



Annual Procurement Report

2021-22

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Date:
December 2022

Review Date:
19/12/2022

Approval Date:
9th January 2023

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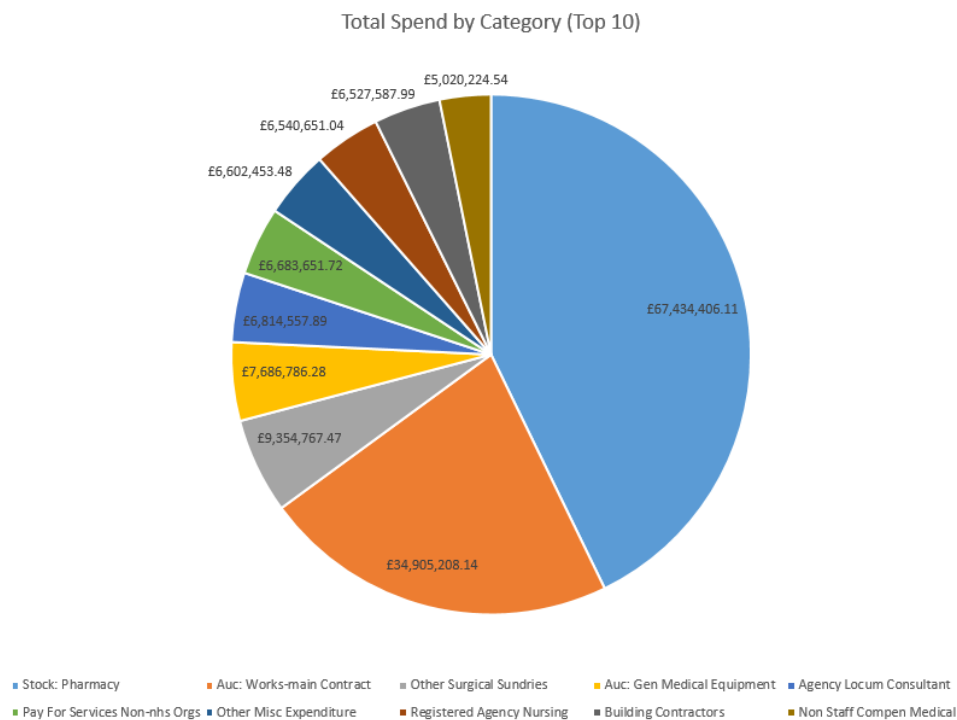
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Introduction

This annual procurement report has been published by NHS Grampian in accordance with the Procurement Reform (Scotland) Act 2014, which requires that, “all public bodies which expect to have spend of £5 million or greater on regulated procurements in its next financial year must produce a procurement strategy”. This report covers the reporting requirements for NHS Grampian for 1st April 2021 to 31st March 2022.

NHS Grampian provides health care services for the half-million people in the Grampian area and in financial year 21/22 had a trade spend with third party suppliers of around £240m, the breakdown of the top 10 categories can be seen in Figure 1.

Figure 1.



These works, products and services are sourced through regional and national framework contracts where possible. Within NHS Grampian the Procurement Service and the following areas have designated procurement responsibility; Pharmacy, Laboratory Medicine, E-Health, Medical Equipment Management Services, Planning, Innovation and Programme and Estates and Estates Projects.

This annual report is an opportunity to review delivery against the commitments made in the NHS Grampian Procurement Plan 2018-2023. This report demonstrates NHS Grampian’s commitment to ensure that the procurement spend is being used effectively to achieve best value and safe operation of services in conjunction with achieving social, economic and environmental outcomes in our area.

The Procurement Service in NHS Grampian provides a comprehensive procurement and supply chain service. Undertaking contract development, implementation activities and ensuring supply chain resilience while providing leadership and support to the devolved procurement areas within NHS Grampian.

Summary of Regulated Procurements Completed

The table below summarises the regulated procurements completed by NHS Grampian (above £50,000) in 2021-2022:

