

## Changing the world one tender at a time



**CARBON  
OFFSETTING AND  
VALIDATION SERVICES**



**FRAMEWORKS AND  
THE PROCUREMENT BILL:  
A REVOLUTION OR MORE  
OF THE SAME?**



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System management and development; collection, analysis and reporting of member and supplier data

## Welcome to the summer edition of Linked Magazine



It was great to be able to meet with members and suppliers once again in June at our first in-person LUPC & SUPC Conference since 2019. There was a real buzz to the event, being the first opportunity for some time for members and suppliers to network, and everyone seemed to love the new venue. You can read a summary of the conference and view our highlights video on page 11.

Our main article on page 12 features our Board Member, Olga Martin-Ortega, and her widely recognised work on public procurement, human rights and due diligence, which we all benefit from.

Responsible procurement is becoming embedded within everything we do. We have recently launched our Responsible Procurement Strategic Plan and our Environmental Policy, which includes a goal to be a net zero company by the end of 2022/2023. The Higher Education Themes, Outcomes and Measurement framework (HE TOMs) is also now available providing guidance on weaving social value into the procurement of goods and services. You can read more about both of these items in our Responsible Procurement News section on page 6.

We have another packed edition of Linked magazine for you, it includes our standard items such as LUPC news, latest activity in

responsible procurement, commodity updates, plus Procurement 101 which focusses on procurement pipelines. We also have our member interview with Janet Albion of the National Nuclear Laboratory, who presented a fantastic conference session on delivering value through your procurement function. Legal supplier, Eversheds Sutherlands, discusses the potential changes in the use of frameworks arising from the Procurement Bill (page 18), and we provide an update on what LUPC is doing regarding the procurement of carbon off-sets (page 16).

As many of us continue to work predominantly at home, you can read about making the best of working from a small space on page 23.

Finally, we are pleased to announce that this year we are in a position to be able to return some of the 2021/22 subscription (24%) to full members. This can be used as a credit towards your annual membership payment for 2022/23.

A credit and invoice will be issued by early August. Our annual subscription fee for LUPC membership has remained unchanged for 13 consecutive years now.

If you would like to discuss anything with regards to your membership, please contact either myself or [Suzanne Picken](mailto:s.picken@lupc.ac.uk).

## COUP 2023 UPDATE

UK Universities Consortia (UKUPC) partners LUPC & SUPC are teaming up to deliver the first post-Covid Conference On University Procurement (COUP) in September 2023.

### What is COUP?

- The only HE-specific national conference on procurement,
- An exciting line-up of professional development sessions and insights,
- An 80+ stand exhibition of framework suppliers,
- Lots of opportunities to connect with attendees through the conference CPD programme and social activities.

### When and Where

**5-8 September 2023** (exact timings to be finalised). We're currently confirming the venue and will share the details in due course.

### \*Suppliers

Booking and sponsorship packages for COUP 2023 will be announced in Autumn 2022! If you would like to express initial interest in headline and supporting sponsorship opportunities now, please email Suzanne Picken [s.picken@lupc.ac.uk](mailto:s.picken@lupc.ac.uk)

\*Only organisations that are suppliers on UKUPC agreements at the time of COUP 2023 will be able to participate.





## LUPC welcomes new deputy director, Jasbinder Sandhu!

[Jasbinder \(Bindi\) Sandhu](#) is our new **Deputy Director**, replacing Emma Keenan. She joins us from the University of the Arts London (UAL) where she was Head of Procurement. We are delighted to welcome Bindi to the team!

### Membership Rebate

We are pleased to announce that this year we are in a position to be able to return some of the 2021/22 subscription (24%) to full members. This will vary from £540+VAT to £1,728+VAT dependent on the size of your non-pay spend. This can be used as a credit towards your annual membership payment for 2022/23. Both the credit note for 2021/22 and invoice for 2022/23 will be issued in August. We are also keen to point out that the annual subscription fee for LUPC membership has remained unchanged for 13 consecutive years. If you have any queries about your membership, please contact [Suzanne Picken](#).



### LUPC welcomes new member - Richmond, the American International University in London!



The latest university to join LUPC is Richmond, the American International University in London

We warmly welcome Richmond to our consortium!

### Market Insight Document



The latest quarterly [UKUPC Market Insight Document](#), providing detail on what is happening in national and international supply chains is now available, LUPC members will be able to download the document in the link provided by logging in when prompted.

### UKUPC Impact statement

LUPC is pleased to bring you the 2020/21 UKUPC (UK Universities Purchasing Consortium) Impact Statement, highlighting how institutions have benefited through consortia collaboration.

### Latest on the Procurement Bill

The Procurement Bill is passing through the committee stage in the House of Lords during June and July. Every clause of the bill must be agreed to and votes on any amendments can take place. To keep up to date with each stage of the Procurement Bill, you can view full information here on the [parliament.uk website](#).

- A summary of each of the five days of the committee stage (4th, 6th, 11th, 13th and 18th July): where Members of the Lords continue their detailed check of the Procurement Bill.
- A text of proposed changes.
- How to watch live on Parliament TV.
- The Lord Handsard transcript (available from three hours after the debate).

The information includes:

### UKUPC Webinar Loneliness and Connection

Loneliness has had a huge impact on our physical and mental health during the pandemic and we have explored this theme with our UKUPC Webinar: Loneliness and Connection which is being hosted by the Higher Education Purchasing Consortium Wales (HEPCW). Catch up on the recording here [UKUPC Webinar Loneliness and Connection](#).

### Microscopy and Imaging Equipment framework

The re-let of APUC framework for Microscopy and Imaging Equipment went live on Tuesday 31st May 2022 and will run until 30th May 2025 with the option to extend for up to a further 12 months. The framework includes all the key suppliers in this market, available under several distinct lots. The agreement includes solutions designed for specialist medical and surgical applications, such as colposcopes, surgical loupes and neurology work and research. Please contact [Antonio Ramirez](#) if you would like to know more.

### Ceremonial and Graduation Gown, Photography and Event Services

After the successful completion of the Ceremonial and Graduation Gown, Photography and Event Services tender; the new agreement is now live and will run until 30 June 2026.

The agreement comprises of 3 lots:

- Lot-1-Graduation Gown Hire and Purchase.
- Lot-2-Photography and Media Services.
- Lot-3-One Stop Shop.

Full details can be found [here on HE Contracts](#) including supplier details and all relevant documentation.

If you require further information, please contact [Justin McLoughlin](#).



