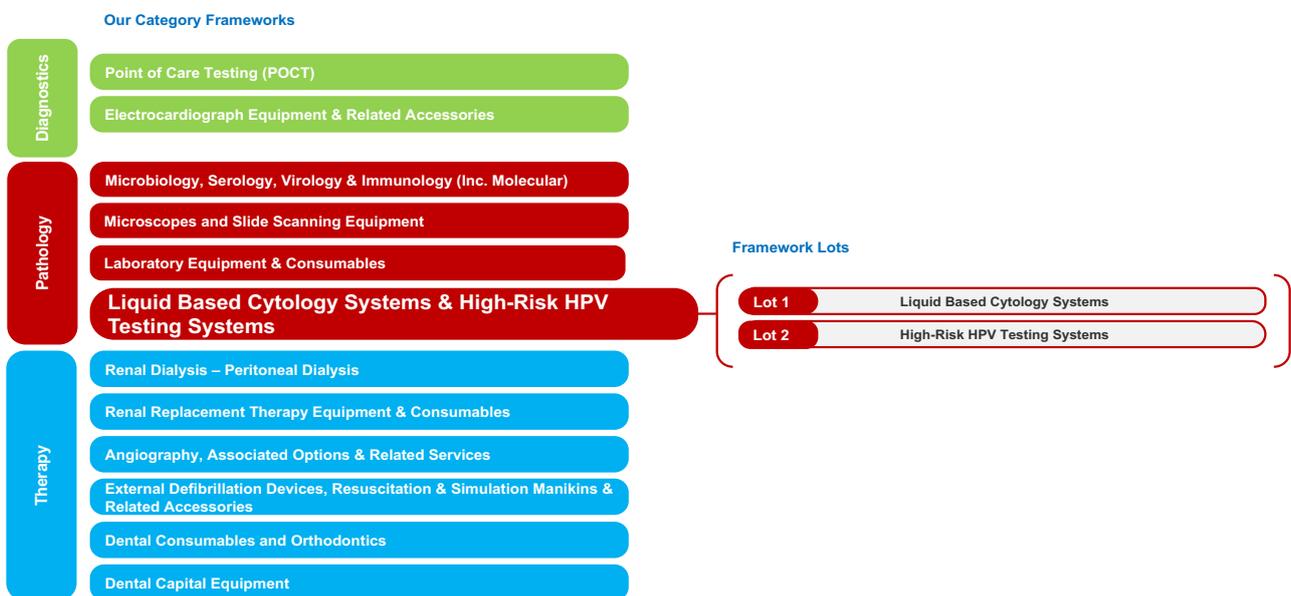
- | | |
|--|---|
| • Comark Instruments | • Labmode Ltd |
| • Contronics Limited | • Msoft eSolutions Limited |
| • Cool Repair Scientific UK Ltd | • Panasonic Biomedical Sales Europe BV |
| • Denward Manufacturing Ltd | • QED Scientific Ltd |
| • Deva Medical Electronics Ltd | • Scientific Laboratory Supplies Ltd |
| • Ethicheck Ltd | • Sterilin Ltd |
| • Fresenius Kabi Limited | • TECHNOPATH Distribution LTD |
| • Glen Dimplex Professional Appliances | • Tutela Medical (Next Control Systems Ltd) |
| • Haemonetics Ltd | • VWR International Ltd |
| • Labcold Ltd | |

2. Liquid Based Cytology Systems and HPV Testing Systems

OJEU reference: 2019/ 077-183714

Period of framework agreement: 19 August 2019 to 18 August 2021

This framework has been developed by NHS Supply Chain in collaboration with NHSE Cancer Screening Programme and includes a range of products across [six suppliers](#).



For the lots listed in this framework, all the products are available to purchase via the NHS Supply Chain on-line catalogue or directly with the supplier. For more information on how to order via our frameworks please see 'Enquiry and Order Process'.