Date of Award	Supplier Name(s)	Title of Contract	Estimated Contract Value	Call off?
May 2021	Varian Medical Systems UK Ltd	Procurement & Installation of Ethos Systems for the Radiology Unit Washer Extractor	£3,345,900	No
May 2021	Total Computer Networks	Veritas Backup Appliances	£300,000	Yes
June 2021	Wipro	Digital Maturity Readiness Assessment	£83,310	Yes
Jun 2021	Softcat Plc	Community Nursing Caseload Management System	£615,581	Yes
Jul 2021	Mellowood Medical Inc.	Electronic Record Management System for Fertility Patients	£407,000	No
Jul 2021	Scope Guides	Olympus	£91,943	Yes
July 2021	Softcat Plc	Community Health Visiting Software Application	£170,984	Yes
Aug 2021	Gamma Network	SIP Trunks	£290,000	Yes
Oct 2021	Colonoscopy/Light Source/Processor	Aquilant	£154,800	Yes
Oct 2021	Perfusor Space Syringe Pumps & Volumetric Pumps	B Braun	£86,313	Yes
Nov 2021	CT2 Replacement	Siemens	£720,000	Yes
Dec 2021	Thomson Gray	Foresterhill Infrastructure Review and Survey	£200,000	No
Dec 2021	Synaptik	Medical Services - Rheumatology	£73,068	Yes
Dec 2021	Edward Lifesciences	Cardiac Output Monitors	£209,974	Yes
Dec 2021	Carl Zeiss Ltd	Tivato ENT Operating Microscope	£113,797	Yes
Dec 2021	Cardiac Services	Defibrillators	£204,455	Yes
Dec 2021	Samsung Healthcare	Dr Mobile Machines	£446,500	Yes

Dec 2021	Insight	End of Service Life NetAPP 8060	£1,277,898	Yes
Dec 2021	B Braun	Spacestations	£54,060	Yes
Dec 2021	Fujifilm Healthcare UK Ltd	Ultrasound Scanner	£161,799	Yes
Dec 2021	Metrics Maturity UK Ltd	Consultancy Services	£55,200	No
Dec 2021	Stryker	Cardiac Saws	£64,163	Yes
Jan 2022	GE Medical	Replacement of Image Vault Cardiology	£300,000	Yes
Jan 2022	Philips Healthcare	Cardiotocographs	£77,340	Yes
Jan 2022	Wipro	Digital Workplace Project Implementation	£350,000	Yes
Jan 2022	Getinge Ltd	Theatre Operating Lights	£100,421	Yes
Jan 2022	DP Medical	ENT Treatment System	£112,129	Yes
Jan 2022	Canon	Ultrasound Machine	£66,000	Yes
Jan 2022	Siemens	SP2 Replacement	£713,400	Yes
Jan 2022	Siemens	Endoscopic Retrograde Cholangio	£371,000	Yes
Jan 2022	Olympus Medical	Endoscopy Equipment	£1,049,448	Yes
Jan 2022	Arthrex	Endoscopy Equipment	£166,773	Yes
Jan 2022	Haag-Streit	Slit lamps	£87,227	Yes
Jan 2022	Getinge Ltd	Theatre Operating Lights	£50,077	Yes
Jan 2022	Welch Allyn	ECG Machines	£72,684	Yes
Jan 2022	Philips Electronics UK Ltd	High Acuity Patient Monitoring	£1,255,483	Yes
Jan 2022	Olympus Keymed	Soltive Premium Laser System	£167,696	Yes
Jan 2022	Welch Allyn	Patient Monitors	£86,258	Yes
Jan 2022	GE Medical Systems	Ultrasound Scanner	£50,400	Yes
Jan 2022	Optus Europe	Ultra Wide Field Cameras	£190,176	Yes
Jan 2022	GE Medical Systems	Ultrasound scanner	£85,200	Yes
Feb 2022	Sequencing System	Illumina	£321,317	Yes
Feb 2022	De Soutter	Power Tools	£153,524	Yes
Feb 2022	PACS W/Stations	Phillips	£95,906	No
Feb 2022	Karl Storz Endoscopy	Nasoendoscope System	£65,960	Yes
Feb 2022	Desoutter	Power drills	£153,523	Yes
Feb 2022	Illumina Cambridge Ltd	Nextseq 2000 Sequencing System	£321,316	Yes
Feb 2022	Brainlab Ltd	Neuro Navigation system for Brain, spine and ENT surgery	£459,994	Yes
Feb 2022	PFE Medical	Ultrasound Probes	£151,480	Yes
Mar 2022	Integra NeuroScience Ltd	Surgical ultrasonic aspirator for liver tumour surgery	£277,977	Yes
Mar 2022	Pricewaterhouse Coopers LLP	Internal Audit Services	£135,000	No
Mar 2022	Roche	INR	£150,000	No

Mar 2022	AbCabs	Renal Patient Transport Services (8 lots)	£365,000	No
	Central Taxis			
	Portsoy Taxis			
	AJ & M Milne Taxis			
	CRM Facilitators Elgin			
	Alpha Taxis			
Mar 2022	Kininmonth Cabs			
Mar 2022	InTouch with Health	Self-Check-in Kiosk	£220,000	No

The following awards were made which were above the regulated procurement threshold (£50,000) and subject to a Single Tender Request approval. The single tender approvals were carried out in line with NHS Grampian's Standing Financial Instructions and Procurement Protocol and NHS Grampian's Audit Committee apply a further level of scrutiny over single tender approvals.