### Events

**Heads of Procurement Meeting** 30 Sept, 28 Oct

**LUPC's Ultimate Guide to Procurement Best Practice**  
8 Sept, 5 Oct. You only need to register once for the whole course, if you haven't already [Register now](#).

**Legal Services Webinar: Commercial Law**  
13 Sept

**LUPC & SUPC Responsible Procurement Group Meeting** 22 Sept



scan here to find out more  
or contact us on 0800 066 5552



## LUPC launches Responsible Procurement Strategic Plan and commits to achieving net zero

We have finalised our new [Responsible Procurement Strategic Plan](#), setting out our responsible procurement activity for the next 12 months, and how we will meet our requirements within the LUPC Corporate Strategy in this area. The plan was developed in consultation with the Board, Executive Committee, and Heads of Procurement from our membership.

The key objectives of our Responsible Procurement Strategic Plan commit LUPC to:

- Implement effective supplier and supply chain due diligence, utilising the Sustain Supply Chain Code of Conduct for all our suppliers, as well as assisting our members in their commitments to combat modern slavery;
- Communicate our activity regularly through media, events, and training opportunities;
- Investigate opportunities for collaboration with appropriate bodies where learning can be shared across the three pillars (Environmental, Social, Economic);
- Provide 1:1 and group support to our members via our dedicated responsible procurement lead;
- Lead by example to deliver net zero for LUPC and work with suppliers and our members to help them achieve their



- net zero emissions targets and their commitments to combat modern slavery;
- Improve the Equality, Diversity and Inclusion (EDI) understanding of our staff and our members.

In line with our Responsible Procurement Strategic Plan, we have also developed an [Environmental Policy](#) to mitigate the environmental impact of our activities. A key commitment within this policy is to be a net zero company by the end of 2022/2023. To enable this, we have created an [LUPC Carbon Emissions Report 2020-21](#) as a preliminary exercise to finalise the methodologies and calculations required from the 2021-22 academic year onwards. The next report covering 2021-22 will set the baseline from which we can measure our progress and calculate our offsetting requirements.



*“As a leader in responsible procurement it is only right that we commit to becoming a net zero company at the earliest possible opportunity. Delivering on the objectives of our Responsible Procurement Strategic Plan is a top priority for LUPC.”*

Don Bowman, Director, LUPC

## Launch of the HE TOMs guidance and measurement framework

The [Social Value Portal](#) has launched its official [\\*Social Value guidance and measurement framework](#) specific to the Higher Education (HE) sector. Helping HE bodies to capture, communicate and emphasise the full value of activities where they support their local economy and community, it also empowers and informs organisations so that embedding Social Value when procuring goods and services is a simpler process.

This includes initiatives such as:

- helping people into employment,
- using local suppliers,
- actively promoting opportunities for disadvantaged groups, or
- making sure that the organisation is operating in as sustainable a way as possible.



The guidance has been created in partnership by Social Value Portal, and [UKUPC](#) and some of its member institutions, who formed a 17 strong HE Social Value Taskforce in 2021 in recognition of the challenges faced by HE bodies when introducing Social Value into procurement. The Taskforce’s brief was to create a simple, robust and workable measurement framework specifically tailored to the HE sector.

For the background to the HE TOMs and where to start, members can log into our website and [download this UKUPC document](#), and for full information on how to apply the TOMs in practice and a 7-Step approach to integrating Social Value into procurement, [\\*download Social Value Portal’s free copy of the Higher Education TOMs guidance](#).

\*Only available to members, access requires logging into the LUPC website to download

## LUPC & SUPC Responsible Procurement Group meeting



The LUPC & SUPC joint Responsible Procurement Group meeting took place on 24th May, joined by over 40 members. Michael Flagg, Systems Manager and Data Analyst at LUPC, presented on scope 3 carbon emissions calculations and reporting, and we provided updates on responsible procurement activity from LUPC, SUPC and UKUPC. Minutes and slides from the last LUPC & SUPC Responsible Procurement Group meeting have been issued to the attendees, please contact [Marisol Bernal](#) if you would like a copy.

Katherine Bojczuk, Head of Sustainability at University of Westminster, is the new LUPC chair for the joint Responsible Procurement. With a background in environmental management and economics, Katherine has worked as a Sustainability Manager for the Zoological Society of London (ZSL), and as a Technical Sustainability Consultant at Oakdene Hollins, an environmental research and policy consultancy. She is currently responsible for developing and leading the University of Westminster’s sustainability strategy.



Marisol Bernal, LUPC’s Responsible Procurement Lead

## Responsible Procurement Placement at Birkbeck, University of London

I have started my placement at Birkbeck, University of London, which is my sixth placement with a member organisation.

During the 10-week placement I will work with Karim Meghani, Procurement Manager at Birkbeck, on the following projects:

- Explain and guide the implementation of Electronics Watch tools, including understanding of their affiliation and how to get the most from this.
- Review their modern slavery statement and work on their objectives
- Support their modern slavery group and their modern slavery due diligence activity, and
- Start a plan for their new responsible procurement strategy.



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## OUR MOST SUSTAINABLE IN-PERSON CONFERENCE YET

The LUPC & SUPC Conference 2022 was our most sustainable in-person conference yet. It involved a zero-waste menu, a mobile conference app and teaming up with [Plan Zheroes](#), a food donation platform which enabled us to donate certain surplus food from the conference to a local charity, the Gospel Church of Jesus Christ.

As part of our commitment to embed responsible procurement in everything we do, we developed a questionnaire specific for etc.venues, our conference venue, to understand its sustainability initiatives and the working conditions of those working on the day of the conference.

The questionnaire consisted of 15 questions, where we asked about their approach to food waste, surplus food from the event, the use of external agencies for catering, cleaning, security and other support staff and their general working conditions.

During this exercise we had the opportunity to engage with etc.venues and decided to carry out the following specific activities:

- Eliminate the use of single use items.
- Choose a zero-waste menu.
- Team up with Plan Zheroes to donate any surplus food from the conference to local charity, the Gospel Church of Jesus Christ.

We were keen to eliminate paper usage wherever possible and not to be left with surplus conference items. We achieved this by swapping printed programmes for a handy mobile app. We also advised members that we would not be providing the usual conference tote bags, pads and pens and requested they bring their own to avoid waste.

With regards to sustainability from an exhibitor perspective, we asked all exhibitors to be mindful of the environmental impact of any

giveaways they wished to distribute at the conference. We requested that all promotional items be as friendly to the supply chain and the environment as possible and that no single-use plastic products be distributed.

### Food for thought (literally)

At LUPC, we want to make sure we promote good sustainability practices and reduce the environmental impact in all our activities. This was our first in-person conference since 2019 and it will serve as a foundation to ensure our future events are as sustainable as possible.

