RFP N100040

Impact of UK EU Health Data Sharing (LOT 1)

RFP N100040

Impact of UK EU Health Data Sharing (LOT 1)

Wellcome improves health for everyone by funding research, leading policy and advocacy campaigns, and building global partnerships. Collaborative research that involves a diverse range of people from different fields of interest is key to progress in health science – and to achieving our aim of fostering a healthier, happier, world. We're taking on the biggest health challenges facing humanity – climate and health, infectious disease, and mental health – to find urgent solutions and accelerate preventions. Find out more about Wellcome and our work at: wellcome.org.

If you are interested in working with Wellcome on this activity, please review the information below this explains the activity in which Wellcome is seeking proposals for, timetable, what questions Suppliers need to complete and how to engage with us further, to ensure you are successful please read the whole document and answer the questions within the section(s). Responses should be made via the Oracle portal. Responses will not be accepted outside of the system.

All suppliers are required to register on Oracle if they have not already done so. Please allow at least three working days before the final submission date to ensure you complete registration and receive approval in time to meet the deadline.

Accessibility clarification: The accessibility requirement applicable to this procurement is WCAG 2.2 AA, as stated within the specification and Budget sections. Suppliers should therefore base their proposals and associated costs on meeting WCAG 2.2 AA. (09/11/2026)

Wellcome Contact Details

The single point of contact within this RFP exercise for all communications is as indicated below:

Name	Ojie Irabor
Role	Procurement Specialist
Email	RFP@Wellcome.org

Table of Contents

1 Synopsis **4**
1.1 Background and Objectives 4
1.2 Specification 5
1.3 Timetable 9
1.4 Guidance on Submission and Process 9
1.5 Contract Terms and Conditions 10
2 Responses Required **11**
2.1 Section 1. Expression of Interest (EOI) 11
2.2 Section 2. Full proposal Submission 12
2.3 Section 3. Methodology 12
2.4 Section 4. Experience 14
2.5 Section 5. Delivery and Outputs 14
2.6 Section 6. Budget 14
2.7 Section 7. Equity Diversity and Inclusion 15
3 Evaluation Criteria **16**
4 General Information **17**
4.1 Data Protection 17
4.2 Equity Diversity and Inclusion 17
4.3 Disability Confident 17
4.4 Accessibility 17
4.5 Independent Proposal 18
4.6 Funding 18
4.7 Costs Incurred by Prospective Suppliers 18
4.8 Environmental Sustainability 18

1 Synopsis

Lot 1 will provide the technical, legal and policy expertise needed to understand how UK-EU health data relationships could evolve. The supplier will map the current and emerging landscape, identify key choices and uncertainties, and lead the substantive development and assurance of credible future scenarios, ensuring they are technically, legally and operationally plausible.

1.1 Background and Objectives

Wellcome is seeking suppliers to deliver a research project exploring how different future relationships between UK and EU health data systems could affect research.

The UK and EU are both developing new systems and frameworks for enabling access to health data for research and other secondary purposes, including the UK Health Data Research Service (HDRS; co-funded by the UK government and Wellcome) and the European Health Data Space (EHDS). Decisions taken over the coming years on issues including data infrastructure, interoperability, governance, security, legal requirements, access processes and costs could shape how easily researchers and organisations can access and use health data across borders in future.

The longer-term consequences of these choices are currently difficult to understand and communicate. The policy and technical environments remain uncertain and continue to evolve, while many potential impacts on research may emerge only over several years. Wellcome therefore wants to develop a stronger evidence base about what different future approaches could mean in practice for researchers, research organisations and the wider research system, and what trade-offs policymakers and system leaders should consider when making decisions in the shorter term.

We are seeking suppliers to deliver this project in **two lots**, to combine distinct areas of expertise:

Lot 1: Technical, legal and policy expertise to support the development of credible future scenarios for UK-EU health data access, connectivity and interoperability.

Lot 2: Scenario design and social research expertise to support development of the scenarios as effective research tools and use them to generate robust evidence about the implications of different futures.

