



GIG
CYMRU
NHS
WALES

Partneriaeth
Cydwasaethau
Gwasanaethau Caffael
Shared Services
Partnership
Procurement Services

PROCUREMENT OUTCOME REPORT

PROVISION OF PRIMARY CARE VASECTOMY SERVICE IN
SWANSEA BAY UNIVERSITY HEALTH BOARD

REFERENCE: SBU-CP-61369

PSR Process	Competitive Process
CPV Code	85323000-9 Community Health Services 85121300-6 Surgical Specialist Services
Agreement Type <i>Framework/Contract</i>	Contract
Brief Agreement Description	The proposed service will provide Vasectomy procedures within a community setting. The model is aimed to offer timely and effective care for non-complex cases within primary care. The service is commissioned outside the General Medical Services (GMS) contract and adheres to procurement protocols, as it involves specialised activity not routinely performed by all GPs. Referrals are made directly to the provider, and patients who meet the criteria are expected to receive: • Initial assessment and counselling within 4 weeks • Procedure within 2 to 8 weeks • Overall Referral to Treatment (RTT) time of 12 weeks Predicted annual referrals of 400 is based on previous contract allocation and current annual budget £122,233.00 The agreement will have a 3Year initial contract period with further option to extend a further 1+1Year period after review and agreement of the Health Board and provider.
Agreement Duration Initial Term and Extension Option	Initial Contract 3 Years with 1+1Years optional extension
Contract Dates <i>Initial Term & Extension Option</i>	Initial Term 01/04/2026 – 31/03/2029 Optional Extensions: + 1Year (01/04/2029 to 31/03/2030) + 1Year (01/04/2030 to 31/03/2031)
Planned / Unplanned	Planned
No. of Tenders Issued	Open Procedure
No. of Tenders Received	2

Annual Value of Current Agreement	£106,800.00 (Exempt from VAT)
Annual Value of New Agreement	£122,233.00 (Exempt from VAT)
Total Value of New Agreement <i>Including Extensions</i>	£611,165.00 (Exempt from VAT)
Savings / Increase <i>Cash Releasing Cost Avoidance Cost Pressure</i>	N/A
Lead Body LHB or Trust	Swansea Bay University Health Board
Impact of Change	This change in provider ensures uninterrupted service provision.

1. Service / Market Overview

In alignment with Swansea Bay University Health Board's (SBUHB) broader ambition to deliver care closer to home, emphasising accessibility, quality standards, and professional development, the Changing for the Better Programme Board approved a proposal in 2012/13 to reshape vasectomy service delivery.

As a result, a new patient pathway was developed to provide vasectomy procedures in a community setting. This model aimed to offer timely and effective care for non-complex cases within primary care. The service transitioned from secondary care to primary care in 2015/16.

The service was last tendered in 2019 with only one provider bid received, the initial contract was awarded for a 3Year period with option to extend a further +1+1Years.

Currently, the Primary Care Vasectomy Service is delivered by General Practitioners with Special Interests (GPwSI), showcasing a successful redesign from a hospital based model to one embedded in primary care. The service is commissioned through a Service Level Agreement (SLA) with a single GP practice in the SBUHB area.

This service is commissioned outside the General Medical Services (GMS) contract and adheres to procurement protocols, as it involves specialised activity not routinely performed by all GPs. Referrals are made directly to the provider, and patients who meet the criteria are expected to receive:

- Initial assessment and counselling within **4 weeks**
- Procedure within **2 to 8 weeks**
- Overall Referral to Treatment (RTT) time of **12 weeks**

Patients not meeting the criteria are referred to urology services.

The service is delivered under local anaesthetic and complies with Royal College of Obstetricians and Gynaecologists (RCOG) standards. It offers a high quality, cost effective, community based vasectomy service, including comprehensive pre and post-operative care, information, advice, and counselling. Eligibility is limited to patients registered with a GP practice within the Health Board. The patient's own GP retains responsibility for their general medical care.

2. Procurement Process

Competitive Process

The Competitive Process under the Health Services (Provider Selection Regime) (Wales) Regulations 2025 is expected to be used in circumstances where the relevant authority cannot use any of the other processes or wishes to run a competitive exercise

The Health Board last tendered in this service in 2019 with only one provider bid received. The initial contract was awarded for a 3Year period with option to extend a further +1+1Years, the extensions were executed and the contract is now due to expire.