For this year's conference, we worked with the venue to donate any surplus food, predominantly uncooked, such as produce and dried goods as

well as tea, coffee, biscuits and croissants. It is difficult to donate all unused cooked food due to food safety and hygiene regulations. Food wastage can be minimised if we are able to provide accurate attendee numbers to the venues we book as this prevents too much food from being prepared. However, it is not always easy to do this, as it is tricky to know how many registered attendees will not show up on the day. Let's work together to reduce food waste. When booking your next in-person event be mindful about letting the organisers know if you can't make it, no matter how short notice, as this could make a difference!





## Sustainable Technology and Support for Higher Education

HP is committed to creating lasting, positive change for the planet, its people, and the communities where we live, work, and do business.



As an IT partner of choice to the UK Education sector for nearly 30 years, Stone has the knowledge and experience needed to support universities in building an effective, connected, and secure digital education space that empowers educators and where students can thrive, no matter their location.

Utilising extensive in-house capabilities, and our trusted partnerships with leading names such as HP, Microsoft, Intel and more, we can deliver a bespoke solutions, dedicated account management and trusted remote support to help you.

We're also placed on a number of frameworks that are pivotal to the sector, including the SSSNA, JISC, NDNA, CPC and more; an endorsement of our commitment to making a positive impact in Higher Education, fair pricing and maximising value for our customers.



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## HIGHLIGHTS OF LAST MONTH'S LUPC & SUPC CONFERENCE 2022

*"The entire experience was superb!"* LUPC & SUPC Conference delegate

Just a little over a month ago, on 8th June, we had the pleasure to host our annual LUPC & SUPC joint conference.

It was great to see members and exhibitors face-to-face for the first time in two years. We hope you enjoyed it as much as we did! **Over 350 members, consortia staff, expert speakers and framework suppliers** came together to reconnect at our brand new venue.

The overwhelming response in our post conference survey was that networking was the key benefit to attending; with a number of delegates referencing meeting with suppliers being particularly valuable.

*"The highlight for me was networking with stakeholders from other organisations and meeting with suppliers face to face."* Elena Andrian, Category Manager, Queen Mary University of London (LUPC & SUPC delegate)

*"A really well organised and well represented conference. As an exhibitor I took a lot away and very much enjoyed the engagement."* Tim Lusher, Citron Hygiene UK Limited (LUPC & SUPC Conference exhibitor)

We held **fourteen sessions on thought-provoking subjects** ranging from delivering innovation,

commerciality, and successful change within procurement to risk and resilience in challenging times. Thank you to all our knowledgeable speakers for their insight, we all got a lot out of it!

*"A really insightful, motivational and interesting session from which I will take away a lot to help me in my day job."* LUPC & SUPC Delegate

### Presentation Slides Now Available!

If you registered for the conference, you can access all presentation slides from the day on the Whova App under 'Documents' or download them via our website [here](#).

### Conference Highlight Video

*"The atmosphere was fantastic after 2 years of virtual events."* LUPC & SUPC Conference delegate

To get a taster of the day, have a look at our conference highlights video below





# CHANGING THE WORLD ONE TENDER AT A TIME



The results of the [Research Excellence Framework 2021 \(REF21\)](#), an assessment of the excellence of research in UK higher education providers, are out, with the University of Greenwich's research being rated by the panel as world leading. Olga Martin-Ortega, Professor of International Law and BHRE Research Group Lead at the University of Greenwich; member of the Board of Directors of LUPC; and member of the Board of Trustees of Electronics Watch and the Corporate Justice Coalition (UK) provides an overview of her activity that contributed to this recognition.

**T**he Impact Case Study (ICS) I submitted titled 'Protecting and Promoting Human Rights in Public Supply Chains in the UK, Europe and around the globe' reflected ten years of scholarly and knowledge exchange work on public procurement and human rights. A work which I could not have done without the fantastic team at **LUPC** and **Electronics Watch**.

My work on public procurement, human rights and due diligence has been instrumental for the development, both in the UK and internationally, of public buyers' responsibilities towards the human rights of those working in their supply chains. According to the International Labour Organisation (ILO, 2017) there are over 40 million people in modern

slavery (24.9m in forced labour) producing goods and providing services through global supply chains.

My research has had a decisive impact through three pathways: on national and international law and policy development (Pathway 1); UK and international public buyers' supply chain due diligence practices to prevent modern slavery and human rights abuses (Pathway 2); and civil society's efforts to promote transparency in the electronics industry, improve working conditions for thousands of workers and provide remediation for violations (Pathway 3).

**Pathway 1: Impact on public policy and normative developments: Shaping the roles and legal responsibilities of public bodies towards the human rights of those in**

**their supply chain and mainstreaming human rights due diligence.**

Over the years, I have engaged with multiple public bodies, in the UK and beyond, public procurement professionals and local government. Through this work I have not only raised awareness of the urgent need

to address the risks of human rights violations in our supply chains, including forced labour and human trafficking, but I have managed to engage individuals and organisations to change the law, policy and practice to guide public bodies to buy goods, services and works without harming others. Through this work our impact has led the UK government to publish its [Public Procurement Note-Tackling Modern Slavery in Government Supply Chains](#) (PPN 05/19, Cabinet Office, September 2019) which mandates all Central Government Departments, Executive Agencies and Non-Departmental Public Bodies to follow guidance. This is in part based

on the pioneering [Guide for Public Procurement Practitioners: Protecting Human Rights in the Supply Chain](#) (CIPS, 2017), I developed with Andy Davies, during his time as Director at LUPC. I was there when the government took its decision to publish its [Modern Slavery Statement](#), covering around £50 billion of annual spending (March 2020), encouraging and providing feedback on its draft to the Home Office Modern Slavery Unit. The House of Lords discussed the real challenges of addressing the consequences of our purchasing decisions in our supply chains, and how to shape the law, in order to provide responses and influence the recommendations

of the Independent Review of the Modern Slavery Act (MSA). I had proposed a review of the law in my research and this was subsequently recommended in the [final report and recommendations of the independent review of the Modern Slavery Act 2015](#).

At international level, my most proud achievement has been to draft with LUPC Director, Don Bowman, the [Guidance for OSCE Procurement on Combating Trafficking in Human Beings and Labour Exploitation in Supply Chains](#). This will be a game changer, not only for the OSCE but also for the procurement practice of other international organisations



*"We are so fortunate to have access to Olga's expertise and knowledge of human rights within the supply chain and are really pleased to see her work in this key area being recognized. We have worked alongside Olga for several years now and are glad that our members can really benefit from this."*

Don Bowman, Director, LUPC



and national governments. Public procurement is having to confront its own obligations of due diligence in public supply chains, [as due diligence becomes the cornerstone of prevention and protection of human rights in supply chains](#). LUPC and the [BHRE](#) will be there to support and guide public bodies in this journey.

