

Rothbury & Hadston / Amble Dental Services
Briefing for Northumberland Scrutiny Committee
6 November 2018

Procurement Decision

Having considered the information and feedback from both the market and patient engagement, we (NHS England) looked at a range of options to re-procure the dental services lost in the Rothbury & Hadston area in October 2017.

The following contract was approved for tender via NHS England's Primary Care Operational Group and Directors in August 2018;

- A Personal Dental Services (PDS) contract with a contract length of 7 years with the option to extend for 3 years
- A split site with one practice in Rothbury and one in the Hadston / Amble area
- A UDA activity target as 14,000 UDAs (previously 7,000)
- The contract to be stepped for the first three years to allow any new provider to build up their patient list (10,000 UDAs in year 1; 12,000 UDAs in year 2 and 14,000 UDAs in year 3)
- A UDA rate range of between £28 - £32 per UDA
- A contract value (at the max £32 per UDA) of £320,000 in year 1; £384,000 in year 2 and £448,000 in year 3

We were able to increase the UDA activity target due to extending the area to Amble, which was identified as a need through both patient engagement and our own gap analysis.

The UDA rate range offered is above the average UDA rates in the area and set as a result of feedback following the market engagement to ensure the contract is viable and sustainable.

Procurement Update

7 September 2018: The advert and tender went live on the e-tendering system (Proactis) and all dental providers in Cumbria and the North East were emailed to advise them this was live.

15 October 2018: The tender closed and bids were received.

16 October – 22 October 2018: The bids were independently evaluated by a range of experts.

23 October – 26 October 2018: The evaluators came together to agree scores at consensus meetings.

Next steps

- To keep all key stakeholders up-to-date with progress

If a recommended bidder is identified;

- A report is prepared and presented to NHS England's Primary Care Operational Group and Directors in late November 2018 for sign off
- Contract award letters will be issued in December 2018 with a view to the contract starting 1 June 2019
- Between December 2018 and June 2019 the contracts will be drawn up and signed and mobilisation of the contract will commence