



ANNUAL REVIEW

2011-2012



PURCHASING
CONSORTIUM

summary 2011-2012

CONSORTIUM
EXPENDITURE

2011-12
£159.3
MILLION

2010-11
£138.9
MILLION

97%

OF MEMBERS WOULD
RECOMMEND LUPC TO
A FELLOW INSTITUTION

2011-12
£25.6
MILLION

2010-11
66

MEMBER SAVINGS

2010-11
£26.7
MILLION

AVERAGE RETURN
ON INVESTMENT
PER MEMBER

2010-11
63:1

2011-12
73:1

NUMBER OF
AGREEMENTS

2011-12
76

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“AT MY OWN INSTITUTION WE HAVE INCREASED OUR COLLABORATIVE SPEND FROM LESS THAN 2% IN 2009 TO MORE THAN 20% IN 2012, BY INCREASED USE OF LUPC AND OTHER FRAMEWORKS.”

It's my pleasure to present to you LUPC's Annual Review for 2011-12, my first year as Chair of the consortium.

Changes to the way in which institutions are funded have brought new challenges to the higher education sector, and increased pressure to enhance further the student experience while finding new ways to generate income and reduce costs.

The 'Diamond Report', published in September 2011, set out plans to drive new efficiencies, including advancement of excellence and collaboration in procurement of goods and services. The report also set a target for the sector to channel 30% of non-pay spend through collaborative procurement arrangements within five years. At my own institution we have increased our collaborative spend from less than 2% in 2009 to more than 20% in 2012, by increased use of LUPC and other frameworks.

I am proud to lead both LUPC and the launch of a new, national Procurement Academy for higher education in support of this challenge.

Our Members in the arts, sciences and cultural sectors are also facing renewed challenges, including reducing costs and stretching budgets ever further. Here, too, effective collaborative procurement will continue to play an important role.

The LUPC Board responded to these

challenges by re-focusing our strategy on increasing take-up of supply agreements by our Members, whilst reducing our membership subscriptions for most Members, and freezing them for the rest. We've continued to add more agreements to our portfolio – there are now 76 in all. New and renewed agreements in estates maintenance, laboratory equipment, library serials, and ICT offer Members the opportunity to increase collaboration with others and make their resources go further.

We've also increased engagement with our Members. During the year we held a record number of free and low-cost Member events, re-launched our quarterly magazine and enhanced our presence in social media. These are proving highly effective in bringing more of our Members together.

Once again, I'd like to thank members of the LUPC Board, our Executive Committee, commodity groups and LUPC's dedicated staff, whose efforts have proved so effective in moving the consortium forward as we enter our 45th year.



Marcus McDonald
*Director of Finance and Estates,
Royal College of Music*

“LUPC’S MEMBERS NOW ENJOY ACCESS TO NO FEWER THAN 76 SUPPLY AGREEMENTS, WITH THE LEVEL OF SAVINGS COMING IN AT A TOTAL OF £25.6M”

In a year of fundamental change, the new higher education sector can be described as more competitive, with institutions naturally concerned with both their distinctiveness and competitive advantage. But we are also intelligent enough, as a sector, to know that buying some commodities and services – the ones we all need – can be done much better, together.

And the same applies to our Members from neighbouring arts, sciences, education and cultural sectors, many of whom are experiencing similar funding pressures. Here too, the benefits of effective, collaborative procurement have never been more important.

LUPC’s Members now enjoy access to no fewer than 76 supply agreements (10/11: 66), with the level of savings coming in at a strong total of £25.6m (10/11: £26.7m). You can see a summary of our results on pages 2 – 3.

LUPC also continued to perform well financially, making a net contribution to reserves of just under £97.5k in the year after tax (10/11: £53k). The consortium receives no direct government funding, but the growing proportion of LUPC’s income derived from commercial income and supplier rebates allowed the Board to reduce overall income from membership subscriptions to £350k (10/11 £422k).

During the year we increased our membership to 54 full Members, plus 24 colleges of

further education.

We welcomed our first private institution, the London School of Business & Finance, followed by joint Member the National Gallery and National Portrait Gallery. We also welcomed the return of the Research Councils to formal collaboration with us, in the form of RCUK’s Shared Services Centre.

