



# How to engage NHS Midlands and Lancashire

**Clare Thomason**  
Director of Delivery  
t: 07920 283143  
e: [clare.thomason@nhs.net](mailto:clare.thomason@nhs.net)

**Miranda Pilkington**  
Associate Director  
t: 07780 610664  
e: [miranda.pilkington2@nhs.net](mailto:miranda.pilkington2@nhs.net)

**Beverley Thomas**  
Head of Procurement  
t: 07738 754482  
e: [beverley.thomas7@nhs.net](mailto:beverley.thomas7@nhs.net)

# Your Routes To Market

	OPTION 1	OPTION 2	OPTION 3	OPTION 4	OPTION 5
	Direct Award for Below Threshold Spend	Direct Award for Above Threshold Spend	Engagement through a Framework	Engagement through Partners	NHS England Customers Only
WHEN	For distinct projects below procurement thresholds. Current thresholds are £214,904 for ICBs and £139,688 for trusts and NHS England, for non-clinical services.	For all contracts, justified by specific criteria: performance, technical and time.	For higher-value contracts, streamlining procurement.	Alternative for higher-value contracts; care system support partner pays framework fee.	Non-clinical service request up to £10m, if a subcontractor to NHS ML is required this must be 49% of less of total value.
HOW	You need to submit a proposal to ML; if approved, a new contract is issued. The proposal needs to include your service offer with financial values.	You need to submit a proposal to ML; if approved, a new contract is issued. The proposal needs to include your service offer with financial values.	Contracts via frameworks can be direct or through further competition. Frameworks available: <ul style="list-style-type: none"> <li>• <a href="#">All Age Continuing Care Services</a></li> <li>• <a href="#">NHS England HSSF</a></li> <li>• <a href="#">Crown Commercial Services</a></li> <li>• <a href="#">Transforming Organisations Partnerships and Systems – see guide</a></li> <li>• <a href="#">Bolton IT and Cyber Service</a></li> <li>• <a href="#">SBS Intelligent Automation</a></li> <li>• <a href="#">Digital Outcomes and Specialist 6</a></li> <li>• <a href="#">Research &amp; Insights DPS</a></li> <li>• <a href="#">Health Trust Europe Consultancy and Advisory Services Framework (Lots 1, 2, 3, 4 and 6)</a></li> <li>• <a href="#">Job Planning Consultancy and Implementation Services</a></li> </ul>	Submit a proposal to ML; if accepted, a new contract is drafted using framework terms.	Email: <a href="mailto:england.csubusinessprocess@nhs.net">england.csubusinessprocess@nhs.net</a> for more information. Complete and submit a short business case on proforma. Email <a href="mailto:lucy.lucas@nhs.net">lucy.lucas@nhs.net</a> for the template.
WHAT	Requires a single tender waiver signed by your CFO. This will enable direct award and prevent you from having to source multiple quotations.	Typically involves options appraisal and sign-off by your finance/governance committee.	Accessing frameworks: Direct award for some; others require further competition.	Requires sign-off through your finance/governance committee.	A weekly approvals panel supported by NHSE Transition Tea. Contact <a href="mailto:lucy.lucas@nhs.net">lucy.lucas@nhs.net</a>

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# Frequently Asked Questions

### What approvals are needed?

All contracting decisions will need to be taken in line with your standing financial instructions, and depending on the size of the contract, this is likely to include an approval process. In some instances, a single tender waiver and publication of a contract award notice may be required.

### Does this guidance apply to all services?

This guidance applies to non-clinical services only, pending legislative changes to the Public Contracts Regulations 2015 in late 2024.

### How do I engage you for healthcare services?

Healthcare services are covered by the newly implemented provider selection regime. Direct award options are available in option 1 (a, b, and c). We are on one framework for clinical services (Continuing Care Services). Further advice is available by request.

### Will you be joining any other frameworks?

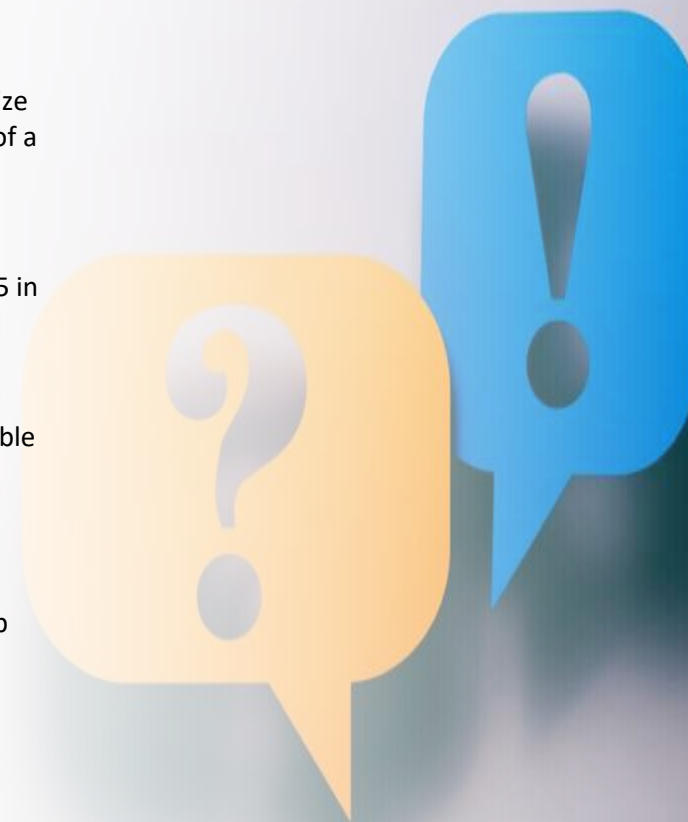
We are awaiting the outcome from a number of frameworks, and our membership is constantly evolving. We will keep you informed when we join new frameworks.

### What type of contract do we need to use?

We will use the NHS standard contract for goods & services for all non-framework contracts. If we contract with you using a framework, then we will use the framework terms & conditions.

### Who will complete the contract?

We have a contract team who will be able to draft the contract for you. This will then be reviewed and signed by both parties.



# How to engage NHS Midlands and Lancashire continued

## Frequently Asked Questions

### **Can ML help with the single tender waiver/recommendation report?**

Yes, we can help to populate these documents with some options as to the proposed justification/rationale for the selected approach. It will be up to you to select the most appropriate wording for your reports.

### **Will I need to discuss project progress with NHS ML?**

All meetings and project delivery would be done by NHS ML; your involvement with the other services would be limited to contractual payment.

### **How will you manage the relationship with other care system support partners?**

We will have an overarching memorandum of understanding between ourselves and the care system support partner to govern the arrangement.

### **When can we use a contract variation?**

This can be used in any circumstances, if the contract value is below 50% of the original contract value. It can be done with a simple contract variation document, stating service details, financial values, and timescales.

### **Can ML run a further competition exercise for us?**

It is possible for NHS ML to run the procurement exercise if we put in place an ethical wall agreement. This does carry some risk to both organisations as it may be perceived that ML has an advantage.