Lot 1 – Liquid Based Cytology Systems

Products Available on the Framework Agreement

Supplier	Equipment
Becton Dickinson	BD Prestain System
Hologic	ThinPrep 2000 processor ThinPrep 5000 Bench Top ThinPrep 5000 Autoloader ThinPrep 5000 Autoloader (including ThinPrep 2000)
Source BioScience	SurePath PreStain System

Lot 2 – High-Risk HPV Testing Systems

Products Available on the Framework Agreement

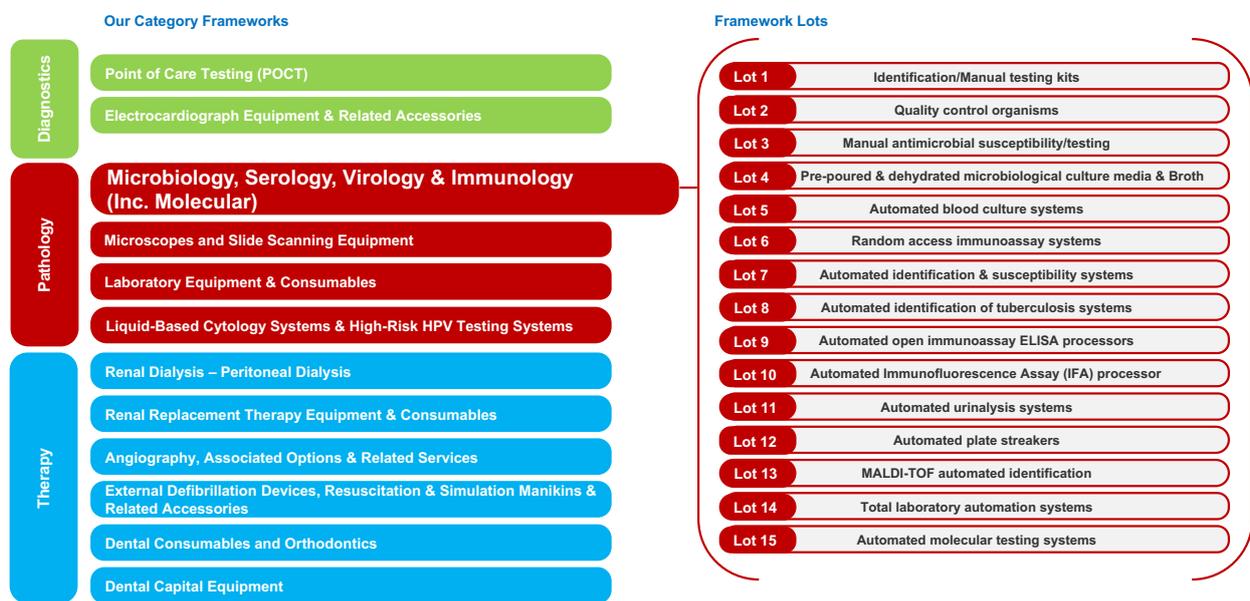
Supplier	LBC Modality	Analysers	NHS Cancer Screening Programme Acceptable Test Information
Abbott	SurePath ThinPrep	m2000sp m24sp m2000rt	Abbot RealTime High Risk HPV
Hologic	ThinPrep	Panther Tomcat	
Qiagen	SurePath ThinPrep	Rapidcapture System Qiasymphony SP Qiasymphony Cabinet Hybrid Capture System 2 Automated Plate Washer Multi-Specimen Tube Vortexer	Hologic APTIMA HPV Assay
Roche	SurePath ThinPrep	Cobas X480 Cobas Z480	Roche Cobas 4800 HPV system
Becton Dickinson		BD Viper LT	

3. Microbiology, Serology, Virology and Immunology Equipment, Consumables and Reagents

OJEU reference: 2016/S 094-169228

Period of framework agreement: 11 June 2018 to 10 June 2020

This framework has been developed by NHS Supply Chain and includes a range of products across 58 suppliers.



