

Linked

SUMMER 2023



THE MAGAZINE FOR LUPC MEMBERS AND SUPPLIERS



Procurement Bill: Breaking down barriers for new suppliers



**CLIMATE CHANGE
AND MODERN
SLAVERY IN PUBLIC
PROCUREMENT**



**COUNTDOWN
TO UKUPC
CONFERENCE
2023**

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Professional procurement consultancy and support service to LUPC members, covering all levels of procurement, as required by the relevant member organisation.

Welcome to the summer edition of Linked Magazine



I hope you are enjoying the summer, this time of year can be incredibly busy with the year-end fast approaching, but I hope you have some time off to look forward to.

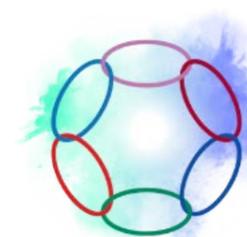
We are all set to welcome members and suppliers to the only HE-specific national conference on procurement, the long awaited, [UKUPC Conference](#), taking place on 6 - 7 September 2023 at the University of Exeter. Have a read of the conference article on page 24 to find out what is in store for delegates. If you haven't already booked, the [last chance to register](#) is Friday 18 August. Don't forget, all LUPC full members can attend for free! Suzanne has been working incredibly hard to make this a conference to remember and we were both in Exeter last week, preparations are going well.

Our lead article for this edition on page 19 explores how the new Procurement Bill could be a breakthrough moment for new suppliers bidding for contracts, particularly SMEs. This is followed by 'How well does your supply chain represent

your organisation's values?' which is an exploration of how sustainability and Responsible Procurement (RP) are reflected in practice.

RP takes centre stage in this edition, with LUPC RP Advisor, Martina Trusgnach, outlining our involvement in the research project 'Intersecting sustainabilities: protecting both people and planet in supply chains' on page 11. Martina also writes down her reflections on her experience of weaving RP within tenders and provides some useful insight to future bidders on page 13. Finally, we welcomed our new RP Lead, Mags Shapiro, who replaces Marisol Bernal. Mags started with us in May and has truly hit the ground running by aiding in the LUPC re-assessment against the international standard for sustainable procurement, but more on this on page 7 in the RP news! Please join me in welcoming her, we wish her a long and happy career at LUPC.

I hope you enjoy reading this edition and look forward to seeing you all at the UKUPC Conference in September!



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UKUPC Procurement Awards 2023 - Celebrating Success!

Are you proud of a recent procurement initiative undertaken with your organisation? We would love to [recognise achievements by our members and suppliers](#) so please consider putting yourself forward for one of these awards:

- Outstanding Procurement Initiative by a UKUPC member
- Outstanding Responsible Procurement Initiative by a UKUPC member
- Outstanding Collaborative Project by a framework supplier

Submissions are open until 7 August 2023 and the awards will be presented at the UKUPC Conference Dinner on 6 September. For full details and to download the Awards Submission template, [see here](#).



Standard Terms and Conditions Template

LUPC is pleased to provide its full members with the first in a series of template resources. Standard Terms and Conditions have now been prepared for full members to use in their procurements that are outside of framework call-offs.

This documentation is available to download from the [resources/tools section of the LUPC website](#).

Please note you will need to be a full member of LUPC and log in to our website to gain full access to the information. It includes the template, a guidance note and recording explaining the contract terms/schedules and how they can be used, and the accompanying presentation slides.



Latest UKUPC Market Insight Document available

The latest quarterly [UKUPC Market Insight Document \(June 2023\)](#) is now available.

New procurement bill anticipated to go live October 2024

The Cabinet Office has recently advised that they are planning for an October 2024 commencement of the new procurement bill, following a six month preparation period. LUPC Senior Category Manager, Mike Kilner, [highlights the main impacts of the Procurement Bill and key elements of Part 2 of the consultation](#).

New frameworks

[Life Sciences Equipment, Materials and Services Framework \(LAB2010 NE\)](#)

[Carbon Offsetting and Validation Framework Agreement](#)

Those attending the [UKUPC conference](#) can find out more about this brand new framework at the session on Carbon Offsetting Credibility on 6 September 12.05-12.50

[NWUPC - Promotional Merchandise and Clothing](#)

[National Catering Outsourced Services Framework Agreement](#)

[Servers, Storage and Solutions](#)

[National Agreement \(SSSNA\) framework](#)

[Broadcasting Equipment and Integration Services Framework Agreement](#)

[National Waste Management Services \(sustainable\) Framework Agreement](#). Join us for the launch event on 21 September 10.30 – 11.30

[LUPC Debt Recovery Framework Agreement](#)

[Networking - HE Supply & Services 2 \(HENS2\) Framework Agreement](#)



Events

Mercell E-Procurement Solution Demonstrations
9 August, 10.00-11.00,
16 August, 14.00-15.00

UKUPC Conference 2023
6 September, 09:00 to
7 September, 13:30

LUPC Waste Management Services Framework Launch
21 September, 10.30 – 11:00.

Please check the [events section](#) of the [LUPC website](#) to stay up to date and to register attendance.

LUPC Welcomes New Responsible Procurement Lead!

Mags Shapiro joins us as [our new Responsible Procurement Lead](#). She is responsible for helping LUPC to implement policy, develop and implement strategy, conduct research and training in responsible procurement.



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Considering a new eSourcing Platform...? Easy transition from one to another

While the prospect of using a new eSourcing / Contract Management platform may seem appealing, the thought of the transition process can be daunting. Richard South, UK Senior Sales & Account Manager at Merzell UK (EU-Supply Ltd), explains the steps for a smooth crossover making it less of a barrier to change.

Being realistic, an organisation should allow for a cross-working period of 1-3 months for switching its eSourcing portal, depending on its workload of activity. Having this crossover period allows users to complete and close down any remaining tenders live on their current platform while all new tenders, from an agreed date, should be run from the new provider's platform. Various large tenders such as multi-stage or Dynamic Purchasing Systems (DPS) can be transitioned onto the new platform. While Merzell can assist with this if required, efforts should be made to try to close down any tender projects where possible, due to the confusion presented to suppliers currently active on these projects.

Suppliers

Merzell can assist with supplier communications to inform that the organisation is using a new system portal and if they are not, already registered, suppliers should do so to receive potential opportunities and alerts. Suppliers register on the Merzell UK platform rather than against the specific organisation and as such, over 90,000 are available for any UK client to access from day one. The likelihood is that many of an organisation's current suppliers will already be registered and using the Merzell platform.

Historic Data

As the Merzell platform allows for easily customised defined workspaces, Merzell can create a workspace dedicated to historic tenders or data allowing the organisation to store all previous activity and data back-ups into this specific area for access as required and governed by your permissions.

Support

Merzell provide an assigned Account Manager together with a Technical Support Help Desk. Additionally, customers are assigned a Client Success Manager with multiple years of system and procurement experience, who will work with the organisation to ensure a smooth crossover transition and advise along the way.

Contract Management Register

The Merzell platform features a simple Excel import of an organisation's current Contracts Register including any bespoke fields, key dates, reminder settings and other areas. This can be done by the organisation themselves with assistance from Merzell and can be tested on a training platform first for confidence. From day one, the current Contract Register can be replicated in the Merzell platform quickly and easily.

Implementation

A Project Plan is produced with clear milestones including bespoke training to ensure only relevant elements are provided to each staff member. Merzell features pre-built process templates readily available for most procurement routes, minimising the burden on new customers, and the ability to customise these to meet further internal governance and internal common vocabulary. Training videos and User Guides are available from with the system and organisations can be set up ready to run their first tender within two weeks.

