

# Request for Quotation

<b>Activity:</b>	<b>Delivery of a landscape review of Health, Social Care and Life Sciences sector academic assets and entities in the West Midlands.</b>
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## 1. Introduction

Health Innovation West Midlands (HIWM) is a licensed Health Innovation Network (HIN), hosted by University Hospitals Birmingham NHS Foundation Trust (UHB). Focused on the West Midlands region, HIWM leads and catalyses collaboration between academia, industry, health and care providers, commissioners, and citizens, to support continuous improvement of our region's health and wealth. By giving patients access to the most effective medical discoveries the healthcare system can take advantage of innovations that can help to save time, money and lives, bringing to the West Midlands the future of health and care, today.

As a HIN we occupy a unique position between health and care providers (and commissioners), industry, and academia, with the ability to both support early innovations and then work at a national scale to spread innovation in practice. With much of our work currently commissioned through NHS England and the Office for Life Sciences, we recognise the important role we play in generating economic growth for the region. To support us in achieving this aim, in 2025, HIWM commissioned a landscape review of the Health, Social Care and Life Sciences Sectors in the West Midlands. We now wish to further advance the realisation of this aim by commissioning a landscape review of Health, Care and Life Sciences Academic Assets across the West Midlands.

## 2. Background of requirement

There are several stimuli which have prompted HIWM to tender for a landscape review of Health, Social Care and Life Sciences sector academic assets and entities in the West Midlands.

The UK Government's AI Opportunities Action Plan is a comprehensive strategy, published in January 2025, to position the UK as a global leader in artificial intelligence by leveraging it for economic growth, improved public services, and increased national opportunities. Likewise, the recent Life Sciences Sector Plan outlines targeted actions to support world-class research and development, attract investment, grow advanced manufacturing, and accelerate health innovation. Correspondingly, the 10 Year Health Plan for England: fit for the future, places innovation at the heart of reshaping the delivery of services and addressing the scale of the challenge facing the NHS in moving treatment from acute to community settings, moving analogue systems to digital ones and in shifting from treatment to prevention, as highlighted in the Darzi report.

At the regional and local level, our six Integrated Care Boards (ICBs) across the West Midlands are regrouping into three strategic clusters, alongside concurrent transformation towards reframed responsibilities, commissioning and delivery. Again, innovation is pivotal to achieving the required transformation.

To enable us to support the level of innovation required in practice, HIWM needs to harness the strengths and potential of our industry, commercial, academic, and service delivery partners. To support this aim, in 2025 we commissioned a landscape review of the Health, Social Care and Life Sciences Sectors in West Midlands. We now wish to further advance the realisation of this aim by commissioning a landscape review of Health, Care and Life Sciences Academic Assets

across the West Midlands. We recognise that we have world-standing research and innovation expertise across our region, driving development in the fields of life sciences, health, and care, and significantly contributing to health outcomes and economic growth across the region. Undertaking this landscape review now will allow HIWM to have a fully up to date picture of regional assets to inform the next three years of delivery and assist ICBs in delivering the right care for their populations.

### 3. Aims & Objectives

#### Aim

To identify and quantify Health, Social Care and Life Sciences sector academic assets and entities in the West Midlands.

#### Objectives

The tender is expected to deliver the following within the sectoral focus of Health, Social Care and Life Sciences:

1. Map existing academic assets
  - Identify universities, research institutes, teaching hospitals, centres of excellence, specialist laboratories, innovation hubs and other relevant organisations.
  - Catalogue key infrastructure (biobanks, clinical research facilities, simulation suites, data platforms, trial units, etc.).
  - Document the distribution and specialisms of these assets across the region.
2. Assess research strengths and capabilities
  - Profile thematic strengths (e.g. ageing, mental health, genomics, digital health, health inequalities, biomedical engineering).
  - Review publication output, research income, REF/KEF performance, and major grants.
  - Identify unique or globally competitive areas.
3. Understand workforce and skills capacity
  - Map teaching programmes, professional pipelines, and skills gaps in healthcare, social care, and life sciences.
  - Assess alignment with local NHS, social care providers, and industry workforce needs.
4. Identify collaboration and partnership structures
  - Evaluate existing collaborations between academia, NHS organisations, local authorities, third sector, and industry.
  - Map formal networks.
  - Identify barriers to collaboration or fragmentation.
5. Understand innovation and commercialisation potential in academia
  - Assess current levels of, and potential for technology transfer capability, spinout pipelines, patent activity, incubators, accelerators, and enterprise support.
  - Identify opportunities for industry engagement and inward investment.
6. Evaluate alignment with regional health needs
  - Compare academic strengths with local population needs, health inequalities, and ICS priorities.
  - Highlight where research and education activity supports, or misses, real-world needs.
7. Identify gaps and opportunities
  - Assets that are missing or underdeveloped (e.g. bioinformatics, social care research capacity).
  - Opportunities for consolidation, new centres, shared infrastructure, or strategic investment.
8. Benchmark against other UK regions
  - Compare capability, infrastructure density, workforce, and innovation performance with similar regions.

