



Pharmacy unit, Morpeth NHS Centre, Northumberland

As part of the development of a new Primary Care Centre in Morpeth, NHS North of Tyne were interested in the opportunity to co-locate a retail pharmacy with the other services based in the new building. On the basis of previous successful negotiations of new Pharmacy leases in Primary Care Centres, and market testing for the provision of these services, Wootten Dean were appointed to undertake a formal tender process to identify a suitable tenant.

In consultation with the local Primary Care Services Agency, Bryan identified all of the pharmacy operators who could reasonably expect to be eligible to relocate into the new Primary Care Centre. Each operator was issued with a tender pack and offered the opportunity to make a bid on commercial terms for the right to take occupation of the proposed unit under a lease. Wootten Dean worked with the Trust to successfully ensure that the NHS achieved Value for Money through a robust process and that the occupation of the pharmacy unit was managed within the timescales of the whole scheme plan.

As a result of the work undertaken by Wootten Dean, a significant sum in terms of both lease rent and capital premium was received by the NHS which contributed to the financial cost of the overall scheme.

Keith Hodgson, project manager for NHS North of Tyne appreciated the role undertaken by Wootten Dean "Bryan's role in identifying and confirming a suitable tenant for the Pharmacy unit was undoubtedly important to us. In particular, his market knowledge and ability to keep open channels of communication between the parties proved to be a real bonus throughout some difficult negotiations. We were confident in Bryan's expertise and ability to ensure a good outcome for us throughout the whole process."