For the lots listed in this framework, all the products are available to purchase via the NHS Supply Chain on-line catalogue or directly with the supplier. For more information on how to order via our frameworks please see 'Enquiry and Order Process'.

Supplier

	Identification/Manual testing kits	Quality control organisms	Manual antimicrobial susceptibility testing	Pre-poured & dehydrated microbiological culture media & broth	Automated blood culture systems	Random access immunoassay systems	Automated identification & susceptibility systems	Automated identification of tuberculosis systems	Automated open immunoassay ELISA processors	Automated Immunofluorescence Assay (IFA) processor	Automated urinalysis systems	Automated plate streakers	MADLI-TOF automated identification	Total laboratory automation systems	Automated molecular testing systems
	Lot 1	Lot 2	Lot 3	Lot 4	Lot 5	Lot 6	Lot 7	Lot 8	Lot 9	Lot 10	Lot 11	Lot 12	Lot 13	Lot 14	Lot 15
Abbott Laboratories						•									•
Abtek Biologicals			•												
Alere Limited	•								•						
Alpha Laboratories	•								•						
Beckman Coulter							•				•				
Becton Dickinson	•		•	•	•		•	•				•	•		•
Bio-Diagnostics										•					
bioMérieux	•	•	•	•	•	•	•	•	•		•	•	•	•	•
Bio-Rad Laboratories	•		•	•			•		•						
Bruker													•		
Cepheid															•
CIGA	•														
Don Whitley Scientific												•		•	
E&O Laboratories				•											
ELITech															•
Grifols	•								•	•					
Hain Life Science															•
Hologic															•
Invitech Limited	•														
Launch Diagnostics	•		•						•	•					•
Luminex Corporation															•
Menarini Diagnostics											•				
nal von minden	•														
Pro-Lad Diagnostics	•														
Qiagen															•
Ranow Holdings															•
R-Biopharm Rhone	•														•
Roche Diagnostics						•					•				•
Serosep UK Limited															•
Siemens Healthcare Diagnostics						•			•		•				•
Sterilab Services	•														
Thermo Fisher Scientific (Oxoid)	•		•	•	•		•	•							
Werfen	•					•			•	•					•