### 4. Requirements and Deliverables

The following deliverables are expected to be met through the contract period:

### **1. Comprehensive Landscape Review Report (Main Output)**

A structured, polished report (in both Word and PDF) covering:

- Executive summary and key findings
- Methodology, data sources, stakeholder engagement
- Synthesis of: interview findings, workshop outputs, themes from NHS, social care, academic, and industry perspectives; supported by quotes or anonymised insights – can be supplied as Appendix.
- Inventory of academic assets and capabilities
- Assessment of research strengths, workforce, infrastructure, and partnerships
- Mapping against local health needs and strategic priorities
- Benchmarking against comparator regions
- Opportunities, gaps, and risks
- Recommendations and strategic options

### **2. Asset and Capability Directory**

A clear, reference-style catalogue including lead personnel, summary of purpose, contact details and an assessment of regional, national or international standing of:

- Universities and research institutions
- NIHR infrastructure
- Teaching/clinical placements
- Life sciences laboratories, facilities, and innovation hubs
- Social care research assets and networks
- Key research groups, specialisms, and contacts
- Other academia based assets deemed relevant but not included above

Delivered as an annex or standalone document (PDF/Excel).

### **3. Slide Deck**

A concise board-level summary:

- Key insights
- Visual maps and charts
- Recommended strategic direction
- Opportunities for investment or partnership

Delivered in PowerPoint

### **4. Data Tables and Source Files**

Underlying spreadsheets containing:

- Full asset list
- Research income and funding pipeline
- REF/KEF extracts
- Workforce and training programme metrics
- Population health indicators

- Benchmarking data

The supplier will help to develop and boundary the review and then deliver at pace. They will be expected to:

- Work collaboratively to develop the final inclusion/exclusion criteria for the review
- Develop and deliver the above outputs
- Provide a key information pack/presentation of facts, figures, and key contact information across partners
- Develop summary information/infographic outputs, backed by a deeper evidential base
- Generate ideas about how the outputs could best be delivered
- Participate in regular project meetings with HIWM

Subject to procurement and contracting we anticipate a start date of January 2026. The timescale for delivery is negotiable but is not anticipated to exceed 3 months in total. The overall budget for this work across this work package is £40,000.

## 5. Successful Tender Requirements

### Previous Experience

The successful bidder must provide evidence around the following requirements (also see Appendix 1):

1. A minimum of five years' experience in the delivery of research and intelligence-based insight reports in the Health, Social Care, or Life Sciences Research ecosystems.
2. Proven expertise in conducting landscape reviews or sector mapping.
3. Existing networks and/or relationships within the West Midlands' Health, Social Care, and/ or Life Sciences academic and research sectors.
4. Experience in developing geographically bound value propositions for outward promotion.
5. Capacity to deliver the programme of activity within the required timescales.

### Supplier Responsibilities

If awarded the contract the supplier must:

- Manage all aspects of the activity, including developing and maintaining a delivery timetable for the required milestones and deliverables.
- Attend an initial meeting to discuss programme timeline, outputs and outcomes followed by regular meetings to review progress as agreed with HIWM.
- Have financial management systems in place to monitor and account for expenditure in line with HIWM host requirements (UHB Hospitals NHS FT).
- Retain all documentation related to the administration of the activity, including but not limited to supporting documents regarding expenditure and audit.
- Offer advice and support on the future development and sustainability of the activity.

## 6. Responsibilities of HIWM

HIWM will provide the following to the successful supplier:

- Guidance and support from relevant staff, partners as required.
- Dedicated Senior Responsible Officer for contract management.

- Dedicated operational lead and point of contact for the programme.
- Access to shared networks and insights to the West Midlands Health and Social Care Sector.
- Relevant training and awareness of relevant HIWM processes and pathways.

## 7. Timescales

### SUBMISSION DEADLINE

Please submit all elements via email to [admin@healthinnovationwm.org](mailto:admin@healthinnovationwm.org) by **12pm on 31st December 2025**.

## 8. Request for Quotation

In addition to the non-scored elements in Appendix 1, please submit a quotation detailing your proposed cost. This should include:

- Overall **total** cost for delivering the whole programme of work (with ex and incl VAT figures, as relevant)
- Breakdown of staff hours anticipated and cost for each deliverable (as detailed in section 4)
- A day rate for any additional work outside the specification

## 9. Potential Supplier Response

See Appendix 1 for details of the expected response.

## Appendix 1: Evidence Requirements

Please provide evidence to demonstrate each key requirement can be met.  
 Examples of accepted evidence are detailed below.

Requirement (unscored)	Example Evidence
<b>Experience:</b> A minimum of five years' experience in the delivery of research and intelligence-based insight reports in the Health, Social Care, or Life Sciences Research ecosystems.	A 500-word (maximum) statement outlining your experience and expertise to deliver this activity.
<b>Expertise:</b> Proven expertise in conducting landscape reviews or sector mapping.	Two case studies (maximum) demonstrating the breadth of your expertise in response to the required deliverables.
<b>Networks:</b> Existing networks and/or relationships within the West Midlands' Health, Social Care, and/ or Life Sciences academic and research sectors.	List of key connections that may be used to support this work, with a 50-word (maximum, per connection) summary of their potential role
<b>Value Proposition Development:</b> Experience in developing geographically bound value propositions for outward promotion.	500-word (maximum) statement outlining your experience and impact of similar previous work, including individuals (2 minimum) that can be contacted for references.
<b>Activity Delivery Capacity:</b> Capacity to deliver the programme of activity within the required timescales.	Summary CV for Senior Responsible lead.  Outline timeline for work.
Requirement (Scored)	Layout
<b>Cost summary:</b> An outline of the overall cost, cost per deliverable and day rate.	As per section 8.