

Linked



The magazine for LUPC members and suppliers

AUTUMN 2016

LUPC – a member of Procurement England Ltd.



Fair and square

Our first agreement
for ethical smartphones



BUSINESS AND HUMAN RIGHTS:

LUPC submits evidence to Parliament's Joint Committee Inquiry



A BRIGHT IDEA:

Five reasons to switch to LED lighting today



RISKY BUSINESS:

Research on the sector's approach to travel risk, and steps to keep employees safe abroad

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Andy Davies
LUPC Director

Taking stock on Anti-Slavery Day

Welcome to this, our first issue of the new academic year.

This month saw Anti-Slavery Day and an opportunity to take stock on LUPC's and our Members' efforts to eradicate modern slavery, human trafficking and human rights abuses from our supply chains. And I'm pleased to say many of our suppliers are getting involved too.

Indeed, you could argue that the higher education sector is in the vanguard of buyers in public service. The Modern Slavery Act imposes a duty of transparency in supply chains for 12,000 UK commercial organisations, including universities, meaning that we are very quickly learning how important due diligence processes are to protecting people working in global supply chains. Since our last issue, LUPC has submitted written evidence to the parliamentary Joint Committee on Human Rights Inquiry on human rights and business, making five simple recommendations to Government to help public authorities up their game in tackling the menace of modern slavery. You can read more about it on page 9.

We're also helping to bring more and more ethical and sustainable products and services to the market. Later this month we launch new agreements for Cleaning and Security Services at a special event on 31 October at the Museum of London, with special clauses requiring suppliers to take mitigating steps to manage the risks, while we have also reached agreement with The Phone Co-Op to market Fairphone 2, the smartphone that aims to champion ethics in its supply chain (page 10). We believe it'll prove very popular with institutions, staff and students alike.

In this, yet another packed issue of *Linked*, we also explore the benefits of LED lighting with Amble Electrical on page 13, discuss the future of formaldehyde with CHTS (page 14), see what audio visual supplier Reflex has been doing at the University of Greenwich (page 16) and, on page 11, Key Travel analyses the sector's perception of travel risk.

Andy Davies
October 2016

Business Travel ^{by}

THE BUSINESS TRAVEL SERVICE



FARES

Price Beat Guarantee
LUPC framework supplier
Flexible payment options



ONLINE

Self service booking tool
Compare air, web fares and rail in one view
Book on the move, on Android and iPhone



MANAGEMENT

Bespoke reporting
Traveller tracking
Booker/traveller workshops



SUPPORT

Experienced Travel Experts
Personalised booking team
User training

WORK THE WORLD, TRAVEL THE WORLD

📞 0333 321 3101

✉ businesstravel@statravel.co.uk



LUPC ran its annual Membership Survey over the summer, with largely positive feedback from Members.

Just as in 2015, LUPC's agreements are viewed as the consortium's most important benefit to Members; respondents rated saving money, saving time on tendering and EU compliancy as their top three agreement benefits.

Responses to LUPC's performance overall were also positive, with 97% of Members feeling the consortium added value to Member organisations; 99% agreeing LUPC is Member-focused; and 97% of respondents likely to recommend LUPC to another organisation.

LUPC has also noted the feedback from Members that it is very or quite important that goods and services are sourced ethically (96% agreed this was important) and the consortium plans to build on delivering additional services, tools and utilising contract clauses to provide more ethical purchasing options for Members.

Areas that LUPC needs to develop further to improve services for Members include ensuring Members know how to deal with issues they may have with framework suppliers; and how to get involved in the consortium's governance and tendering groups.

LUPC's Assistant Director (Membership), Laura Compton, said: "Thank you to all our Members that took part in this year's survey, the response rate was up on last year and as a Member-led organisation we really rely on Member feedback and suggestions to help move the consortium forward.

"We will certainly be using this information to make improvements for Members, not least around awareness of how LUPC can support Members once they have contracted with a framework supplier, and how Members can participate in their consortium better."

For more information on getting involved with LUPC, visit www.lupc.ac.uk/commodity-groups.html

Ethical phones

LUPC has awarded a new agreement for Fairphone 2, the only ethically-sourced Android phone in the marketplace.

This agreement is supplied by The Phone Co-op, the UK's only licenced reseller of the Fairphone. It provides not only consortia members, but also their staff and students, with access to the only smartphone available in the UK that has been produced using conflict-free materials, Fairtrade gold and has a transparent supply chain.

For more information, read our article on page 10.



New frameworks for Cleaning and Security Services

LUPC has recently launched two new framework agreements for Cleaning Services and Security Services, giving Members more choice and greater flexibility in these areas of spend.

Following feedback from Members, LUPC decided to replace the previous combined Cleaning & Security Services agreement with two separate agreements for Cleaning and Security.

The new Cleaning Services framework comprises of three multi-supplier lots: one-stop-shop; residential; and non-residential cleaning. The agreement was tendered by a working group of LUPC Members, including the University of Westminster who acted as the case study.

The new agreement for Security Services – covering Guarding and Reception - includes two lots for large and small contracts, and was tendered with input from a project team made up of procurement and FM representatives from across the higher education and cultural sectors. This agreement features a mix of larger national firms and local small and medium-sized enterprises (SMEs).

Both agreements offer Members a greater degree of flexibility, competitive cost savings, time saved on local tendering, and an EU-compliant route to purchasing.

Members with responsibility for Cleaning and/or Security Services purchasing are welcome to attend our launch event and supplier exhibition, taking place on Monday 31 October at the Museum of London. For more information, and to book your free place, visit www.lupc.ac.uk/events.html

Full information about these agreements is on HE Contracts (www.hecontracts.co.uk), or contact Suzanne Picken, Senior Contracts Manager, email: s.picken@lupc.ac.uk



Global Mobility

LUPC's partner consortium NWUPC has awarded a new agreement for Global Mobility Services, open to LUPC Members.

The new agreement offers Members the opportunity to procure services to help advise on managing the global mobility of staff, including international tax, regulatory obligations, employment law and immigration. Employees expecting to spend an extended period working abroad may also require guidance and support with issues such as relocation, housing, schooling and healthcare.

