

Market Testing of Services

The market testing of services is an area where NPAG has expertise and is continually complimented by both NHS organisations and the commercial companies tendering for the services.

- Our approach to tendering is one of transparency and clarity.
- Our experience enables the NPAG team to produce realistic project timetables
- Our expertise ensures that the service specification defines the service requirements, ensuring that the commercial tenderers have a full understanding, enabling accurate costing and bid confidence.
- Our knowledge of OJEU and procurement legislation reduces the risk of challenges. In fact, to date, no legal challenge has ever been upheld.

For example, the cost of the full tendering service is often less than 2% of the value of an average five year contract.

Would a trust invest £50 to 100 million in medical equipment without expert advice, yet often contracts are often retendered with minimal expert input and support.