Suppliers may bid for either or both lots, and as an individual supplier or a consortium or partnership. The appointed suppliers will be expected to work closely together throughout the project, with Wellcome acting as the strategic commissioner and an active project partner. Previous market engagement has reinforced the importance of involving different forms of expertise across both the scenario development and research elements rather than treating them as entirely separate activities. Assuming two different suppliers/consortia are selected, there will be an inception phase to allow the suppliers to work together on project planning.

The detailed methodology is deliberately not prescribed. Bidders should use their expertise to propose an approach that will best achieve the objectives and evidence requirements set out below.

Key objective: To generate new evidence about how different approaches to UK-EU health data access, connectivity and interoperability could affect the UK's research activity, research organisations and the wider research system, using a scenario-based approach to identify the implications, opportunities, risks and trade-offs decision-makers should consider today.

Desired outcome: By the end of the project, Wellcome expects to have:

- A robust and clearly evidenced understanding of the major policy, legal, technical and operational choices and uncertainties that could shape future UK-EU health data relationships.
- A small number of credible, clearly differentiated and decision-relevant future scenarios, supported by transparent assumptions and evidence.
- New primary research showing how different scenarios could affect the decisions and behaviours of different participants in the UK research system, with evidence on the nature and direction of potential impacts and, where methodologically possible, their likely magnitude.
- A clear account of areas of consensus, disagreement and uncertainty, and of the strength and limitations of the available evidence.
- Policy-relevant analysis explaining the implications and trade-offs of different futures, including which decisions or issues may require attention now and which may be relevant over longer timeframes.
- Accessible and reusable evidence products that Wellcome can use to both inform its own strategy and engage relevant policy and system decision-makers.

The purpose of the research is not to assume that greater UK-EU alignment is necessarily the preferred outcome. The project should enable meaningful comparison between different futures and make their respective implications and trade-offs visible.

1.2 Specification

Overall delivery model applicable to both lots

The project is expected to last approximately 6-8 months, followed by evaluation and dissemination activity.

The appointed suppliers will be expected to operate as a collaborative project team while retaining clear accountability for their respective areas of expertise.

At inception, selected supplier(s) and Wellcome will jointly:

- Confirm and refine the research questions and scope.
- Agree key definitions and terminology.
- Agree roles, responsibilities and decision rights.
- Agree success criteria.
- Agree collaboration, governance, decision-making and escalation arrangements.
- Establish an integrated project plan, risk and issue register, and relevant research governance arrangements.
- Agree principles for scenario development and comparison.
- Resolve any differences between the methodologies proposed if two successful bidders.

The output of this inception phase will be a joint inception plan, drafted by the suppliers in partnership, and agreed by Wellcome.

The project will then proceed through discovery, co-design, scenario development and testing, a formal scenario gateway, primary research, interim evidence review, final synthesis and evaluation/dissemination.

A co-design milestone will provide the suppliers with the opportunity to test scenarios with external experts, and provide Wellcome with an opportunity to review and steer the proposed scenario architecture before detailed scenario development. A subsequent formal scenario gateway will require Wellcome approval before the scenarios can be used in primary research.

Suppliers should propose appropriate day-to-day project management and collaboration arrangements rather than assume a prescribed meeting schedule, though these will be finalised in the inception phase.

LOT 1: TECHNICAL, POLICY AND LEGAL EXPERTISE

Scope of work

The Lot 1 supplier will provide the substantive technical, policy and legal expertise required to ensure that the project and its scenarios are credible, evidence-based and grounded in plausible developments affecting UK-EU health data relationships.

The Lot 1 supplier will be expected to do the following in each phase:

Discovery

- Undertake baseline mapping and horizon scanning of the current and emerging UK-EU landscape for health data access and use for research, including relevant developments concerning HDRS and EHDS.
- Identify the key policy, legal, technical and operational decisions, drivers and uncertainties that could shape future relationships. Distinguish between developments that are reasonably established, decisions that remain open, and significant uncertainties.
- Identify relevant dependencies and interactions between different choices and externalities.
- Propose appropriate parameters against which scenarios could vary and lead the development of a consistent framework for comparing their implications, shaping this with the input of the Lot 2 supplier if more than one supplier.
- Maintain an explicit assumptions and evidence log, recording the basis and level of confidence for material assumptions used in scenario development.
- Identify emerging developments during delivery that could materially affect scenario assumptions, or particular points or moments of influence with the EU or UK governments that the work should seek to influence or capitalise on.