Find out more

UKUPC members can join a one-hour demonstration run by Merzell on its eTendering and Contract Management system available through the [LUPC e-Procurement System agreement](#). This will include an interactive discussion to see the benefits of reviewing your new eProcurement system. Available dates include:

Wednesday 9 August 10.00-11.00

Wednesday 16 August 14.00-15.00

[Register here to attend one of the above sessions.](#)

Contact Richard South, richard.south@merzell.co.uk, M: +44 (0)7969 356042

LUPC contribute to research project on Climate Impact and Modern Slavery Risk (NERARS)

LUPC has been awarded a consultancy contract to support a high-profile academic research project, [investigating the climate impact on modern slavery risks in public procurement](#). Read more about this project on page 11.



ISO reassessment

LUPC was re-assessed against the international standard for sustainable procurement: BS ISO 20400:2017 during the second quarter of 2023. Action Sustainability carried out the assessment:

“The external environmental factors (COVID-19, Brexit implications and the Russia-Ukraine war) that have challenged procurement professionals and created supply chain upheaval in the last five years, have not disturbed LUPC's drive for ensuring excellence in sustainability due diligence within the frameworks and the systematic embedding of responsible procurement principles”.

Our new Responsible Procurement Lead, Mags Shapiro, hit the ground running in her new role by highlighting the strong evidence of sustainable practices already embedded within the organisation's way of work.

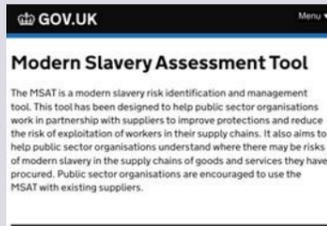


BHRE: UK Modern Slavery Act Universities Report 2023

The BHRE has published their latest report on universities reporting under the UK Modern Slavery Act. LUPC part funded this research, as part of our commitment to being a leader in responsible procurement. Read the full report [here](#).



Modern Slavery Assessment Tool (MSAT)



LUPC was invited to submit comments to the Home Office on the Modern Slavery Assessment Tool, now five years old. The review covered an evaluation of effectiveness both in terms of technical issues and content. LUPC's comments were well-received, and we continue to engage with the Modern Slavery Unit of the Home Office.

Corporate Sustainability Due Diligence Directive (CSDDD)

In June 2023, the EU Parliament approved the Corporate Sustainability Due Diligence Directive (CSDDD) in what has been referred to as one of the most significant moves in legislating corporate sustainability to date, despite the final version also being referred to as a watered-down version of what was originally tabled. Adoption of the directive will be determined by a dialogue with the European Commission and the Council of the European Parliament. This development is largely welcomed, with support for

promotion of access to remedy via strong stakeholder engagement and grievance mechanisms, adoption of a risk-based approach in line with UNGP guidance and less reliance on third party audits. However, criticisms of the approved CSDDD include a lack of inclusion of Small & Medium Enterprises (SMEs) where human rights violations are often rife and the removal of the responsibility of Directors.



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New Terms of Engagement between Electronics Watch and the Responsible Business Alliance

In March 2023, Electronics Watch and the RBA [updated the Terms of Engagement](#) agreed in 2021. The new terms reflect lessons learned and include several improvements.

What are the Terms of Engagement?

The Terms of Engagement are a formal agreement that supports structured industry engagement to remediate worker rights issues. They apply to factories in Electronics Watch affiliates' supply chains that are owned by RBA members or their suppliers. The Terms establish a step-by-step process and define time-bound obligations of industry stakeholders following an Electronics Watch investigation. They promote corporate accountability for engaging in the remediation process and for acting without undue delay.

The Terms of Engagement reflect affiliates' growing influence in the electronics industry and promote a collective approach on individual factory cases, based on shared responsibility. They are designed to complement other types of industry engagement, including direct dialogue between affiliates and their contractors.

What's new?

- **A fast-track process for urgent issues**, defined as those with a risk of, "gross human rights violations¹ or irreparable harm to the environment and can be mitigated or prevented through timely action." Urgent issues also include those that could rapidly escalate if unaddressed.
- **The addition of customised assessments and investigations** to support more timely responses and more tailored follow-up in cases where Validated Assessment Program (VAP) Audits may not be appropriate.
- **Direct consultation between Electronics Watch monitoring partners and the auditor prior to an RBA audit or investigation.**
- **The obligation to discuss corrective actions with Electronics Watch before developing a corrective action plan.**
- **A definition of 'stakeholders'**, which includes RBA member companies, suppliers to RBA members, Electronics Watch affiliates, workers in factories being investigated or audited, and local worker representatives associated with trade unions.
- **Consequences for recurrent delays.**

What's still missing?

- **A commitment to remedy and remediation**, as defined by relevant UN and OECD normative frameworks on due diligence guidance. RBA has yet to operationalize these concepts and would not agree to include them in the Terms.
- **The obligation to include trade unions and monitoring partners in steps pertaining to corrective action and the review of outcomes.** However, RBA agreed to consider the inclusion of these parties on a case-by-case basis.

¹ Gross human rights violations are understood to negatively impact the right to life and to physical and moral integrity of the person.



CLIMATE CHANGE AND MODERN SLAVERY IN PUBLIC PROCUREMENT

LUPC Responsible Procurement Advisor, Martina Trusgnach, outlines our involvement in 'Intersecting sustainabilities: Protecting both people and planet in supply chains'; a research project with the Universities of Surrey, Bath, and the West of England.

The project contributes to knowledge and practice by addressing the scant research on sustainability in public sector purchasing, with special emphasis on the overlap between climate and modern slavery-based measures.

While the connection between climate change and modern slavery is increasingly acknowledged, the efforts to tackle these issues in supply

chains have often been pursued independently. The project aims to fill this gap by formulating evidence-based recommendations for policymakers, public sector purchasing managers, and supply chain managers regarding the interconnectedness of climate change and modern slavery.

[The project is funded by the Modern Slavery and Human Rights Policy and Evidence Centre \(the Modern Slavery](#)

[PEC](#)), one of the leading UK institutions researching this topic. The Centre is funded and actively supported by the [Arts and Humanities Research Council \(AHRC\)](#), with input from the [Economic and Social Research Council \(ESRC\)](#), with funding awarded by [UK Research and Innovation \(UKRI\)](#) from the [Strategic Priorities Fund](#) as a result of collaboration with the [UK Home Office](#). Alongside LUPC, the researchers are also working with Unseen UK, a not-for-profit organisation focused on eradicating slavery and supporting people with lived experience of modern slavery.

Over the past few months, researchers have been liaising with several LUPC members and suppliers, to understand how they are managing the risks

related to climate change and modern slavery in their operations, as well as to get an insight into the drivers for, barriers to and impacts of taking action. Our Responsible Procurement Advisor, Martina Trusgnach, has facilitated stakeholder engagement with LUPC members and suppliers.

Preliminary findings will be presented at [UKUPC Conference 2023](#) and at the [Crossing Boundaries Conference](#). The findings obtained from the interviews will be published and presented in an anonymous manner, ensuring that the sources of information remain undisclosed.

More information on the project can be found on the [Modern Slavery PEC website](#).



RESPONSIBLE PROCUREMENT IN TENDERING

Martina Trusgnach is a Responsible Procurement Advisor at LUPC, PhD researcher at the University of Greenwich, and Advisor on Remedy at Electronics Watch. She has been involved in several tendering exercises at LUPC, both in the development of responsible procurement questions and the evaluation of the responses submitted by bidders, focusing especially on the social aspect of sustainability. In this piece, she reflects on her experience and provides some useful insight to future bidders.

Description of Process vs Statements

LUPC has prioritised meaningful supplier engagement at tender stage, with the intention to avoid superficial tick-box approaches. We do this in various ways, such as not limiting our questions to whether or not suppliers

have specific policies in place. A limited question leads to a limited yes/no answer, or bidders simply providing a list of policies without any context around implementation. Instead, we ask suppliers to describe the steps they are taking to identify and address human and labour rights abuses, including

how collaboration with external stakeholders might support their efforts. Suppliers with low scores on risk assessments are most often those that have provided vague assurances of risk identification and mitigation, or merely mention policy names and collaborations, without providing substantive information on the nature of risks, or how they have been identified and action taken to provide remedy.