As the year closed, the LUPC Board devised and implemented a new corporate strategy for the consortium, designed to help deliver the sector’s aims to increase efficiency and effectiveness in higher education, as set out in the Diamond Report.

For the next three years, everything that LUPC does will be geared toward the target to channel 30% of the sector’s non-pay spend through effective, collaborative procurement arrangements.

While the consortium will still look to establish new supply deals and welcome new Members that share our values and aims, our focus will shift toward encouraging our existing membership to derive even more value from greater use of our existing agreements. This will require us to engage more effectively with our membership, and future plans include our first, free conference for Members, scheduled for February 2013.

Andy Davies
Director, LUPC



director's report

new agreements

Collaborative procurement in higher education has never had a busier year. LUPC, together with our collaborative procurement partners in UK higher education, awarded no fewer than 29 new and renewed supply agreements during 2011-12.

Of the 'Power 10' - our top non-energy supply agreements by spend - five were competitively tendered and made available for Members during the year, or just in time for the new academic year. Together, these agreements account for £85m, or around half of our Members' total annual spend through our agreements. Four of these were led and managed by staff and Members at LUPC.

We began the year by revolutionising our sourcing strategy for office supplies and computer consumables, one of the key agreements which LUPC leads for UK higher education. Our new approach, using a strict cost-plus-fixed margin pricing policy, and fewer suppliers, has delivered significant savings for participating institutions the length and breadth of the country.

“TOGETHER WITH OUR COLLABORATIVE PROCUREMENT PARTNERS, WE AWARDED 29 NEW AND RENEWED SUPPLY AGREEMENTS DURING 2011-12.”

The library serials and periodicals market is one in which a small number of agents predominate. Once again our approach to the new supply agreement, supported by a strong Members' library interest group, was one which has successfully maximised value for our Members, often coping with stretched library budgets.

Our agreement for Cleaning and Security Services has grown significantly in the last couple of years as more Members have signed up, turning over around £10m a year. Now, after an extensive tender exercise involving FM and estates professionals drawn from the



membership, a new agreement is in place offering improved value for money in terms of productivity and quality.

And, as the year closed, our Members joined with a number of higher education institutions from our sister consortium SUPC in a newly-renewed Insurance contract.

Facilitated by our new broker, Gallagher Heath, many Members are delighted with the highly attractive premiums on offer.

All that comes before we add the growing number of IT infrastructure agreements on offer to institutions from LUPC Member, JANET. We're delighted to have supported JANET's work in procuring new agreements in Data Centre and Cloud Services, Routing and Switching Equipment and Telecoms Transmission Services. These are well placed to save even more £millions for our Members in the years ahead.

This year, LUPC has made important investment in its data and knowledge management capability. Sourcing high quality data and information to support our operations had been seen as our Achilles' Heel, but we are now able to do far more.

First, we upgraded our e-tendering software to the BravoSolution e-tendering portal, which has vastly improved the speed and quality of our tendering process, freeing up our professional resources and improving productivity.

We also outsourced the cleansing, coding and classification of our Members' spend data to BravoSolution. This was previously a lengthy and laborious task, and it has certainly made sense to assign this activity to specialists who can complete the job far more efficiently and with better results than we could manage on our own.

By using the spend analysis application, we've been able to turn spend data into useful intelligence about our Members' spend patterns. Our procurement decisions can therefore be made far more quickly and confidently, by preparing spend reports to inform sourcing strategies for any spend category. Our Members are also able to access this functionality for their own data at a very attractive rate.

It's also brought our regular annual spend reports to life. Now, we can not only show our Members their spend through our supply agreements and estimate the savings they are generating, but also highlight potentially valuable spend rationalisation opportunities, which heads of procurement and budget holders can investigate further at their leisure.

As we move ahead, the higher education sector has recognised the need for improved knowledge management capability nationally, if we are to meet the collaborative procurement target set by the Diamond Report. A National Spend Analysis project has now been initiated as part of English National Procurement's (ENP) Operational Plan which, subject to funding,

will revolutionise supply chain knowledge management in the sector.

This year, we also introduced a new, free service for Members to monitor their environmental performance. The Higher Education Funding Council for England (HEFCE) invested in the development of a tool for measuring the carbon performance of a Member's supply chain. It does this by taking classified spend data and using industry indices to translate category spend into its equivalent in carbon emissions. LUPC undertook the analysis and prepared reports on behalf of its Members, free of charge. This service has now been incorporated as part of our regular offering for all our Members.