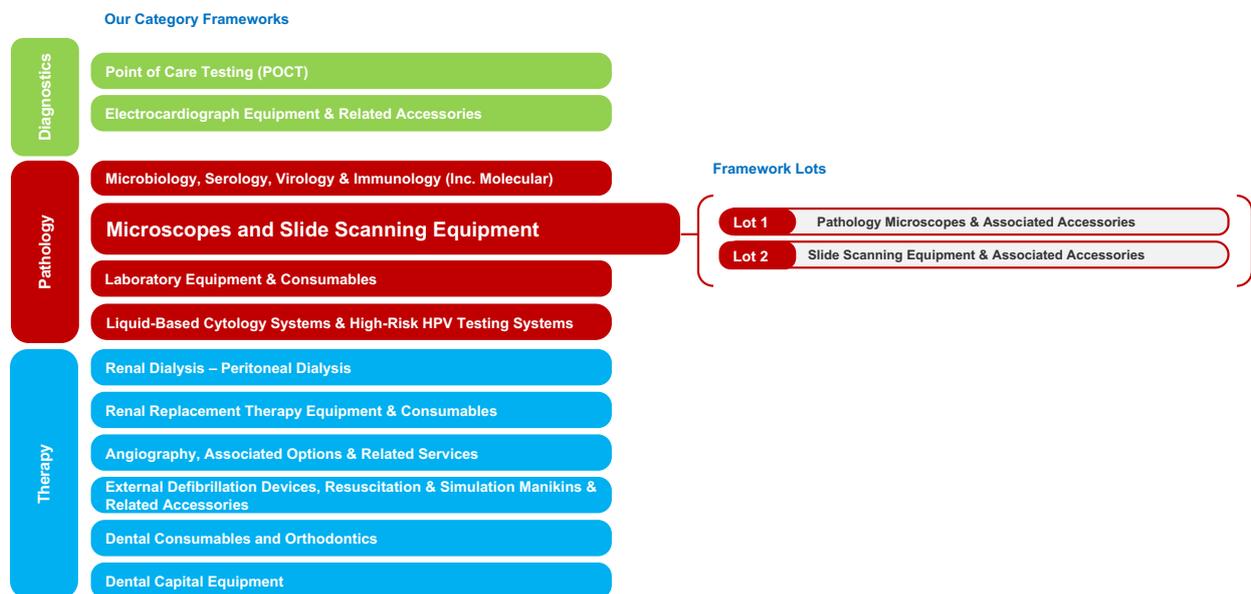


4. Pathology Microscopes and Slide Scanning Equipment and Associated Accessories

OJEU reference: 2015/S 077-136141

Period of framework agreement: 11 June 2018 to 10 June 2019

This framework has been developed by NHS Supply Chain and includes a range of products across 58 suppliers.



For the lots listed in this framework, all the products are available to purchase via the NHS Supply Chain on-line catalogue or directly with the supplier. For more information on how to order via our frameworks please see 'Enquiry and Order Process'.

Lot 1 – Microscopes & Associated Accessories

Products Available on the Framework Agreement

- Carl Zeiss Ltd
- G H Zeal NEW
- Leica Microsystems (UK) Ltd
- Mason Technology Ltd
- Nikon (UK) Ltd
- Olympus KeyMed
- Scientific Medical Clinical Ltd NEW
- Vision Source Ltd NEW

Lot 2 – Slide Scanning & Associated Accessories

Products Available on the Framework Agreement

- Menarini Diagnostics Ltd
- Carl Zeiss Ltd
- G E Medical Systems Ltd NEW
- G H Zeal NEW
- Hamamatsu Photonics UK NEW
- Leica Microsystems (UK) Ltd
- Mason Technology Ltd
- Nikon (UK) Ltd
- Olympus KeyMed
- Philips Healthcare
- Roche Diagnostics Ltd
- Sakura Finetek UK Ltd NEW

5. Pathology Analytical Systems, associated Sundries and Services (Novated)

OJEU reference: 2016/S 233-425181

Period of framework agreement: 1 October 2017 to 30 September 2021

This framework has been developed by NHS Supply Chain and includes a range of products across 58 suppliers.

Lot 1 – Analysers, Analytical Systems & Associated Products & Services

Products Available on the Framework Agreement

The scope of Lot 1 includes ALL pathology analysers / analytical systems that produce pathology results along with associated products and services that are intrinsically linked to those analysers and analytical systems producing results, (such as reagents, consumables, maintenance, training and all aspects of digital pathology etc. If your product is inherently linked to an analyser or analytical system providing a result within the pathology market sector, this is the lot your product/ service would fit under.

Outside of scope of this lot are; rapid/ single use tests, general lab consumables and general hardware such as microscopes and blood fridges.

A trust will be able to form the following types of contract under this lot; however, it is not an essential requirement to be able to provide all these except (i):

- i. A standard Supply of Goods and Services contract
- ii. A reagent rental
- iii. An equipment lease/ rental arrangement
- iv. A limited Managed Equipment Service (MES) contract where the contract parameters do not have the intent to include any third-party management or where a Trust has concluded that using this Lot will provide the widest scope to meet their individual requirements. (MES contracts cannot use the Direct Award option)

Lot 2 – Pathology Managed Service Contracts (MSC)

Products Available on the Framework Agreement

This lot will be used when a trust has a laboratory or Pan Laboratory Managed Service Contract requirement which is likely to include the management of third parties.

This framework is specifically for an MSC between a trust and supplier. It is not to be used as a way to negate the responsibilities a trust has to demonstrate value for money for the goods and services that are managed under this Managed Service Contract.

To clarify direct award is not available via this framework lot.