Co-design and scenario development

- If more than one supplier, work closely with the Lot 2 supplier to develop the scenario architecture.
- Provide the substantive evidence needed to determine whether proposed futures are legally, technically and operationally plausible.
- Participate in and support an appropriate co-design process involving relevant expert and user perspectives.
- Following the co-design milestone, lead development of the substantive technical, policy and legal content of the scenarios.
- Ensure scenarios are sufficiently distinct to enable meaningful comparison while avoiding unnecessary or unrealistic complexity. Clearly distinguish assumptions, uncertainties and evidence within the scenarios.

- If more than one supplier, work with the Lot 2 supplier to translate technical scenarios into forms that can be understood and used by non-expert research participants.
- Review and refine scenarios following testing.

Primary research

- Remain available throughout primary research to provide technical clarification and advice. Support proportionate amendments where new evidence or external developments require scenario clarification or revision.
- Maintain appropriate version control and an audit trail of material changes to technical content used in each scenario.

Interim evidence review and synthesis

- Participate in interim interpretation of findings; provide technical, legal and policy input into interpretation where relevant.

Final outputs

- Conduct factual and technical review of final outputs, clearly distinguishing technical assurance from interpretation of the primary social research, if more than one supplier this will be the responsibility of the Lot 2 supplier.

Key deliverables

The Lot 1 supplier will contribute to the joint inception plan and will lead or jointly produce:

- Baseline and horizon-scanning analysis (lead).
- Mapping of key policy, legal, technical and operational choices, dependencies and uncertainties (lead).
- Technical input to an agreed cross-scenario analytical framework (jointly produce).
- Scenario assumptions and evidence log (lead).
- Technical and substantive content for the agreed set of scenarios (lead).
- Evidence supporting the plausibility of each scenario (lead).
- Relevant technical/facilitator notes for use during primary research (lead).
- Ongoing horizon monitoring and advice on material developments (lead).
- Technical and factual review of interim findings and final outputs (lead).
- Accessible technical contributions to the final evidence report, policy products and scenario documentation (lead).

At the formal scenario gateway, the Lot 1 supplier will be required to confirm that the proposed scenarios are technically, legally and substantively plausible, subject to clearly identified uncertainties and assumptions.

Required expertise

Bidders for Lot 1 should demonstrate:

- Deep knowledge of health data policy and governance, particularly secondary use of health data for research.
- Detailed understanding of the UK and EU health data policy environments.
- Expertise in EHDS and its developing implementation environment.
- Understanding of UK health data infrastructure and the emerging HDRS landscape.
- Relevant legal and regulatory expertise, either within the core team or through clearly identified specialist input.
- Ability to analyse complex and uncertain policy environments and distinguish established evidence from assumptions.
- Experience translating complex technical, regulatory or legal material for non-specialist audiences.
- Strong relevant networks and an ability to access appropriate UK and European expertise where required.
- Experience working collaboratively with research, engagement or other specialist partners.

Assumptions or dependencies

- If there is more than one supplier, the Lot 1 supplier will work closely with the separately appointed Lot 2 supplier throughout delivery.
- If there is more than one supplier, the Lot 2 supplier will lead overall scenario methodology and development of scenarios as research stimuli, while the Lot 1 supplier will lead substantive technical, legal and policy content.
- Wellcome will provide strategic direction, relevant existing materials and access to relevant Wellcome networks where appropriate, but suppliers should not assume that Wellcome will undertake substantive delivery or routine coordination.
- The policy environment is expected to continue evolving during delivery. Bidders should explain how the proposed approach will manage material changes where they arise without repeatedly redesigning the project.
- Some simplifying assumptions will be necessary. These must be transparent, evidence-informed and recorded rather than presented as established facts. The need to manage simplifying assumptions throughout the project was also identified through Wellcome's early market engagement.
- Bidders should identify any further dependencies or inputs required from Wellcome or Lot 2 supplier if there is more than one supplier.

Accessibility requirements

Documents and outputs should meet applicable accessibility requirements (WCAG 2.2. AA).