With higher education in particular becoming increasingly global, managing the global mobility of staff – from short-term overseas placements to long-term relocations – can be complex and expensive. Quite often responsibility will be split

internally between HR, Payroll and Finance. The new framework aims to support institutions with these issues and help free up resources, promote compliance and reduce costs.

The framework includes five lots, all with multiple suppliers. These are: Legal Services; Taxation & Accountancy Services; International Payroll Services; Domiciliation Services; and Relocation Services. Call-off from this agreement is by direct award or further-competition; institutions can determine the correct method of call-off by assessing their requirement against the available lots.

Full information is available on HE Contracts (www.hecontracts.co.uk) or contact Jill Christiaens, Senior Contracts Manager, on j.christiaens@lupc.ac.uk

Broker appointed

Arthur J. Gallagher has won a competitive tender to secure a three-year partnership with LUPC as its Insurance broker.

The new brokerage agreement sees the successful reappointment of Gallagher's specialist UK Public Sector & Education practice, following a recent public procurement exercise led by the consortium.

Mike Kilner, Senior Contracts Manager at LUPC, said: "It's great to extend our partnership with Arthur J. Gallagher, having found an insurance broker and risk management specialist that shares our appetite for collaborative working, generation of best value and solutions-focused services.

"The development of TravelCert last year - a mobile app designed to cut the group travel administration burden faced by large organisations and counter the difficulties faced in providing accurate real-time data to insurers - is a good example of Gallagher's preparedness to design and deliver practical solutions to meet real Member need."

Arthur J. Gallagher and LUPC are now working to re-tender the underwriting element, with a new Insurance agreement available for Members to use next year.

For more information, contact Mike Kilner on m.kilner@lupc.ac.uk



Arthur J. Gallagher & Co.

NEW AGREEMENTS

Laboratory Gases
3D Printers
White Goods
Insurance (brokerage)
Cleaning Services
Security Services
Ethically-sourced Smartphones
Global Mobility Services
Lifts: Maintenance, Refurbishment & Installation
Servers & Storage (SSSNA)
Electronic Components

For more information on all agreements visit www.hecontracts.co.uk

TENDERS IN PROGRESS

Franking Machines
Fire Extinguishers, Fire-Fighting Products & Supplies, & Training
Legal Services

Graduation Services (gown hire and photography)

Visit www.lupc.ac.uk/in-the-pipeline.html for more details.

NEW MEMBERS

NBI Partnership incorporating:

- The Sainsbury Laboratory
- Earlham Institute
- John Innes Centre
- Institute of Food Research

DATES FOR YOUR DIARY

Cleaning Framework & Security Framework: Launch Event
31 October
Museum of London

To book your free Member place, visit www.lupc.ac.uk/events.html

Laboratory Equipment & Gases Frameworks: Launch Event
7 November
Institute of Education, London

To book your free Member place, visit www.lupc.ac.uk/events.html

LUPC & SUPC Conference 2017
All details, including venue and date, to be confirmed.

The initials next to each agreement indicate the LUPC Contract Manager you should contact for further information about a particular agreement, these are as follows:

| | | | |
|-----------|--------------------------------|---------------|--------------------------|
| JC | Jill Christiaens | 020 7307 2771 | j.christiaens@lupc.ac.uk |
| JK | Joyce Kadri | 020 7307 2763 | j.kadri@lupc.ac.uk |
| MK | Mike Kilner | 020 7307 2768 | m.kilner@lupc.ac.uk |
| SP | Suzanne Picken (née Stokes) | 020 7307 2772 | s.picken@lupc.ac.uk |
| DW | Darran Whatley | 020 7307 2764 | d.whatley@lupc.ac.uk |

Please note the categories for this update match the new headers in the HE Contracts database, www.hecontracts.co.uk.

- Audio Visual
- Catering
- Estates & FM
- Furniture & Furnishings
- ICT & Telecoms
- Library
- Office Supplies & Equipment
- Professional Services
- STEMed & Laboratories
- Travel & Accommodation
- Utilities
- Other

Full details of all agreements are available at www.hecontracts.co.uk

CATERING

Please see the TUCO website for updates: <http://www.tuco.org/>

ESTATES & FM

LUPC is in the early stages of planning an Estates workshop for early 2017.

Air Filters – National JK

This agreement has now been extended into its final year. Work has begun on the new tender, the process will begin in February 2017 and NWUPC is looking for tender working party members. Please contact Joyce Kadri for details.

Cash & Valuables in Transit JK

This has been extended until 30 September 2017, the re-tendering process will commence in February 2017.

Cleaning Services – LUPC and South East SP

This agreement went live on 16 August 2016 and covers the procurement of cleaning services within Greater London and the South East of England (Kent, East Sussex, West Sussex, Surrey, Hampshire, Berkshire, Oxfordshire, Buckinghamshire, Hertfordshire, Bedfordshire and Essex). There are 3 lots as listed below and a launch event is scheduled at the Museum of London on 31 October; this is a joint launch with the new Security Services framework, please contact Suzanne Picken for details.

Lot 1 - One Stop Shop Cleaning & Associated Support Services

This lot includes the option of buying all or some of the included core cleaning services across the full range of buildings within Member institutions' premises. This includes, but is not limited to, office areas, academic and ancillary buildings and the cleaning and servicing of residences. This lot will also include the option of buying all or some of the following included associate support services; pest control; feminine hygiene; washroom services; waste management; portage; high level cleaning; and window cleaning.

The approved suppliers on this lot are:

Churchill
Emprise Services
Interserve
Noonan
Office and General (O&G)

Lot 2 - Residential Cleaning Services (Student & Staff Accommodation)

This lot covers servicing requirements for student, staff and conference residences within Member institutions' premises. It involves the supplier providing a flexible service in order to accommodate the differing levels of occupation and service level requirements.

The approved suppliers on this lot are:

BBCS
Churchill
Noonan
Nviro
Office & General (O&G)

Lot 3 - Non-Residential Cleaning Services

This lot includes the option of buying all or some of the included core cleaning services across a range of buildings within Member institutions' premises. This includes, but is not limited to, office areas, academic and ancillary buildings. It does not include any residential cleaning.

The approved suppliers on this lot are:

Churchill
Hayward
ISS
Noonan
Office & General (O&G)

Estates Maintenance & Minor Works – Regional SP

A review of the Works lot's pricing mechanisms is currently being carried out by Jacque Devonshire (LUPC consultant), and feedback from Lot 5 suppliers.

