



National Health Service in Scotland  
Management Executive

St. Andrew's House  
Edinburgh EH1 3DG

Dear Colleague

**COMPETITIVE TENDERING - ACCEPTANCE OF  
OTHER THAN LOWEST TENDER**

**Summary**

1. This letter is to draw attention to the Chief Executive's concern that there are still some cases where the lowest tender for a service has been rejected because of doubts by the evaluation team that a private tenderer has the ability to fulfil the specifications of the contract because of the level of input hours. He is not satisfied that in all of the cases the doubts can be fully sustained since it may suggest that there is little scope by private contractors for innovation and flexibility in delivery of services and that private contractors are not well placed to judge on the staff resources which can deliver the contract. Major, national firms would find that difficult to accept.

2. Accordingly the Chief Executive has asked that evaluation reports continue to be submitted to the Management Executive on cases where the lowest tender has been rejected as soon as possible thereafter. The Management Executive will follow up with Boards where a detailed and substantiated case has not been made.

**Action**

3. General Managers are asked to bring this letter to the attention of UGMs and Evaluation Teams for Competitive Tendering.

Yours sincerely

G W TUCKER  
Directorate of Strategic Management

4 June 1992

**Addresses**

For action:

General Managers,  
Health Boards

Chief Executives and  
Chief Executive  
Designate,  
NHS Trusts.

To be copied to Unit  
General Managers for  
action.

**Enquiries to:-**

Miss C Lumsden  
Directorate of  
Strategic Management  
NHS Management  
Executive  
Room 277  
St Andrew's House  
EDINBURGH  
EH1 3DE  
Tel: 031-244 2238  
Fax: 031-244 3487

COMMON SERVICES AGENCY	
RECEIVED - 8 JUN 1992	
FILE No.	
REFERRED TO	ACTION TAKEN
SSM00401.062	