During the year, LUPC has also supported the development of the Generic eMarketplace (GeM) project, funded by HEFCE. This offers Members the opportunity to purchase more goods and services electronically, and has provided a new, national supply agreement database for Members.

data & reporting

Queen Mary, University of London



a change of direction

LUPC is a professional buying organisation owned by its Members, for its Members. Our consortium succeeds because it truly aims to respond to and anticipate the needs of its Members. It also works so well because our procurement projects benefit from the time, effort and expertise our Members bring to them, be they developing specifications, evaluating tenders or managing supplier relationships.

So when there is a fundamental change in the way our principal sector – higher education – is funded, and the sector sets about a collective effort to improve efficiency, LUPC needs to respond to that. And that's why the LUPC Board, whose directors are democratically

non-pay spend through effective, collaborative procurement arrangements to 30% within five years.

LUPC's strategy, which was previously geared toward a modest growth in membership coupled with a steady increase in the number of supply agreements on offer to Members, is now deliberately focused on increasing the throughput of spend by current Members using existing agreements.

This does not mean that LUPC will turn away like-minded organisations who share our values and who want to join us. Nor does it mean that we will abandon new procurement projects in the pipeline that are set to deliver additional value to Members.

“LUPC'S STRATEGY IS NOW DELIBERATELY FOCUSED ON INCREASING THE THROUGHPUT OF SPEND BY CURRENT MEMBERS USING EXISTING AGREEMENTS.”

elected by the Members from Member institutions, has completely re-modelled the corporate strategy for the consortium.

In September 2011, Universities UK published a report entitled *Efficiency and Effectiveness in Higher Education*, following a review led by Professor Ian Diamond, Vice Chancellor of the University of Aberdeen. The Diamond Report made several recommendations aimed at achieving a step-change improvement in operational efficiency across the sector, not least in the procurement of goods and services. Recognising the contribution made by collaborative procurement, the report recommended that a target be set for the sector to increase the proportion of

But it does mean that our collective effort and resources will be invested in promoting the cost and quality benefits offered by our 76 agreements, through marketing, launch events, new services and a new annual conference, the first of which is scheduled for 28 February 2013. It will also mean working with our sister consortia under the English National Procurement banner to deliver its comprehensive Operational Plan.

Our Board and our Executive Committee will ensure that everything we do will be geared toward our goal – ensuring that all our Members, whether inside or outside the higher education sector, get the best possible value from their membership of our consortium.

Millennium Seed Bank at Wakehurst Place,
Royal Botanic Gardens, Kew



membership & communications

Website and e-communications

LUPC's website continues to go from strength to strength as a key source of information for LUPC Members. We continue to update the site with the latest agreements, news, training and resources for Members. We also used our website to launch our '30% Campaign', designed to support higher education institutions in reaching the 30% target for collaborative procurement set out in the Diamond Report.

As our website's commodity information feeds directly through from GeM, we've worked closely with Procureweb (the GeM provider) and Members to ensure all buyers have access to the contracts database, and know how to find information.

We've also entered the world of social

“WE USED OUR WEBSITE TO LAUNCH OUR ‘30% CAMPAIGN’, DESIGNED TO HELP SUPPORT HIGHER EDUCATION REACH THE DIAMOND REPORT TARGET.”

media, an important communications tool for any modern business. We now have Twitter and Facebook set up from our website, as well as a regular blog written by our director, Andy Davies.

Finally, our monthly Members' e-bulletin continues to be popular, with subscriber numbers increasing to more than 600 by August 2012.

Publications

LUPC's quarterly newsletter was completely redesigned, with a new-look March issue sent out to more than 1,000 people across our Membership and supplier base. The new magazine retains its core role in providing information on commodity groups' work, LUPC's latest agreements and our director's reports. However, we've updated it with distinct news and features sections for a

more magazine-style. Feedback from LUPC Members and other stakeholders has been very positive.

LUPC now offers more than 70 agreements to our Members, and this year we've written and produced our first briefing sheets to hand to Members and display on our website, giving a two-page introduction to some of our most popular agreements. We'll continue to add to this range throughout the coming year.

