



PWYLLGOR ADNODDAU CYNALIADWY SUSTAINABLE RESOURCES COMMITTEE

DYDDIAD Y CYFARFOD: DATE OF MEETING:	30 April 2024
TEITL YR ADRODDIAD: TITLE OF REPORT:	Procurement Report
CYFARWYDDWR ARWEINIOL: LEAD DIRECTOR:	Huw Thomas - Director of Finance
SWYDDOG ADRODD: REPORTING OFFICER:	Katharine Fletcher – Deputy Head of Procurement

Pwrpas yr Adroddiad (dewiswch fel yn addas)

Purpose of the Report (select as appropriate)

Ar Gyfer Penderfyniad/For Decision

ADRODDIAD SCAA SBAR REPORT

Sefyllfa / Situation

The purpose of this report is to inform Members of the Sustainable Resources Committee (SRC) of the commencement of above threshold procurement for Dental Services and of the outcome of the following recent procurement exercise for Fuel Cards which will be or have been undertaken on behalf of Hywel Dda University Health Board (HDdUHB):

1. Provision of Dental Services for Hendy Gwyn, Haverfordwest and Carmarthen
2. All Wales Fuel Cards
3. All Wales Gluten Free Subsidy Card Scheme

In line with Welsh Government (WG) approval procedures the Health Board is required to approve the following tenders, as they have each have a cumulative contract value in excess of £1 million over the term of the contract.

Cefndir / Background

1. Provision of Dental Services for Hendy Gwyn, Haverfordwest and Carmarthen

Proposed commencement of tenders

Location	Contract Number	Annual Contract Value	Initial Total Contract Value	Extension Option Value	Total Contract Value
Hendy Gwyn (South Pembrokeshire)	1124880001	£500K	£2.5M	£2.5M	£5M
Haverfordwest (North Pembrokeshire/ South Pembrokeshire Border)	1163000002	£500K	£2.5M	£2.5M	£5M
Carmarthen	1007370000 & 2829280001	£500K	£2.5M	£2.5M	£5M

2. All Wales Fuel Cards

Proposed outcome

Duration of Contract	Proposed Supplier (s)	Current Annual Local Contract Value	Current Total Local Contract Value	Proposed Annual Value of New AW Contract	Proposed Total Value of New AW Contract
1 July 2024 to 30 June 2028	Allstar Fuel	£251,164.58	£502,329.16 (current contract is local and for two years)	Estimated £251,164.58 (excluding VAT) per annum based on current consumption and current fuel costs.	Estimated £1,004,658.32 (excluding VAT) across four years based on current consumption and current fuel costs.

3. All Wales Gluten Free Subsidy Card Scheme

Proposed outcome

Duration of Contract	Proposed Supplier (s)	Current Annual Local Contract Value	Current Total Local Contract Value	Proposed Annual Value of New AW Contract	Proposed Total Value of New AW Contract
1 July 2024 to 30 June 2027 with a proposed one-year extension	Allpay Ltd	£264,647.27 excluding VAT	£1,058,589.06 excluding VAT	£263,330.04 excluding VAT.	£782,233.36 + VAT for a three-year term. £1,045,563.00 + VAT for a three-year term and proposed one year extension. Year one includes a one-off card fee.

Asesiad / Assessment

Tender Process

Provision of Dental Services for Hendy Gwyn, Haverfordwest and Carmarthen

From April 2006 Local Health Boards assumed full control of the budget for NHS Primary Care Dental Services and have a clear responsibility to secure or provide services for the people in its area to meet all reasonable requirements and provide out-of-hours services.

During November and December 2023 four General Dental contracts were handed back HDdUHB displacing approximately 17,850 patients. These were a mixture of Units of Dental Activity ("UDA") and Dental Contract Reform ("DCR") practices. The table below shows the

location, patient numbers and contract value of the effected practices. Note: two contracts were handed back for Carmarthen, these will be combined into one contract.

Table A

Location	Number of Patients	Estimated Annual Contract Value
Hendy Gwyn (South Pembrokeshire)	5,600	£500,000.00
Haverfordwest (North Pembrokeshire/South Pembrokeshire Boarder)	6,500	£500,000.00
Carmarthen	5,750	£500,000.00

A total of three separate tender exercises will be run in order to award independent contracts for each location.