Electrical Materials & Associated Products – National MK

Review meetings were held in June and new price lists submitted and accepted which will remain in place until the commencement of the new agreement. Work is currently under way on the tender strategy, with a probable tender working party meeting in October/November.

Electronics (NUWPEC) – National MK

Contract management is presently residing with Ian Ross at NWUPC, as Jane Edwards is on maternity leave.

A contract award meeting was scheduled and held on 22 September in Manchester, with the intention of a final decision being made for each of the lots. Unfortunately, owing to a number of perceived shortcomings highlighted by the group, NWUPC have been asked to seek additional clarification from the bidders across a number of different points to enable a definitive conclusion to be made.

Additional LUPC technical representation remains an objective. If you wish to be involved further please contact Mike Kilner on m.kilner@lupc.ac.uk.

Engineering Supplies – National DW

All companies have been extended through to November 2017. SUPC is working with companies to grow spend under this agreement

Removals, Relocations & Associated Services – National JK

This agreement has lapsed and a new one is being tendered by Andy Hughes at NEUPC. Museum Members will be interested to note that it will include a new lot for moving special art objects. The ITT is now published.

White Goods – National MK

The new White Goods framework commenced on 1 September and all relevant information is on HE Contracts (www.hecontracts.co.uk).

The successful suppliers are as follows:

- Donaghy Brothers
- John Gillman & Sons (Electrical) Ltd t/a D.A.D
- Eastower NI Ltd t/a Gordons Electrical Supplies
- David Phillips Contract incorporating Peel Mount
- Premier Electrical Wholesalers (Stoke on Trent) Ltd
- Rexel UK Ltd
- SRL Electrics Ltd
- Stearn Electric Co Ltd

FURNITURE & FURNISHINGS

Furniture (Residential, Bespoke Teaching Space and ICT Security) – National DW

This has now been extended until 31 January 2017 to provide enough time for a tender to cover all of this existing scope and office furniture. NEUPC plan to issue the OJEU Contract Notice during October.

Office Furniture – National DW

Has been extended to July 2017 by NEUPC.

ICT & TELECOMS

Desktop & Notebook Agreement - National ('NDNA') MK

With agreement of the OEM partner, Toshiba replaced Academia with Getech as one of their three permitted reseller partners for Lot 2 (Notebooks) with effect from 1 July.

Preparations for the next tender are now underway and pre-tender engagement meetings, which will be undertaken during November, have started to be arranged. The discussions will include the ongoing matter of the Electronics Watch Terms and Conditions, and the understanding that they will be included as part of the documentation.

An overview of the recent negotiations with each manufacturer following the EU referendum vote, and subsequent currency re-positioning between the USD and GBP, are being regularly updated on both HE Contracts and the NDNA website – see <http://ndna.lupc.ac.uk/notebook/agreement-information/important-notice.aspx>

ITRAP (IT Related Accessories & Parts) – National MK

The new agreement is up and running with no major issues. Following discussions, Misco has agreed not to include a delivery charge, which had been due to be implemented.

National Education Printer Agreement (Provision of Print Equipment & Managed Print Services) - National ('NEPA') MK

Kyocera has redefined the sub-contracting on Lot 2 and 4 for the framework; originally Stone was aligned to Lot 2 and XMA to Lot 4, but this has now switched so that XMA is aligned to Lot 2 and Stone to Lot 4.

It has been announced that HP has purchased Samsung's printer business and the merger will be taking place over the next 12 months. There are no planned changes to the NEPA framework during this period.

Computing - PCs with Apple Operating Systems – National MK

Progress with both the suppliers' institutional and staff/student portals has been made and, in some cases, completed.

Stone (in particular) have been experiencing a number of issues with deliveries, including obtaining signatures from non-traceable people at universities, with orders taken appearing to be spurious. Consideration is therefore being given at this time to introducing a requirement that signatories for high value, desirable items being delivered to institutions must be members of staff that would also need to produce their name badge to evidence ID. This process would apply to deliveries where the value is £200 and above.

Computing - Routing & Switching Equipment – JISC/ Regional MK

Mason IT have been acquired by CAE Technology.

Computing- Server & Storage Agreement – National MK

The outgoing agreement was recently extended to the end of October, owing to the high number of bids received (43 in total), particularly for the new Lot 4 Solutions (30).

The evaluation team has now completed their evaluation of Lot 1 Servers and Lot 2 Storage and a corresponding report detailing the process and outcome of the evaluation of bids along with recommendations for the award has been circulated to the working party for final comments and feedback by 30 September, ahead of an award on 3 October. A further report will be submitted for the evaluation of Lot 3 OEM-led Solutions and Lot 4 Reseller-led Solutions in due course.

SMS Text Messaging Services – Regional (open to national) led by JISC MK

Representatives from PageOne were invited to hold a Janet txt briefing and presentation for the Account Managers at Jisc's Harwell office in July. This was very well received and ensured that our Account Managers are now well versed in how Janet txt can assist members.

A new Janet txt handout has been produced by Jisc in collaboration with PageOne and Jisc's Marketing, Applied Network Services and Publishing teams. A copy has been requested for addition to the HE Contracts database.

Software License Resellers (SLRA) – National MK

The agreement is presently out to tender - a total of 18 responses were received and are currently being evaluated.

A one-month extension to the current SLRA has been issued due to the revised timescales for the new Server and Storage Agreement (SSNA). The new agreement is now expected to commence 1 December.

Telecommunications inc landline and mobile - National led by Crown Commercial Service MK

CCS has now awarded NFC47 for 7 customers, including 2 NHS Trusts, saving an average 52%. Expressions of interest for NFC60 is now closed, with 17 customers currently covering 21k connections on board. CCS is working with each customer on their savings analysis with a view to going to market and awarding in December 2016. CCS will be calling for interest in their next generic Mobile NFC63 towards the end of November.

Computing – Other areas not covered elsewhere MK

APUC and LUPC are exploring options around frameworks for corporate systems including student records, finance and HR. Michael McLaughlin of APUC was due to speak to John Maher, Director of Learning & Information Services at UHI and Chair of the UCISA CISG regarding the linking up of the strategy as they approach the re-tendering of their existing agreement. MM is also in the process of trying to establish the current need for contracts in the sector for this area.