Modern Slavery vs Human and Labour Rights

For some, the term ‘modern slavery’ suggests it is something that can be ‘eradicated’ by identifying ‘bad apples’ in the system. It is widely recognised that abuse is endemic to global supply chains, where fast and cheap production often relies on low labour costs. At the same time, we

know that different forms of abuse are interconnected and can evolve over time, which is why we prefer to focus our efforts on addressing broader human and labour rights concerns rather than only targeting modern slavery itself. This helps prevent escalation into ‘extreme’ exploitation, including modern slavery. For example, insufficient wages can compel workers to seek extra employment or accept excessive overtime. Unexpected events and illness, together with a lack of savings can cause workers on low wages to resort to borrowing money at high interest rates, incurring insurmountable debt, and worsening exploitative situations.

Another reason for prioritising questions regarding efforts to address human and labour rights is the confusion between modern slavery

questions and requirements stemming from the UK Modern Slavery Act 2015 (MSA). The MSA mandates companies earning over £36m to produce an annual Modern Slavery Statement (MSS), but does not require substantive action. In other words, it is a transparency rather than due diligence requirement. LUPC, on the other hand, encourages suppliers to take actual measures to address wider human and labour rights concerns.

Where suppliers score low on risk assessment and due diligence questions, they often provide extracts of their modern slavery statements without directly answering the question, conflating modern slavery with human and labour rights abuse. In some instances, suppliers claim to be unaffected by any risk, which is impossible to verify and

often indicates inadequate approaches in this area.

Integrating responsible procurement questions into tendering is a dynamic exercise that involves assessing market readiness, learning from past experiences, and researching best practices. Ours is an approach of continuous learning and improvement. We look forward to working with suppliers on this journey.

For further insights on the topic, I recommend reading [“The Truth about Modern Slavery” by Emily Kenway](#).

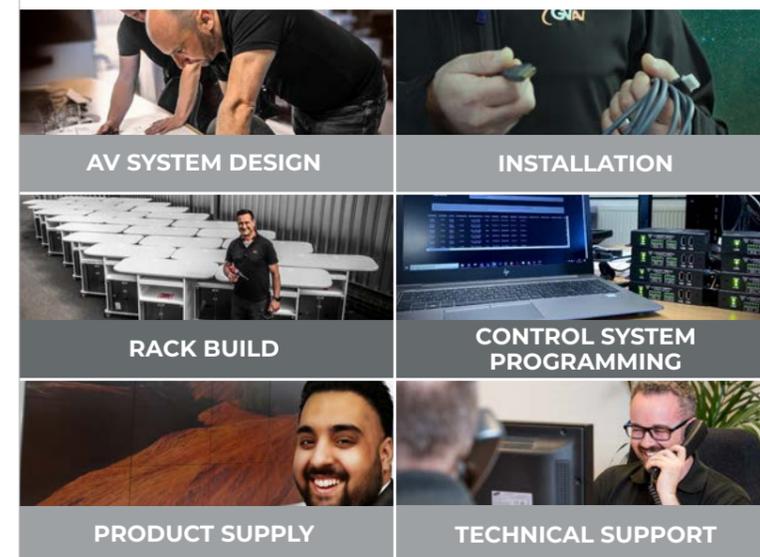


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EFFECTIVE APPROACHES TO DEVELOPING A SUCCESSFUL TECHNOLOGY PROCUREMENT STRATEGY

Olivia Kidd, Marketing Executive at Apple Agreement supplier, Sync, talks us through their effective approach to developing a successful Technology Procurement Strategy by breaking down the idea of sustainability into three core

Sustainability is a key driving force for decision makers in 2023. The need for responsible procurement can be seen on a granular level, affecting the way teams think about deploying technology within their institutions. When higher education organisations are looking to integrate devices into their curriculums, what should they keep in mind if they mean to maintain a sustainable procurement strategy? And how can they put this into practice?

Sustainable Environmental Impact

The most apparent aspect of any sustainability plan is the environmental impact. Universities need to do their part to ensure that they are making responsible decisions, just like any other institution

with the power to make a difference. This could extend from how the devices used are manufactured and distributed, to the ways in which they are disposed of at the end of their lifecycle. 53.6 million metric tons of e-waste were generated in 2019, stemming from discarded phones, laptops, monitors and other forms of IT hardware.

In 2023, most companies display their stance on environmental conservation clearly. An example of this can be seen from Apple, who have made the commitment to become [carbon neutral](#) by 2030. By extension, any purchase of Apple technology can be made with the knowledge that the devices you and your students are utilising are environmentally

conscious, and by taking part in a trade-in programme, your organisation can ensure that devices are responsibly recycled when the time comes to renew.

Sustainable Finances

The concept of sustainability should not be constrained by the idea that it can only relate to environmental impact. Institutions should keep in mind that to call something sustainable is to acknowledge that it can be maintained over a period of time. That's why it is particularly important to consider the continued sustainability of university budgets and the challenges that may arise when it comes time to refresh your devices.

The pressure to stay ahead of the curve can be relentless. [81% of respondents](#) in a recent survey reported the belief that digital technology will fundamentally change their organisation. The demand to provide access to premium technology campus-wide is seen as a necessity to keep up with peers within the sector. For many institutions, leasing devices is preferable to buying them outright, and if there is the option to trade-in ageing tech at the end of the term for new units,



university procurement teams could find themselves saving time as well as money.

Sustainable Partnerships

The final element that HE institutions should consider when developing their technology procurement strategy is the partnership that is formed between the institution and their technology provider.

The scope of a device deployment is so much bigger than simply supplying the hardware. Every institution has its own needs and goals for their deployment, from seamless integration to continued support and training. Working with a partner you trust to oversee the entire process is often the result of a long-term relationship that allows that partner a unique insight into your vision for the future.

Three Steps to Success

Following these three core elements of sustainability could see your institution make decisions to better the future of students as well as internal teams. It is important to consider all aspects of what it means to develop and maintain a truly sustainable procurement strategy, but we hope these three steps provide a useful starting point for those at the beginning of their procurement process.

GMB (trading as Sync) is a supplier on the [Apple Equipment, Accessories and Associated Services Framework Agreement](#).

Contact: Benji Rogers, Higher Education Lead
Email: Benji.rogers@wearesync.co.uk

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HOW THE PROCUREMENT BILL WILL BREAK DOWN BARRIERS FOR NEW BUSINESSES

Procurement has been a tough nut to crack for some businesses trying to secure contracts with public sector. Small and Medium Enterprise (SME) and Voluntary, Community and Social Enterprise (VCSEs) both come up against the same tender problems time and time again. Claire Cripps, Relationship Director at Risk Management Partners, explains how the new Procurement Bill looks to be a breakthrough moment for new suppliers bidding for contracts.

Seeing procurement through a fairer lens

One of the biggest challenges SMEs and VCSEs face when bidding for an opportunity, is being held to the same requirements as larger organisations, which are often too much to overcome. For example, to test financial means, organisations will ask for fully audited accounts. But because of their size or age, some SMEs are not legally required to file audited accounts. A new provision in the Bill allows businesses to choose other ways to prove their financial soundness.

The general purpose of the Bill is to make the requirements more proportionate. Procurers will have to consider questions like: are we giving these businesses realistic bidding times? When we engage with the market, are we engaging with a diverse pool of suppliers? It is about making compromises to level the

playing field and give these businesses a fighting chance.

Giving more time for preparation

Getting sight of an organisation's commercial opportunities has always been quite opaque. Some make them available, but there's never been a legal requirement to do so. Now there will be.

Large contracting authorities will need to publish a pipeline forward look for 18 months for all opportunities



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Get in touch with [Giorgia Varriale](#).



over £2m. The Bill will enable the creation of a single digital platform for public procurement, where all public procurement opportunities will be published and viewed in one place. SMEs can then look ahead and feel more prepared when the tender approaches. It will mean that all suppliers will have more time to gear up to deliver, either as prime contractors, members of consortia or sub-contractors in the supply chain. Additionally, this information will be mapped by region

and category, making it easy to find those opportunities that are worth bidding for.

