



## **Healthcare**

Prequalifications | Bid Management | Response Authoring | Submission Management | Presentations

### Healthcare Sector Experience

Our experience in managing major healthcare bids spans PFI, PPP and NHS LIFT projects, as well as helping clients get selected for inclusion in healthcare framework contracts.

Key issues affecting these tender proposals often include:

- Helping to fulfil the service requirements of the present and anticipate the demands that demographic and technological change will bring
- Creating a platform from which the NHS and private operator offers innovative, modern facilities giving value for money throughout their operational design lives
- Maintaining access and services to existing healthcare facilities and avoiding disruption to patients, visitors, staff and maintenance teams, during construction phases on operating campuses
- Ascertaining from the trusts and end-users a clear understanding of the importance of design quality to enhance both the public service and clinical environments
- Helping to develop models of care, service delivery, maintenance and equipment for all stages of the process

### NHS Procure 21+ Framework

*PCS supported a major UK constructor in its bid to be reappointed to this framework at both PQQ and ITT stages.*

*We worked closely with an existing team of P21 Framework managers to help them capture experience and examples of previous successes in the sector and use these to determine the best strategy for moving forward. We were tasked with:*

- *Providing critical leadership for the bid to make sure it addressed all the client's issues*
- *Guiding section owners and authors in developing writing plans and responses*
- *Providing major written input into questions related to sustainability*
- *Leading on final response development to improve content and presentation*

### NHS LIFT & Express LIFT

*PCS provided a range of bid management and authoring services to a consortium bidding for six NHS LIFT schemes and subsequently supported the client's tender for the Express LIFT contract.*

### PFI & PPP Hospitals

*PCS supported a number of the early major submissions for PFI hospital projects, including Whittington and Havering. We were involved in developing the proposal documents, editing responses and reviewing third party revenue and facilities management aspects of these projects.*

### Private Hospitals, Ireland

*In 2006 we supported an Irish consortium proposing development solutions for a co-located private hospital on the Campus of the Cork University Hospital. At short notice, we were able to provide the required resource to; produce the submission and deliver the final document to a high standard within the required timescale.*