APUC is expected to announce an award for 3D printers very shortly.

Jisc commenced a single-supplier Vulnerability Assessment Framework on 24 March for a period of four years with Khipu Networks. Further details on the agreement, which is not added to HE Contracts at this time, is available at <https://community.jisc.ac.uk/groups/vulnerability-assessment-and-information-services-framework>

Jisc commenced a Web Filtering & Monitoring framework on 11 May for a period of four years. There are seven suppliers on the agreement, which is not available on HE Contracts at this time but available at <https://www.jisc.ac.uk/web-filtering>. The suppliers are: Contact Ltd, Espion Ltd, Gaia Technologies PLC, Iboss Cybersecurity, Insight Direct (UK) Ltd, Pinacl Solutions UK Ltd and Softcat PLC.

LIBRARY

Serials – Inter-Regional (LUPC and NWUPC) JC

The framework was launched on 1 May and, following a variety of marketing events, it is now entering a more stable phase. There seems to be a lot of interest from Members in moving to the new framework but it has been a gradual process.

OFFICE SUPPLIES & EQUIPMENT

Cut Paper & Specialist Printing Paper – Inter-Regional DW

Springfield Business Papers (SBP) has issued a new proposed price list following the decision of their suppliers to increase prices to them. SBP originally intended introducing the prices on 15 September but were advised that the earliest date the proposed prices can be introduced is 10 October.

Franking Machines – National JC

This framework has now been extended from 30 June to 30 November 2016. The tender for the new iteration of the framework is ongoing.

Office Supplies – National JC

The ethical standards and sustainability across the supply chain project has been started now that three quarters of spend and purchase profile is available. Part of the information has arrived and the suppliers are being chased for the missing information.

Darran Whatley completed a handover to Jill Christiaens, who will take over this framework agreement for LUPC on 30 September.

Office Depot has sold their Europe business to Aurelius.

PROFESSIONAL SERVICES

Debt Collection – National JC

A contract extension for the current framework has been invoked to take it to August 2017. The strategy for the new tender procedure has been drafted.

Global Mobility Services – National JC

The standstill period ended on 20 September, with a start date of the agreement in mid-October.

Legal Services – National JC

The tender for this agreement is in progress and scheduled to commence from 1 March 2017. The PQQ stage has now been published following the supplier engagement stage.

Legal Services – Regional JC

Suppliers have been informed that the last contract extension, due in 2017, will not be invoked as the new national framework will be in place.

Occupational Health Services – National JC

Price increases have been requested by two of the suppliers, within the deadline. Evidence is now being reviewed.

Temporary Staff – Regional JC

Spring Personnel has now changed its name to Adecco, from 1 October.

Training Services – National JC

This is being led by NEUPC which is currently working on the strategy for this tender, due to be launched in 2017.

Insurance – Regional MK

The brokerage tender process was concluded in July and resulted in the reappointment of Arthur J. Gallagher (AJG).

AJG will be planning both group-wide and individual communications over the next few weeks with the intention of meeting with each individual member by no later than November in the lead up to the tender for the procurement of insurance.

TRAVEL & ACCOMMODATION

Taxi Services – Regional JK

The agreement has been extended to 30 November 2017.

Vehicle Leasing and Car Hire JK

The agreement has been extended to 30 November 2017.

STEMed & LABORATORIES

Gases (IUPC) – National MK

Five suppliers responded to the tender across the 12 lots; BOC, Air Liquide, Air Products, FTI and Swagelok (London).

The evaluation of the bids is complete and presently with the other members of the evaluation team for their views and comments by the end of September. Award letters will be released in early October.

General Laboratory Equipment, Supply, Installation/Post Installation Services – National DW

Three launches have been planned for this national agreement: Manchester on 26 September, London on 7 November and Edinburgh (date to be confirmed). This will include a presentation by LUPC on how to get the most out of the framework. The event is aimed at Procurement and Lab Buyers, with an exhibition involving successful suppliers.

Laboratory Consumables - Inter-Regional (IRLA) DW

SUPC will be working with suppliers to minimise the impact of exchange rate pressure on contract pricing.

Laboratory Chemicals General Purpose- Inter-Regional (IRLA) DW

SUPC will be working with suppliers to minimise the impact of exchange rate pressure on contract pricing.

Laboratory – Life Sciences – Planned DW

The first tender, which is antibodies, will be issued during October. A list of products has been circulated to the tender working group, which includes six LUPC Members.

Laboratory – Radio Chemicals for Use in Teaching & Research DW

Current suppliers have agreed to extend terms until end of the year.

Other STEMed updates

Other areas in research are Life Science Equipment; Medical Equipment (low value); Clinical Trials and Data Collection Service; and Engineering Non-Destructive Test Equipment. These will be discussed at the next STEMed meeting due to be held at UCL on 19 October.

3D Printers is very close to being awarded, a tender was led by APUC. Waiting on details.

UTILITIES

Fixed Priced & Fixed Term – Electricity & Natural Gas DW

Latest news from The Energy Consortium (TEC) can be found here: www.tec.ac.uk/news

Water Market DW

This tender is being considered by the Water Strategy Group, which includes TEC. A PIN was published in January and a decision on whether this happens will be made later this year, as it depends on the progress towards a competitive UK water supply market being in place.

OTHER ACTIVITIES

The *HE Contracts (HEC)* website has replaced Unibuy, which has now been switched off.

LUPC will replace its website in 2016/17, and work will begin shortly on developing a brief and technical spec for quotations.

LUPC and SUPC have agreed to hold another joint conference in 2017; the initial venue-finding has commenced, a date will be announced by the end of next month.

One new Member, *Norwich Bioscience Institutes (NBI Partnership)*, comprising the John Innes Centre, Institute of Food Research, Earlham Institute and The Sainsbury Laboratory, joined LUPC on 1 October.

(Correct at 7 October 2016)

Full details of all agreements are available at www.lupc.ac.uk

Business and human rights

LUPC has submitted written evidence to the Parliamentary Joint Committee on Human Rights Inquiry.



LUPC has submitted written evidence to the Joint Committee on Human Rights' Inquiry into Human Rights and Business, chaired by Harriet Harman MP.

