FRAMEWORK BUYERS' GUIDE

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NHS Collaborative Procurement Hub

Aseptic Isolators and Cabinets

(Ref: 2025/S 000-086131)

Contract period: 1 January 2026 to 31 December 2028

Contract notice: 2025/S 000-031824 | Fully compliant with PCR 2015 | ABI: 1%

eoecph.nhs.uk pharmacy@eoecph.nhs.uk East of England NHS Collaborative Procurement Hub (EOECPH)

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WELCOME

The East of England NHS Collaborative Procurement Hub was originally established by the region's trusts in 2006, founded on a simple belief: collaboration makes us stronger. Since then, we have grown into a procurement and advisory partner for organisations across the NHS and wider public sector supporting members, non-members, regional systems and national programmes alike.

As the landscape has evolved, so have we. What began as a member created organisation is now a flexible, multi-access hub offering a range of ways to work with us: through membership, service partnerships, consultancy support or direct use of our frameworks.

What has never changed is our commitment to strengthening the organisations and communities we serve. From trusts and ICSs to local authorities and emergency services, we help partners turn complex challenges into shared achievements.

Today, we're more than a procurement hub; we're a collaborative force for progress. By bringing people, insight and innovation together, we help organisations deliver value, efficiencies and expertise where they are needed most.

As the landscape continues to evolve, so will we – guided by the same belief in collaboration that has defined our journey from the very start.

This guide will help you access our frameworks confidently and efficiently, ensuring compliance and maximising value. If you need further support at any stage, our team is here to help.

PHARMACY@EOECPH.NHS.UK

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WHY USE THIS FRAMEWORK

Every Hub framework is designed with one goal in mind: to give you a fast, compliant and high-quality route to market that helps you deliver the best outcomes for your teams, patients and communities.

By using this framework, you benefit from years of shared expertise, strong supplier relationships and the combined strength of regional and national collaboration. You can move quickly, confidently and compliantly knowing that every framework has been built to save time, reduce risk and maximise value.

Whether you're running a mini competition or exploring a direct award, you'll have clear guidance, compliant processes and support grounded in our expertise in public procurement regulations. Our role is to provide robust frameworks and the assurance that your procurement activity meets the required standards every step of the way.

Choosing a Hub framework isn't about ticking a box – it's about unlocking better outcomes, faster.

- **Confidence from the start:** Fully compliant, quality assured frameworks.
- **Save time and money:** Streamlined routes to market reduce procurement costs and administrative burden.
- **Tailored to you:** Award options that fit your timelines, service requirements and organisational context.
- **Impact that matters:** Suppliers who understand the unique challenges of public and health sector organisations, delivering measurable value, efficiency and improved outcomes.

With every framework, you gain more than a contract. You gain a partner committed to strengthening your organisation and the communities you serve.

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WHY CHOOSE THE HUB?

We offer a range of ways to work with us as a member, a framework user, a commissioning partner or through bespoke consultancy support.

KNOWLEDGE
Extensive NHS and wider public procurement expertise supported by regional insight and national collaboration.

SUPPORT
Hands on guidance throughout the process, offering friendly, impartial advice whether you're a member or engaging with us through another route.

CHOICE
A wide range of pre-qualified suppliers across multiple lots and service types.

COMPLIANCE
Fully aligned with the relevant regulations assured through robust governance.

EASE OF USE
Templates, guidance and support that make procurement simple, smooth and efficient.

VALUE BEYOND COST
Our frameworks and services deliver more than savings they support better planning, reduced risk, operational improvement and measurable outcomes.

MULTIPLE WAYS TO PARTNER
Join as a member, use our frameworks, commission standalone projects or access consultancy support.

INCLUSIVE ACCESS
Any NHS and wider public sector organisation can use our frameworks free of charge.

MARKET INSIGHT
Enhanced understanding of supplier markets and system-wide priorities through strong national partnerships.

TRUSTED EXPERTISE
Built from supporting both members and non-member organisations across health and public sector settings.

A COMMITMENT TO SYSTEM WIDE IMPROVEMENT
Helping organisations deliver better outcomes together.

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FRAMEWORK BENEFITS AT A GLANCE

Our frameworks are free to access for all NHS organisations.

Membership is not required.