	Lot 1	Lot 2
Supplier	Analysers, Analytical Systems & Associated Products & Services	Pathology Managed Service Contracts (MSC)
Abbott Diagnostics	•	•
Agilent Technologies LDA UK Limited	•	
AusDiagnostics UK Limited	•	
Beckman Coulter United Kingdom Limited	•	•
Becton, Dickinson U.K. Limited	•	•
bioMerieux UK Limited	•	•
Cepheid Uk Limited	•	
Chrystal Consulting Limited		•
Diagnostica Stago UK Ltd	•	
DiaSorin Limited	•	
EUROIMMUN UK Ltd.	•	
Genmed.me Limited		•
Grifols UK Limited	•	
Hamamatsu Photonics UK Ltd	•	
Helena Biosciences	•	
Hologic Ltd	•	
HORIBA UK Limited	•	
IBG Immucor Limited	•	
Launch Diagnostics Ltd	•	
Leica Microsystems (UK) Ltd	•	•
Luminex corporation	•	
Mast Group Ltd	•	
Menarini Diagnostics	•	
MSoft e-Solutions	•	
Ortho Clinical Diagnostics	•	•
Oxford Biosystems Ltd	•	
PerkinElmer LAS	•	
Philips Healthcare	•	
QIAGEN Ltd	•	
Roche Diagnostics Limited	•	•
Sebia (UK) Ltd.	•	
Sectra Limited	•	•
Siemens Healthcare Diagnostics Ltd	•	•
STERILAB SERVICES	•	
Sysmex UK Ltd	•	•
Thermo Fisher Diagnostics	•	
Tosoh Bioscience Limited	•	
Werfen Limited	•	

Enquiry and Order Process: The Customer Journey

Getting Started: Is the product / supplier of interest available via this framework?

We advise our customers to check out our list of available products and suppliers on this framework to ensure a fast and easy process. For details on what is in scope please refer to the lot breakdown outlined in this document and the 'Product and Supplier Matrix' referred to in 'Useful Documents & Resources'. Should you require further information please see 'Frequently Asked Questions' and 'Useful Documents & Resources'.

Should you require further information please contact your Account Manager.

Purchasing consumables

All consumables are available to purchase via the NHS Supply Chain on-line catalogue:
<https://www.supplychain.nhs.uk>

If you would like to look at product match completing for direct and in-direct alternatives:

Step 1) Contact your Account Manager who will issue you with the relevant template

Step 2) The team will assess the products held on the NHS SC catalogue and contact the suppliers for any alternatives they may be able to offer

Step 3) A file with all direct and in-direct alternatives will be issued to you showing pricing and the total potential savings to be achieved.



Purchasing directly with supplier

Do you require a quotation?

If you already have a quotation from a supplier...

Step 1) Please let us know the product and supplier you wish to order from.

Step 2) If the supplier is not awarded to supply via this framework we will get back to you to check whether you would like us to approach other suppliers with direct/ in-direct alternatives. If you want us to acquire a list of available alternative equipment and pricing that meet your needs, please follow below process for without quotation.

Step 3) If the supplier and product is supplied via this framework and you wish to proceed with the quotation please send us the quotation you have received from the supplier. We will validate the quote and ensure your order can be processed via the framework agreement. Once validated we will issue a Unique Reference Number (URN) and the Framework Reference.

Step 4) Finally please let us know whether the order has been placed and provide us with:

- The purchase order number
- The date the purchase order was raised
- The total value of the purchase order
- A copy of the purchase order

If you do not have and need a quotation...

Step 1) Please supply us with a specification. The specification can be minimal or detailed depending on whether you want:

- A full list of what is available
- A narrowed list of that meets your specific requirements. In this case please send us a list of the minimum/ essential requirements ('musts') and clearly list any desirable requirements. An example of what this could include: the minimum outputs, any restrictions with size, capacity (fridges/freezers). Please find a Statement of Requirement Form (SOR) under 'Useful Documents & Resources' section.