The Inquiry is looking into what steps the Government takes to monitor compliance with the UN Guiding Principles on Business & Human Rights, and how it can enforce them. It is also investigating what progress the UK has made in carrying out its National Action Plan, published in 2013 and revised in May 2016; and whether victims of human rights abuse involving UK businesses have access to effective remedy.

LUPC is supportive of efforts by the UK government to tackle human rights abuses within UK business, particularly through public procurement. The consortium is already promoting ethical procurement practices within the higher education and wider non-profit sectors; for example, by becoming the first UK public sector consortium to publish a Modern Slavery Statement in December 2015, and becoming a founding member of Electronics Watch, a monitoring organisation that addresses human rights abuses in the global electronics supply chain.

"In my view, human rights abuses such as modern slavery and human trafficking are going to be an area of increasing importance for people in UK public procurement" says LUPC's Director Andy Davies.

"It's something that I strongly believe we in public service need to up our game on. At LUPC we've already made a head start as our Members also understand

responsible procurement is good for business, not least for organisations' reputations, and we want to work collaboratively to deliver quality higher education, cultural space and research without causing harm to others."

LUPC has made five simple recommendations to the Inquiry which it feels will bring the UK into closer alignment with the UN Guiding Principles (particularly UNGP6, which concerns public procurement).

These include:

1. Encouraging the government to develop a capability in due diligence and risk assessment among public procurement practitioners as part of their standard skill-set. With guidance and training, public bodies should be able to identify higher risk spend categories and source countries where human rights abuses are known to be prevalent. By working in collaboration with each other and with their suppliers, public bodies could then conduct supply chain mapping exercises, supplemented by supplier and factory audits to highlight where steps can be taken to mitigate risks of modern slavery, human trafficking, forced and bonded labour and other human rights abuses.
2. Passing necessary legislation to require public sector procurement, as well as companies, to address the Transparency in the Supply Chain clause of the Modern Slavery Act.
3. Proposing the establishment and development of a government-managed online database where information about higher-risk spend categories, source countries, suppliers and factories can be

gathered, catalogued and shared, such as audit and media reports, supplier statements and evidence of action taken to address particular issues or mitigate risk.

4. Urging the Government to prioritise making human rights due diligence a requirement for those companies awarded significant public sector contracts.
5. Inviting the Government to consider establishing mandatory requirements for companies to undertake effective human rights due diligence in order to access all public sector contracts.

LUPC has already secured the green light from the consortium's Board of Directors to deliver new, additional services to its Members around ethical procurement, including tools and resources to support supply chain mapping.

We've also made steps to ensure our agreements include contracts clauses to protect workers' rights for spend areas categorised as high risk, notably IT, and have a new agreement for Fairphones, the only ethical smartphone available on the market that avoids conflict minerals and is manufactured in factories that respect workers' rights (see page 10).

Read LUPC's full submission to the Inquiry at www.lupc.ac.uk - search 'Joint Committee'.

For more information, contact Andy Davies, LUPC Director, tel: 020 7307 2767

The call for fairer phones

LUPC has launched a new agreement for ethical smartphones, explains **Laura Compton**

For many years, LUPC's mission has been to generate savings and better value for our Members through the collaborative procurement of goods and services. Increasingly, we're also trying to do this without causing harm to others.

Not only do we feel this the 'right' thing to do, but it's a solid response to the concerns we hear from Members who want better, more innovative ways to manage the environmental and social impact of their spend and global supply chains.

One concrete example is the launch of LUPC's new agreement for ethically sourced mobile phones – Fairphone 2. IT supply chains are notoriously difficult to map (the average smartphone passes through almost 400 pairs of hands before landing in those of the average UK consumer), but Fairphone is currently the only ethically sourced Android phone that uses conflict-free minerals and fairtrade gold in its manufacture.

This agreement is supplied by The Phone Co-op, the UK's only licenced reseller of the Fairphone 2. Crucially, The Phone Co-op has also agreed, along with the manufacturer of the phones, to the supply chain clauses drafted by Electronics Watch, the global supply chain monitoring organisation of which LUPC is a founding Member. This should give buyers added confidence that labour conditions have been monitored to protect the employment rights, health and safety of workers in a transparent supply chain.

"This product certainly says something about your values and those of your institution" says LUPC's Director Andy Davies. "And one day, we hope all smartphones will be made this way. That's why our framework agreement with The Phone Co-op is renewable annually, so we can open up our business to new entrants to the market as they come along."

So, how does the Fairphone (with just 100,000 users worldwide) compare to its main rivals from the bigger brands? Of course, Fairphone can't compete with the research and development budget of the better known manufacturers, but Fairphone aims to focus on the longevity of phones to extend their lifespan and improve reparability.

In fact, the full product life-cycle, including safe recycling, and longer usability is a key consideration right from the design stage. If you do buy Fairphone, spare parts and repair tutorials are available to help make your phone useful for as long as possible, plus there are additional features like dual SIM to make the phones more attractive on the secondhand marketplace. Indeed, Fairphone's website encourages users to keep their existing phone until the end of its life, to avoid unnecessary waste!

The new Fairphone 2 agreement will offer savings of 6% against the current buy price of the phone from The Phone Co-op, as well as bulk purchase discounts. It is also open to staff and students who may wish to purchase a more ethical smartphone.

Neither Fairphone, nor any other manufacturer, can guarantee that its supply chains are consistently ethical and protect workers. But through greater transparency of the supply chain, auditable evidence to back up claims, and by taking a different approach to the disposability of most high-performing technology, Fairphone is chipping away to bring social change to the global IT industry. LUPC Members (and those of other HE consortia) now have the opportunity to be part of this, and to work with suppliers to enact changes when issues are uncovered in the supply chain..

More information about this agreement is available for Members at www.hecontracts.co.uk

Read more about Fairphones at www.fairphone.com, and Electronics Watch at electronicswatch.org

FAIRPHONE



Risky business

New research reveals academic attitudes towards global travel and risk, says **John O'Sullivan**



According to new research undertaken by Key Travel, a supplier to the joint consortia agreement for Travel Management Services, the academic sector's attitudes towards global travel are changing. From our recent survey, 41% of respondents stated that global incidents, political unrest and viral outbreaks had impacted the sense of security they feel when travelling, with 40% travelling to certain areas less frequently as a result.