Date of Award	Supplier Name(s)	Title of Contract	Total Estimated Value
May 2021	Unisurge Ltd	Theatre Packs	£70,500
Jun 2021	The Kings Fund	Leadership Development Consultancy Service	£186,936
Jul 2021	Multivista Digital Photography Services	Digital Communication Services	£98,875
Jul 2021	Varian Medical Systems	Radiotherapy Motion Management System	£74,700
Jul 2021	Ciurium Pharma UK Ltd GE Healthcare and Imaging Equipment	Radiopharmaceutical Products	£600,000
Sept 2021	Ciurium Pharma UK Ltd GE Healthcare and Imaging Equipment	Radiopharmaceutical Products	£500,000
Oct 2021	Pristine Cleaning Services Ltd	Window Cleaning Services	£76,800
Oct 2021	Hidex	Gamma Counter	£82,166
Oct 2021	BGL Reiber	Replacement of Food Transport Equipment	£51,631
Nov 2021	Evolve Primary Care	Advanced Nurse Practitioner Support	£59,850
Nov 2021	Zeiss Forum	Ophthalmic PACS	£83,952

Dec 2021	HJ Weir	Laundry Folders	£56,342
Dec 2021	Stryker	Fluorescence Imaging System	£98,198
Jan 2022	Hamilton Sales & Services UK Ltd	Upgrades to automated liquid handlers	£79,004
Jan 2022	Hamilton Company	The Hamilton Star, Molecular Testing System	£239,173
Jan 2022	Haag-Streit	Eyesi Indirect Ophthalmoscope Simulator	£72,708
Jan 2022	Vertec Scientific Ltd	Mini c-arms	£120,184
Jan 2022	Intuitive	Reusable Robotic Instrumentation	£170,210
Feb 2022	KaVo	Servicing of Dental Chairs	£66,150
Feb 2022	Horseback UK	Support for Staff Moral Injury via Horseback UK	£54,000
Feb 2022	Philips Healthcare	Picture Archiving and Communication system (PACS) Work stations	£95,906
Feb 2022	Zeiss Forum	Ophthalmics PACS	£103,502
Feb 2022	Agilent	Agilent Dakp Omnis	£99,847
Feb 2022	SOLITON IT	Speech recognition Digital Dictation Workflow	£84,609
Feb 2022	Finapres Medical Systems	Tilt-test Finapres System	£59,322
Mar 2022	Getinge Ltd	OR table column, Mobile transformer unit & Special Purpose OP-table top	£65,006

NHS Grampian also publishes its Asset Management Plan on its website and updated status on the associated major Capital Infrastructure Procurements.

Review of Regulated Procurement Compliance

NHS Grampian's procurement activities support organisational policy priorities by ensuring that required works, products and services are delivered at best value and are fit for purpose. The detailed breakdown of the procurement activity for 21/22 is available in Annex A.

NHS Grampian adheres to the Procurement Journey methodology for all of its purchases where a tendering procedure is required and all of the regulated procurement activity listed above has been carried out in accordance with the NHS Grampian Procurement Plan 2018-2023.

NHS Grampian use the Fraud & Organised Crime Impact Assessment (FOCIA) tool to receive an assessment of the risk of fraud, corruption and serious organised crime impacting on regulated procurements. Engagement is initiated with a Counter Fraud Specialist where any procurement activity is assessed to be of higher risk.

NHS Grampian continue to collaborate with National Procurement and other Health Boards and have provided input into the procurement process and implementation of the new national inventory management system which will provide visibility of local stock use for both NHS Grampian and National Procurement, leading to improved patient care. In this financial year NHS Grampian implemented Phase 1 (transfer of Ward Product Management functionality) of the new national inventory system. On a regional level NHS Grampian Procurement Team are working with colleagues in eight East & North Health Boards to scope a future operating model for procurement to create value and streamline processes across the participating Boards.

Section 18(2) of the Act states that it is mandatory for an annual procurement report to include “a summary of any community benefit requirements imposed as part of a regulated procurement that were fulfilled during the year covered by the report”. At the tender development stage NHS Grampian consider community benefits within each Procurement Strategy and therefore, community benefits are considered in all regulated procurements.

