

Ref: FOI/GS/ID 4898

Please reply to:
FOI Administrator
Trust Management
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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 Responding to Tenders.

You asked:

- 1. Please provide a list of all contracts the trust has bid for under current tendering processes for the following financial years: 2017-18, 2016-17, 2015-16, 2014-15, 2013-14 and 2012-13. Please provide the stated value of the contract, the nature of the contract and whether the bid was successful or not.*
- 2. Please provide details of all occasions where external consultancy has been used to support the development of a contract bid or used during any stage of the process. Please break this information down by the name of the consultancy used, the cost of using the firm and the outcome of the bid.*

Trust response:

The schedule attached outlines the tenders which Maidstone and Tunbridge Wells NHS Trust (MTW) has bid for since 2012/2013. Please note the following:

- The duration of a tender response may span 2 financial years. To ensure consistency, the financial year indicated relates to the year the tender was submitted.
- The schedule excludes contracts made available under AQP as these do not have specific contract values. However, we can confirm that no external consultancy has been used for any AQP tender response.
- Where MTW is a sub-contracted provider, our service may only be a small component of the overall service covered by the tender. To provide the total value of the contract would therefore be misleading. Consequently, we have only included the values of contracts tenders in which MTW was the lead bidder.

Commissioner	Service	Financial year	Outcome	Nature of submission	Value of Contract (per annum) £000	External consultancy
HWLH CCG	Community Services	14/15	Successful	Partner		N/A
HWLH CCG	MSK	14/15	Successful	Partner		N/A
KCC	Integrated Sexual Health (v1)	14/15	Unsuccessful - commissioner failed to award the contract	Lead		Tender Professionals [REDACTED]
KCC	Integrated Sexual Health (v2)	14/15	Successful	Lead	4,900	N/A
WK CCG	Urgent Care Services	14/15	Successful	Partner		N/A
Medway NHS Trust	Pathology	15/16	Successful	Lead	1,900	N/A
Medway CCG	Integrated Sexual Health	15/16	Unsuccessful	Lead		N/A
NHSE	Genomic Medicine	15/16	Unsuccessful	Partner		N/A
NHSE	Stereotatic Radiotherapy/Radiosurgery	15/16	Unsuccessful	Lead		N/A
North Kent CCGs	Community Services	15/16	Unsuccessful	Partner		N/A
WK CCG	Dermatology	15/16	Unsuccessful	Lead		N/A
KIMS	Pathology	16/17	Unsuccessful	Lead		N/A
North Kent CCGs	Community Ophthalmology	16/17	Unsuccessful	Lead		N/A
Benenden	Pathology	17/18	Unsuccessful	Lead		N/A
KCC	STI screening	17/18	Successful	Lead	360	N/A
KIMS	Electrical & Medical Engineering support	18/19	Successful	Lead	30	N/A
NHSE	Genomic Lab Hub	18/19	Successful	Partner		Gowling [REDACTED]
NHSE	HPV screening	18/19	Ongoing	TBC		N/A
WK CCG	Elective Care Service	18/19	Ongoing	Lead		N/A

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.