Opening up opportunities

Procurers have often been hesitant when it comes to market engagement ahead of a procurement. This has mainly been down to regulations not being clear about how they can do this. It has traditionally made it harder for new entrants to get a look in as procurers have liaised with their already established suppliers and networks.

The Bill will make it much clearer for procurers on how and when they can engage with the market, enabling them to signpost businesses over to opportunities and guide them on the next steps.

Transparency continues with the new Bill. As with current procurements, when a contracting organisation is ready to go with their next tender, they'll be expected to publish a notice on a centralised platform, with all the information a business needs to submit a bid. Suppliers will be able to set up email notifications, so they will be informed as soon as a relevant opportunity comes up.

Saving time and costs

Another public sector barrier for SMEs and VCSEs is being asked to register on multiple platforms – an administrative nightmare for businesses who want to bid across several services. For businesses of this size, inputting new information for every bid can be a drain on valuable time and resources.

On the new centralised system, businesses will only have to fill out their information once. All their information will stay on file, and it will clearly show when they need to sign up to opportunities and what information they need to keep up to date.

There has also been a requirement for bidding businesses to have insurance in



place, even before they know whether they have won the contract. The Bill will allow them to strip back unnecessary costs like this, making the bidding process a more worthwhile investment.

But the Bill goes beyond the bidding process and protects them when they have won the contract too. 30-day payment terms will be the standard set across public sector supply chains once the Bill passes. Smaller businesses who rely on quick turnaround on payment will therefore be less hampered by cashflow issues.

Delivering more flexibility

With a new 'Competitive Flexible Procedure' in place, contracting organisations will be able to set their own procurement framework. They will then be able to make the process more bespoke to the bidder. For example, a tech company and





a construction company are worlds apart and should be judged on their different strengths – not made to fit into the same procurement box.

It sets a new working environment that is more collaborative, where new entrants have a better shot at presenting their business in the best light possible.

Another stumbling block for these businesses in the past has been getting a look in on long-term frameworks. They will go to all the

effort to win that contract, come away unsuccessful, then have to wait several years until they can bid again.

There will now be opening points in these frameworks for suppliers to try again sooner. And there is a new ‘Dynamic Market’ tool written into the Bill where the authority can run quick competitions and get SMEs back to the table for smaller contracts.

Getting useful feedback

Feedback has always been hard to come

by after unsuccessful tenders. But when it does not work out, businesses need to know where they have gone wrong, to avoid making the same mistakes next time.

However, the level of feedback varies, and it is very often not that useful. The new Bill comes with an assessment summary – unsuccessful bidders will now get a comparative breakdown on how they compared to the winner.

This is a big improvement as they will be able to identify exactly where

they went wrong and how they can improve next time around. It gives them something to aim for – they can then develop those weak points and be more confident about applying for contracts in the future.

Bringing benefits to all

All going well, it looks like the Procurement Bill is going to be a gamechanger for everyone involved. For SMEs and VCSEs, it makes the procurement process less of a mountain and more of a molehill. And, with procurers being able to widen the pool of bidders they can consider, it has the potential to transform our educational institutions, public sector services, and the communities they serve.

Risk Management Partners is a Managing General Agent providing underwriting services under the LUPC Insurance agreement.

Sources:

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/1127905/The_Procurement_Bill_Benefits_for_Prospective_Suppliers_to_the_Public_Sector.pdf



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COUNTDOWN TO UKUPC CONFERENCE 2023 - WHAT TO EXPECT!

With just over a month until the UKUPC Conference on 6-7 September, we take a look at what delegates can look forward to over the two-day period.

The LUPC and SUPC teams are currently busy finalising the arrangements for what is shaping up to be a fabulous event for UKUPC members and framework suppliers. In this article we highlight key elements of the conference so delegates know what to expect and can make any necessary preparations.

What's included in your full conference ticket:

- [Access to the full conference programme](#);
- Two nights accommodation in a double room with ensuite on a B&B basis (Tuesday 5 and

Wednesday 6 September); and

- All meals included from dinner on Tuesday 5 September through to lunch on Thursday 7 September, including the formal Conference Dinner on Wednesday 6 September.

Logistics

Travel

We are advocates of sustainable travel to the conference so please use public transport wherever possible. If you haven't already done so, please book your train ticket as soon as possible to obtain the best price and also to secure one before they sell out! The nearest train station to the

University of Exeter is Exeter St. David's. It is about a 15-minute walk uphill to the University.

Shuttle Buses

We will be running a free shuttle bus from Exeter St David's Station to the University Campus on the afternoon of Tuesday 5th September (3-9pm) and also in return on Thursday 7th September (1-3pm).

Parking

If you need to drive to the conference, please consider car sharing. There are some spaces in car park A for delegates who are resident in Holland Hall (where UKUPC Conference delegates will be staying). These are allocated on a first-come first-served basis. You will need to display a permit to park and these can be collected from Reception at check-in. Day

Delegate Parking is also allocated on a first-come, first-served basis and will be pay and display (Streatham Campus).

Check in

Check-in is from **3pm on Tuesday 5 September** at Holland Hall at the University of Exeter. The Conference will finish at 1.30pm on Thursday 7 September.

Welcome Dinner (Delegates-only)

We will be kicking off the conference with "UKUPC Fest" from 6.30pm on Tuesday 5 September. Held on campus and just minutes from Holland Hall accommodation, "UKUPC Fest" will offer a range of drinks, street food and live music, providing the perfect background for easing into the conference.

Conference Programme and Exhibition

Full details of the conference programme are [here](#); it includes four plenary sessions and the choice of 22 breakout sessions across a range of current procurement and leadership topics. Our keynote speakers are Peter Smith, Industry Leader in Procurement and Supply Chain and Author; Liz Martin, UK Economist; and Alex Firmin, Leadership Consultant and Trainer; who will be providing us with valuable insights relevant to our procurement roles. The conference exhibition comprises over 70 framework suppliers across a range of category and framework areas, with



ample opportunity time within the programme to network with exhibitors.

Conference Dinner and Procurement Awards

The UKUPC Conference would not be complete without our Conference Dinner and the UKUPC Procurement Awards. The dress code is smart (not black tie), please feel free to dress up in something you feel fabulous in! The dinner includes a drinks reception with canapé starters and a formal sit-down two-course meal, followed by the UKUPC Procurement Awards and a chance to let your hair down on the dance floor.

UKUPC Procurement Awards

We are keen to recognise exemplary successes of UKUPC members and suppliers, and our UKUPC Procurement Awards will do just that. The three awards up for grabs include:

- Outstanding Procurement Initiative by a UKUPC member
- Outstanding Responsible Procurement Initiative by a UKUPC member
- Outstanding Collaborative project by a framework supplier

The submission process is simple and requires minimal effort. It is not too late to submit, deadline for entries is 7 August – [full details are here](#).

Sustainability

We are very mindful of the carbon footprint of the conference and have

taken measures to minimise our environmental impact:

- We will not be providing a conference tote bag, pad or pen as in the past this has resulted in leftover merchandise. Attendees are requested to please bring their own;
- We have requested that no single-use plastic be used for the conference by either the venue or as exhibitor giveaways;
- Delegates will be provided with a UKUPC Conference water bottle that they can re-fill at hydration stations throughout the event;
- There will be a 50:50 split on meat and vegan/vegetarian food choices during the day;
- We are exploring sustainable lanyard/badge options;
- We will be carrying out attendee surveys to measure our environmental impact.

We hope this gives you a flavour of #UKUPC2023 and will be providing full joining instructions closer to the conference. We very much look forward to seeing members there!

Not yet booked your ticket and don't want to miss out? [Register here](#) - the deadline for delegate bookings is Friday 18 August. LUPC full members are entitled to free tickets to attend (subject to availability). For more information, please contact [Suzanne Picken](#).



HOW WELL DOES YOUR SUPPLY CHAIN REPRESENT YOUR ORGANISATION'S VALUES?