The services will meet the requirements of the contract terms of HDdUHB and the WG model Provision of Dental Services (PDS) agreement.

Indicative timing plan for these tenders is detailed in Table B below.

Table B

Activity	Indicative Timing
SRC Approval to Tender	30 April 2024
Board Approval to Tender	30 May 2024
Welsh Government Approval to Tender	Mid-June 2024
Live Tender	Mid-June to Late July 2024
Evaluations	Early August 2024
SRC Approval to Award	27 August 2024
Board Approval to Award	26 September 2024
Welsh Government Approval to Award	Mid-October 2024
Contract Start Date	1 December 2024

In order to provide a quantifiable method of evaluating the qualitative aspects of the bids, a set of weighted criteria will be used based on technical and financial information, which is set out in table C below:

Table C

Quality / Technical – 100%	
Service Delivery	15%
Partnership Working	22.5%
Quality Assurance	15%
Accessibility	7.5%
Risk Assessment	7.5%
Staffing Structure	7.5%
Foundational Economy	15%

Social Value	10%
Commercial – Pass/Fail	
Bidders to confirm acceptance of the HDdUHB average agreed UDA rate of £37.02	Pass/Fail

Responses will be evaluated in accordance with the evaluation criteria set out in the above table. The finance element will be scored on a pass/fail criteria based on the bidder's acceptance to deliver service for the HDdUHB average agreed UDA rate of £37.02. Due to the fixed price set by the Health Board there are no savings associated with this contract.

All three Dental Contracts will be offered on a minimum term of five years with an option to extend for a further three plus years. Maximum Total contract length of ten years.

All Wales Fuel Cards

This contract renewal is to allow Allstar Business Solutions Ltd to continue to supply the Health Board's fuel cards, this Direct Award is being managed by the NHS Wales Shared Services Partnership (NWSSP) All Wales Fleet & Transport Team. The Direct Award is compliant with procurement legislation and the contract will be subject to the Crown Commercial Services (CCS) Framework Terms and Conditions.

HDdUHB manages a significant number of vehicles for various purposes. Efficient fuel management is crucial for controlling operational costs and streamlining administrative processes. The CCS Fuel Cards and Associated Services VI Framework (Framework Reference: RM6186) addresses these needs by pre-vetting qualified fuel card suppliers, ensuring a standardised and efficient procurement process for public sector organisations.

The All-Wales Framework Contract will run from 1 July 2024 to 30 June 2028.

All Wales Gluten Free Subsidy Cards Scheme

A mini competition was undertaken via the Crown Commercial Services (CCS) Framework Agreement for Payment Solutions: ref RM6248 (Lot 2). The mini competition consisted of the following lots:

- **Lot 1 – HDdUHB**

The requirement was for the provision of a pre-paid subsidy debit card to patients clinically diagnosed as requiring gluten free food products in Wales registered in HDdUHB for a contract term of 3 years with a possible 1-year extension.

- **Lot 2 – Optional award of Health Board Requirements**

Lot Two was an optional lot detailing all non-participating Health Boards who wish to reserve the right to opt into the Scheme during the term of the contract for the provision of a pre-paid subsidy debit card to patients clinically diagnosed as requiring gluten free food products in Wales registered in the following Health Boards (contract term to be determined at point of variation of the original contract award and to be coterminous with the end of the original award of contract):

- Lot 2a – Aneurin Bevan University Health Board
- Lot 2b - Betsi Cadwaladr University Health Board
- Lot 2c - Cardiff & Vale University Health Board
- Lot 2d - Cwm Taf Morgannwg University Health Board
- Lot 2e - Powys Teaching Health Board
- Lot 2f - Swansea Bay University Health Board

An expression of interest was issued to five providers from the CCS framework agreement to determine capacity and capability to meet the requirements; five providers confirmed they had the capacity to meet the demand and so wished to proceed to tender stage.