**Pathway 2: Impact on professional bodies, public sector agencies, practitioners and delivery of professional services: Changing organisation's policies and professionals' buying practices and development of specific tools to protect and promote human rights in their supply chain.**

I have found this work particularly satisfying. Interacting with public procurement professionals, supporting their capacity to build on modern slavery and human rights, and learning from them in the past years has been a most enriching experience. Through the [Higher Education Procurement Association \(HEPA\)](#), and thanks to the pioneering work of former LUPC Deputy Director, [Emma Keenan](#), I have trained over 100 UK Higher Education public buyers. We have transformed the sector's response to the MSA [s. 54 Transparency in Supply Chains] and propelled the publication of Modern Slavery Statements by many Universities. This is a result of the Responsible Procurement Engagement Fora and Symposia I organised in Greenwich (2014, 2015, 2017 and 2019), an [e-learning suite](#) and multiple Guidance documents produced with HEPA, LUPC and [CIPs](#), including the latest on [Preparing a Slavery and Human Trafficking Statement: Guidance for Higher Education and the wider Public Sector Higher Education Sector \(2022\)](#), written with [Martina Trusgnach](#) and [Marisol Bernal](#), [LUPC's Responsible Procurement Lead](#). LUPC's modern slavery statement was not only the first one to be published in the sector, but it has now become a model for many in Higher Education and



beyond. You can read the BHRE reports and analysis of good practice [here](#).

Our work has also supported local authorities' efforts to publish annual Modern Slavery Statements (MSS) on a voluntary basis, with reporting going from 33 local authorities in the financial year 2017/2018 to 140 in the financial year 2019/2020, due in part to my work which the Local Government Association (LGA) has explicitly credited in their support letter to the REF Impact Case Study. Again, training, [analysis](#) and guidance ([Aide Memoire](#)) were key for this impact. LUPC led the pilot of the human rights and modern slavery risk assessment tool Equiano, in which the LGA also participated, and which granted us a nomination to the [Green Gowns Awards](#) in 2019.

Finally, in this Pathway, I could not forget to mention the [International Learning Lab on Public Procurement and Human Rights](#), a community of practice with over 500 public buyers, academics and practitioners across the world, which I co-founded and currently

coordinate with [Laura Treviño-Lozano](#). Laura is a member of the [SAPIENS](#) (Sustainability and Procurement in International, European, and National Systems), an EU funded Marie Slodowska-Curie Network where I lead the work on public procurement and human rights.

**Pathway 3: Impact on specific working conditions and labour rights of workers in the electronics industry: overall improvement of working conditions and remediation of abusive recruitment violations which put workers at risk of modern slavery:** This Pathway brings together the most valuable impact that any academic work can have: contributing to bringing real change to real lives. Academic articles, policy papers, new legislation; these only make sense if people's lives are improved, and in the case of human rights abuses in global supply chains, if we can prevent and mitigate harm, remediate it, and make those responsible accountable for their harmful actions. This work would not have been possible

without [Electronics Watch](#), with which LUPC has been affiliated from the start. In 2015, I helped draft the Electronics Contract Conditions that allow public sector buyers to engage with Electronics Watch, the factories where the products they procure are manufactured, and the civil society and worker representatives on the ground, to improve working conditions and guarantee that our public procurement decisions do not perpetuate situations of abuse. Through my work with Electronics Watch, public sector buyers in the UK, Europe, and beyond, are aware of the working conditions in their supply chain and can engage to resolve disputes. Public buyers, including LUPC, are key to the work Electronics Watch and its monitoring partners on the ground do on the field, and I am so proud to be able to be a vital part of it as a member of the Board of Trustees and soon as Senior Advisor- Director



of Research (Remediation Project). Together we have made significant progress in factories in Indonesia, [Thailand](#) and [Malaysia](#) to implement measures to improve the health and safety conditions in factories where workers were suffering respiratory illnesses through exposure to the toxic cleaning solvents. We have obtained remediation for thousands of workers in

debt bondage, including returning their passports and work permits which had been confiscated, full reimbursement of abusive recruitment fees and illegal wage deductions, and payment of back-wages. This is the real value of research; this is what real impact looks like and this is what earned our research 4 stars!

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# CARBON OFFSETTING AND VALIDATION SERVICES

LUPC is looking to implement a national route to market for carbon offsetting and validation services working in conjunction with [The Energy Consortium \(TEC\)](#) and [EAUC](#). Justin McLoughlin, Senior Category Manager at LUPC, explains the current situation and where we are headed.

## Carbon Offsetting and the HE Sector

In January 2021, the COP26 Universities Network released [this briefing on offsetting for the UK Further and Higher Education sectors](#).

Some of the key messages for the HE sector include:

- Reducing emissions must always be a priority;
- Institutions should establish robust principles;
- The quality and integrity of offsets must be assessed with care;
- Consider the social and biodiversity related impacts;
- A progressive transition to

effectively permanent carbon storage needs to be central to any sustainable offsetting strategy;

- Standardised reporting across the sector should improve data quality and help track reductions;
- Educational opportunities can be unlocked.

As institutions progress towards their net-zero target date, it is expected the number of members who wish to offset carbon will continue to grow as further funding requirements come into place.

### Inherent Risks of Carbon Offsetting

Due to the nature of the emergent carbon offsetting market, there are inherent risk factors in any

engagement with organisations offering carbon offsetting assistance. These range from greenwashing techniques through to misleading accreditations.

**Offsetting often relies on projects** which take time to mature and deliver their impacts. This can lead to a misalignment in accounting for offsets.

There are numerous standards and the implementation of these can be confusing, misleading and potentially enable exploitation by companies to falsely claim they are making positive steps in their route to net zero. As a sector, and referring back to the key messages from COP26, an industry wide approach to robust standards and how we implement

these against our own road to net zero is key in mitigating against these risks.

There are many other considerations to take into account with the [World Economic Forum site](#) offering an informative breakdown of these.

### EAUC Pilot Project

To support the recommendations of the COP26 Universities Network, [EAUC](#) established a “Carbon Coalition” pilot programme with seven institutions utilising a fund manager to offset emissions, leveraging combined buying power and knowledge. Each institution had to meet Conditions of Entry before being accepted to join the Carbon Coalition.