In 21/22 NHS Scotland National Procurement launched the Community Benefits portal and Procurement is working closely with local Public Health colleagues to further enhance the community benefits delivered through this portal. NHS Grampian have also now achieved Living Wage Accreditation.

During 21/22 community benefits continue to be delivered against The Baird Family Hospital and The ANCHOR Centre construction projects which amount to a c. £244 million building development on the Foresterhill Health Campus in Aberdeen. The new buildings will provide modern healthcare facilities to support and enhance the provision of clinical care delivered by NHS Grampian.

Community benefits have been a feature of delivering these new facilities from the outset and NHS Grampian has been involved with Graham Construction in ensuring there has been a particular focus on the creation of opportunities for Small to Medium sized Enterprises (SMEs) and Third Sector partners. In support of this, ‘meet the buyer’ events were held in Aberdeen and Inverness.

In the period since the previous report, community benefits have been delivered resulting in 18 new apprentices being employed, 3 new graduate roles being created; 23 new entrant employment opportunities providing employment for more than 26 weeks and 2 work experience placements.

In addition, 6 NHS Grampian apprentices will be given the opportunity to work on the new developments through a partnering arrangement with Graham Construction and their supply chain. There has also been involvement with the Third Sector through the entering into arrangements with Charlie House to provide the on-site catering facility for the workforce.

Graham Construction are also taking forward initiatives for engaging with local schools and universities and have offered site visits to university students as well as presenting to schools on the projects and are taking forward initiatives to highlight opportunities in the industry for both men and women.

Sustainability in construction is at the heart of delivering these new buildings and Graham Construction have waste management plans in place to suitably reduce construction waste and are also engaged in the Considerate Constructors scheme where they are consistently achieving more than the required levels of performance as agreed with NHS Grampian.

NHS Grampian adhere to the obligations outlined in the Sustainable Procurement Duty which require public bodies to consider what improvements can be made to social, environmental and economic wellbeing and there has been some good work happening across the organisation to support NHS Grampian’s sustainability goals. As an example, Facilities and Estates awarded the maintenance of the medical gas pipeline systems to a supplier who scored very highly on sustainability criteria. They have several innovations that can support with driving down whole life costs and they also have ISO accreditation for environmental management.

NHS Grampian are committed to ensuring that all suppliers who are awarded business are paid promptly and the terms of award require prompt payment to suppliers throughout the supply chain. NHS Grampian are committed to working with suppliers to encourage fair working practices and where relevant and proportionate fair work practices are included as a scored element of local tender processes.

Future Regulated Procurements Summary

As detailed in the Procurement Plan, NHS Grampian put transparency at the centre of procurement activity. NHS Grampian will continue to advertise procurement opportunities to give suppliers notification of upcoming opportunities to ensure competition and value for money.

During the next 24 months (April 2022-March 2024) NHS Grampian expects to carry out the following regulated procurement activity, however these may be subject to change in response to budget allocation cycles.

Title of Contract	Indicative Contract Start Date	Annual Value
NNU Patient Monitoring	Apr 2022	£600,000
Water Treatment Plant Inverurie and Peterhead	Sept 2022	£415,000
Maintenance of Medical Gas Piped Systems	TBC	£230,000

Link Workers in City	TBC	£7,000,000
Radioactive Medicines and Associated Materials to Prepare Diagnostic Radiopharmaceuticals	TBC	£2,500,000
Maintenance of Automatic Door Systems	Oct 2022	TBC
Medical Services - Mix of Surgical Specialities	Aug 2022	£475,000
Medical Services - MRI	Aug 2022	£468,000
Medical Services - Orthopaedic	TBC	£1,602,000
ECG	TBC	TBC
Epidemiologist Panoramic Associates	TBC	TBC
Capacity Expansion for Veritas Backup Appliances	TBC	£100,000
Independent Researcher Alcohol and Drugs	TBC	£30,000
Medical Services ENT	TBC	£51,670
Medical Services - RACH Theatres team & Anaesthetic Support	Aug 2022	TBC
Medical Services - Mix of Paediatric Surgical Specialities	Aug 2022	TBC
Mixed Services - Vasectomy	Aug 2022	£117,300
Window Cleaning Services	TBC	TBC
Lab Sterilisers	TBC	£137,000
Medical Services - RACH Dental	Sept 2022	TBC
Vending Machines	Oct 2022	TBC
Grounds Maintenance Equipment	Nov 2022	£79,000
Theatre Tables/Lights	Mar 2023	£52,000
Engineering Inspection	Mar 2023	£61,000
Pest Control	Mar 2023	£63,000
Multi Discipline Design Team	Apr 2024	£3,000,000
Access Control	Apr 2024	£58,000
Fire Alarms	Apr 2024	£299,000
Hoist Services	Apr 2024	£133,000
Asbestos Removal	May 2023	£1,200,000
Measured Term Contract	May 2023	£5,000,000