FREE TO ACCESS
For NHS organisations and publicly funded entities, in whole or in part throughout the whole of the UK, including Northern Ireland, Scotland and Wales

FLEXIBLE PROCUREMENT ROUTES
Or streamlined procurement options: mini competition or direct award

PRACTICAL, TAILORED SUPPORT
At every stage of the procurement process.

CUSTOMISED
End-to-end support from the Hub team

ACCESS
To experienced, pre-qualified suppliers

COST EFFICIENCY
Via price per unit and price per service.

FRAMEWORK
Managed and monitored with customer feedback incorporated

SOCIAL VALUE
Embedded in supplier selection

INFORMED
By regional insight, aligned with national priorities and supported by strong supplier relationships.

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FRAMEWORK OVERVIEW

This buyer's guide and mini competition document is intended to provide information about the Aseptic Isolators and Cabinets and to provide practical support and documentation to contracting authorities who wish to procure services under the framework.

Please note, the guidance provided within this document applies only to this framework. Contracting authorities should ensure they refer to the specific guidance document relevant to any other framework agreement they wish to access to ensure that the right processes are being followed.

This Framework is designed for NHS Trusts and other public or partially funded organisations, who are looking to procure Aseptic Isolators or Laminar flow Cabinets to be costed on a cost per unit/service basis.

The framework covers the design, supply, installation, maintenance and validation of fully compliant aseptic isolators and cabinets used in both hazardous and non-hazardous sterile preparation.

Awards against this framework can be undertaken via two options:

OPTION 1:
MINI COMPETITION

OPTION 2:
DIRECT AWARD

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FRAMEWORK OVERVIEW

THIS FRAMEWORKS CONSISTS OF 5 LOTS:

Lot 1	**Positive Pressure Isolators (plus option to add VHP)**
Lot 2	**Negative Pressure Isolators (plus option to add VHP)**
Lot 3	**Positive Pressure Gassing Isolators**
Lot 4	**Negative Pressure Gassing Isolators**
Lot 5	**Laminar Flow Cabinets**

The lot specifications issued to suppliers under the original framework tender documents are available in Document 4 within the framework mini competition documents.

Access to framework documentation will be provided following receipt of a completed and signed access agreement. Access agreements can be requested from pharmacy@eoecph.nhs.uk.

All suppliers awarded to this framework have demonstrated previous experience of delivering aseptic isolators and cabinets within publicly funded entities within the United Kingdom and case studies regarding some of these works are available on request.

SUPPLIERS AND LOTS

Lot 1 — Positive Pressure Isolators (plus option to add VHP)

Non gassing positive pressure isolators of various sizes and glove configurations

SUPPLIERS ON LOT 1:

- Amercare
- Cirrus Containments
- Envair Ltd
- Scientific Laboratory Supplies Ltd
- Sychem Ltd

Lot 2 — Negative Pressure Isolators (plus option to add VHP)

Non gassing negative pressure isolators of various sizes and glove configurations.

SUPPLIERS ON LOT 2:

- Amercare
- Cirrus Containments
- Envair Ltd
- Scientific Laboratory Supplies Ltd
- Sychem Ltd

Lot 3 — Positive Pressure Gassing Isolators

Positive pressure gassing isolators of various sizes and glove configurations.

SUPPLIERS ON LOT 3:

- Amercare
- Cirrus Containments
- Envair Ltd
- Getinge Ltd
- Scientific Laboratory Supplies Ltd
- Sychem Ltd

SUPPLIERS AND LOTS

Lot 4 — Negative Pressure Gassing Isolators

Negative pressure gassing isolators of various sizes and glove configurations.

SUPPLIERS ON LOT 4:

- Amercare
- Cirrus Containments
- Envair Ltd
- Getinge Ltd
- Scientific Laboratory Supplies Ltd
- Sychem Ltd

Lot 5 — Laminar Flow Cabinets

Covers laminar flow cabinets in various sizes.

SUPPLIERS ON LOT 5:

- Amercare
- Envair Ltd
- Scientific Laboratory Supplies Ltd
- Sychem Ltd

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PROCUREMENT PROCESS

We provide flexible, compliant options to secure services from the framework:

MINI COMPETITION

- Publish your service specification to all eligible suppliers in the lot.
- Evaluate responses using criteria tailored to your local needs.
- Award the contract and obtain an order **code** for call-off references

DIRECT AWARD

- Select the best value supplier based on:
  - framework information
  - available intelligence
- An efficient, compliant approach using pre-evaluated suppliers.