13% said they or a colleague had been affected by an incident while travelling overseas, with many citing that travel to cities such as Brussels and Paris were off-limits following co-ordinated terror attacks and threats by the Islamic State terror group. Among the stand-out factors reducing sense of security and therefore decision to travel, were viral outbreaks, notably Ebola and Dengue Fever, as well as the risks surrounding lone female travel and the reluctance to fly with particular airlines and over certain airspace.

Some respondents claimed they had even considered using video and e-conferencing instead of travelling, while others cancelled travel bookings completely in light of recent events. The survey, designed to capture emerging trends which influence third sector travel preferences, also reported 39% of third sector respondents having to book work-related travel outside of office hours within the last 12 months – demonstrating that flexibility and last minute changes are required by academics when it comes to arranging travel.

Despite the above findings surrounding risk, the reluctance to travel to certain areas, and recent events highlighting the importance of knowing where travellers are, only 9% of respondents were aware of their organisation using a traveller

tracking solution. However, 59% reported that their organisations did carry out risk assessments ahead of booking travel – using both public and professional sources to help inform decisions.

The survey also asked which risk management services were valued the most among organisations, with 24-hour emergency support and the availability of 24-hour booking topping the list, followed by crisis management in the event of an emergency, itinerary management via a mobile app and pre-trip security briefings.

Travel management companies are responding - Key Travel, for example, has partnered with security experts Amadeus and International SOS to offer a range of practical solutions from pre-trip training to tracking and itinerary management and messaging.

But how can travel buyers and their organisations manage the risks of global travel themselves? Our top tips include:

- Start with having the risk policy written up, make it widely available in print and online, and have it embedded in travel policy to ensure that compliance to one automatically means compliance to the other.
- Create a team consisting of one person from each department and make one person responsible for executing that policy and communicating it to the institution's travel management company and other suppliers, to ensure compliance.
- Approach high-risk and low-risk destinations with the same care and attention – the institution and their employees need to be equally prepared for travel to both.

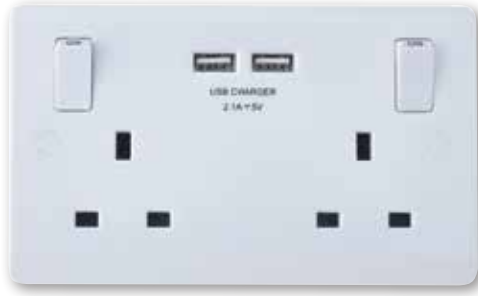
- The message should come from the top, for example the Vice Chancellor or Chief Executive, to ensure that best practice permeates throughout the organisation. This promotes compliance to a policy that should be mandated.
- Assess the health of employees before sending them overseas for periods of time. High blood pressure or cholesterol, medical history – heart attack, stroke – all this and more can be documented. Many people don't even know their own blood type. Mental health, stress and anxiety are also crucial factors.
- Create a link between HR and travel profiles, and ask travellers to update their profile each time they travel. This ensures all personal information is current.
- Continually assess whether security policies need to be changed, so review travel and risk programmes regularly, to ensure they are keeping up with an ever-changing world.
- Material created during debriefs should be used to create a knowledge bank, which becomes part of future briefings so that travellers benefit from the experience of others.

John O'Sullivan is Group Director of Marketing at Key Travel, an approved supplier to the joint consortia Travel Management Services framework.



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Five reasons to switch

LED lighting can offer cost, environmental, design and efficiency benefits, says **Mark Yearnshire**

There has been a lot written about the advantages and benefits of energy efficient LED lighting versus traditional lighting. But just why is switching to LED lighting so beneficial in the higher education sector?

Firstly, LED bulbs and diodes have an outstanding operational life expectancy ranging from 25,000-100,000 hours. This is up to 11 years of continuous operation.

LEDs are different to standard lighting. They don't really burn out and stop working like a standard light. This saves on maintenance time and costs, as there is no need to change lamps for the entire lifetime of the fitting.

Secondly, LED is today's most efficient way of illumination and lighting, with an estimated energy efficiency of 80%-90% when compared to traditional lighting and conventional light bulbs. This means that about 80% of the electrical energy is converted to light, while traditional incandescent light bulbs operate at 20% energy efficiency only, with 80% of the electricity lost as heat.

This can produce huge energy savings and reduce energy bills by up to 50%! This also means that payback for the initial cost of the LED fittings can be achieved within a few years, sometimes sooner.

Thirdly, LED lights are environmentally friendly and free of toxic chemicals. Most conventional fluorescent lightbulbs contain many toxic materials, such as mercury, that are dangerous for the environment. LED lights are also recyclable, thus assisting you to reduce your carbon footprint by up to a third.

Next, LED offers improved performance as it is designed to focus its light and can be directed to a specific location without the use of an external reflector, achieving a higher application efficiency than conventional lighting. Well-designed LED illumination systems are able to deliver light more efficiently to the desired location.

LED lights brighten up immediately when powered on, as opposed to traditional lighting which may take several seconds to reach full brightness.

Also, LED lights can be switched off and on frequently and without affecting the fitting's lifetime or light emission. In contrast, frequent on/off switching does drastically reduce the operational life expectancy of a traditional bulb, lamp or tube.

Finally, LEDs offer flexibility and can be combined in any shape to produce highly efficient illumination. Individual LEDs can be dimmed, resulting in flexible control of light, color and distribution. Some LED fittings can be controlled from a smartphone application or other electronic devices.

Well-designed LED illumination systems can achieve stunning lighting effects, and can drastically improve the learning environment by making buildings brighter and creating more natural light.



Before LED installation at University of Birmingham



After

LEDs are extremely durable and built with sturdy components that are highly rugged and can withstand even the roughest conditions. Because LED lights are resistant to shock, vibrations and external impacts, they make great outdoor lighting systems.

LED illumination produces little infrared light and close to no UV emissions. Because of this, LED lighting is highly suitable not only for goods and materials that are sensitive to heat due to the benefit of little radiated heat emission, but also for illumination of UV sensitive objects or materials such as in museums or art galleries/studios.