Annex A

Annual Procurement Report template

[NOTE: reference to contract is also to be construed as meaning a framework agreement]

1. Organisation and report details	
a) Contracting Authority Name	NHS Grampian
b) Period of the annual procurement report	2021 – 2022
c) Required by s18 Procurement Reform (Scotland) Act 2014 to prepare an annual procurement report? <i>(Yes / No)</i>	Yes
2. Summary of Regulated Procurements Completed	
a) Total number of regulated contracts awarded within the report period	96
b) Total value of regulated contracts awarded within the report period	£20,671,709
c) Total number of unique suppliers awarded a place on a regulated contract awarded during the period	68
i) how many of these unique suppliers are SMEs	43
ii) how many of these unique suppliers are Third sector bodies	1
3. Review of Regulated Procurements Compliance	
a) Number of regulated contracts awarded within the period that complied with your Procurement Strategy	96
b) Number of regulated contracts awarded within the period that did not comply with your Procurement Strategy	0
4. Community Benefit Requirements Summary	
Use of Community Benefit Requirements in Procurement:	
a) Total Number of regulated contracts awarded with a value of £4 million or greater.	0
b) Total Number of regulated contracts awarded with a value of £4 million or greater that contain Community Benefit Requirements.	0
c) Total Number of regulated contracts awarded with a value of less than £4 million that contain a Community Benefit Requirements	1

Key Contract Information on community benefit requirements imposed as part of a regulated procurement that were fulfilled during the period:

d) Number of Jobs Filled by Priority Groups (Each contracting authority sets its own priority groups)	23
e) Number of Apprenticeships Filled by Priority Groups	18
f) Number of Work Placements for Priority Groups	2
g) Number of Qualifications Achieved Through Training by Priority Groups	Not available
h) Total Value of contracts sub-contracted to SMEs	Not available
i) Total Value of contracts sub-contracted to Social Enterprises	Not available
j) Total Value of contracts sub-contracted to Supported Businesses	Not available
k) Other community benefit(s) fulfilled	Not available

5. Fair Work and the real Living Wage

a) Number of regulated contracts awarded during the period that included a Fair Work criterion.	1
b) Number of unique suppliers who have committed to pay the real Living Wage in the delivery of a regulated contract awarded during the period.	52
c) Number of unique suppliers who are accredited Living Wage employers and were awarded a regulated contract awarded during the period.	9
d) Number of unique suppliers who have signed up to the Scottish Business Pledge and were awarded a regulated contract awarded during the period.	5

6. Payment performance

a) Number of valid invoices received during the reporting period.	156,421
b) Percentage of invoices paid on time during the period (“On time” means within the time period set out in the contract terms.)	85%
c) Number of regulated contracts awarded during the period containing a contract term requiring the prompt payment of invoices in public contract supply chains.	92

d) Number of concerns raised by sub-contractors about the timely payment of invoices within the supply chain of public contracts.	0
7. Supported Businesses Summary	
a) Total number of regulated contracts awarded to supported businesses during the period	0
b) Total spend with supported businesses during the period covered by the report, including:	£0
i) spend within the reporting year on regulated contracts	£0
ii) spend within the reporting year on non-regulated contracts	£73,997
8. Spend and Savings Summary	
a) Total procurement spend for the period covered by the annual procurement report.	£240,028,212
b) Total procurement spend with SMEs during the period covered by the annual procurement report.	£90,470,289
c) Total procurement spend with Third sector bodies during the period covered by the report.	£8,419,099
d) Percentage of total procurement spend through collaborative contracts.	47.44%
e) Total targeted cash savings for the period covered by the annual procurement report	-
i) targeted cash savings for Cat A contracts	-
ii) targeted cash savings for Cat B contracts	-
iii) targeted cash savings for Cat C contracts	-
f) Total delivered cash savings for the period covered by the annual procurement report	£1,806,735
i) delivered cash savings for Cat A contracts	£9,984
ii) delivered cash savings for Cat B contracts	£1,577,834
iii) delivered cash savings for Cat C contracts	£216,000
g) Total non-cash savings value for the period covered by the annual procurement report	Not recorded

9. Future regulated procurements

- a) Total number of regulated procurements expected to commence in the next two financial years
- b) Total estimated value of regulated procurements expected to commence in the next two financial years

22
£13,804,717