Members across the higher education and wider public sector are championing sustainability and human rights issues in their policies, strategies and action plans, but is this reflected in practice? Suzanne Picken, head of membership, marketing and communications looks at this issue with Martin Satchwell, head of procurement at De Montfort University (DMU).

Procuring responsibly is high on the agenda of our members' procurement teams, but getting an understanding of what this means in reality across the whole organisation is not always easy. This is particularly difficult in relation to non-influenceable areas of spend, including tail-end spend, which can

account for 20% of an organisation's overall purchases.

One notable area that is used for tail-end spend is that of e-commerce solutions. Over recent years we have seen an increase in the use of companies such as Amazon across the

higher education sector for quick and easy purchases. Consumer behaviour has crossed over to that of the workplace where Amazon can be seen as the obvious solution for what is often last minute, and potentially perceived as urgent, purchases.

[In this article by Ethical Consumer](#), Edward Lander cites some of the concerns with using this supplier which is at odds with the ethical and sustainability values of universities: “The [tech giant has faced criticism](#) for its tax avoidance, poor working conditions for warehouse employees, and lack of commitments around tackling modern slavery and human trafficking. Amazon has also been accused of greenwashing its sustainability credentials by promoting solar farms and vague climate pledges, while [sending millions of items of new and unused stock to landfill...](#) Their aggressive tax avoidance practices could be depriving the UK exchequer of around £500 million.”

Another issue is the potential scope creep of larger value purchases becoming absorbed through e-commerce purchases, for example, laptop purchases. It is unlikely they will have gone through the same level of stringent sustainability evaluation as those procured through suppliers on the National Desktop and Notebook (NDNA) framework agreement, which covers in detail environmental

standards, reducing carbon emissions in production and use, and the ethical treatment of labour through supply chains, amongst other criteria.

Here at LUPC we are in a difficult position with many of our members requesting access to the eMarketplace to facilitate tailend spend framework agreement which has Amazon Business as the sole supplier. When this framework was originally tendered, we declined to be named on the contract notice as it did not sit with our responsible procurement ethos. However, as an organisation owned by our members and for our members it is hard to ignore what members are asking of us! LUPC members are able to access this framework as a free-of-charge affiliate member of NEUPC; please contact [Andy Hughes](#).

We suggest that members consider alternative options such as the [Crown Commercial Service \(CCS\) Tailspend Solution](#) with suppliers Mercateo UK Limited and OT Group Ltd, where supplier social responsibility and sustainability strategies formed a more central component of the procurement exercise undertaken.

Understanding the drivers behind end user buying behaviour is key to finding alternative solutions. Is it as simple as poor planning and failing to think ahead? Equally, can traditional

framework suppliers compete with the like of e-commerce providers in terms of speed of delivery and cost? How does procurement gain buy-in at a senior level to ensure responsible procurement practice across the organisation that aligns with their overarching sustainability strategy?

This is an interesting debate and one that is unlikely to disappear overnight. LUPC members can join the conversation on the [LUPC discussion boards](#). Please see our article at the end of the magazine; Procurement 101: Discussion Boards, for details on how to use the boards.

Case Study: De Montfort University

Martin Satchwell, head of procurement at De Montfort University (DMU) introduced some tight controls on Amazon spend at DMU about five years ago after noting they had an aggregated spend of circa £190k in 2018. This was largely driven by voucher incentives/awards for staff and students. Since the introduction of controls focussed on switching Amazon from being a consumer buying behaviours led first sourcing option for vouchers and miscellaneous low value goods, their spend reduced to around £15k - £20k per annum on a consistent basis which he is comfortable with. There will generally now be some requirements only available through Amazon which include printed texts and goods for research product testing.

Controls and Amazon spend reductions at DMU have been achieved by:

- mandating all gift vouchers (including e-gift cards) to be either Love2Shop multi retailer vouchers (which places ethical choices relating to the retailer with the recipients, and includes an Amazon option), or the local Leicester



Gift Card for local leisure and retail businesses; and

- a requirement for all Amazon Purchases to be approved in advance by the Head of Procurement or Category Manager.

It was key to gain support from the senior executive committee prior to the introduction of the above controls. Martin explained that he anticipated a fair bit of kick-back following introduction but took the opportunity to explain the context and ethical reasoning to most of the colleagues who were questioning and objecting, which resulted in the significant majority of them understanding and supporting the controls.

Commodity Updates

This section will give you an update on any new agreements in place, or news on existing agreements. Please note this is not the full list of available agreements, just those where there is some news to report. For the full list of agreements and for further information on any of the agreements listed here, please visit [HE Contracts \(HEC\)](#).



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Other useful contacts:



Jisc
<http://www.jisc.ac.uk>



TUCO
<http://www.tuco.ac.uk>



TEC
<http://www.tec.ac.uk/>

Audio Visual

Audio Visual: Broadcasting Equipment and Integration Services - AVI3120 NW **MK**

The replacement framework recently went live and has 2 Lots instead of the previous 8. Lot 1 covers the supply of audio, vision and lighting equipment. Lot 2 covers the supply & Integration of Audio, Vision & Lighting Equipment and Associated services.

The awarded suppliers across the two Lots are as follows:

Lot 1: Supply of Audio, Vision and Lighting Equipment

- The Digital Garage Group
- Proactive UK Ltd
- GV Multi-Media Ltd
- WEX Photo Video
- Creative Video Productions (CVP) Ltd
- Jigsaw Systems Ltd
- Studiocare Professional Audio Ltd

Lot 2: Supply & Integration of Audio, Vision and Lighting and Associated Services

- The Digital Garage Group
- CJP Broadcast Solutions Ltd

Further details are included in the Buyers' Guide, which is now available from HEC. The LUPC CCG was issued with the initial launch details on 6 July.

Audio Visual: Photographic Equipment and Consumables - AVI3125 NW **MK** The commodity strategy for the replacement agreement has been approved with work commencing on the ITT documentation including the basket of goods.

Audio Visual: Supplies, System Design, Installation and Maintenance - National - AVI2005 NE **MK**

Extension letters are in the process of being issued, which will take the agreement to the end of July 2024. Institutions are welcome to come forward should they wish to join the TWP for the next iteration.

Estates & FM

Catering Consultancy Services - National - CAT5079 LU **JG**

Consultancy makes up Lot 3 of an overarching catering framework for Members. The Lot consists of 6 suppliers.

Catering - Outsourced Services - National - CAT5079 LU **JM**

The Framework is now live with the following breakdown of suppliers on each Lot:

- There are 7 suppliers for Lot 1
- 3 suppliers for Lot 2
- 6 suppliers for Lot 3

Cleaning and Janitorial Supplies NE - National **JG**

This agreement is due to expire. NEUPC have recently tendered a new agreement for Cleaning and Janitorial Supplies. The new agreement has been awarded and preparation for 'go live' is being carried out.

The new agreement shall be in place following the expiry of this agreement.

Mail Services - National - PMR2004 NE **JM**

Royal Mail are no longer part of the Framework option

going forward:

- Lot 1 of the framework UK Business Mail is now dissolved as RM were the sole awarded supplier and it is unlikely that this will be retendered.
- Lot 2 of the framework International Mail still has 2 active suppliers.

Waste Management Services (Sustainable) - National - EFM5076 LU **JG**

The new waste management services agreement EFM5076 LU went live on Monday 26 June. Members of LUPC, HEPCW, NEUPC, NWUPC, SUPC, TUCO and CPC can access this agreement.

This agreement replaces the expired waste management services agreement EFM5056LU.

This agreement consists of the following five lots:

- Lot 1: Total Waste Management
- Lot 2: General and recycling waste services
- Lot3: Hazardous, chemical, and radioactive waste
- Lot 4: Clinical and pharmaceutical waste
- Lot 5: Confidential waste.

Full details of the agreement and a selection of templates and guidance is available to members on HE Contracts database.