The consortia framework for Electrical Materials & Associated Products enables institutions to receive all these benefits and make considerable savings on the purchase of electrical goods and lighting.

One institution that has taken advantage of this framework in order to switch to LED lighting is the University of Birmingham. Recently, Amble Electrical supported the University of Birmingham in providing LED replacements for 500 fittings in their Medical School, the Wolfson Centre for Medical Education (see pics).

The fittings were specific to the requirements of the University, and were supplied with a specially made bezel fitting to adapt to the existing fitting holes. The LED lighting solution delivered an energy saving in excess of 50%, and reduced maintenance with no need to change lamps.

The University also saved £23,600 on the fittings against the specified product quotation.

Mark Yearnshire is Director at Amble Electrical, an approved supplier to the consortia framework for Electrical Materials & Associated Products.



The future for formaldehyde

Laboratory managers and purchasers need to adapt, following restrictions on the use of formaldehyde say **Steve Robertson** and **Andrew Cowen**.

For many years, safety cabinets, laboratory equipment and containment laboratories have been fumigated using formalin, a colourless solution of formaldehyde in water, used chiefly as a preservative for biological specimens.

Formaldehyde vapour is an extremely effective biocidal agent. Whilst the detail of formaldehyde fumigation technology has changed over the years, the principle has not. Successful formaldehyde fumigation relies on boiling formalin and water in purpose built kettles and dispersing around the cabinet or laboratory to be fumigated.

However, formaldehyde is a Schedule 1 chemical under the Control of Substances Hazardous to Health (COSHH) Regulations. Since 1 January 2016, it has also been classified as a Category 1B carcinogen meaning certain restrictions apply to its use. It will only be able to be used for professional purposes, and it can only be put on the market by a registered supplier. It will have to be labelled appropriately for its chemical categorisation and therefore used in a competent manner.

Whilst formaldehyde has an extremely good biocidal record against a large range of microorganisms, it needs to be treated with caution and its use restricted to fumigation professionals who can carefully manage the practical issues of its use as a fumigant, including the need to maintain the temperature and humidity conditions necessary to gain maximum efficacy; and the need to manage either the discharge of the formaldehyde vapour or its chemical neutralisation.

Crowthorne recommends chemical neutralisation within the fumigated space to avoid the risk of even controlled discharge and more particularly the risk of re-entrainment – when air being exhausted from an environment is immediately brought back into the system through the air intake and other openings.

The use of formaldehyde for cabinet or laboratory fumigation is currently within the scope of biocide regulation provided that it is used by a professional and the formaldehyde sourced properly. However, it is likely that over the coming years its use will be further restricted, probably to contexts where no other technology can provide comparable efficacy.

The major competing technology is the use of hydrogen peroxide in gaseous form. Hydrogen peroxide is not the subject of the same safety issues as formalin and where used as a decontaminant, breaks down into water and oxygen avoiding the need for controlled discharge or chemical neutralisation. It is, however, less mobile than formaldehyde presenting limitations on its use in containment laboratories and, at present, there is no depth of independent outcome data when compared to formalin, particularly in an emergency fumigation context.



Crowthorne's recommendation is to ensure that all new safety cabinets have a hydrogen peroxide capability even if there are also formaldehyde vaporisers fitted. Hydrogen peroxide capability can be effected by either having a built-in system preferably with a fan/catalyst unit to pull fumigant through filters or to have adapters necessary to use an ever increasing range of external equipment.

For laboratories, the future of formaldehyde fumigation offers less options due to the limitations of alternative technologies.

Fortunately Crowthorne, alongside other consortia framework suppliers, are able to offer expert fumigation services for both formaldehyde and hydrogen peroxide through the joint consortia agreement for Laboratory Equipment Maintenance & Repair Services Agreement (LEMS), and the

agreement for Laboratory Equipment Supply, Installation, Delivery and Post Installation Services.

Suppliers can advise on the suitability of either chemical for specific cabinet and/or laboratory situations, and provide a range of services including containment laboratory evaluation, commissioning and validation; emergency fumigation cover to include annual compliance inspection; review of customer fumigation protocols for either technology; planned fumigation for shut down, refurbishment or other purposes; and fumigation efficacy studies.

“Crowthorne recommends all new safety cabinets have a hydrogen peroxide capability.”



Steve Robertson is Director and **Andrew Cowen** is Chairman at Crowthorne Hi-Tec Services, an approved framework supplier for laboratory equipment maintenance services.

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Read more about our laboratory maintenance agreements at www.hecontracts.co.uk

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Getting to know you

We asked **Mark Affection**, Senior Service Development Specialist at University of Greenwich to interview **Raj Dattani**, Senior Technical Design Engineer at Reflex Ltd, and approved supplier to the consortia AV framework.



Mark Affection (top right)
Raj Dattani (right)

Tell me about an average day as a Technical Design Engineer?

I'm not sure there is such a thing as an 'average day'! Each project is so varied. Projects that are underway may need some 'tweaking' as they unfold and I often start the day with a list of these actions. If I'm working on a complete technical design, for example a new build or installation, I'll be jumping in the car and off to a site visit. There's nothing like being physically in the space to gain a better understanding of what functionality is required. So you could find me working from the office, on-site or even parked in a London coffee shop.

What are the main things to include when creating technical designs proposals, quotations and giving technical advice to universities?

The first, and I'd argue most important, question I ask is 'How will this space be used?' Having a solid understanding of the use from an end-user's point of view, along with any potential factors that may affect how the system might perform, is vital.

Although it doesn't sound very exciting, producing quotes and supporting documentation such as system schematics and system narratives for the customer really helps them to understand the quoted design better.

Can you tell me about the project that you are most proud of being involved in and why?

That would have to be the Engineering Building project at Queen Mary University London where I worked directly with the end-users and end users' project management and estates team. I was not only tasked with designing the audio-visual solution, but also worked extremely closely with Dalen (another consortia-approved supplier) in producing nine custom collaborative desks for group work, with furniture integrated technology (F.I.T).

The AV system included 10 touch panels, 38 displays and 36 separate RF audio channels all operating in a space 15m x 20m and catering for 72 students studying specialised engineering subjects. It was a challenging and very interesting project.

Does the higher education market have any technical requirements that differ from other markets?