The pilot created an Advisory Board made up of experts, practitioners, and scientists from the education sector. This Board agreed a scoring criteria and

methodology that offsetting projects were assessed against, by the appointed Fund Manager, in order to become part of the [Carbon Coalition Portfolio](#).

By utilising expertise within the FE/HE sector the Advisory Board provided confidence to institutions in what is a very complex, expansive area which has its own inherent risks.

Principles of Offsetting information for the sector on carbon credits have been developed to support FE/HE organisations.

Further information on the pilot project can be found on the [EAUC website](#).

### The Future of Carbon Offsetting for LUPC members

LUPC has been fortunate to be able to work with TEC and EAUC on what we believe to be a valuable service to our members; the introduction of a Dynamic Purchasing System for carbon offsetting

and validation services, which will be open nationally to UKUPC partners and their members. We are at the early stages of this work which will continue the excellent work EAUC has done as part of their pilot project.

LUPC has [this questionnaire](#) out to market, for parties currently working in the carbon offsetting field to complete. We will collate the responses and plan our next steps in the coming weeks.

Should anyone wish to discuss carbon projects they have worked on or wish to be on the tender working party for the DPS please [get in touch](#). It promises to be a very interesting and innovative project to be involved in.

You can find the benefits of being a part of the tender working party [here](#).

You can find details of LUPC’s commitment to carbon reduction [here](#).

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## FRAMEWORKS AND THE PROCUREMENT BILL: A REVOLUTION OR MORE OF THE SAME?

Following the introduction of the Procurement Bill to Parliament on 11 May 2022, Eversheds Sutherland Procurement Lawyers, Chris Murray and Shaun Gamble, discuss frameworks and call-offs under the existing Public Contracts Regulations 2015. They analyse whether the Procurement Bill could revolutionise the use of frameworks and streamline procurement practices for universities and other authorities.

**F**rameworks have long been a useful mechanism for contracting authorities to set out their future needs and demands for specified goods and services. This not only allows the authority that procured the framework to obtain goods, works and services from it, but also allows other contracting authorities, identified in the procurement documents, to do so as well. Purchasing consortia, such as LUPC, work closely with their members and suppliers to ensure that the frameworks in place support their members' needs. The principle aim of any framework is to streamline procurement, by establishing the terms governing contracts to be awarded during a given period and laying down call-off terms and conditions which are put in place between a particular contracting authority and framework supplier when the contracting authority's need for specified goods and services materialises.

**Frameworks and award criteria**  
Frameworks awarded in line with the

Public Contracts Regulations 2015 ("PCR") are awarded on the basis of the most economically advantageous tender which means that contracting authorities have, within reason, a wide discretion and flexibility when designing the award criteria for the framework. The award criteria can be based on a mix of quality and price i.e. 25% price and 75% quality. This would give an indication to the market that cost is not the key driver of the framework, or where cost is the main driver the most economically advantageous tender can be assessed by reference to price/cost alone i.e. 100% price. The award criteria must be linked to the subject matter of the contract, and it has often been a point of great debate amongst procurement practitioners; to what extent should award criteria, which is not strictly linked to the subject matter of the contract but is important from the standpoint of the contracting authority or societal benefit, be able to be included as award criteria? This is particularly important owing to the diverse needs and requirements of a framework user.



The Procurement Bill (the “Bill”) seeks to move away from the EU concept of the “most economically advantageous tender” to “most advantageous tender”, a concept which will be recognisable to those who are familiar with the World Trade Organization’s Agreement on Government Procurement (“GPA”). Here the Bill arguably goes further than the GPA, and whilst under the Bill award criteria must still be linked to the subject matter of the contract, this concept is now intended to allow contracting authorities, when designing award criteria for frameworks for example, to have due regard to delivering value for money and maximising public benefit from the framework. Cabinet Office intend on rolling out a learning and development programme and we also expect guidance to be published. In any event it is likely that the “most advantageous tender” will provide a greater level of flexibility to contracting authorities, such as LUPC and its members, when designing framework award criteria.

The Bill also introduces an interesting concept and allows in certain circumstances the refinement which includes adjustments to the weightings of the award criteria following the launch of the procurement process. Refinement will only be allowed if it is anticipated i.e. set out in the tender notice/ procurement documents, and we expect it to be used after a negotiation stage, for example, in a multi-stage procedure. Refinements cannot be made after the authority has requested the submission of final tenders.

This is expected to give contracting authorities additional flexibility to ensure that the award criteria reflect the needs and priorities which may only crystallise in the later stages of the procurement process.

**Framework duration**

Currently the maximum duration

of a framework under the PCR is four years (except for in exceptional circumstances). This position under the Bill is similar in that the maximum duration of a framework is four years; however, this restriction does not apply if the contracting authority considers that the nature of the goods, services or works to be supplied under contracts awarded in accordance with the framework mean that a longer term is required.

Interestingly, the position in respect of open frameworks, a concept introduced by the Bill and one in which we discuss below, allows the duration of an open framework to be for a maximum of eight years. At first glance the Bill does arguably seem to offer more flexibility than under the PCR. Procurement practitioners will be aware that markets can shift in an instant so consideration should always be had to the particular

goods, services or works that are being procured and the volatility of that particular market as shorter frameworks may be better suited in certain circumstances.

**Awards under frameworks**

The majority of frameworks tend to be “multi-supplier” frameworks, whereby a number of suppliers are appointed to the framework and a process is laid down for awarding contracts to them. Multi-supplier

frameworks are attractive for various reasons, including supply chain resilience. It is the case, however, that authorities are also entitled to award single supplier frameworks. Under the PCR, for a multi-supplier framework, there are three ways to effectively call-off (i.e. award a call-off contract to a supplier who has been awarded a framework agreement) which are: direct award, mini-competition; and a mixture of direct award and mini-competition. Because of this mechanism, frameworks can be very flexible.

Going forward, the Bill sets out that call-off contracts may be made under a framework following a mini-competition procedure or direct award (provided that there is an objective mechanism for the selection).

**Adding suppliers to a framework throughout the term**

Under the current rules, it is not possible for an authority to ‘add’ suppliers to a framework after its establishment, without terminating the framework and starting again. The obvious criticisms of the present regime are that frameworks therefore establish a closed market (hence the four year limit) and may not be responsive to change in the market throughout the term. In an attempt to address this, the Bill draws a distinction between a closed (i.e. traditional) framework, which most people are familiar with under the PCR, and an open framework, a new concept which allows further suppliers to join throughout the term of that particular agreement. The Bill describes an open framework as a scheme which provides for the award of successive agreements on substantially the same terms. Open frameworks can last a maximum period of eight

years, but if the duration exceeds three years, new suppliers should be given the opportunity to join the framework at least once. This requires the open framework to be opened up at specified periods throughout the term in order to potentially admit new suppliers onto it. Open frameworks provide a potential opportunity to bring in new market entrants and maximise competition. Whether this is panacea or Pandora’s box for the use of open frameworks only time will tell.