1.3 Timetable

#	Activity	Responsibility	Date
1	RFP issue to Suppliers	Wellcome	09-Nov-2026
2	Submission of Expression of Interest and Supplier Q&A	Supplier	23-Nov-2026
3	Return of Supplier Q&A to Suppliers	Wellcome	30-Nov-2026
4	Submission of RFP Response	Supplier	08-Jan-2027
5	RFP Evaluation Period	Wellcome	12-Jan-2027 to 26-Jan-2027
6	Supplier Presentations	Supplier	08-Feb-2027 to 12-Feb-2027
7	Notification of Contract Award	Wellcome	March 2027
8	Contract Negotiation	Wellcome & Supplier	Mar-2027
9	Contract Start Date	Wellcome & Supplier	01-Apr-2027

1.4 Guidance on Submission and Process

Submission:

- Suppliers submitting a full proposal should answer the following questions listed below
- All sections should be completed as fully as possible for Wellcome to review and score your responses once the submission period is closed. Please ensure you attach all information.
- Supplier's responses should be submitted via the Oracle portal. Once you have submitted your response you will be notified that it has been received
- Suppliers are allowed to revise their submitted response until the close date.
- Throughout this process Wellcome will ensure you are notified and contacted when you have been successful and unsuccessful

Supplier Presentations:

- Following a submission of the proposal successful proposals will be invited to an in-person or virtual

meeting the duration will be confirmed. This may comprise of a PowerPoint presentation, demo etc (depending on the activity) followed by question and answers session. We may also require a brief follow-up call after these presentations.

1.5 Contract Terms and Conditions

Wellcome will be looking to put a contract in place using Wellcome's Standard Terms and Conditions. Suppliers submitting proposals should review Wellcome's Standard terms and Conditions document

Individuals submitting proposals as a sole trader (not registered) should review this document.

2 Responses Required

* Response is required

2.1 Section 1. Expression of Interest (EOI)

1. Please attach your EOI as a PDF answering the below questions.

*****2.

1. Confirm your understanding of the requirement and the role of the lot(s) for which you are bidding, alongside the role of the other supplier (if not bidding for all lots).
2. Confirm whether you are bidding as an individual organisation or as a consortium or partnership. Where bidding as a consortium or partnership, identify the organisations involved and their respective roles.
3. Outline your proposed approach to this work, including the contribution you would expect to make to the overall project and how you would work with the supplier appointed to the other lot (where relevant), maximum 500 words.
4. Identify any aspects of the proposed approach or specification that you would recommend Wellcome reconsider and briefly explain why.

Have you attached your EOI in PDF format answering the above questions?

○ a. Yes*(Attachments are required)*

○ b. No

*****3. Confirm which lots you are bidding for. (If submitting for both Lots, please duplicate response in Lot 2 RFP)

○ a. Lot 1 Only

○ b. Lot 2 Only

○ c. Both Lots

*****4. A non-binding cost estimate as a single figure in GBP.

*5. Any questions you have about the exercise and activity

2.2 Section 2. Full proposal Submission

1. After you have reviewed each of the questions below in Section 2;

    - Methodology, **(max 2 pages)**
    - Experience, **(max 2 pages)**
    - Delivery & outputs, **(max 2 pages)**
    - Budget,**(max 2 pages)**
    - Equity, Diversity & Inclusion (EDI). **(max 2 pages)**

    Please upload a single document detailing your proposed response, ensuring you keep within the page limit as specified for each question. Also upload an Excel workbook detailing your commercial breakdown.

    We have locked down your ability to answer directly in the sections below to ensure we avoid repetition of your responses, for Wellcome to receive a consolidated document.

2.3 Section 3. Methodology

1. **Requirements applying to both lots**

Responses should cover:

- The overall methodological approach and rationale for their lot(s), including how the approach would contribute to answering the project's core research questions and achieving the intended outcomes.
- Key activities and proposed sequencing.
- How the supplier would work collaboratively with Wellcome and the separately appointed supplier for the other lot (where relevant).
- Proposed project governance and day-to-day working arrangements.
- Key risks associated with the proposed approach and how these would be managed.
- Quality assurance arrangements.
- How emerging developments in the UK or EU policy environment would be accommodated without undermining the consistency of the research.
- How uncertainty, assumptions and limitations would be identified and communicated.
- Any areas where the bidder recommends a materially different approach from that described in the specification, including the rationale and anticipated benefit.

