

EPR and Digital Health System Procurement, System Specification and Selection

Service Overview

Ideal Health provides specialist consultancy services to support NHS organisations with the specification, selection and procurement of digital health and care systems, EPRs, infrastructure and services. This includes the creation of all procurement documentation (PQQ, ITT, Requirements Specification), Value for Money criteria, demonstrations and reference site visits, procurement management, contracting and negotiation support.

Service features and benefits

Service features

- Clinical system and EPR procurement strategy and plan
- Clinical System and EPR Procurement Management (single and multi-component procurements)
- Business case development and approvals (internal and external)
- Tender design, framework selection and procurement timetables
- Specification and requirements development and categorisation, including Outcome-Based Specifications (OBS)
- Development and approval of framework documentation
- Procurement Documentation including PQQ, ITT, Specifications, SLAs, etc.
- Pre-market engagement plan and delivery
- Preparing the evaluation team
- Vendor demonstrations and use case/script development
- Identification of value-add benefits for comprehensive solutions
- Market analysis of suppliers (Cloud and traditional) for optimal solutions
- Evaluation and Scoring methodologies to ensure Value for Money (VfM)
- Managing the process for evaluation, shortlisting and preferred bidder identification
- Compliance with fairness, regulatory guidelines and procurement law
- Contract negotiation and ongoing support

Service benefits

- Supplier agnostic procurement of systems and services
- Independent, broad market and system knowledge
- Combined technology and procurement knowledge in one place
- Assurance that clinical, operational and financial requirements are met
- VfM scoring and evaluation ensuring selection of best value option

- Long term sustainability and transformation drive incorporation
- Ongoing stakeholder involvement ensures inclusive decision-making
- Mitigation of risks through comprehensive procurement objectives
- Tailored solutions aligned with organisational objectives
- Continuous improvement through regular stakeholder feedback

Client-Side Responsibilities

- Access to the client-side stakeholders required for delivery of this service.
- Access to equipment, domains and files required for delivery of this service.