**Conclusion**

Whilst the Bill appears to have been warmly received it does seem to be light in certain areas and appears to be missing others. There seems to be some misalignment between the Government’s response to the Green Paper and the contents of the Bill which has already provided for some lively debate within the House of Lords at its second reading and throughout the Committee Stage. The Bill has the potential to transform the future of public sector buying, especially in respect of frameworks for example, and may well be improved and strengthened throughout the Parliamentary process. These reforms and the new regime are fundamentally important as public procurement accounts for £300 billion of public sector spend each year.

Cabinet Office has confirmed that there will be at least six months’ notice before the legislation enters legal force providing an opportunity for the Cabinet Office to implement the public procurement learning and development programme seeking to upskill procurement practitioners.

Eversheds Sutherland is a supplier on LUPC’s Legal Services framework agreement.



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## Feature

# WORKING FROM HOME: HOW TO MAKE THE BEST OF A SMALL SPACE

Katie Blissett at Posturite gives tips on choosing home office furniture for ultimate comfort, productivity and long-term good health – even in small spaces.

When it comes to working from home, we all strive to make the best of the space we have available. The pandemic has highlighted the many different spaces employees are working from, with 43% of Londoners living in a flat and often not having the luxury of a separate room to work in.

Many organisations have now embraced hybrid working. In Spring 2022, The Financial Times said: *“The hybrid mix of office and remote emerges as the future of white-collar work.”*

It is important to be as mindful of staff productivity and comfort at home as you are in the office. In this article I will suggest ways you can support staff to create a suitable workstation in a smaller space which doesn't compromise ergonomics and good health.

### What is ergonomics?

Ergonomics puts human anatomy and behaviour at the heart of design. Comfort, performance, satisfaction and health and safety are central to ergonomics – and central to employee wellbeing.

### Desks for home working

Having the ability to pack away the majority of home office equipment at the end of each working day can be a good option for employees. This enables them to enjoy their living room for relaxation in the evening. A desk which folds down to just 23cm wide will be slim enough to slip under the bed or behind the sofa.

I would recommend a high quality, sturdy folding desk measuring at least 1,000 mm in width and capable of having 40 kg evenly distributed across the surface. Look for sustainable

materials such as natural recycled plywood and go for a desk made in Britain for a more environmentally friendly choice. Try to avoid desks which have a very thick surface, as this can prevent the user sitting close enough.

Other options will include height-adjustable desks at smaller sizes, plus portable sit-stand platforms which you can easily place on top of an ordinary desk or table.

### Chairs for home working

The one non-negotiable item for your home working needs should be a good quality ergonomic 'office' chair. This of course can't be packed away but will make a real difference to home working comfort. A non-adjustable dining or kitchen chair is not designed to support the human body comfortably for a full day of computer work and it is vital to provide a chair which will limit the risk of aches, pains, and repetitive strain injuries.

Look for a 5-star base and adjustability for seat height, back height, and back tilt adjustment.

Check for domestic-grade fabric and foam in the chair. Slightly different fire safety testing and certification is required for domestic environments than for office spaces so it is important to factor this in.

### Laptop stands

Employees who use a laptop (together with a laptop stand and separate keyboard for better posture) can easily pack these away after work to make the most of space in a small home. Personally, I love this portability!

### Integrating a workstation into a room design

If you were expecting to see suggestions



of using under-stair spaces, desks inside cupboards, 'shelf desks' and similar in this article, here is why I'm not including them! A space that is very small and cramped may restrict your employee's posture and movements, potentially leading to musculoskeletal problems. A foldable desk which can sit more centrally in a room with a little bit of space around it - and then be put away - can be a more comfortable option, if there is not enough space for a well-sized permanent workstation.

However petite your homeworking space is, you can cheer it up with:

- Plants – as they could even boost concentration
- A colourful and sound-absorbing rug
- Effective lighting

You can enjoy working in a space which is both attractive and comfortable.

Posturite is on the 7603 Sustainable Furniture Solutions framework: Lot 2C 'Supply and Installation of Office at Home'. Email Katie Blissett, Posturite for further information: [sales@posturite.co.uk](mailto:sales@posturite.co.uk) or call 0345 345 0010.



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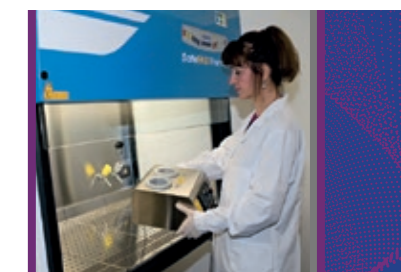
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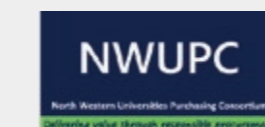
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An advertisement for Stone 360. It features a photograph of a computer workstation with multiple monitors and a keyboard on a desk in a modern office. The Stone logo is in the top right corner. The text reads: "Stone 360® Creating Sustainable Circular IT for Universities". Below this, it says "Download Stone 360® today and play your part in the fight against e-waste." and includes QR codes and logos for the App Store and Google Play.

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# Commodity Updates

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



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## Audio Visual

### Broadcasting Equipment and Integration Services - National **MK**

This framework has entered the final permissible extension and work has begun on the retender. An initial survey has been issued with a request for anyone willing to help on the Tender Working Party (TWP) together with a high-level timeline:

- Develop Strategy - August/early Sept 2022
- Draft ITT - October 2022
- Clarifications - throughout November 2022
- Evaluations/moderation - December 2022/January 2023

### Photographic Equipment and Consumables - National **MK**

The Flash Centre has now taken over agreement supplier, Keyphoto, with a novation now executed as detailed on HE Contracts (HEC). The Flash Centre is a larger organisation and is very keen to increase its business on the framework through improved added value services and a wider choice of equipment than previously available.

## Estates & FM

### Air Filters **JM**

LUPC contract management has moved to Justin McLoughlin. NWUPC will take a decision on next steps regarding the re-tendering of this framework.

### Catering Consultancy Services – National **JM**

We are investigating the option of including Consultancy Services into the new Catering Outsourced Services Framework Agreement. This would be a separate Lot.

### Catering Outsourced Services – National **JM**

Work has begun on the retender following the Food Sprint Day run by the Ellen McArthur Foundation.