TIPS FOR SUCCESS:

1	**Tailor your needs**	Focus on your bespoke needs rather than capability checks (suppliers are pre-qualified).
2	**Provide information**	Make sure to provide sufficient information to allow accurate responses.
3	**Share pricing**	Share pricing with the Hub for due diligence before final award.
4	**Engage stakeholders**	Engage with relevant stakeholder prior to going to out to tender (include early on in tender).
5	**Plan ahead**	Allow sufficient time for a comprehensive submission.
6	**Pre-market engagement**	Run pre-market engagement prior to issuing a tender.

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PROCUREMENT PROCESS

IMPORTANT INFORMATION

- Terms and conditions have been issued for the framework; these should be incorporated into any call-off order contract awarded against the framework. Contracting authorities should not accept alternative terms offered by a supplier where they do not reference and accept the overarching requirements of the framework agreement.
- The call-off order provides additional information and can be found in the documentation provided. This form should be completed and signed off by both parties (the contracting authority and supplier) on award and a copy returned to pharmacy@eoecph.nhs.uk. The Hub will issue an access code which must be included on all contractual documentation for compliance.
- The framework sets an upper limit on pricing. The Hub will carry out due diligence on pricing offered under mini competition on behalf of the contracting authority. Pricing submitted under the framework are treated as commercially confidential and are not published to support fair competition and enable providers to offer their best prices through mini competitions.Please submit the mini competition's preferred bidder's prices to enable the due diligence to be carried out ahead of a supplier's award via email to pharmacy@eoecph.nhs.uk.
- Local specifications should not include or ask for information which is considered qualifying or references capability or eligibility requirements. The framework provides this assurance, mini competitions should focus on bespoke needs and the ability to deliver the services required.
- Contracting authorities should ensure questions asked in the mini competition are relevant to their local needs and requirement when mini competition is carried out.
- Please ensure you provide sufficient information to enable the suppliers to respond to your mini competition.
- Insurance documents and financial standing for all suppliers is checked annually. Please get in touch via email pharmacy@eoecph.nhs.uk to confirm when the insurance documents and financial standing was last checked. We advise doing this prior to award of your contract.

This Hub framework is managed by the Pharmacy and Healthcare Services team. If you have any queries concerning the framework or competition requirements, please contact them via email at pharmacy@eoecph.nhs.uk. We aim to respond to all queries within two working days of receipt.

PROCUREMENT PROCESS

MINI COMPETITION AND DIRECT AWARD

ORDER CODE

Contracting authorities must obtain a unique order code after calling off from the framework. This code must be quoted on all correspondence, commercial documents and contractual paperwork issued to the supplier.

MINI COMPETITIONS

Mini competition is the preferred procurement route as it provides transparency and helps ensure best value for money.

Process:

- The contracting authority publishes a service specification for the mini competition.
- All eligible suppliers must be invited to submit a response.
- Responses are evaluated using the criteria set out in the mini competition documents.
- The Hub provides governance and assurance on day rates and contract costs submitted as part of the competition.
- When a contract is awarded and both parties have signed the call-off order, the contracting authority obtains an order code from their procurement support supplier or from the Hub.

Contracting authorities may tailor or refine the evaluation criteria when re-opening competition to reflect local priorities.

Example:

A mini competition specification may include not only the requirement for consultancy services but also a greater emphasis on collaborative working, knowledge sharing and embedding capability within the organisation.

During evaluation, the contracting authority may choose to weigh elements related to collaboration, upskilling and assurance of business objectives and key risks to ensure maximum value from the chosen supplier.

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PROCUREMENT PROCESS

The mini competition documents include drafting notes "DN [TEXT ENTERED BY WAY OF INFORMATION]". These are to be deleted as you complete the tender with your local bespoke needs and should not to be left in at the point you issue the mini competition to suppliers.

DIRECT AWARD

Direct award without mini competition is permissible where the contracting authority can clearly demonstrate best value for money from a single supplier.

This may be evidenced through:

- ✓ Framework information
- ✓ The speciality matrix
- ✓ Supplier websites
- ✓ Market intelligence
- ✓ Other credible sources of information

Direct award should only be used when the requirement and the market make the selection of the supplier clear and justified.

The decision to use a direct award must be documented, justifying the choice, and demonstrating value for money. EoECPH must be informed to ensure compliance, and any previously interested suppliers should be notified to maintain transparency and fairness.

