



Procurement Services

Enabling NHS organisations to deliver their digital vision via innovative solutions.

THE SIGNIFICANT EXPERIENCE OF OUR TEAM SUPPORTS OVER 25 PROCUREMENTS INCLUDING:

- Running complex procurements for large scale single and multi-organisation patient record systems including LIMS, EDM, EPRs, PACS systems and Integrated Care Record systems.
- Establishing frameworks with values in excess of £100m.
- Supporting customers procuring lower complexity departmental systems.

WE ALSO HAVE EXPERIENCE IN SUPPORTING CUSTOMERS IN SUCCESSFULLY UTILISING A RANGE OF PROCUREMENT ROUTES INCLUDING:

- OJEU Competitive Dialogue and Restricted Procedures.
- Crown Commercial Services Frameworks.
- QE (Gateshead) framework.
- London Procurement Partnership (LPP).



THE OUTCOMES WE HAVE DELIVERED FOR OUR CUSTOMERS INCLUDE:

100%

track record

in delivering compliant procurements without challenge
100% track record in achieving contract award.

A service **tailored to customers** in terms of the type of supplier, requirements, contract terms, duration, budget, timescales and value for money outcomes.



A contract that has an **appropriate balance** between supplier delivery incentives, protecting the customer and offering flexibility to add services, extend the term or add other organisations.

Securing organisational buy-in

, supporting internal governance arrangements and securing investment approval.



OUR SERVICES ARE LISTED BELOW, WHICH INCLUDES A LIBRARY OF TEMPLATED DOCUMENTATION:

- ✓ Readiness assessments.
- ✓ Procurement strategy and design.
- ✓ Leading on supplier incentivisation, engagement and communications.
- ✓ Provision of key procurement documentation (OJEU Contract Notice, Selection Questionnaire, Initial & Final Tenders, Probity and Confidentiality guidance).
- ✓ Advising or leading on OBS preparation, evaluation, facilitation and clarification.
- ✓ Dialogue session facilitation, commercial leadership and contract negotiation.
- ✓ Conducting the procurement to deliver a 'ready for signature' contract and contract finalisation.
- ✓ Development of Full Business Case following HM Treasury '5-Case' model.

CUSTOMERS WHO HAVE BENEFITED FROM OUR PROCUREMENT SERVICES INCLUDES:



About us

Nautilus is a digital healthcare consultancy that specialises in helping customers embrace information technology as an enabler for change. We excel in the provision of a range of strategic and operational consulting services and by assisting our customers in implementing and optimising their digital solutions.

We have built a wealth of collateral from our assignments which we bring to each new engagement, accelerating delivery, driving cost efficiencies and providing high levels of assurance. The result for the customer is a lower risk of not delivering the intended outcomes, using fewer internal resources.

