

Ref: FOI/GS/ID 5793

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

29 July 2020

## **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 Intraocular Lenses and Phaco Machines.

*You asked:*

*Q1 Is there a contract in place for Intraocular lenses and/or Phaco machines?*

*If Yes, please complete Questions Q2 and Q4 to Q9*

*If No, please complete Questions Q3 and Q4 to Q9*

*Q2 If Yes, please indicate if it is a Managed Service contract, Framework or other contract and provide details of the Supplier/s.*

*Q3 If No, please indicate how Intraocular lenses and Phaco machines are procured.*

*Q4 Do you procure Direct as a Hospital or Trust or through a Procurement group?*

*Q4A Please indicate the Procurement Group used (please tick more than one if appropriate).*

*Q5 Question Detail – Current Contracts*

*Please provide details of your current supplier/s with contract dates.*

*Q6 Question Detail – Volume of Cataract Procedures and Annual Spend*

*Please provide details of your current cataract volumes and annual spend.*

*Q7 When do you expect to begin the procurement for the contract renewal?*

*Q8 Do you intend to procure Direct as a Hospital or Trust or through a Procurement group?*

*Q8A Please indicate the Procurement Group which is likely to be used.*

*Q9 Do you intend to move towards a Managed Service model?*

## Trust response:

|   |   |
|---|---|
| <b>NHS Trust</b>                                  | <b>Maidstone and Tunbridge Wells NHS Trust</b>  |
| <b>Hospital</b>                                   | <b>MAIDSTONE DISTRICT GENERAL HOSPITAL</b>  |
| <b>Contact Name</b> (person completing this form) | <b>This role falls under the remit of the Chief Finance Officer. Details of the Trust Executives can be found on our website <a href="http://www.MTW.nhs.uk">www.MTW.nhs.uk</a></b> |

|           | <b>Question Detail – Contracts and Suppliers</b>  | <b>Answer</b>   | <b>Please Tick as appropriate</b> | <b>Action Required</b>   |
|-----------|---|-----------------|-----------------------------------|--|
| <b>Q1</b> | Is there a contract in place for Intraocular lenses and/or Phaco machines?  | Yes             | ✓                                 | If <b>Yes</b> , please complete Questions <b>Q2 and Q4 to Q9</b> |
|           |   | No              |                                   | If <b>No</b> , please complete Questions <b>Q3 and Q4 to Q9</b>  |
| <b>Q2</b> | If <b>Yes</b> , please indicate if it is a Managed Service contract, Framework or other contract and provide details of the Supplier/s. | Managed Service |                                   | Please name the Supplier/s here:                                 |
|           |   | Framework       | ✓                                 | Please name the Supplier/s here:                                 |
|           |   | Other           |                                   | If Other, please provide details here:                           |
| <b>Q3</b> | If <b>No</b> , please indicate how Intraocular lenses and Phaco machines are procured.  | N/A             | N/A                               | Please provide details here:                                     |

|            | <b>Question Detail – Procurement Model</b>   | <b>Answer</b>     | <b>Please Tick as appropriate</b> | <b>Action Required</b>                                |
|------------|--|-------------------|-----------------------------------|---|
| <b>Q4</b>  | Do you procure Direct as a Hospital or Trust or through a Procurement group?           | Direct – Hospital |                                   |   |
|            |  | Direct - Trust    |                                   |   |
|            |  | Procurement Group | ✓                                 | If Procurement Group please complete table <b>Q4A</b> |
| <b>Q4A</b> | Please indicate the Procurement Group used (please tick more than one if appropriate). | CPP               |                                   |   |
|            |  | NHS Supply Chain  | ✓                                 |   |
|            |  | SBS               |                                   |   |
|            |  | HTE               |                                   |   |
|            |  | Other             |                                   | If Other, please provide details here:                |