The tender was issued on 7 February 2024 via the Bravo e-tender Wales portal with a deadline for responses of 23 February 2024. Following the deadline, the following two providers submitted a tender response:

- AllPay Limited
- Hawk Incentives Limited

The evaluation panel took place virtually on the 8 March 2024 and consisted of the following evaluators who reached a consensus score and comment for all bidder's responses:

- Ceri Evans - Head of Transaction Services, Primary Care Services, NWSSP Procurement Services
- Carwen Jarman - Senior Finance Business Partner (Unscheduled Care), HDUHB
- Alison Jones Clinical Lead Medicines Management Dietician, Hywel Dda UHB

Bidders written responses were evaluated and scored in accordance with the evaluation criteria as set out within the invitation to tender document, namely:

Award Criteria	Weighting
Technical Evaluation	30%
Commercial Evaluation (pricing)	60%
Social Value	10%

It is recommended that the contract for the Gluten Free Subsidy Card Scheme be awarded to AllPay Limited (the current provider to HDdUHB) as best overall score.

Argymhelliad / Recommendation

Sustainable Resources Committee (SRC) is asked to scrutinise and recommend for Board to:

- **APPROVE** to proceed to commence the tender for the Provision of Dental Services for Hendy Gwyn, Haverfordwest and Carmarthen listed above to provide services from 1 December 2024 to 30 November 2029 or with an extension to 30 November 2034, for onwards submission to Board and Welsh Government for approval.
- **APPROVE** the award of the All-Wales Fuel Cards from 1 July 2024 to 30 June 2028 for onwards submission to Board, Velindre NHS Trust (as hosts of NHS Wales Shared Services Partnership) Public Board and Welsh Government for approval.

- **APPROVE** the award of the All-Wales Gluten Free Subsidy Cards Scheme from 1 July 2024 to 30 June 2028, for onwards submission to Board, Velindre NHS Trust (as hosts of NHS Wales Shared Services Partnership) Public Board and Welsh Government for approval.

Amcanion: (rhaid cwblhau) Objectives: (must be completed)	
Committee ToR Reference: Cyfeirnod Cylch Gorchwyl y Pwyllgor:	3.5 Review major procurements and tenders, such as outsourcing, in relation to achieving Referral to Treatment targets. 3.6 Commission regular reviews of key contracts, suppliers and partners to ensure they continue to deliver value for money.
Cyfeirnod Cofrestr Risg Datix a Sgôr Cyfredol: Datix Risk Register Reference and Score:	Not Applicable
Parthau Ansawdd: Domains of Quality Quality and Engagement Act (sharepoint.com)	7. All apply
Galluogwyr Ansawdd: Enablers of Quality: Quality and Engagement Act (sharepoint.com)	6. All Apply
Amcanion Strategol y BIP: UHB Strategic Objectives:	All Strategic Objectives are applicable
Amcanion Cynllunio Planning Objectives	Not Applicable
Amcanion Llesiant BIP: UHB Well-being Objectives: Hyperlink to HDdUHB Well-being Objectives Annual Report 2021-2022	9. All HDdUHB Well-being Objectives apply

Gwybodaeth Ychwanegol: Further Information:	
Ar sail tystiolaeth: Evidence Base:	Not Applicable
Rhestr Termiau: Glossary of Terms:	DCR – Dental Contract Reform FTS – Find a Tender Service ITT – Invitation to Tender NWSSP – NHS Wales Shared Services Partnership PCR – Public Contract Regulations 2015

	PDS – Personal Dental Services UDA – Unit of Dental Activity
Partïon / Pwyllgorau â ymgynhorwyd ymlaen llaw y Pwyllgor Adnoddau Cynaliadwy: Parties / Committees consulted prior to Sustainable Resources Committee:	Not Applicable

Effaith: (rhaid cwblhau) Impact: (must be completed)	
Ariannol / Gwerth am Arian: Financial / Service:	Not Applicable
Ansawdd / Gofal Claf: Quality / Patient Care:	Not Applicable
Gweithlu: Workforce:	Not Applicable
Risg: Risk:	Not Applicable
Cyfreithiol: Legal:	Not Applicable
Enw Da: Reputational:	Not Applicable
Gyfrinachedd: Privacy:	Not Applicable

Cydraddoldeb: Equality:	Not Applicable
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