LUPC is holding a framework launch webinar open to all members of the participating consortia on 21 September 2023 10:30 – 11:30. Bookings can be made via the LUPC events page.

ICT and Telecoms

Computing - Data Centre Management Equipment and Infrastructure - National - ITS2005 NE **MK**

The recent request to the national group for more TWP members has seen some success. The framework strategy has been drafted and sent to the TWP with comments to be updated and then sent to the Category Group. Open procedures will be followed with ranked, mini-competition, direct award and desktop award options. The plan is to issue the ITT mid-September with a January award.

Computing- Desktop and Notebook Agreement - National ('NDNA') - ITS5071 LU **MK**

Individual price lists and buyers' guides on behalf of the recently commenced agreement continue to be added to the HE Contracts database on a regular basis and are available together with both the evaluation and the bidder responses in their entirety alongside the main agreement buyers' guide and other materials relating to the agreement.

The NDNA benchmarking exercise is presently being updated in conjunction with the assigned main tender price scores, which make up 30% of the award total. These will be circulated and published in the NNDA Buyers Guide once the work is completed.

The next round of NDNA reviews have been arranged for Tues 3 October and Weds 4 October. These will be hosted by HP Glasgow and include a short tour of their facility.

Sales Management Information to Q3 inclusive has been shared with the NDNA working group and added to HEC. Desktop and Notebook annualised sales for the last 12 months were £73.7m and £86.5m, respectively. Lot 1 shares are Dell (47.4%), HP (24.4%), Stone (16.1%) and Lenovo (12.1). Lot 2 shares are Dell (56.9%), HP (29.8%), Lenovo (11.3%) and Dynabook (1.9%).

Interim meetings have taken place or been arranged as follows focused around several agenda points; price including transition products, sustainability, portal development for example. Stone 26 May, Dell 31 May, HP 13 June, Lenovo 15 June and XMA 16 June. Following a meeting held 22 May with Intel, the NDNA price support programme has been extended until October 2023; further details are available on HEC.

Computing - Finance, HR/Payroll Systems and Associated Services ITS1056 AP **MK**

The Finance/HR Payroll Framework refresh is progressing towards an expected start date of 17 September. APUC would welcome feedback from institutions with a forthcoming requirement for this area to indicate interest to [Peter Jackson](#)

Computing - ITRAP (IT Related Accessories and Parts) National - ITS4041 SU **MK**

Strategy and associated ITT documentation is presently being prepared by Ollie Bradbury-Stewart at SUPC. The EOI is expected to be sent out Friday 7 July with the anticipated date for tender issuance this September ahead of a 1 February 2024 commencement date. A pre-tender survey was issued to LUPC Computing Group members in June to elicit views on both the current agreement and requirements as part of its replacement.

Computing - National Education Printer Agreement (Provision of Print Equipment and Managed Print Services) - National ('NEPA2') - ITS2006 NE **MK**

Aurora Managed Services Ltd and Vision (Office Automation) Ltd are set to replace ASL and IT@Spectrum Ltd, who have reduced their public sector focus, for OEM Canon across all Lots with the change date subject to confirmation.

Computing - Networking Supply & Services ('HENSS2') - National - ITS2008 NE **MK**

The replacement networking equipment and services 'HENSS2' framework went live in early June for an initial two years, plus two one-year extension options. Desktop calculators for Lots 1 and 3 are available with those for Lots 2 and 4 in preparation and likely to be available imminently. As of 5 July, the only supplier still to return their signed contract is SCC with this expected back soon.

The agreement is set up across four Lots:

- Lot 1 - Networking equipment only, supply of equipment to be installed by institution (and associated licenses), lease option included. Includes warranty support only.
- Lot 2 - Routine and/or low value networking projects, covering any aspects of networking equipment and services in any combination, including equipment provision, design, storage, implementation,

maintenance, training, through to final disposal. No managed service or lease options and project ceiling up to £150,000.

- Lot 3 - Core networking projects covering any or all aspects of networking in any combination, including equipment, design, storage, implementation, maintenance, training, managed service option (network maintenance, monitoring of attached network devices, monthly status reporting, implementation of upgrades/patches and user administration) of both current and newly procured infrastructure), through to final disposal. Projects over £150,000 with lease option available on equipment.
- Lot 4 - Consultancy only, suppliers who can assist universities in all aspects of networking consultancy from an independent perspective.

Rate card amounts (for lots 2, 3 and 4) will be fixed for two years initially. Some of the lower ranked suppliers lost points against price with high price weighing particularly on Lots 1 and 2, and with a scenario on Lot 3, the quality elements were very good across the board.

Computing - PCs with Apple Operating Systems – National – ITS6004 HW **MK**

New Apple Products were announced in June 2023 including a new MacBook Air 15", Mac Studio and Mac Pro. Updated price lists, including the new products, have been received from Academia and Sync and uploaded to HE Contracts. Price lists from Albion and XMA are expected imminently.

Weekly updates continue to be sought from the suppliers regarding product availability and lead times, these then being shared with members. The position has improved since the last quarter and appears to be more stable. The key message continues to be for customers to engage with suppliers at the earliest opportunity, particularly where the requirement is high volume.

A session on Supplier Responsibility for UACG members was held 13 June with an additional session being planned for later in the summer for those that were unable to attend. The group together with several other EW affiliates, is in discussion with Electronics Watch to try and establish closer links with Apple. Further updates on progress will be provided when available.

The next round of supplier review meetings will be arranged shortly.

Computing - Server, Storage and Solutions National Agreement ("SSSNA") - ITS4043 SU **MK**

The replacement framework has now commenced with a recorded launch webinar available for viewing at: <https://www.youtube.com/watch?v=KCqzpahGls0>

eProcurement System – ITS5058 LU **AR**

A series of eProcurement training webinars have been arranged for UKUPC members during the summer of 2023. This is to increase interest in the system during the remaining term of the agreement,

Computing - IT Equipment Reuse Recycling and Disposal – National – ITS3082 NW **MK**

Members who are customers of Stone may have received a marketing email on 23 June advising of changes being made to their ITAD offering. It has been confirmed that the email was meant for their non-framework customers and has no bearing on collections undertaken as part of the framework.

Jisc Network Equipment Framework – ITS5063 LU **MK**

The evaluation period for the replacement to ITS5063 LU, which is expected to commence 1 September 2023, is nearing completion. Both frameworks will therefore be available side-by-side for a one-month period.

Software License Resellers (SLRA) – National – ITS4042 SU **MK**

Preparation of the strategy documentation is underway with an EOI expected to be sent out Friday 7 July. The anticipated date for tender issuance is October 2023 with a 1 February 2024 agreement commencement date. The reason behind the early retender is reaching 80% of threshold spend as determined from the original notice and a forecast that this will hit 100% during Q3 2023/24.

A pre-tender survey was issued to LUPC Computing Group members in June to elicit views on both the current agreement and requirements as part of its replacement.

Telecommunications inc. landline and mobile – National. Led by Crown Commercial Service (CCS) RM3808 Network Services 2 **MK**

CCS will be hosting a webinar with their Lot 3 Telecommunications Audit and Health Check supplier, Nuvoli Ltd.

The replacement 12-Lot Network Services 3 framework RM6116 is expected to be awarded during mid-July with further details to appear shortly at: <https://www.crowncommercial.gov.uk/agreements/RM6116>.

All UK public sector organisations can access RM6116 with a confirmed 15 suppliers on the agreement and a customer webinar planned for 19 July. The webinar will summarise the Lot structure of NS3, explore the framework's new features, and will clarify key timelines.

Services available through NS3 include (but are not limited to): Core network infrastructure, including services and equipment needed for network access both for traditional core network infrastructure needs, as well as public internet connectivity solutions, local area network including products and services facilitating connectivity within the customers location, fibre optic cabling, 5G network, internet access, unified communications, Internet Protocol (IP) Telephony enables voice calls over the internet, cloud services, audio and video conferencing (collaboration solutions) satellite networking, maintenance and support services, contact centre services, security and surveillance, professional services required to design, build (install) and deliver (manage) network solutions. The agreement now also enables customers to buy a new range of 'emerging technologies' with the introduction of: IoT (Internet of Things) and Smart Technologies (smart, shared and connected spaces) tactical radio products and services, critical domain

services: the services needed to register, maintain and manage domain names, communication platform as a service. The new agreement will be added to HEC once awarded.