Many aspects are the same but the one thing that sets higher education apart is the greater demand for integrating lecture capture and live streaming - both audio and video.

This requirement can demand a high level of technical design because it is crucial that the camera and microphones are installed in the correct positions. This is especially true within large lecture theatres or collaborative teaching spaces, as there is often no static capture position, meaning the optimum positions need to be calculated.

This differs from a boardroom environment where the conferencing systems camera and microphone are likely to be static in a fixed 'front of house' position.

So did University of Greenwich present you with any challenges, and if so, how did you tackle them?

When I was working on the alteration to the large lecture theatre audio system at Stockwell Street campus, the challenge was to make the audio and, in particular, the voice reinforcement element, more intelligible. There was no doubt that the space needed acoustic treatment. However working with our audio supplier we modelled the space in an audio simulation software package. This helped me design a solution using a second pair of line-array loudspeakers in the theatre. Combined with re-locating the current front of house arrays, we achieved a higher gain before feedback, with more voice intelligibility, even before the university applied the acoustic treatment.

What's the one thing universities could do to make sure we get the best out of their Technical Design Engineer?

Talk to us early on! Get the AV designer involved from the start of any project, initial design stage and onwards.

What was your last piece of tech you bought for yourself and why?

I'm a bit of a music buff, so I do love my AKG on-ear headphones, for listening to great music on the move from my iPhone.



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Let's talk...

Kat Humphries, Senior Procurement Manager at Ensemble Purchasing

How long have you worked at Ensemble Purchasing? I started at Ensemble Purchasing in January 2016 when it was first set up and I actually named the company! I currently work on behalf of the Royal College of Music, Royal Academy of Music and Trinity Laban Conservatoire of Music & Dance.

How did you get into procurement?

My undergraduate degree was in engineering but I decided it wasn't for me, so I completed a management postgraduate degree which enabled me to join the OGC's Government Procurement Graduate Scheme. I have been working in public sector procurement ever since.

What do you most enjoy about your job?

The variety that comes with the job, from setting up the basic procurement infrastructure, to writing strategies, to supporting tenders for musical instruments, construction work, mobile phones etc.

What's the most difficult aspect?

The variety that comes with the job. It can be a challenge to juggle so many different tasks, stakeholders and workplace cultures.

If you weren't in procurement, what would you be doing? I always thought I'd like to have my own business like a deli, or a bookshop or maybe a small café in the Scottish Highlands selling cake and pints of tea.

What's the most interesting item or service you've had to buy? I'm a music lover (and very amateur musician) so being involved in the purchase of the Royal College of Music's new organ was great. I learnt a lot about the installation of organs! In general though, I find most services are pretty interesting to buy; when I'm working with colleagues on creating specifications I always find that I learn something new and there are always aspects to the way universities operate of which I am completely unaware.

Ensemble's members are all members of LUPC – what do you think have been the main benefits of joining the consortium?

The organisations I work with have a relatively small procurement spend and limited resources to run full-blown tendering processes. Using LUPC framework agreements gives them a reliable, safe and

fast route to market without having to possess in-depth procurement expertise.

What are the key challenges ahead for your institutions? I am the first professional procurement resource any of these organisations have had and I will undoubtedly be changing the way my colleagues have been working for decades. This, as with any change, will come with a certain amount of pain, but I am certain that the benefits will become clear in time!

What achievement are you most proud of (and why)? I've recently set up a branch of the Women's Institute in Tooting (where I live). In London it can be really difficult to get to know people locally and we've had over 250 women contact us to get involved.

What was the last film you saw/book you read? I am in the middle of a book called *Helen* by Maria Edgeworth. I was drawn to the book when I found out that Edgeworth, who was a contemporary of Jane Austen, was the literary celebrity of her day and was extremely successful in her lifetime and yet I had never heard of her.



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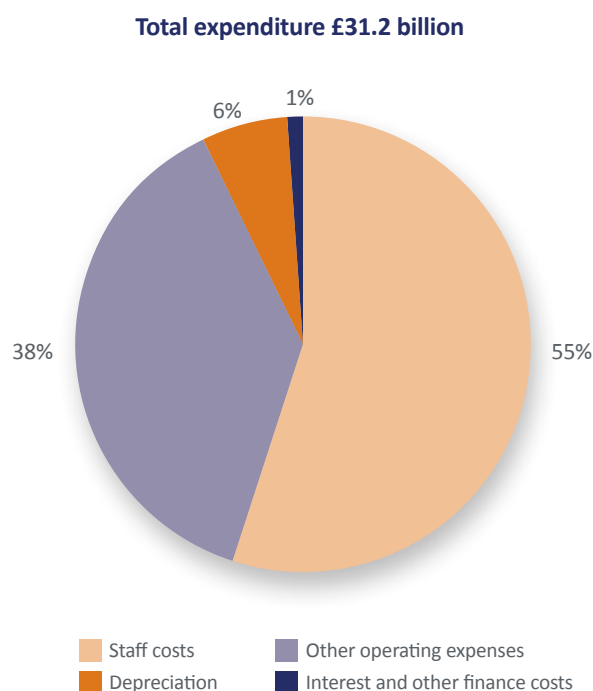
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Higher Education: Facts and Figures

Universities UK has published its annual statistical round-up of the UK's higher education sector.

- 13% of undergraduate students, 38% of postgraduate students and 28% of academic staff are from outside the UK.
- In 2015, the unemployment rate of graduates was half that of non-graduates (3.1% versus 6.4%).
- 22% of 18-year-olds from the areas of lowest higher education participation in England have applied to university in 2016, compared to 12% ten years ago.
- UK government spending on research and development is consistently below the OECD average as a proportion of GDP. Public expenditure on higher education as a percentage of GDP is average globally (1.2%) but lower than major competitors: USA (1.41%); Canada (1.47%), France (1.26%) and Germany (1.22%).
- 16% of research and development funding received by UK universities in 2014–15 came from overseas sources – the majority (£0.8 billion) from within the EU.
- One third of all UK higher education providers have an annual income of up to £100m, and two thirds of providers have an annual income above £100m.
- Total expenditure across the sector is £31.2 billion annually.



Figures taken from Higher Education in Facts and Figures 2016 available at www.universitiesuk.ac.uk/facts-and-stats/data-and-analysis

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