Advertising

LUPC has continued to seek supplier advertising to off-set the cost of marketing materials and activities for Members. For example, the cost of producing our quarterly *Linked* magazine is entirely off-set by paid-for advertising from consortium-approved

suppliers. This year, we also introduced online advertising to our website in partnership with Redactive Media, acting as our sales agents. While still early days, the response from suppliers has been encouraging.

Events

This year, we've been able to offer our Members a broad spectrum of training courses. Two courses on 'Introduction to Using Framework Agreements' were run in June, in partnership with Achilles. The aim was to help non-procurement buyers develop the knowledge, skills and confidence to use our agreements. We also negotiated four low-cost NEC3 courses on 'Introduction to the Term Service Contract', particularly useful for those Members using, or considering using, our Estates Maintenance Services agreement.

Preliminary work was started for LUPC's

Conference 2013, funded by income from a supplier exhibition and free for Members. This will be held at Senate House on Thursday 28 February 2013, with a drinks reception the evening before at The British Library. We look forward to this as an excellent networking opportunity for suppliers and Members, and aim to deliver an enticing plenary and workshop programme.

Member engagement

LUPC's new Head of Membership, Laura Compton, started in November 2011. Laura visited many of LUPC's Members over the course of the year, and continues to act as the first point of contact for Member queries.

During 2011-12, we also successfully recruited two new full Members - the Research Councils Shared Services Centre and The National Gallery/National Portrait Gallery, who joined as one Member through their shared procurement team. We've also built

our Further Education Associate Membership up to 24 colleges.

Data analysis and reporting

Members that submitted spend data for 2010-11 to LUPC were provided with an annual savings report during the summer. Members' data was coded and formatted on behalf of Members by LUPC, in collaboration with our external spend analysis provider BravoSolution. This year's reports were even more comprehensive, showing not only savings through LUPC agreements, but also large spend through non-consortium suppliers that purchasers may want to investigate to see if further savings could be made.

LUPC was also able to provide Members with an individual Scope 3 carbon report for the first time. Using the same spend data, LUPC populated a Scope 3 emissions calculator developed by HEFCE in collaboration with Arup, giving Members a clearer picture of their equivalent carbon tonnage per area of spend.

"It is always reassuring to have the support and guidance of LUPC's professional team behind us. They continue to demonstrate a high level of knowledge in the complex area of procurement legislation and guide us through the maze with good humour and common sense."

Helen Ward,
Collections Manager,
Kingston University



29 NEW AND RENEWED AGREEMENTS IN 2011/12 76 AGREEMENTS IN TOTAL

1. Energy

LUPC continues to offer Members a collaborative energy procurement solution, run specially for the needs of the higher education sector through our partner, The Energy Consortium (TEC).

Members awarded an increased number of contracts for the supply of energy at flexible (as opposed to fixed) prices, saving an average of 3.3%.

Agreement Spend	2011/12 Saving (£k)	2011/12 Spend (£m)	2010/11 Spend (£m)
Fixed Price Electricity	162	16.2	17.4
Fixed Price Gas	127	5.7	5.9
Flex Electricity	368	3.2	-
Flex Gas	237	1.7	-

2. Estates

At the start of the year, we awarded a brand new regional agreement for Estates Maintenance Services, with 20 contractors spread over five specialist lots. New agreements were also awarded for plumbing, heating and ventilation equipment, signage and for sport, gym and fitness equipment.

As the year closed, a brand new agreement for Cleaning and Security Services was awarded following an intensive procurement process involving estates, facilities and procurement professionals from across the membership. Spend under the old agreement increased markedly in its final year – by over £1.2m on cleaning and £1m on security – as more institutions signed up.

Early indications are that a further saving of 3-5% is typically achievable via mini-competition under the new agreement.

An Estates Commodity Group has been set up with wide Member representation and this will meet three times annually.