Computing – General Matters not covered elsewhere **MK**

The Jisc-led Global Education Access framework has been extended until September 2024.

The new Telecommunications Framework is currently in the evaluation stage and expected to be in place by 1 August 2023.

Jisc is currently part of the Cisco Working Group, which in conjunction with Electronics Watch, is looking to obtain factory disclosure information from Cisco amongst other reports.

Insurance

Insurance – Regional **MK**

The ITSG continues to meet monthly with representatives from both Gallagher and RMP with the next meeting arranged for 12 July, which will focus on this summer's renewal exercise.

The AIG PA/Travel renewal position and the group's premium distribution for 23/24 was finalised during May and June with a methodology that took account both an institution's advised number of travel days for the forthcoming period and all PA/Travel claims made over the last 6 years.

A further joint Chairs and Vice-Chairs strategy meeting with Public Sector head at Gallagher Tim Devine was held 7 July.

Laboratories and STEMed

Laboratory Consumables and Chemicals - Inter-Regional (IRLA) – LAB4040 SU **AR**

The Tender Working Party (TWP) meetings have taken place this quarter, in preparation for the retender of this agreement.

High Value Laboratory Equipment (HVLE) – LAB3123 NW **AR**

This framework is currently in its final extension year and is currently being retendered by NWUPC.

Tender evaluations and evaluation consensus meetings were carried out in June 2023.

Lab Gases (IUPC) – National – LAB4041 SU **AR**

In June 2023, Air Liquide, declared force majeure on their place on Lot 4, Solid CO2.

This means they will no longer be able to provide 'Dry Ice' under this agreement.

Apart from ample usage in a range of day-to-day lab applications, Dry Ice is also a key commodity as it is used to maintenance of sophisticated and high value laboratory assets.

SUPC has ensured that BOC, the only remaining supplier on this lot, can continue to provide this commodity. The lab user community has been made aware via SUPC and LUPC comms.

Lasers and Associated Equipment Dynamic Purchasing System (DPS) – LAB1022 AP **AR**

LAB1022 AP Lasers DPS is expiring at the end of July 2023 and is currently being retendered by APUC and is on track to be awarded by the expiry date of the current agreement

Bid evaluations and consensus meetings have been taking place in June 2023.

This agreement will cover all aspects of laser equipment, associated repairs and servicing plus spares and optomechanical equipment.

The new iteration of this agreement will be a Framework Agreement and not another DPS. To be replaced by a multi lot framework agreement LAB1032 AP Lasers and Associated Equipment.

Life Science Equipment, Materials and Services – LAB2010 NE **AR**

This framework went live on 11 April 2023. A note was added on HEC under LAB5054 LU, and the new LAB2010 NE agreement has been made public via eBulletins, mailshots, and other media.

A supplier facing MS Teams Framework Launch event was delivered by NEUPC in May 2023. A customer facing Framework Launch event was also delivered, via MS Teams, by NEUPC.

Laboratory – Life Sciences Reagents, Kits & Consumables – LAB2009 NE **AR**

Note: This framework is one of four Life Science related agreements that will be combined create the next Life Science Framework Agreement LAB2010 NE. LAB2009 NE will now be included in Lot 2 'Materials' of the new agreement.

ITT for this agreement was published on 11 October 2022, with 61 suppliers expressing interest across all three lots. The tenders are currently being evaluated by the Tender Working Party, to an evaluation deadline of 20 January 2023.

The go live date for this framework remains the 9 March 2023.

Library

Books, E-Books, Standing Orders and Related Material – Inter-regional Agreement – LIB4044 SU **RD**

It is SUPC's intention to extend the current framework beyond its initial term. Details of the extension will be available in Q1.

Full details are now available on [HE Contracts](#).

Serials, Periodicals and Associated Services Joint Consortia Agreement – Inter-regional Agreement (SUPC led) – LIB4038 SU **RD**

SUPC has extended the current framework. The new

framework is forecast to be available to members 1 August 2023.

Office Supplies & equipment

Office Supplies – National – OFF3068 NW **RD**

NWUPC are working on the replacement framework that will combine Office Supplies and Paper into one framework solution. A further extension is planned. It is expected that this will be available to members by November 2023.

Carbon Offsetting and Validation Services – REF PFB5078 LU **JM**

The Framework is now live and accessible to Members. Consisting of three lots covering offsetting validation services and UK ETS Allowances.

Debt Recovery Services – National – PFB5062 LU **RD**

This new framework is now available to members. Through two lots it provides for commercial and student, pre-legal and legal recoveries, and access to a range of 12 companies and law firms. While this framework allows for direct award and desktop calculator, we recommend that members use the further competition route to tailor the services to their debt portfolio.

Full details can be found at <https://www.hecontracts.co.uk/agreements/1084>

Global Workforce Mobility Services – PFB3135 NW **RD**

NWUPC have extended this framework to its third year (2024).

Further information on the current agreement is available [here](#).

Occupational Health and Wellbeing for Students and Staff – PFB5052 LU **RD**

The framework is being extended to November 2023. Work continues with the next version of this framework which will be available for November.

Temporary and Permanent (TAP) Recruitment Services – PFB4037SU **RD**

SUPC have extended the current framework to March 2024 and reset the tender process for its replacement.

Travel

Supply of Taxi Services including Hybrid and Executive Cars—Regional – TRA5047 LU **JM**

Actively reviewing next steps in tendering for this commodity.

Other Activities

Events

Upcoming Events

Mercell e-Procurement Solution Demonstrations – 5 and 12 July, 9 and 16 August
Carbon Offsetting Framework Launch Event – 18 July 2023
Contract Terms and Conditions Q&A – 25 July

Heads of Procurement Meetings – 28 July, 29 September
UKUPC Conference – 6-7 September
LUPC Waste Management Service Framework Launch – 21 September

For further information and to register, please see the [events page](#) on our website.

Publications

E-bulletins are issued monthly around the 15 of each month.

Linked magazine is published quarterly at the end of every January, April, July and October.

Website

The [Jobs Board](#) section of the LUPC website is available to advertise any procurement vacancies at member organisations.

Information correct as of 7 July 2023



Medicines & Healthcare products
Regulatory Agency

Let's talk....

Catherine Norris, Head of Commercial – Science and FM at Medicines & Healthcare Regulatory Agency (MHRA), shares insights into her career in procurement

How long have you worked at your organisation?

Good Question. I've worked in Procurement/Commercial at MHRA for 15 years, but when I started the organisation was the National Institute for Biological Standards and Control (NIBSC), then Health Protection Agency (HPA) and now it is the MHRA.

How did you get into procurement?

At university I studied Clothing and Textile Management and became a retail clothing

buyer when I graduated. When I had my first child, I found that working as a clothes buyer was not compatible with having quality time together as a family. So, I left retail and after a few years in various roles buying various things, I found my way to NIBSC.

What do you most enjoy about your job?

My stakeholders! I'm lucky to work with a group of people who are personable, professional, and highly competent. In Science & FM the Commercial Team works in harmony with our stakeholders, rather than in discord with them, as happens in so many places.

What's the worst thing that happened in your career and how did you overcome it?

The lack of conversation around family friendly hours when I was pregnant with my eldest was crushing at the time. I felt pushed out of my job and went on to try various different roles, in different sectors. I had to just 'get on with it' until I found a role I liked. The main thing is, if I hadn't left retail procurement, then I wouldn't be here now! Definitely a blessing in disguise.

If you weren't in procurement, what would you be doing?

I cannot imagine doing anything else...

What's the most interesting item or service you've had to buy?

