

LONDON UNIVERSITIES PURCHASING CONSORTIUM

START REDUCING COSTS - JOIN US!



LUPC results in Summary		
	2009-2010	2008-2009
Consortium Expenditure	£132.0m	£147.0m
Savings	£25.4m	£26.3m
No of Agreements	61	49
Average Return on Investment	57:1	57:1
Members who would recommend us		92%

About Us

LUPC is a not-for-profit buying organisation owned by its Members, for its Members.

We are one of six purchasing consortia in UK higher education, with collaboration on a national level via the ENP (English National Procurement). We currently have 66 Members drawn mostly from higher education, with some further education colleges and other public sector organisations in our neighbouring arts, sciences, education and third sectors.

The main benefits of LUPC membership are:

Guaranteed savings Page 2 gives an indication of the typical savings that can be achieved by switching to LUPC agreements and we can help you by providing leakage reports based on your spend information. There is also a reduction in tendering costs for both buyers and suppliers.

Guaranteed compliance Through a combination of EU Directives and UK case law, public procurement is becoming increasingly complex and vulnerable to litigation. All LUPC contracts and framework agreements are tendered by experts and are compliant with all relevant rules and regulations, thus minimising the risk of legal challenge.

Access to a diverse portfolio of professionally arranged contracts LUPC currently have 62 agreements in place, and are constantly adding to this portfolio. The latest LUPC-exclusive agreement being tendered is estates maintenance. All our agreements are compliant with EU legislation.

Huge discounts exclusively for LUPC Members on Spend Analysis Shared Service with Bravo Solution You can access a whole series of reports using a web-based system rich in functionality, allowing you to carry out your own detailed analysis to help identify trends and procurement buying or process savings for your Institution.

Free access to Creditsafe Access is available to credit referencing via a fast, consolidated, electronic means of accessing this information in order to reduce business risk while saving considerable expense.

Free access to EU procurement advice If you have a particular EU problem with the status of a procurement strategy or project under the legislation you can also get prompt free advice from Achilles through the LUPC agreement.

Free membership of The Energy Consortium (TEC) Membership of The Energy Consortium (TEC) is included in your LUPC membership fee so you can put all your energy procurement through them.

A monthly e-bulletin and quarterly newsletter Find out the latest on procurement projects, on procurement issues and the goings-on within LUPC.

Annual Member savings report Each Member receives an annual report detailing savings and spend via LUPC agreements.

Excellent opportunities for collaboration LUPC provide networking opportunities with colleagues from different institutions and share best practice.

Membership of LUPC is open to universities and colleges in and around the capital, as well as other not-for-profit, public and third-sector organisations from our neighbouring sectors in the arts, sciences and education.

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LUPC Agreements Typical Savings 2009-10

Energy	% Typ. Saving (09-10)
Electricity to over 100kW sites	6%
Electricity to Small Sites	11%
Natural Gas	5%

Estates	% Typ. Saving (09-10)
Audio Visual Equipment	9%
Furniture - Office	14%
Audio Visual Consumables	30%
Furniture - Residential	5%
Fire Extinguishers and fire-fighting products	NEW
Cleaning	6%
Portable Appliance Testing	13%
Security Services	7%
Lamps and Tubes inc White Goods	16%
Signs and Signage	NEW
Safety & PPE	35%
ICT Furniture	NEW
Hand Dryers	NEW
Electronics	10%

ICT	% Typ. Saving (09-10)
Printers and peripherals	5%
Apple Computers	15%
IT Related Accessories and Parts (ITRAP)	4%
Servers and storage	20%
Network Hardware	8%
UPS Equipment	NEW
Desktops and Notebooks (NDNA)	14%
Hardware Maintenance & Disaster Recovery	33%

Insurance	% Typ. Saving (09-10)
Insurance	30%

Laboratory	% Typ. Saving (09-10)
Laboratory Equipment	25%
Laboratory Consumables	29%
Laboratory Gases	46%
Microscopes and imaging	NEW
Mass Spectrometry and Chromatography Equipment	NEW
Fine Chemicals	7%
Radio Chemicals	NEW

A few of our LUPC Member Testimonials

"Joining LUPC has proven to be a great choice for us at the British Museum. Collaborating with like-minded colleagues through LUPC has allowed us to leverage buying power in standard and common goods and services such as business travel, laboratory equipment and recruitment services, saving as much as £144,000 in a year through the use of LUPC agreements. LUPC is large enough to make a real difference, but small enough to care about its Members. We're very happy to see more London based museums and galleries signing up over the past few months."

Mike Lewis Head of Procurement, the British Museum

Library	% Typ. Saving (09-10)
Periodicals	2%
General Library Supplies	19%
Library Security (RFID)	19%
Library Books	8%
Specialist Arts Service	18%

Miscellaneous	% Typ. Saving (09-10)
Sport, Fitness & Gym Equipment	NEW

Office	% Typ. Saving (09-10)
Postal Services and Franking Machines (5 agreements)	22%
Recycled Paper	9%
Photocopiers and Multi-Functional Devices	10%
Office Supplies (inc Computer Consumables)	26%
Cash and Valuables in Transit	NEW

Professional	% Typ. Saving (09-10)
Advertising	6%
Debt Collection	18%
Temporary Staff	12%
Childcare Vouchers	NEW
Legal Services	20%
GPC Payment Cards	-

Telecommunications	% Typ. Saving (09-10)
Mobile communications	25%
SMS Messages	NEW
Telecommunications - Land Tariffs	NEW
Telecommunications - Transmission Services	NEW

Travel	% Typ. Saving (09-10)
Business Travel	NEW
Vehicle hire	8%

"Tendering our requirements collaboratively through the LUPC gave us access to a vast range of expertise and experience, and allowed us to rate suppliers to a level of detail which we would never have been able to achieve on our own."

Simon Button Purchasing Manager, School of Oriental & African Studies

"The LUPC have continued to provide a professional service to the LSE. The increased portfolio offering has ensured that our savings have increased year on year."

Margaret Newson Purchasing Manager, London School of Economics and Political Science

"The LUPC Laboratory Equipment and Consumables agreement sets a new standard in both the detailed analysis that underpins the core lists, and the comprehensive choice of pack sizes, options and accessories available within the product ranges. Robust management of the contract, plus its scope and competitive pricing, ensure it is a first choice resource for the School of Pharmacy scientists in the pursuit of value for money and compliance."

David Cadman Procurement Officer, School of Pharmacy, University of London