While supplier pricing remains commercial-in-confidence and is not published in framework documentation, it is available on request to support contracting decisions.

Direct award under this framework

For a direct award to be made under this framework, the contracting authority must be satisfied that the award falls under one of the 2 below specific reasons. The reason and justification must be included within the call-off order form. Where these criteria cannot be met, a direct award cannot be made and a mini competition should be caried out.

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PROCUREMENT PROCESS

A direct award may only be made under 2 specific reasons where the Relevant authority:

REASON 1:

Has specific requirement(s), for example quantity/specification required, that are clear can only be fulfilled by a single supplier where there is price visibility at a framework level or based on a quote, being able to meet a delivery timeline and the terms laid out in the framework agreement are detailed enough to support the selection of the service provider for that particular requirement, then the Relevant authority can award the contract without re-opening competition.

Examples of such may be, but not limited to:

Evidenced timeframe issues – For example, where it is clear that an isolator, or multiple isolators of a specific specification, can only be fulfilled by a single supplier within the required timeframe.

Evidenced location/site issues – For example, size of cleanroom and/or access restrictions to cleanroom limits available options, where it is clear can only be fulfilled by a single supplier.

REASON 2:

Has specific requirement(s), where the current/existing service supplier is the only supplier who is able to provide and deliver the requirements, including but not limited to consistency, standardisation, governance, specific/tailored reports, training or education to ensure ongoing organisational learning, or other benefit from contracts held with the selected service supplier, such as, but not limited to organisational intelligence held by the service supplier of the Contracting authority.

Examples of such may be, but not limited to:

Adding services to a pre-existing isolator – For example, Adding of VHP gassing, where a current supplier of an already commissioned isolator is required to add VHP gassing.

Health and safety ground – Where the introduction/use of isolators from different suppliers within an Aseptic unit/cleanroom, could present serious concerns around both patient safety and isolator operator health and safety.

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TEMPLATES

Base templates for a mini competition under this framework are included within the document set. Please ensure all yellow highlighted drafting areas/notes are completed and deleted where necessary prior to publication.

Once the mini competition process is complete, you should communicate your decisions to suppliers who have submitted bids.

The use of these templates is not mandatory for mini competitions under this framework and contracting authorities are able to use their own documents.

MINI COMPETITION (EVALUATION CRITERIA AND TEMPLATE DOCUMENTS)

When a contracting authority wishes to undertake a mini competition, they have the option to review the evaluation criteria against their local needs and update certain elements as required.

The evaluation criteria can be amended at mini competition stage and emphasis can be placed onto areas which best reflects the contracting authority's needs or business objectives. Where no special emphasis is needed, the weighting and sub-criteria can remain unchanged.

THE EVALUATION WEIGHTING AND CRITERIA USED AT FRAMEWORK LEVEL:

1	Social value	10%, or as detailed by the contracting authority
		✓ Climate change (framework level) ✓ Economic inequality (framework level)
2	Technical and Quality	50%, or as detailed by the contracting authority
		✓ Approach to local delivery for the contracting authority ✓ Planning, transition and implementation
3	Commercial	40%, or as detailed by the contracting authority
		✓ Cost and competitiveness – (day rates)

Contracting authorities have flexibility to adjust the components and weightings under the broad evaluation headings to reflect their local requirements. For example, they may choose to focus heavily on a particular criterion, such as commercial or quality assurance. However, social value must always carry a minimum weighting of 10% in the evaluation to ensure this factor is considered in every procurement.

TEMPLATES

CALL-OFF ORDER CONTRACT TERM

Please ensure you use the call-off order contract template and terms and conditions provided in the document set to secure services under this framework for both mini competition and direct award. As noted within the framework agreement, alternative terms and conditions may be used where both parties agree. Examples of some differing terms and conditions can be found within the framework agreement. Where different terms and conditions are utilised, these must be detailed within the order form.

IMPORTANT NOTE:

Once a call-off contract is signed by both parties, request a unique order code from the Hub or from the PiP Hub for which you are a member. Returning a fully signed call-off order to pharmacy@eoecph.nhs.uk ensures your contract is officially recognised and allows you to:

- Legally call off services under the framework
- Quote the order code on all correspondence and commercial documents
- Benefit from framework governance and support throughout the contract

COMPLIANCE AND GOVERNANCE

- ✓ Framework fully compliant with PCR 2015
- ✓ Annual verification of supplier insurance and financial standing
- ✓ Hub oversight ensures governance, compliance and protection throughout the procurement process

FTS NOTICES / REFERENCES

Notice type	Reference	Link
Contract award	2025/S 000-086131	Find a Tender

ETHICAL COMMITMENTS

MODERN SLAVERY

A modern slavery risk assessment was undertaken at framework level and the overall risk has been assessed as **medium**.