Bidders should distinguish between elements of their proposed methodology that they consider essential and those that could be adapted during the joint inception phase.

LOT 1: TECHNICAL, POLICY AND LEGAL EXPERTISE

Lot 1 bidders should additionally explain:

- How you would identify and analyse the principal policy, legal, technical and operational choices, drivers, dependencies and uncertainties shaping future UK-EU health data relationships.
- How you would distinguish between established or likely developments, genuinely open decisions and more speculative uncertainties.
- How you would identify the parameters that should vary between scenarios, and those that should be held constant.
- How you would manage the complexity of the policy environment while ensuring scenarios remain sufficiently realistic and detailed to be useful, if relevant, in partnership with the Lot 2 supplier.
- Your proposed approach to documenting evidence, assumptions, uncertainty and confidence.
- How you would ensure scenarios factor in both UK and relevant EU contexts, bearing in mind that the priority audience is UK policymakers.
- How you would assure the technical, legal and policy plausibility of scenarios before primary research begins, and how you would provide proportionate technical support during primary research.
- How you would monitor and respond to material changes in the external policy environment during delivery.
- How you would provide technical assurance of final findings while respecting the Lot 2 supplier's responsibility for analysis and interpretation of the primary

research.
- Any relevant analytical frameworks, horizon-scanning approaches or scenario-development techniques you would expect to use.

Please answer Yes or No if you have included your answer into your full proposal as per section 3.1

2.4 Section 4. Experience

1. As well as demonstrable evidence that you meet the expertise criteria laid out in the specification, we would also like to see specific experience of the following for suppliers of both lots:

    - Experience working collaboratively with organisations providing different specialist expertise.
    - Experience delivering work for policy, government, research, health or comparable decision-making audiences.
    - Evidence of the ability to communicate complex findings clearly to non-specialist audiences.

    Please answer Yes or No if you have included your answer into your full proposal as per section 3.1

2.5 Section 5. Delivery and Outputs

1. Suppliers should provide a delivery plan that reflects the scale, complexity, timetable, and expected outputs. Include key milestones, dependencies, risks, and mitigation actions.

    Please answer Yes or No if you have included your answer into your full proposal as per section 3.1

2.6 Section 6. Budget

1. Provide a detailed budget including all costs and expenses, specifying all day rates of individuals involved, the allocation of days between members of the team, and the cost of activities.

   All our content should be WCAG 2.2. AA compliant. Any documents being provided to Wellcome must pass accessibility requirements. If you are unable to produce accessible documents, budget must be set aside to employ a suitable agency to do this work.

   Please provide your budget breakdown in a CSV/XLSX format e.g Microsoft Excel Spreadsheet within your proposal.

   Please answer Yes or No if you have included your answer into your full proposal as per section 3.1

2.7 Section 7. Equity Diversity and Inclusion

1. Suppliers should outline their EDI policies and explain how equity, diversity and inclusion will be embedded throughout planning, development, delivery, engagement, and outputs.

   Please answer Yes or No if you have included your answer into your full proposal as per section 3.1

3 Evaluation Criteria

During the RFP evaluation period the evaluation panel will independently evaluate your proposal against the criteria outlined below. All scores will be collated, discussed and a decision will be agreed on who progresses to the next stage of the procurement exercise.