Step 2) We will then request comparative pricing from the relevant suppliers against this specification asking them to confirm that the equipment delivers these requirements. As a value add we can also facilitate site visits and demonstration days with supplier(s) to discuss specification requirements. Once received the pricing is issued to you.

Step 3) Any clinical assessment can then be made by you.

Step 4) Please inform us which equipment/supplier you wish to purchase. Depending on the route to order we will issue either:

- An NPC for ordering via the national catalogue or
- A Unique Reference Number (URN) and the Framework Reference

Please note that this process usually takes 7 working days.

Step 5) Finally please let us know whether the order has been placed and provide us with:

- The purchase order number
- The date the purchase order was raised
- The total value of the purchase order
- A copy of the purchase order



Reagent Rental and Quantity Commitment

To ensure your quotation is covered and complies with our framework all enquiries and pricing must come through NHS Supply Chain and not direct with the supplier.

Step 1) Contact the relevant NHS Supply Chain Account Manager

Step 2) Complete an Enquiry Form – See ‘Useful Documents & Resources’ section for further information

Step 3) Our specialised team of NHS Supply Chain buyers will explore your requirements and purchasing options available to you. Pricing will either be taken from the agreement or requested from the supplier as an ‘extension of framework pricing’

Step 4) Your NHS Supply Chain Account Manager will provide finalised quotations as per your requirements

Step 5) Once you are ready to order you will be issued with a Memorandum of Agreement (to be signed by the trust and supplier) and your specific NPC codes. These will enable you to place your orders electronically via the NHS Supply Chain online ordering system

Direct Award / Call Off

If a trust can determine which supplier represents best value for money from the detail provided within the supplier’s tender submissions to the framework agreement using the supplier submitted pricing schedules to the framework, a trust can direct award.

For clarity, bespoke terms or pricing cannot be supported under direct award, a trust must accept the offer listed in the framework using the frameworks terms & conditions and framework agreement submitted pricing schedule.

A trust cannot direct award and use locally agreed prices as this is in breach of the framework and would therefore not be compliant. If a trust requires “bespoke” pricing, a further competition must be carried out.

An MES contract cannot use a direct award option, they must be awarded by a further competition

Managed Service Contract

Further Competition

A further competition will be used to establish the most economically advantageous tender (MEAT) in order to meet the specific requirements of the participating organisation/authority as laid down in the further competition documentation.

A trust will provide a detailed specification and evaluation questions for their bespoke requirement. Their requirement MUST fall within the parameters of the framework as detailed below. Each further competition will clearly state the stages the process it will go through up front (including details on site visits/ presentations/ references etc. as applicable) and how marks will be awarded at each stage. They will also detail at what stages supplier numbers may be reduced.

The further competition will be issued to ALL suppliers awarded onto the framework agreement, and it is the responsibility of the supplier to register interest and submit an offer within the timeframe stipulated should they wish to participate.

A supplier can submit a bespoke offer as part of the further competition and is not bound to fixing the management fees or services that were submitted to the framework.

Each further competition invitation will reflect the precise nature of an organisation's local requirement, albeit in accordance with the permitted scope of service as outlined within the over-arching framework agreement.

When using this agreement to run local call off/further competitions under the framework agreement participating organisations may only adjust/ amend the criteria weightings within the following ranges to reflect their bespoke requirements:

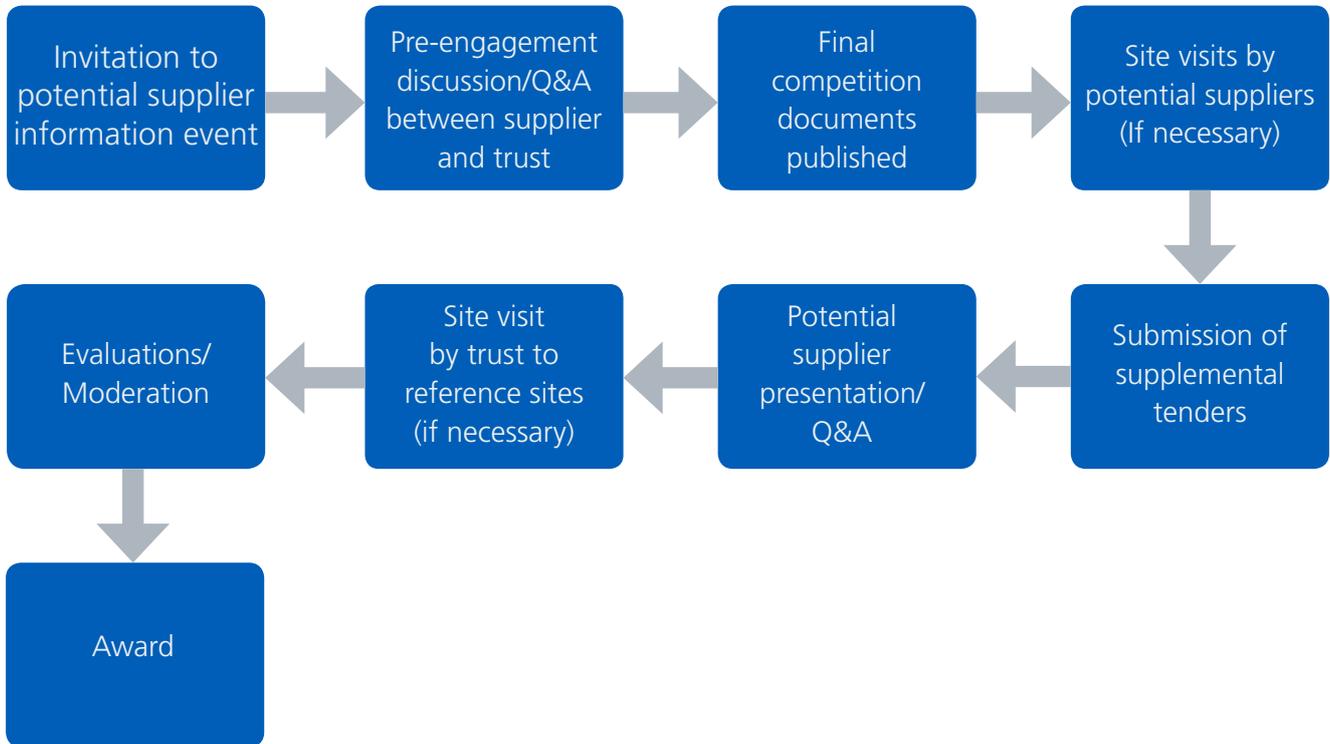
Lots	Criteria	Weighting (%)
Analysers, Analytical Systems & Associated Products & Services	Price	15 - 65
	Technical/ Operational Requirements	20 - 70
	Support/ Training/ Maintenance & Installation	15 - 65
	Whole Life Cost	20 - 55
Pathology Managed Service Contracts	Managed Service Requirements	25 - 60
	Technical/ Operational Requirements	20 - 50

It is recognised that the duration of contracts/call offs awarded under the framework agreement may vary and on occasions the nature of the requirement may be such that a contract/call off may extend beyond the expiry date of the framework agreement itself.



Further Competition Process

To ensure continuity, and for the benefit of all involved, it is expected that all conducted further competitions will follow the same process as detailed below.



We will also provide trusts with the same template further competition documentation to complete for continuity purposes.

Terms and conditions

The applicable version of the terms and conditions are the NHS Terms & Conditions for the Provision of Managed Services.

In the event that a customer and supplier want to utilise further terms and conditions for the benefit of the contract, should there be any contradiction between terms, the NHS Framework Agreement for the Provision of Services (August 2014) will prevail.