|                      |   |                            |                          |                                       |   |
|----------------------|---|----------------------------|--------------------------|---------------------------------------|---|
| <b>Q5</b>            | <b>Question Detail – Current Contracts</b>  |                            |                          |                                       |   |
|                      | Please provide details of your current supplier/s with contract dates.<br>Please insert more rows if appropriate to provide details of all current suppliers. |                            |                          |                                       |   |
| <b>Product</b>       | <b>Current Suppliers</b>  | <b>Contract Start Date</b> | <b>Contract End Date</b> | <b>Extension period</b>               | <b>Do you intend to utilise the extension period?</b> |
|                      | Please indicate name of supplier/s  | Please indicate Date       | Please indicate Date     | Please specify number of years/months | Please indicate Yes or No                             |
| <b>IOLs</b>          | <b>B&amp;L</b>  | <b>October 2019</b>        | <b>September 2026</b>    | <b>0</b>                              |   |
| <b>IOLs</b>          |   |                            |                          |                                       |   |
| <b>Phaco machine</b> | <b>B&amp;L</b>  | <b>October 2019</b>        | <b>September 2026</b>    | <b>0</b>                              |   |
| <b>Phaco machine</b> |   |                            |                          |                                       |   |

|  |  |                 |                              |                                |
|--|--|-----------------|------------------------------|--------------------------------|
| <b>Q6</b>                                  | <b>Question Detail – Volume of Cataract Procedures and Annual Spend</b>  |                 |                              |                                |
|  | Please provide details of your current cataract volumes and annual spend.<br>Please insert more rows if appropriate to provide details of all current suppliers. |                 |                              |                                |
| <b>Year</b>                                | <b>Cataract Volume</b>   | <b>Supplier</b> | <b>IOL £ Value (ex. VAT)</b> | <b>Phaco £ Value (ex. VAT)</b> |
| <b>2017 (Calendar Year)</b>                | 5185   | Bausch & Lomb   | £xx                          |                                |
|  |  | Carl Zeiss      |                              | £xx                            |
| <b>2018 (Calendar Year)</b>                | 5387   | Bausch & Lomb   | £xx                          |                                |
|  |  | Carl Zeiss      |                              | £xx                            |
| <b>2019 (6 months<br/>January to June)</b> | 2144   | Bausch & Lomb   | £xx                          |                                |
|  |  | Carl Zeiss      |                              | £xx                            |
| <b>2019 (July onwards)</b>                 | 2762   | Bausch & Lomb   | £xx                          |                                |
|  |  | Carl Zeiss      |                              | £xx                            |

The Trust is applying Section 43(2) FOIA which provides an exemption from disclosure of information which would or would be likely to, prejudice the commercial interests of any person (including the public authority holding it). This is a qualified exemption, and is therefore subject to the public interest test.

The Trust believes that the information requested contains details which would be likely to damage the companies ability to win new business opportunities for their services and to perform them within a commercially competitive market.

The Trust has concluded that the public interest in maintaining the exemption, and therefore protecting the commercial interests of the suppliers and preserving its ability to compete fairly in a commercial market, outweighs the public interest in disclosure in this case.

#### Supplier Transactions

All NHS bodies are required to publish details of individual invoices and transactions that are over £25,000. This is in response to guidance from HM Treasury which sets out the scope of the data. Details can be found on our website using the following link:

[www.mtw.nhs.uk/about-us/our-quality-story/finance/](http://www.mtw.nhs.uk/about-us/our-quality-story/finance/)

|            | <b>Question Detail – Future Procurement</b>  | <b>Answer</b>     | <b>Please Tick as appropriate</b> | <b>Action Required</b>                                |
|------------|--|-------------------|-----------------------------------|---|
| <b>Q7</b>  | When do you expect to begin the procurement for the contract renewal?                  | April 2026        | N/A                               |   |
| <b>Q8</b>  | Do you intend to procure Direct as a Hospital or Trust or through a Procurement group? | Direct – Hospital |                                   |   |
|            |  | Direct - Trust    |                                   |   |
|            |  | Procurement Group | ✓                                 | If Procurement Group please complete table <b>Q8A</b> |
| <b>Q8A</b> | Please indicate the Procurement Group which is likely to be used.                      | CPP               |                                   |   |
|            |  | NHS Supply Chain  | ✓                                 |   |
|            |  | SBS               |                                   |   |
|            |  | HTE               |                                   |   |
|            |  | Other             |                                   | If Other, please provide details here:                |
| <b>Q9</b>  | Do you intend to move towards a Managed Service model?                                 | Yes               |                                   | If Yes, please specify when this is likely to happen: |
|            |  | No                | ✓                                 |   |

