

Ref: FOI/GS/ID 5608

Please reply to:
FOI Administrator
Trust Management
Maidstone Hospital
Hermitage Lane
Maidstone
Kent
ME16 9QQ
Email: mtw-tr.foiadmin@nhs.net

30 July 2019

Freedom of Information Act 2000

I am writing in response to your request for information made under the Freedom of Information Act 2000 in relation to Pressure area care devices.

You asked:

- 1) Current medical equipment contracts – pressure area care*
 - a) I would like to know what pressure area care devices are used in your trust. Please include details regarding pressure relieving mattresses and other pressure redistribution devices e.g. pressure relieving cushions, foot protectors, pads etc.*
 - b) For each of these devices, how many of each device are used in your trust per year?*
 - c) For each of these devices, please detail which company these devices are acquired/bought from and the type of contract this company is operating under*
 - d) Please detail when did each of these contracts start? (If no formal contract, then please detail when purchasing from the company began)*
 - e) How long is each contract for?*
 - f) What is the expenditure on each of these contracts per year? (If no formal contract, then please detail how much is spent on each type of device from each company per year)*
 - g) For each of these devices, please detail how they were acquired (e.g. acquired through the NHS supply chain or acquired through direct negotiation with companies?)*

h) What is the overall expenditure on pressure area care devices in your region per year?

i) Does your trust have a preference for a company offering all pressure area care devices providing all of the components of 1a) (e.g. pressure relieving mattress, pressure relieving cushions etc.) or do you instead opt for a collection of different companies each providing one (or more) of the aforementioned devices in 1a) (e.g. separate pressure relieving cushions, pressure relieving mattresses etc.

I would like all the information from 1a to 1g in the form of a table (excel if convenient)

If, after this, there is still time left as per the FOI Act then please answer the questions of this next section (Section 2):

2) Procurement methods

a) Which procurement method do you use (e.g. restricted/single source/open tendering/ any quality provider etc.) to identify which supplier will deliver pressure area care devices

b) Please detail the procurement method procedure once a pressure area care device contract has ended (e.g. do you typically offer contracts with the same supplier or do you reopen the tendering process to all potential suppliers/specific suppliers)

c) How often do you invite suppliers to tender for pressure area care devices?

d) Please detail the number of providers which tendered for a pressure area care device contract each time you invited providers to tender for contracts.

e) Detail the criteria by which you assess a supplier that is tendering for a pressure area care device contract and please rank these criteria in terms of the weighting given to each component.

Trust response:

Please see the following:

1.

Pressure area care device	Number used in the Trust per year	Company device acquired from	Type of contract Company is operating under	Date contract began	Expense on these devices per year	Method of acquisition
Heel protectors	178	Talar Made	NHS SC		24,921	NHS SC
Aderma heel Pads	86	Smith & Nephew	NHS SC		2,938	NHS SC
Kerrapro strips	66	Crawford Pharmaceuticals	NHS SC		£2,054.13	NHS SC
Siltape	10	Advancis Medical	NHS SC		£733.30	NHS SC
Atmos Air 3000 cushions	none ordered in the last financial year kept on the wards that order them	Arjo	ADHOC		£0 in the last financial year	Direct
Atmos Air 4000 Mattresses	none ordered in the last financial year	Arjo	ADHOC	currently out to market	£0 in the last financial year	Direct
Atmos Air 9000 Mattresses	40 ordered in the last financial year	Arjo	ADHOC	currently out to market	Further information will not be given.	Direct

2.

- a) NHS SC framework
- b) NHS SC framework
- c) 3 - 5 years depends on length of contract
- d) Arjo, Drive Devilbiss, Essential Healthcare, Herida, Hillrom, IQ Medical, Linet, Talley, Ultimate
- e) See above table – Weighting has not been decided at present this will be decided in time for supplier event which is being planned