Criteria	Details	Weight %
Expression of Interest (EOI)		N/A
Full proposal Submission	This section is for the Supplier's submission of the consolidated full proposal document which includes all the question requirements for section 2.	N/A
Methodology	Coverage: How well are the desired focus areas (as outlined in the specification) covered in the proposed methodology addressed? Quality: Is the proposed methodology aligned with our needs? Utility: Will the proposed methodology deliver the desired, credible, and useful results?	N/A
Experience	Skills and Experience: Does the supplier have the relevant skills, experience, and contextual understanding to deliver this work?	N/A
Delivery and Outputs	Communication: Is there a good plan for communicating with the Wellcome team? Delivery plan: Is the proposed delivery plan appropriate and achievable? Feasibility: How feasible is the delivery plan? Are there significant risks associated with the proposed timelines, and how well are they mitigated?	N/A
Budget	Value for Money: Is the proposed work good value for money?	N/A
Equity Diversity and Inclusion	Do they have EDI policies and are these being put into practice in the proposal?	N/A
Accessibility	All our content should be WCAG 2.2. AAA compliant. Any documents being provided to Wellcome must pass accessibility requirements. If you are unable to produce accessible documents, budget must be set aside to employ a suitable agency to do this work.	N/A
	Total:	**0%**

4 General Information

4.1 Data Protection

Wellcome is committed to upholding data protection principles and protecting your information. The Wellcome privacy statement explains how, and on what legal basis, we collect, store, and use personal information about you. This includes any information you provide in relation to this proposal.

Under UK Data Protection law, Wellcome must keep a record of all personal information it is processing (i.e., collecting, using, and sharing). This record will be made available to the Information Commissioner's Office upon request. This is Wellcome's record of data processing activities which meets UK GDPR article 30 requirements.

Successful Suppliers will be asked to complete a TPRM and TPSRA assessment this is for Wellcome to assess how you handle data.

4.2 Equity Diversity and Inclusion

Embracing diversity and inclusion is fundamental to delivering our mission to improve health, and we are committed to cultivating a fair and healthy environment for the people who work here and those we work with. We want to cultivate an inclusive and diverse culture, and as we learn more about barriers that disadvantage certain groups from progressing in our workplace, we will remove them.

Wellcome takes diversity and inclusion seriously, and we want to partner with suppliers who share our commitment. We may ask you questions related to D&I as part of our RFP processes.

4.3 Disability Confident

The Wellcome Trust is proud to be a Disability Confident Employer (DC Level 2) and we encourage all our partners and suppliers to do the same. More information about this can be found on the government website Disability Confident employer scheme and guidance - GOV.UK (www.gov.uk). Disability Confident is creating a movement of change, encouraging employers to think differently about disability and take action to improve how they recruit, retain and develop disabled people.

4.4 Accessibility

Wellcome is committed to ensuring that our RFP exercises are accessible to everyone. If you have a disability or a chronic health condition, we can offer adjustments to the response format e.g., submitting your response in an alternate format. For support during the RFP exercise, contact the Wellcome Contact.

If, within the proposed outputs of this RFP exercise, specific adjustments are required by you or your team which incur additional cost then outline them clearly within your commercial response. Wellcome is committed to evaluating all proposals fairly and will ensure any proposed adjustment costs sit outside the commercial evaluation.

All our content should be WCAG 2.2. AAA compliant. Any documents being provided to Wellcome must pass accessibility requirements. If you are unable to produce accessible documents, budget must be set aside to

employ a suitable agency to do this work.

4.5 Independent Proposal

By submission of a proposal, prospective Suppliers warrant that the prices in the proposal have been arrived at independently, without consultation, communication, agreement or understanding for the purpose of restricting competition, as to any matter relating to such prices, with any other potential supplier or with any competitor.

4.6 Funding

For the avoidance of doubt, the output of this RFP exercise will be funded as a **Contract** and not as a Grant.

4.7 Costs Incurred by Prospective Suppliers

It should be noted that this document relates to a Request for Proposal only and not a firm commitment from Wellcome to enter into a contractual agreement. In addition, Wellcome will not be held responsible for any costs associated with the production of a response to this Request for Proposal

4.8 Environmental Sustainability

Wellcome is playing its part tackling the climate crisis through its mission-driven Climate & Health strategic programme.

In addition, our Sustainability programme aims to address the environmental impacts and carbon emissions of our activities and operations.

Our suppliers have a key part to play delivering on our sustainability ambitions. We expect all our suppliers to take active steps to:

- Address their environmental impacts, for instance as part of a certified Environmental Management System.
- Reduce the carbon emissions of their products and services, for instance by adopting Science-Based targets and plans to deliver them.
- Embed environmental considerations in the sourcing and delivery of goods and services to Wellcome, across all stages of their life cycle.