The Health Board reviewed the service and decided to conduct a competitive tender process, which would give opportunity to amend some elements of the service whilst also testing the market for any new possible providers. The new contract will be awarded for an initial 3Year contract with option to extend +1+1Years for commencement on 1st May 2026.

The tender received two bids for evaluation, the incumbent provider SA1 Medical and The New Surgery Pencoed.

Both bids were evaluated with the following weighting:

Quality & Technical = 80%

Commercial = 20%

Evaluation scoring:

Supplier	Quality/Technical Score %	Commercial Score %	Total Tender Score
SA1 Medical.	50%	18%	68%
The new Surgery Pencoed	70%	20%	90%

On conclusion of the competitive tender evaluation the successful bidder was The New Surgery Pencoed with the total score of 90%.

This POR is seeking approval to progress the award of contract as detailed below on behalf of Swansea Bay Health Board for the provision of primary care vasectomy services to The New Surgery Pencoed.

Proposed contract costs are VAT Exempt:

Initial contract: 3Years

Year 1 - £122,233.00

Year 2 - £122,233.00

Year 3 - £122,233.00

Optional extensions: upon review and agreement

Year 4 - £122,233.00

Year 5 - £122,233.00

Total contract value: £611,165.00

3. Evaluation

Key Criteria (Pass/Fail)

Due to the type of service and the service users it is critical that a robust governance structure is in place, to protect the Health Board, Services Users and the successful Provider.

The providers' current and likely future performance has been measured against the three key criteria with all being measured by applying a pass/fail metric.

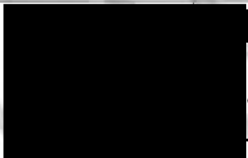
Evidenced from their response and knowledge of the working with the Health Board the provider is likely to continue to deliver:

Qualification & Technical Evaluation

1. **Governance** – Evidence of robust governance structures.
2. **DPIA** – Evidence of DPIA Compliance (Ability to work with the Health Boards' Information Governance Team to ensure full compliance).
3. **Cyber** – Evidence of Cyber Compliance (Ability to work with the Health Boards' Information Governance Team to ensure full compliance).

Technical – 80%

The providers future capability to perform this contract by providing relevant historic details and evidence on how they will successfully deliver this contract has been measured against set criteria with eleven questions with a total score of 80%

	The provider has been deemed as having the necessary: • ability to deliver the Primary care Vasectomy Service within Swansea Health Board area. • Necessary insurances, the provider holds the necessary indemnity insurance • technical and professional ability, as the provider has the necessary experience to deliver the required services.
Commercial Scores	18% - The provider has provided a financial breakdown of the service and confirmed that the associated costs will meet the annual budget requirement as per specification. The annual fixed budget based on 400 cases is £122,233.00 (Exempt from VAT). 2% - The provider has confirmed acceptance on to the PSP Priority Supplier Program. Selecting a 0.50% rebate to be deducted and retained by the Health Board for all invoices paid within 10Days after receipt of invoice during the contract. This has the potential maximum rebate and saving of: £611.16 per annum £3,055.82 for full 5Year contract if completed.
Evaluation Panel(s)	 - Procurement Business Manager - Procurement Assistant Business Officer - Assistant Primary Care Manager - Primary Care Support Manager Ceri Todd – PCTSG Group Medical Director

4. Price Benchmarking Information

A benchmarking exercise was conducted across Wales. Only three other Health Boards currently commission Vasectomy service in primary care.

Cwm Taf Morgannwg University Health Board (CTM)

Recently updated its service specification following a review. Key changes include:
An uplift in the fee (see table below)

Removal of the DNA (Did Not Attend) payment

Referral to Treatment (RTT) times aligned to the national guideline of 26 weeks (as per Guidelines for the Management of Referral to Treatment Waiting Times – April 2025)

Notably, CTM's original specification was aligned with SBUHB's, as it was implemented in Bridgend prior to the boundary change.

Powys Teaching Health Board (PTHB)

- Requires an RTT of 6 weeks.
- Maintains a £50 DNA payment for patients who attend counselling but fail to attend further appointments or withdraw from the procedure.

Cardiff and Vale University Health Board (CVUHB)

Currently reviewing its vasectomy service and considering alignment with CTM's updated specification.