A PIN has been published including a supplier questionnaire for completion by any organisation wishing to engage with LUPC on the tender process.

The ITT is expected to be issued late August/early September 2022.

### Estates & Facilities Management Services- Regional **JG**

LUPC carried out review meetings with suppliers on this agreement between 16/5/22 and 7/6/22.

### Waste Management Services (Sustainable) – National **JG**

The current waste management services framework agreement is due to expire in March 2023.

LUPC is currently engaging with the market and published a Prior Information Notice (PIN) on 22/06/2022. The purpose of the PIN is to gain feedback from suppliers on key areas to inform the procurement, gain an understanding of the current waste management market and to make potential suppliers aware of the procurement of a future framework agreement. The closing date for response to the PIN is 19/7/22.

LUPC is aiming to publish the contract notice mid-September.

## ICT and Telecoms

### Computing- Data Centre Management Equipment and Infrastructure- National **MK**

FEL Group have gone into Administration and have therefore been removed from the framework.

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

NDNA Bidder Clarification sessions were held between 15-20 June.

A one-month extension letter was issued to suppliers in late June, whilst evaluation is concluded. The original OJEU and CF modification notice included the option to extend to 31 August 2022. The Category Manager is presently considering the option of replacing the period with a two-month extension following representation from the OEMs citing for example, the expected absence of staff in August including legal teams and account managers required to transition stakeholders to the new agreement, online account migration and mobilisation of the new contract.

A cocktail of challenging economic statistics and continuing uncertainty in areas such as Brexit saw the UK pound sink to its lowest level against the US dollar since March 2020, falling over 7.4% since 21 April and below \$1.20 for the first time in more than two years. With most ICT components traded in US\$ and companies recording revenues as such, all ICT agreements including NDNA will be under pressure to accept price increases to add to rising supplier costs across both components and logistics.

### Computing- Networking Supplies and Services - National **MK**

The SQ was issued 8 June for response by 14 July. Evaluation will be undertaken to determine the bidders to be taken through to ITT stage on each of the main lots. There is a new Lot 2 for low value purchases and projects <150k aimed at SMEs, a direct award option, lease options on Lot 1 and 3 and a managed service option within Lot 3.

### Computing PCs with Apple Operating Systems - National **MK**

Due to global factors impacting the availability of microchips, panels and other key components, there remains a scarcity of supply that severely impacts upon the ICT category area resulting in a shortage of stock and extended lead times, Apple being no exception.

Review meetings will be held 27 July with each of the four resellers and a pre-meeting feedback survey was circulated to the LUPC Computing Group on 29 June together with the latest stock update from Academia, XMA and Albion. The survey is due to be completed by 16 July. New reseller price lists were released on 23 June and included pricing details for several newly announced products including a refreshed MacBook Air and MacBook Pro 13" with Apple's new M2 chip.

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

There were 21 responses across the 5 Lots for SSSNA and the tender evaluation is proceeding with an estimated date for conclusion in July. The current framework has been extended to 30 September 2022.

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

The only routes to call-off are via direct award or mini competition; desktop calculator has been removed to simplify the process. The first supply report since go live advises that LUPC members Royal College of Music and Harris Federation are early adopters with 95% of all business going to first-ranked supplier Stone Computers.

### Jisc Network Equipment Framework **MK**

The next scheduled service reviews are due to take place in May to cover the Feb - Apr 22 quarter. Service reviews covering the Feb - Apr 22 quarter were held in May with each of the 28 suppliers, covering the usual areas of performance, reporting/invoicing, framework usage updates.

The uptake on the framework continues to be healthy, during April the spend was just over £2.3m with a slight dip to just over £1.8m in May. Monthly reports for June are still being provided by suppliers, who have until the 10 July to submit them.

The next scheduled service reviews are due to take place in August to cover the May - Jul 22 quarter.

### Jisc Simulated Phishing Service and Associated Training Framework **MK**

There have been 31 confirmed orders so far on the framework with a total spend of just above £87k. Service reviews covering the Apr 21 - Sep 22 period will be held with suppliers during October.

### Jisc SMS Framework **MK**

The recently re-procured Jisc SMS framework has now been added to HEC and Hunter. There were three awarded suppliers; PageOne Communications Ltd, Reach-Data and Voodoo.

### Jisc Telecommunications Framework **MK**

There have been 102 orders so far on the framework with a total spend of just over £2.1m. The framework will close when it reaches the end date and will not be renewed.

### Jisc Vulnerability Assessment Services (VAS) and Tools Supply Framework **MK**

There have been 30 orders so far on the framework with a total spend of just over £299k.

Service reviews covering the Nov 21 - Apr 22 period were held in May.

### Jisc Web Filtering & Monitoring Framework **MK**

There have been three confirmed orders so far on the framework with a total spend of just above £22k. Service reviews covering the Mar - Aug 22 period will be held with suppliers during September.

The National ICT Group continues to meet approximately every four weeks with the last meeting 14 June and the next to be held 11 July.

The OCRE Cloud framework has now had 191 expressions of interest; of those, 121 (21 more since the previous report) have now signed call-off contracts with the various suppliers to a total estimated value of £61.5m. The projected saving so far to the sector is conservatively more than £8.5m over the course of the framework.

The current APUC-led Student Information Systems and Associated Services has been extended until the end August 2022 due to a planned delay with the re-procurement to allow for further input from the sector and the appropriate UCISA Group, so that the resultant framework is future proofed and meets the needs of the sector. The tender submission date is 20 July with the award currently scheduled for the end of August.

The Similarity Detection Plagiarism Software framework remains planned for commencement 1 September 2022.

APUC has formed a tender working party with the appropriate



UCISA Group to develop a procurement strategy for Alumni CRM. The working group has begun to develop a function specification and will be looking to advertise a framework agreement in the coming months.

The ITT for the Student Accommodation, Conference / Event, Catering & Hotel Management Software framework is expected to be released very shortly.

The present HR/Payroll and Finance Systems Framework will be tendered in the second half of 2022 and APUC is looking for working party members, especially system practitioners. It is anticipated that tender preparation input will be required during the summer and that the evaluation of supplier responses will commence this October.

#### Computing – General Matters not covered elsewhere

The sector is currently negotiating with Adobe on the new licence agreement. These are being led by Howard Moody (Eduserv Jisc).