Agreement Spend	2011/12 Saving (£k)	2011/12 Spend (£m)	2010/11 Spend (£m)
Audio Visual Equipment	420	4.2	3.6
Audio Visual Consumables	5	0.03	0.04
Cleaning & Security Services	765	9.9	7.6
Electronic Components	532	1.4	1.3
Estates Maintenance Services	33	0.3	New!
Furniture - Office	548	3.0	2.9
Furniture - Residential	-	-	0.1
Hand Dryers	-	-	New!
Lamps & Tubes, inc. White Goods	27	0.3	0.1
Portable Appliance Testing	1	0.04	-
Plumbing, Ceramics, Heating & Ventilation Equipment and Supplies	2	0.01	New!
Removals & Relocation	10	0.05	New!
Safety & PPE	35	0.5	0.04
Signs & Signage	-	-	New!
Sport Equipment	34	0.6	-

3. Insurance

The year, LUPC led a major competitive tender process for insurance services. The exercise, supported by a strong team of insurance and risk management professionals drawn from a wide range of Member institutions, resulted in the appointment of a new broker – Gallagher Heath.

Gallagher Heath then facilitated a further process to obtain the most advantageous, comprehensive cover from a combination of insurers – Zurich Municipal, Royal and Sun Alliance, Atrium, Newline and Chartis.

This truly collaborative process ensured that the very best terms were secured for the participating institutions.

Agreement Spend	2011/12 Saving (£k)	2011/12 Spend (£m)	2010/11 Spend (£m)
Insurance	5,000	11.7	9.9

4. Office

The year saw the implementation of the new, LUPC-led national framework agreement for Office Supplies and Computer Consumables. The agreement features a cost-plus pricing policy and a greater concentration of spend among fewer suppliers, namely Banner Business Services, XMA and Office Depot. These are delivering significant savings for Members and have attracted a number of new Associate Members to the consortium.

Agreement Spend	2011/12 Saving (£k)	2011/12 Spend (£m)	2010/11 Spend (£m)
Cash & Valuables in Transit	1	0.02	New!
Office Supplies & Computer Consumables	2,840	8.1	12.6
Photocopiers & Multi-Functional Devices	-	2.3	3.3
Postal Services & Franking Machines	10	0.3	2.6
Paper	14	0.3	0.4

5. ICT

Our highly-acclaimed National Desktop and Notebook Agreement (NDNA), led by LUPC on behalf of the sector, continues to offer Members excellent value for money. Rigorous supplier relationship management ensures that the agreement will always offer benchmarked savings and first class service to the sector.

LUPC participated in tendered procurements led by our colleagues at LUPC Member JANET,

who continue to lead excellent IT equipment and service agreements for the sector. During the year, new agreements for Data Centre and Cloud Services and Routing and Switching Equipment were added to the portfolio.

Meanwhile, the LUPC assisted with re-tendered national agreements awarded for Computers with Apple Operating Systems and for Printers & Peripherals (NEPA), which both started in October 2011.

Agreement Spend	2011/12 Saving (£k)	2011/12 Spend (£m)	'10/11 Spend (£m)
Apple Computers	2,472	11.2	11.6
Data Centre Management Equipment	-	-	New!
Data Centre & Cloud services	-	-	New!
Desktops & Notebooks (NDNA)	1,335	8.0	7.2
Hardware Maintenance & Disaster Recovery	31	0.1	0.03
ICT Furniture	-	-	New!
IT Related Accs & Parts	39	1.9	1.0
Network Hardware	136	1.6	0.2
Printers & Peripherals (NEPA)	11	0.5	0.5
Routing & Switching Equipment	-	-	New!
Servers & Storage	845	3.5	7.6
Telecoms - Land Tariffs	345	2.0	0.8
Telecoms - Mobile Comms	542	3.1	3.7
Telecoms - SMS Msging	-	-	New!
Telecoms - Transmission Services	-	1.4	0.1

6. Laboratory

This year, we awarded a new agreement for Laboratory Equipment, while our colleagues at NWUPC launched a major new, national agreement for High Value Laboratory Equipment.

Following the expiry of our own agreement for Laboratory Consumables, our Members elected to combine their spending power with Members of SUPC in a joint agreement offering even

“LUPC has enabled us to purchase insurance services using their collective buying power; to deal with the complex EU purchasing requirements; to obtain significant savings; and, for all institutions, regardless of size, to obtain wider cover than is generally available in the market to individual institutions.”

**John Faulkner,
Senior Financial
Administrator,**

“Since joining LUPC’s Legal Services agreement, The British Library has seen a 20% cost reduction per year. The collaborative process has aggregated demand and led to better rates, with a full range of competent suppliers across the complete legal spectrum. The British Library was delighted with the outcome and performance of LUPC.”