5. Financial Implications

The total annual contract value is £122,233.00 (Exempt from VAT) and the total contract value is £611,165.00 (Exempt from VAT)

This will be for approx. 400 cases, for delivery in line with the service specification.

6. Sustainable Procurement

An SRA has been complete for this Competitive Process

7. Risks and Mitigations

SWOT Analysis

Strengths

- Reduce the risk of challenges from the market.
- Put in place a contract that is compliant with the Health Services (Provider Selection Regime) (Wales) Regulations 2025.
- Ensure equitable access to a cost effective service within a primary care setting in SBUHB area.

Weaknesses

- Possible that no appropriate bids would be received, that would have placed individuals at risk of not being to access a vasectomy service within SBUHB area and forcing them out of area to access the services.

Opportunities

- Opportunities to test the market with a new provider.
- Delivery of services with the new provider allows growth of expertise and knowledge for future requirements for SBUHB.

Threats

- Possible that no appropriate bids would be received, that would have placed individuals at risk of not being to access a vasectomy service within SBUHB area and forcing them out of area to access the services.

8. Recommendations

Upon conclusion of all aspects of the procurement, it is recommended that the contract is awarded to The New Surgery Pencoed.

9. Contract Management

The contract will be closely managed by the Primary Care Team within the Health Board. The awarded provider will be required to attend contract review meetings to review contract progress, ensure service levels and KPI's are being achieved, and to proactively manage any issues or patient risks identified.

10. Contract Delivery

The proposed contract will be for 400 cases per annum, for delivery in line with the service specification and bid submission. The Health Board service and provider will monitor and manage the service for the entirety of the contract.

11. Approvals Process & Next Steps

Approval Process

This POR will now be progressed for sign off by the Health Board Service, Head of Procurement and Finance approval hierarchy in line with the contract value.

After sign off completion, procurement will progress a Notice to award via Sell2Wales platform and await a 10Day standstill for any subsequent challenges from the market. Any challenges will be progressed as necessary, this may result in abandonment of process, revert to previous steps or progression to award of contract.

12. Contact Information

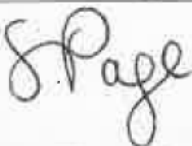
If you have any issues you wish to discuss, please do not hesitate to contact:

Prepared by	██████████ Procurement Business Manager	Date	04/03/2026
Commissioned by	Sam Page, Head of Primary Care	Date	09/03/2026
Response required by (date)	N/A		

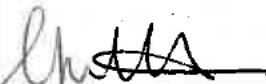
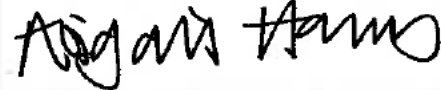
13. Acceptance

Please confirm your acceptance to participate in this procurement by signing and returning this Procurement Outcome Report.

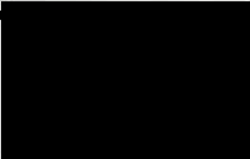
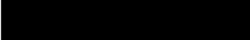
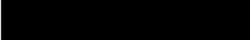
NB. Your prompt response to this document is critical to maintain agreed timelines. Agreement to participate:

Health Board/Trust	Swansea Bay University Health Board
Designated Approver	 Sam Page, Head of Primary Care
Agreement to Proceed (if different from above)	
Date	09.03.26

Budget Holder: Sam Page, Head of Primary Care (Approval Limit £20,000)		Date:	09/03/26
Budget Holder: Craig Wilson, Deputy Chief Operating Officer Corporate (Approval Limit £150,000) Affordable & within budget?:		Date:	17/03/26

Procurement Lead:	 – Procurement Business Manager	Date:	04/03/2026
Head of Procurement:	 Keir Warner Head of Procurement	Date:	17/03/2026
Director of Finance - Approval Limit: £250K	 CLAUDE OSHUNOSEN-LITTLE	Date:	23/03/2026
Chief Executive – Approval Limit: £750K		Date:	01/04/26

14. Working Group Members

 - Assistant Procurement Business Manager
 - Assistant Procurement Business Officer
 Assistant Primary Care Manager
 Primary Care Support Manager
Ceri Todd - PCTSG Group Medical Director
 Primary Care Support Manager
 - Deputy Head of Primary Care
Sam Page - Head of Primary Care

15. Attachments

N/A