In a previous role, I had to place the order for a Ferrari. Unfortunately, I didn't ever see it, let alone get to drive it.

In your view, what value can working with the Procurement team bring to other areas in Estates, IT etc.

In Commercial we're constantly pushing the message that if the stakeholder reaches out to us in a timely manner, we can facilitate a procurement process that is: legal, low risk, transparent, and provides value for both the taxpayer and the organisation.

What advice would you give to people new to the sector?

The process is King. Follow the process and you'll reduce the risk. If you can't find a process, then write one!

What do you think have been the main benefits of joining LUPC?

There are many. The frameworks are so accessible and save a great deal of time; The frameworks represent value for money and risk mitigation; The expertise of the framework managers - We are a small team in Science & FM so it is good to have other Commercial colleagues in the category to share ideas with.

What are the key challenges ahead for your organisation, particularly in the current climate?

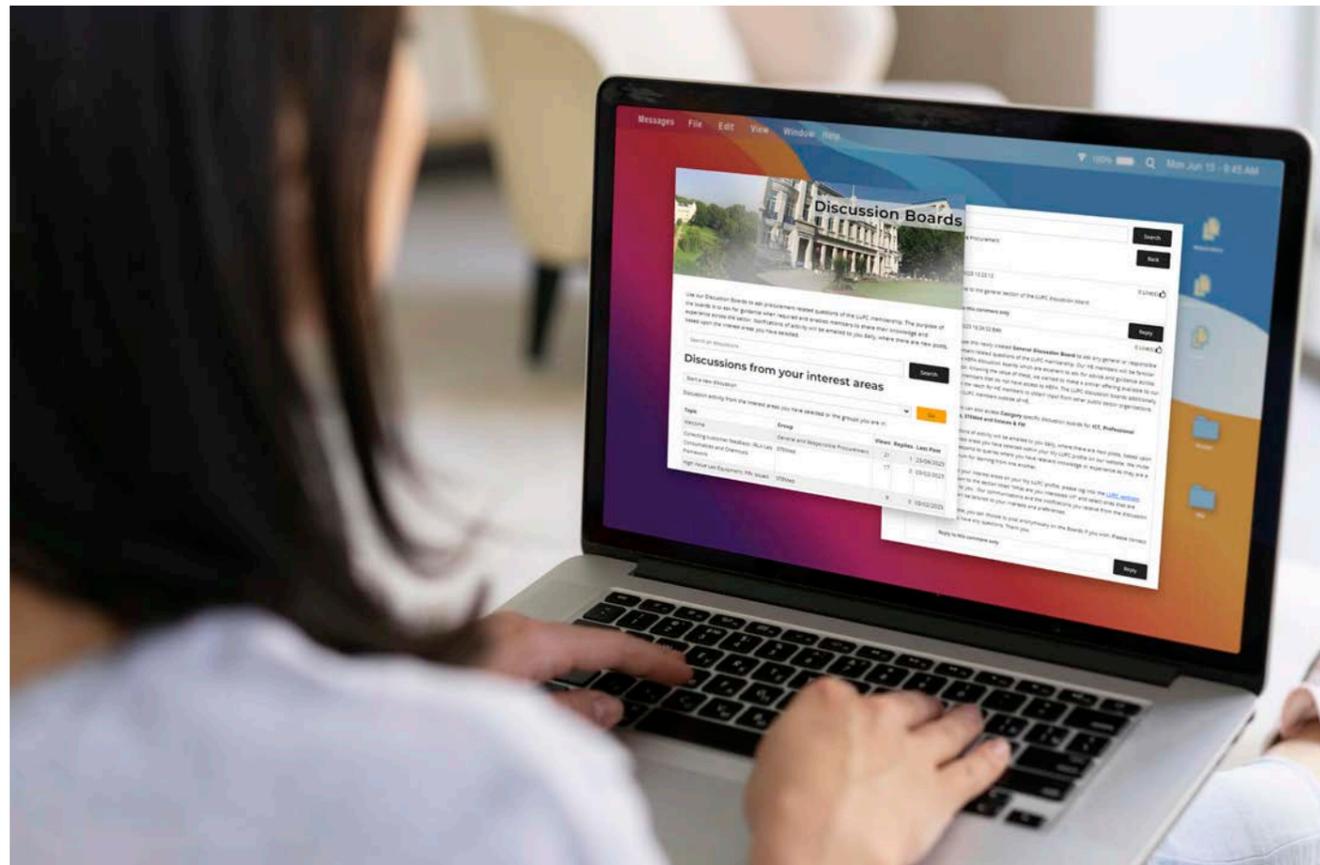
Not enough staff - both in Commercial and in key stakeholder teams. There has recently been a transformation at MHRA, and we have lost many of our Key Stakeholders. This will give rise to challenges going forward.

What achievement are you most proud of (and why)?

Recruiting, training and developing my team. For the obvious reason; people are the most important part of the job. Also, supporting the MHRA during Covid. The first lockdown was a remarkably busy time for many staff in the MHRA, there was a huge pressure to get things done quickly. My team was working from home, but the MHRA site at South Mimms was still functioning and providing critical support to the Covid response. We supported some very urgent and important procurements, whilst adhering to PCR 2015, Department of Health and Social Care Policy and MHRA Standing Financial Instructions at all times.

What would be your favourite book and luxury on a desert island?

My favourite book is To Kill A Mockingbird by Harper Lee. My luxury would have to be a cafetiere and lifetime supply of good coffee, plus a kettle and water purifier/sterilizer.



PROCUREMENT 101: LUPC DISCUSSION BOARDS

At LUPC, we strive to build a strong network across our members, to improve collaboration and innovation, and to support the development of networks and peer to peer relationships. We are always looking to encourage LUPC members to help each other in their procurement activity; one of the ways this can be done is through the [Discussion Boards](#) webpage of the LUPC website.

Many of our HE members will be familiar with the concept, already making valuable use of the HEPA (Higher Education Procurement Association) discussion boards. We have looked to replicate this function on our website to encourage London-focused activities and to involve our non-HE members, who make up more than half of our membership, and

who do not have access to the HEPA Boards. For our HE members this also offers the opportunity to broaden their reach by obtaining input from other public sector organisations outside of HE. Our discussion boards can only be accessed via login by LUPC Full and Associate Members (largely FE Colleges), this keeps the discussion contained within our members only

and can support collaboration at a local more London-centric basis, where appropriate.

Purpose

The aim of the Discussion Boards is to provide a forum for LUPC members to ask procurement related questions of the membership which will assist them in their role. They are an excellent platform to ask for advice and guidance from across the sector. For example, they can be used to bounce ideas around, ask specific questions to those who may have experience of procuring goods or services that are new to you, or to request if anyone is willing to share their documentation, strategy or experiences with you.

How to use the boards

- Access the Discussion Boards from the Members Section of the LUPC Web Menu and select [Discussion Boards](#) from the drop down.
- You will need to log in to the website to view the Boards, respond to any conversations or to start a new one.
- There are specific boards to use dependent on the topic; **General and Responsible Procurement**, and **Category** specific discussion boards for **ICT, Professional Services, STEMed** and **Estates & FM**.

Notifications of activity on the boards will be emailed to you daily, where

there are new posts, based upon the interest areas you have selected within your My LUPC profile on our website. We invite you to respond to queries where you have relevant knowledge or experience as they are a great forum for learning from one another.

To check or amend your interest areas on your My LUPC profile to ensure you receive the relevant updates, please log into the [LUPC website](#), scroll down to the section titled "What are you interested in?" and select areas that are relevant to you. LUPC communications and the notifications you receive from the discussion boards will be tailored to your interests and preferences.

Please note, if you prefer, you can choose to post anonymously on the Boards.

Get involved

To kick-start usage of the boards, we have posted a discussion point on the General and Responsible Procurement Board that aligns with our Linked article on page 27 - **How well does your supply chain represent your organisation's values?** Join in the discussion and let us know what you think.

If you need any help with using the Boards, please contact [Suzanne Picken](#).