Managed Equipment Service: An important note on taxation

Please note that the framework arrangements generally, and the NHS Terms and Conditions for the Provision of Managed Services (SCCL call-off contract version) have not been developed to achieve any particular tax treatment (such as in relation to the reclaim of value added tax (VAT)). Specific tax advice should always be sought by the customer in relation to any managed services project in connection with the tax treatment and implications of the specific project scope and approach. Please also note that tax law and policy is always developing and, as a result, up-to-date tax advice should be obtained in respect of each individual managed services project.

Neither Akeso&Co, SCCL, nor its professional advisers, can be liable to any participating organisation in respect of the tax treatment of any particular project or contract, including in respect of any loss, liability, charges, interest or fines suffered by or levied against any participating organisation in connection with the tax treatment of the framework or any call-off contract entered into pursuant to the framework.

Useful Documents and Resources

Documentation	Use	Where to find
Product and Supplier Matrix	This document provides a full list of product categories and the corresponding supplier and supplier contacts for each lot	Available on the NHS Supply Chain website
Statement of Requirements Form (SOR)	This document requires completing by a technically qualified person to identify the needs of the customer.	Your Account Manager can provide access to these documents.
Customer Guide	This document provides a useful overview of the NHS Supply Chain operation with important advice including what to do when a product is not available, deliveries and returning of products	Available on the NHS Supply Chain website

Frequently Asked Questions

1) What products are included within this framework?

Please see the Framework General Information for further information on the suppliers, their analysers and applicable assays.

2) How do I order from this framework?

Once you have received your quotation from your relevant Account Manager you will receive specific details, including a URN, in which you can raise orders directly through the supplier.

3) Can you complete a product match against the products I currently order from NHS SC?

If you would like to look at product match completing for direct and in-direct alternatives:

Step 1: Contact your Account Manager who will issue you with the relevant template

Step 2: The team will assess the products held on the NHS SC website and contact the suppliers for any alternatives they may be able to offer

Step 3: A file with all direct and in-direct alternatives will be issued to you showing pricing and the total potential savings to be achieved.

4) What is the national pricing matrix?

This is a matrix of pricing taking into consideration the varying factors that affect pricing. These include the varying test numbers, the number of years you would like to contract for and the equipment you require. The matrix allows us to quote you a framework 'cost per test' for your requirement which you can call off 'direct award'.

5) Do I need to complete a mini-competition, or can a call-off award be made from this agreement?

The extensive pricing matrix allows us to complete a direct award from this agreement and no mini-competition is required with the exception of Managed Equipment Services.

6) What are the timescales from making a request for a price to raising the relevant paperwork enabling us to sign an agreement with a supplier?

Due to the extensive pricing we state a minimum of two weeks is required to complete this process.

7) Can I speak directly to the supplier to discuss bespoke specifications then still purchase via the framework?

Yes, however please advise relevant supplier/s that the route of purchase is via NHS SC framework to ensure you obtain a quote with all available framework discounts.

8) Does this price include maintenance/Service for the life of the equipment?

No, but all equipment comes with a 2 to 5-year warranty as standard however if you require a maintenance/service contract this needs to be stated on your initial pricing enquiry so we can arrange a separate quotation from the suppliers. Examples of current pricing which will remain confidential and only be used internally for validation of any savings achieved.



8) Can I obtain pricing for Maintenance/Service after I have purchasing the equipment?

Yes, you can obtain quotes for Maintenance post-sale, this is managed via a different framework. For further details please see <https://www.supplychain.nhs.uk/product-information/contract-launch-brief/maintenance-repair-and-calibration-of-medical-equipment/>

9) Does price include training/demonstration/set up of equipment?

This would need to be discussed with the Supplier at initial enquiry stage.

Customer Feedback

We are keen to hear feedback on your experience using our framework, please either direct this via your Account Manager or via Customer Services including any product issues and concerns you would like to raise for equipment purchased via this framework.

Please provide your feedback via the following link;
<https://www.supplychain.nhs.uk/ordering/customer-feedback/>