The direct delivery of services under this framework, including installation, maintenance, and servicing, is typically undertaken within the UK by skilled workforces operating under established regulatory and employment standards. This element presents a relatively low risk of modern slavery.

However, the products covered by this framework are manufactured through complex, multi-tiered global supply chains. These may involve the sourcing of components such as metals, electronics, and filtration systems from regions where labour rights risks are higher. As a result, the primary area of exposure sits upstream, beyond Tier 1 suppliers, where visibility and control may be more limited.

At framework level, suppliers have been required to demonstrate compliance with the Modern Slavery Act 2015 where applicable, or provide an equivalent commitment where not in scope. NHS Terms and Conditions apply to all call-off contracts and include provisions requiring suppliers to take reasonable steps to prevent modern slavery within their operations and supply chains.

While risk has been assessed at framework level, Contracting Authorities retain responsibility for applying proportionate due diligence at call-off. This should reflect the specific requirements of the contract, including:.

- ✓ the complexity of the equipment being procured
- ✓ any subcontracting arrangements (e.g. installation or maintenance providers)
- ✓ the geographical origin of manufactured components where known

Contracting Authorities should also ensure that any emerging risks or concerns identified during contract delivery are managed appropriately and, where relevant, escalated in line with local governance processes and notified to the framework host.

ETHICAL COMMITMENTS

SOCIAL VALUE

Social Value has been embedded at framework level in line with current government policy, including the Social Value Model, with a minimum 10% weighting applied to quality. This ensures that additional social, economic, and environmental benefits are considered alongside core requirements.

Two Social Value themes have been applied to this framework, reflecting the nature of the products and services and where suppliers are best able to deliver meaningful outcomes through both delivery and supply chain practices.

THEME 2: TACKLING ECONOMIC INEQUALITY – 5%

Theme 2: Tackling Economic Inequality has been applied to reflect the opportunity for suppliers to support inclusive workforce practices through contract delivery. Suppliers are expected to demonstrate how they will promote fair access to skills development and training, create opportunities for local communities such as apprenticeships or early careers support, and ensure their workforce reflects the communities in which services are delivered. Commitments are supported by method statements and measurable outcomes to enable monitoring over the life of the contract.

THEME 3: FIGHTING CLIMATE CHANGE – 5%

Theme 3: Fighting Climate Change has been included as a mandatory requirement. Suppliers are required to set out how they will reduce carbon emissions through delivery of the contract, including actions relating to transport, supply chains, and waste reduction. Responses include timed action plans, defined activities, measurable outputs, and supporting case studies.

ETHICAL COMMITMENTS

NET ZERO AND CARBON REDUCTION COMMITMENTS

As part of the framework establishment process, suppliers were required to provide a Carbon Reduction Plan and to state their baseline emissions, in line with PPN 06/21: Taking account of Carbon Reduction Plans in the procurement of major government contracts.

Carbon Reduction Plans were requested at framework stage to provide assurance that suppliers have a structured and credible approach to measuring, managing, and reducing their greenhouse gas emissions over time, including emissions associated with business operations and service delivery. This ensures a consistent minimum standard across the framework and supports alignment with wider NHS net zero objectives.

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- ✓ Contact information for awarded suppliers
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CONTACT INFORMATION FOR AWARDED SUPPLIERS

The contact information for awarded suppliers is available in a separate document: view the supplier matrix by clicking here. Alternatively, copy-paste the below URL into your browser:

https://eoenhscph.sharepoint.com/:x:/s/FileShare/IQCb2A9IzPDjSLtcStQKpoTMAYBNP5y_jk2jlZSyA6OR2MA?e=y8vZ8j

NHS Collaborative Procurement Hub

The Hub can help

Partnership with Purpose

Contact us

We're here to support you through the entire procurement journey, from guidance to award and beyond. Your goals are our priority, and our frameworks are designed to deliver peace of mind, value and real impact.

eoecph.nhs.uk

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