

NHS Workforce Alliance Healthcare Solutions (RM6380) Webinar Q&A (27/03/2025)

Question	Answers
Can you kindly try and avoid releasing the Tender during August. Many people will be on holiday during this time.	We acknowledge that this can be a difficult time period and are reviewing ways to make this more suitable, such as through extending the tender period.
Will the beneficiaries permit us to supply, given that they have stated they do not require additional agencies on the PSL.	Please could you provide more information for us to provide a response to this question.
Buyers have previously provided the option for all invited suppliers to include their name and email in a list if they are interested in responding, which will then be circulated to all suppliers so that potential partners/subcontractors can form joint proposals. Given the exclusion of SMEs from priming, could we please request for this to take place?	This is something that we will consider. We would also like to stress that SMEs are not excluded from tendering as the prime contractor.
Can you confirm which professional certifications will be required as essential i.e., ISO, Cyber Essentials etc	Professional certifications will be required but we are still designing the evaluation process.
If you opt to procure this as a Single lot solution, what type of evidence requirements will you potentially apply to the pass/fail criteria? It is just a concern that and as an example Resource Augmentation isn't widely used across NHS so not many bidders if any will have evidence of previous delivery contracted or not?	We are still designing the evaluation strategy. However, to give an indication, we are considering testing areas such as expertise working across large contracts, supply chain management, and technology.
Please can you re-clarify the retendering requirements. The timetable advised some bidders will not need to re-tender if already included, whereas it has just been said that all bidders will need to tender for this.	This framework will be an 'Open Framework' under the Procurement Act 2023. All suppliers are required to tender for a place on the initial framework ('Framework 1').

	<p>When the framework re-opens for 'Framework 2', as the framework will not have a limit on the number of suppliers who can be on the framework, existing suppliers who are on Framework 1 may not need to submit a new tender to be awarded on to Framework 2, and can be awarded a place on Framework 2 by virtue of their award to Framework 1.</p> <p>More information on frameworks under the Procurement Act 2023 can be found here: https://www.gov.uk/government/publications/procurement-act-2023-guidance-documents-define-phase/guidance-frameworks-html</p>
<p>If providing a service and being responsible for the staff and outputs, is it not a clinical service and therefore subject to PSR rather than PA23?</p>	<p>This is buying in additional resources and so is not a healthcare service.</p>
<p>Will Resource Augmentation be subject to NHSE caps or will it be based on a different payment model?</p>	<p>It is a service-based contract and so pricing is based on the resource. It is not an hourly rate or day rate commercial model.</p>
<p>Will suppliers be excluded from providing if they do not have a supply history in a particular field? I.e., would a supplier with low supply in say- AHP- be excluded from supply if they don't have 5000 hours?</p>	<p>The evaluation process is still being designed and we will provide more information to the market as soon as we are able to.</p>
<p>How long will suppliers get to complete the tender?</p>	<p>This is still being designed and we will look to give suppliers as much time as we can to submit tenders.</p>
<p>Single Lot, does that mean we can offer other services within the framework if we are ready and prepared for this and is that at any time within the framework or only when re-opened?</p>	<p>Any supplier awarded to the framework can supply any of the services covered if they have the capability to do so. Suppliers will also have the opportunity to build a supply chain to deliver services that they are unable to deliver themselves.</p>
<p>Can you please explain why, under Resource Augmentation, the staff are managed by the agency? If team members are implanted into the host organisation, and presumably paid on a time and materials basis</p>	<p>Resource augmentation is a service-based contract. It is a service contract with a payment for the whole service.</p>

<p>(rather than output / results-based payment) wouldn't they be under the direction and control of the host customer?</p>	
<p>How do we access the questionnaire to give feedback on the T&Cs and processes please?</p>	<p>The feedback can be accessed at the following link:</p> <p>https://forms.gle/6zYJxh2FzH7LmxB46</p> <p>The deadline for responses is 17:00 (BST) on Friday, 04 April 2025</p>
<p>Will the slides be shared after the call for reference?</p>	<p>Yes, the slides have been shared and are available on request.</p>
<p>Would I be able to bid for and be included in any of the current NHS Framework?</p>	<p>Please could you provide more information for us to provide a response to this question.</p>
<p>Will suppliers currently on existing NHS Workforce Alliance frameworks be required to re-tender if a new consolidated framework is introduced?</p>	<p>Yes. This is a new framework and so suppliers are required to tender for a place on the framework.</p>
<p>With NHS England now being integrated into the DHSC, how might this impact the future role or stability of NHS Workforce Alliance frameworks — and are further changes anticipated that suppliers should be aware of?</p>	<p>We don't anticipate that the focus on costs of workforce in the NHS or the pressures on budgets in the NHS will stop. We anticipate governance and oversight will continue, but we do not know what this looks like.</p>
<p>With regards to merging frameworks i.e., Permanent Staffing, Staff Bank, and International Recruitment into a single framework, would bidders be required to offer all service elements, or will there be the flexibility to bid for specific specialisms based on skills set in evidence</p>	<p>The framework is quite similar to the Workforce Improvement Services framework. The idea is that the customer can deal with one supplier who can offer a holistic workforce solution.</p>
<p>Will I be able to supply EPIC analysts through this Framework?</p>	<p>Any worker that an NHS organisation would like to buy would be available through this framework. The framework does not distinguish between clinical and non-clinical and covers all areas.</p>
<p>What is the likelihood that international recruitment will kick off again in your opinion?</p>	<p>This is unknown and will likely be driven by Government policy.</p>
<p>When the clinical and non frameworks expire or is this replacing them both?</p>	<p>No. The Clinical and Non-clinical frameworks will remain in place.</p>