**Alasdair Fraser, Head
of Procurement,
British Library**

commodity group reports

better value. There were also new agreements for Radiochemicals and Veterinary Supplies.

All agreements in our laboratory category benefit from regular core list analyses, price reviews and management meetings with our suppliers to ensure best possible value for Members.

Agreement Spend	2011/12 Saving (£k)	2011/12 Spend (£m)	2010/11 Spend (£m)
High Value Lab Equip (HVLE)	168	1.0	New!
Laboratory Consumables	573	5.5	7.2
Laboratory Equipment	1,050	3.1	2.1
Laboratory Gases	1,753	1.9	1.8
Microscopes & Imaging	5	0.3	N/A
Mass Spectrometry & Chromatography Equipment	-	0.01	N/A
Molecular Consumables	13	0.04	New!
Oligo Bases	81	0.2	New!
Fine Chemicals	33	0.2	N/A
Radio Chemicals	33	0.1	N/A
Veterinary Supplies	21	0.4	

7. Library

A new agreement for Library Serials and Periodicals was successfully awarded, benefitting greatly from the input and support of learning resource professionals from our membership and that of North West Academic Libraries (NoWAL). Discounts in excess of 3.5% on publisher list price are available dependant on Members' expenditure profile and requirements.

During the year, LUPC's Library sub-group developed new servicing standards for processing books. These will be incorporated in the specification for the forthcoming new Library Books agreement, with significant time and cost benefits for Members.

Growth of expenditure through the General Library Supplies agreement during the year resulted in an additional 0.5% saving from Gresswells over the remainder of its term.

All libraries are now entitled to a retrospective 5% credit on last year's e-book expenditure with Dawsons as this exceeded the £3m threshold, and expenditure across the consortia with Coutts has resulted in all libraries now being entitled to a minimum 18% flat rate/25% variable rate discount.

Agreement Spend	2011/12 Saving (£k)	2011/12 Spend (£m)	2010/11 Spend (£m)
Library Books	194	6.1	6.4
Serials	195	9.1	8.7
Specialist Arts Service	25	0.1	0.1
General Library Supplies	31	0.2	0.1

8. Travel

Spend under the new Business Travel Services agreement increased markedly during the year as more Members enjoyed its benefits.

As the year closed, work began on a new project developing collaborative Airline Route Deals on the busiest routes used by LUPC Members, to be offered through the travel management companies on the Business Travel agreement.

Agreement Spend	2011/12 Saving (£k)	2011/12 Spend (£m)	2011/10 Spend (£m)
Business Travel Services	2,236	11.0	7.0
Vehicle Hire	7	0.08	0.04

9. Professional Services

LUPC's ground-breaking agreement for Legal Services grew from strength to strength during the year, tripling annual throughput to £3.3m. With 13 firms available in eight specialist practice areas, Members are saving typically 20% on their legal costs.

A Legal Commodity Group has been set up with Member representation and this will meet twice a year.

Take-up of LUPC's innovative agreement

for Temporary Agency Staff also increased dramatically, doubling to £6.9m during the year, reflecting the highly competitive nature of the deal and the benefits on offer to Members. The existing agreement will be extended for its final year up to March 2014.

Agreement Spend	2011/12 Saving (£k)	2011/12 Spend (£m)	2010/11 Spend (£m)
Childcare Vouchers	9	0.3	-
Debt Collection	43	0.2	0.1
Legal Services	822	3.3	1.0
Recruitment, Advertising & Resourcing	343	3.1	0.7
Salary Sacrifice Services			New!
Temporary Agency Staff	1,125	6.9	3.3

Sustainability

The Sustainable Procurement Centre of Excellence (SPCE) has seen considerable changes made within the HE sector regarding sustainable procurement. There has been an increase in uptake of training by institutions in both the National Sustainable Public Procurement Programme (NSPPP) and flexible framework packages. The SPCE continue to offer guidance and support via the website (<http://spce.ac.uk/>), which has seen a great increase in visitors since the re-launch in April 2012.

The SPCE continue to support a number of HE purchasing consortia national framework agreements including Catering, ICT and Vehicle Hire. This includes researching key risks and issues associated with commodities, writing the sustainability criteria for the tender, evaluation of bids, engaging with suppliers and setting KPIs for the agreement. Over the past two years, the SPCE has seen an increase in sustainability criteria included in national framework agreements, positive engagement with suppliers and an increase in environmental product spend.

