

Reference Number: FOI/2019/286
From: Other
Date: 17 July 2019
Subject: Pressure devices | sores, ulcers

Q1 Current medical equipment contracts – pressure area care

- a) I would like to know what pressure area care devices are used in your trust. Please include details regarding pressure relieving mattresses and other pressure redistribution devices e.g. pressure relieving cushions, foot protectors, pads etc.
- b) For each of these devices, how many of each device are used in your trust per year?
- c) For each of these devices, please detail which company these devices are acquired/bought from and the type of contract this company is operating under
- d) Please detail when did each of these contracts start? (If no formal contract, then please detail when purchasing from the company began)
- e) How long is each contract for?
- f) What is the expenditure on each of these contracts per year? (If no formal contract, then please detail how much is spent on each type of device from each company per year)
- g) For each of these devices, please detail how they were acquired (e.g. acquired through the NHS supply chain or acquired through direct negotiation with companies?
- h) What is the overall expenditure on pressure area care devices in your region per year?
- i) Does your trust have a preference for a company offering all pressure area care devices providing all of the components of 1a) (e.g. pressure relieving mattress, pressure relieving cushions etc.) or do you instead opt for a collection of different companies each providing one (or more) of the aforementioned devices in 1a) (e.g. separate pressure relieving cushions, pressure relieving mattresses etc.

- A1**
- a) See attached spread sheet FOI2019286
 - b) See attached spread sheet FOI2019286
 - c) See attached spread sheet FOI2019286
 - d) See attached spread sheet FOI2019286
 - e) See attached spread sheet FOI2019286
 - f) See attached spread sheet FOI2019286
 - g) See attached spread sheet FOI2019286
 - h) Information not held for region
 - i) We use a collection of different companies each providing one (or more) of the aforementioned devices

Q2 Procurement methods

- a) Which procurement method do you use (e.g. restricted/single source/open tendering/ any quality provider etc.) to identify which supplier will deliver pressure area care devices
- b) Please detail the procurement method procedure once a pressure area care

device contract has ended (e.g. do you typically offer contracts with the same supplier or do you reopen the tendering process to all potential suppliers/specific suppliers)

- c) How often do you invite suppliers to tender for pressure area care devices?
- d) Please detail the number of providers which tendered for a pressure area care device contract each time you invited providers to tender for contracts.
- e) Detail the criteria by which you assess a supplier that is tendering for a pressure area care device contract and please rank these criteria in terms of the weighting given to each component.

A2

- a) The procurement method selected would be determined at the time of compiling the specification and will reflect the clinical, technical and commercial needs of the Trust at that time.
- b) No tenders for pressure area device contracts have been undertaken.
- c) There is no set timeline in relation to the invitation to suppliers to tender for pressure area care devices.
- d) No tenders for pressure area device contracts have been undertaken.
- e) The criteria selected would be determined at the time of compiling the specification and will reflect the clinical, technical and commercial needs of the Trust at that time.

1a Pressure area care device	1b Number used in trust per year	1c Company device acquired from	1d Date contract began	1e Length of contract	1f Expense on these devices per year	1g Method of acquisition
Mercury Advance Hybrid mattresses	<p>Information not held – the Trust does not routinely collate or hold this information centrally as part of its management or performance data.</p> <p>We can however advise that on average we have had approximately 70 – 80 Clin Activ mattresses and three Dolphin mattresses in use per day</p>	Direct Healthcare Group	No contract purchased own- June 2019	Information not held	£60k	NHS Supply Chain
Clin Activ mattresses		Hill Rom	Information not held - hired no contract		2018/19 spend - £130,558.50	Hired direct from Hill Rom last 10 years
Dolphin mattresses		Medstrom	01/01/2016	31/12/2019 (rolling 12 month contract)	2018/19 spend - £119,439.30	Hired direct from Medstrom for 4-5 years
Permaflex cushions		Drive Devillibis	No contract purchased own (8-9 years ago)	Information not held	Information not held	Direct from company
Repose Heel Protectors		Frontier Medical	No contract purchased own (8-9 years ago)	Information not held	Information not held	NHS Supply Chain
Bariatric Memaflex Mattress		Drive Devillibis	No contract	Information not held	2018/19 spend - £61.20	Direct from company
Permaflex Memaflex Advance mattress		Drive Devillibis	No contract	Information not held	2018/19 spend - £1887.60	Direct from company
Permaflex covers		Drive Devillibis	No contract	Information not held	2018/19 spend - £594.00	Direct from company