The SPCE are currently working with Defra

in partnership with BMT ISIS on a project to develop social and ethical criteria for a number of commodity areas including: construction, furniture, food, textiles and ICT. The project team will develop pragmatic criteria to ensure compliance with EU Procurement Directives. Defra and the SPCE expect to publish this groundbreaking work by the end of 2012.



London School of Economics & Political Science

Income and Expenditure Account

for the Year Ended 31 July 2012

	2012		2011	
	£	£	£	£
Turnover		721,673		608,164
Staff costs	364,044		366,553	
Depreciation	1,381		1,544	
Other operating charges	<u>236,875</u>		<u>176,176</u>	
		<u>602,300</u>		<u>544,273</u>
Operating surplus		119,373		63,891
Interest Receivable and similar income		<u>2,831</u>		<u>3,614</u>
Surplus on ordinary activities before taxation		122,204		67,505
Tax On surplus on ordinary activities		<u>24,717</u>		<u>14,385</u>
Surplus for the financial year		<u>97,487</u>		<u>53,120</u>

Directors' Statement

The Income and Expenditure Account and Balance Sheet set out on pages 16-17 are extracts from the full statutory accounts which were approved by the Directors on 7 December 2012 and on which the auditors have given an unqualified opinion. The statutory accounts, which should be consulted for a full understanding of the financial affairs of the company, will be submitted to the Registrar of Companies.

Auditors' Statement

We have examined the Income and Expenditure Account and Balance Sheet set out on pages 16-17 and confirm that these statements have been accurately extracted from the full statutory accounts for the year ended 31 July 2012.

Knox Cropper, Chartered Accountants
8/9 Well Court London EC4M 9DN

Balance Sheet

31 July 2012

	2011		2010	
	£	£	£	£
Fixed assets		709		2,090
Tangible assets				
Current assets				
Debtors	212,541		86,553	
Cash at bank and in hand	<u>361,345</u>		379,714	
	573,886			
Creditors				
Amounts falling due within one year	<u>67,871</u>		<u>59,120</u>	
Net current assets		<u>506,015</u>		<u>407,147</u>
Total assets less current liabilities		<u>506,724</u>		<u>409,237</u>
Reserves				
Income and Expenditure account		<u>506,724</u>		<u>409,237</u>
		<u>506,724</u>		<u>409,237</u>

Full Members

Birkbeck College
British Council
British Film Institute
British Library
British Museum
Central School of Speech & Drama
Courtauld Institute of Art
Conservatoire for Dance and Drama
Construction Skills
Equality Challenge Unit
Goldsmiths, University of London
Health Protection Agency
Heythrop College
Imperial War Museum
Institute of Cancer Research
Institute of Education
Institute of Zoology
International Students House
JANET
Kingston University
London Business School
London Metropolitan University
London School of Business & Finance
London School of Economics & Political Science
London School of Hygiene & Tropical Medicine
London South Bank University
Museum of London
National Archives

Further Education Associate Members

Barking College
Barnet & Southgate College
City & Islington College
City Literary Institute
Croydon College
Ealing, Hammersmith & West London College
Guildford College
Havering College of Further & Higher Education
KCollege
Kensington & Chelsea College
Kingston College
Lambeth College

National Portrait Gallery
Natural History Museum
National Museum of Science and Industry (NMSI)
Queen Mary, University of London
Ravensbourne
Regent's College
Research Councils UK Shared Services Centre Ltd
Royal Academy of Music
Royal Botanic Gardens, Kew
Royal College of Art
Royal College of Music
Royal College of Surgeons
Royal Holloway, University of London
Royal Veterinary College
School of Oriental & African Studies
Southbank Centre
SW London & St George's Mental Health NHS Trust
St George's, University of London
The National Gallery
Trinity Laban Conservatoire of Music & Dance
University of East London
University of Greenwich
University of London
University of the Arts London
University of Westminster
Victoria & Albert Museum
Wellcome Trust

Lewisham College
Morley College
Newham College of Further Education
North East Surrey College of Technology
Redbridge College
Richmond Adult Community College
Richmond upon Thames College
South Thames College
Tower Hamlets College
Westminster Kingsway College
Woodhouse College
Working Men's College

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Natural History Museum

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Welcome to
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