## Insurance

#### Insurance – Regional **MK**

Following various rounds of clarification in a challenging insurance environment, standstill letters were issued on 24 June 2022 to seven different insurance companies across the 15 awarded Lots with Deterioration of Stock cover provided under the property policy. Except for Lot 12 (Terrorism), on account of various queries requiring detailed response issued by two unsuccessful bidders and being progressed, award letters were subsequently issued 5 July 2022. Any Terms and Conditions queries raised by bidders were reviewed and responded to as part of the award process; none are expected to be obstacles.

There are also plans for two specific engineering sessions with the first on 12 July 2022. The sessions will be very much operationally focussed and will cover off what is needed/ what to expect to get things set up and a brief demo of the Connect system.

A detailed and positive response was also received from a key reference site for the new property and casualty provider (AIG via RMP) and the ITSG Buddy System has been refreshed to take account of changes since 2020 including personnel changes.

Two show-and-tell implementation meetings have been organised, the first was held on 7 July aimed at the Main Insurance Group and the second 8 July aimed at IG Member FDs. The group hope to explore other options for PI cover in 22/23 including alternative risk transfer solutions, which will require senior involvement.

A late flurry of applications to use the remaining funds within the LUPC Risk Management Fund have been received and processed.

LUPC is in the early stages of organising a review meeting with AIG to pick up on performance and general housekeeping under the new PA Travel agreement, which commenced 1 May. This will include an update on the Travel Risk E-Learning Modules, the recording of a training webinar and a Global Mobility Insurance & Risk Guide.

## Laboratories and STEMed

#### Gases (IUPC) – National **AR**

The Gases market is very problematic currently not just due to sourcing shortages, but also due to the energy intensive

refinement processes required to produce the final product. Recent and significant power costs need to be reflected in the pricing, which is being managed by SUPC.

#### High Value Laboratory Equipment (HVLE) – National **AR**

In preparation for the retender of this agreement, NWUPC has been carrying out pre-tender member engagement work since early May, to collect and refine requirements, and recruit members for the next Tender Working Party (TWP). Invites for new TWP members will go out in July. A key query is if the new agreement will remain a framework or a DPS. NWUPC also published a PIN on FTS on 4 May to pre-engage the supply market.

#### Life Sciences – Antibodies and Sera – National **AR**

NEUPC has scheduled the first Tender Working Party (TWP) for 12 July, to have initial discussions on the retender of this agreement, which will amalgamate the Life Science Reagents, Kits and Consumables; the Molecular Biology Research Services (MBRS) and the Life Science Equipment agreements.

It is anticipated that the ITT will be published towards the end of September 2022. Key outputs of this session will be to agree the specification, the award criteria and other key ITT elements. Pretender supplier engagement work is being carried out by NEUPC and LUPC. Pre-tender member engagement work is also being carried out.

#### Life Science Equipment – National **AR**

The initial 3 year term of this framework expired on 30 June 2022, and all six incumbent suppliers have now agreed to the final year's extension via signed agreement letters.

This Life Science Equipment will be re-tendered under the same process that amalgamates the following frameworks: Life Science Reagents, Kits and Consumables; Molecular Biology Research Services (MBRS) and Antibodies and Sera. This single procurement is led by NEUPC with LUPC contributing to the Equipment element.

LUPC is carrying out pre-tender engagement activities via meetings with incumbent and non-incumbent suppliers, focussed on equipment scope and capability. End users are also being engaged.

It is anticipated that the ITT will be published towards the end of September 2022. Key outputs of this session will be to agree the specification, the award criteria and other key ITT elements. Pretender supplier and member engagement work is being carried out by NEUPC and LUPC.

NEUPC has scheduled the first Tender Working Party (TWP) for 12 July, to have initial discussions on the retender of this agreement and we anticipate the ITT will be published towards the end of September 2022.

#### Life Sciences Reagents, Kits & Consumables - National **AR**

NEUPC has scheduled the first Tender Working Party (TWP) for 12 July, to have initial discussions on the retender of this agreement, which will amalgamate the Antibodies and Sera; the Molecular Biology Research Services (MBRS) and the Life Science Equipment agreements.

It is anticipated that the ITT will be published towards the end of September 2022. Key outputs of this session will be to agree the specification, the award criteria and other key ITT elements. Pre-tender supplier engagement work is being carried out by NEUPC and LUPC. Pre-tender member engagement work is also being carried out.

#### Microscopy and Imaging Equipment - National **AR**

The new iteration of this framework went live on 31 May, as planned. There have been no significant changes to the scope of this agreement. Of the 27 bids submitted, a place on the new agreement was awarded to 22 suppliers across 10 lots. The agreement was officially launched to members via webinar on 28 June.

#### Spectrometry and Chromatography Equipment - National **AR**

This framework is being re-tendered rather than extended. APUC has issued the ITT and the new framework is scheduled to go live 1 October 2022.

#### Laboratory Consumables and Chemicals - Inter-Regional (IRLA) – National **AR**

The initial three-year framework term ends on 1 September 2022.

SUPC intends to extend the framework for an additional final year, to run until 31 August 2023.

## Library

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

Prenax UK and LM Prenax have formally announced that they will transfer all activity under the framework to Prenax UK. Prenax has contacted current customers. SUPC is reviewing the framework and will update HE Contracts and the documentation in July.

Members who would like to contribute to the future framework or wish to volunteer for the TWP can contact Roy Dennis.

## Office Supplies & equipment

#### Office Supplies – National **RD**

NWUPC is working to extend the current framework agreement through to its fourth and final year. HEC will be updated during July.

#### Paper – Print and Specialist – National **RD**

This framework has been extended by NWUPC to July 2023. NWUPC is currently updating HE Contracts and the buyer's guide with full details of the extension.

LUPC members are invited to join the TWP for the next iteration of this framework. Please email: [r.dennis@lupc.ac.uk](mailto:r.dennis@lupc.ac.uk).

## Professional Services

#### Carbon Offsetting and Validation Services – National **JM**

An initial PIN has been published to engage the market in a potential DPS route to market on Carbon Offsetting Services, which have been run as part of a pilot project by EAUC. LUPC is working with EAUC, the Alliance for Sustainability Leadership in Education, and TEC (The Energy Consortium) to develop proposals to the market.

#### Ceremonial Gown and Photography Services—National **JM**

The retender of Graduation Services is now complete.

Documentation and related updates to Hunter and HEC is being finalised with a view to having this completed for w/c 11/07/22.

#### Debt Recovery Services– National **RD**

The tender working party is now working on the next version of this framework. Input from members' financial departments, credit control, or debt management would still be beneficial. Members who wish to help support this national framework should contact Roy Dennis.

#### Education Recruitment Advertising and Resourcing Services (National) NERARS 2018 **RD**

SUPC has started the tender process for the next version of this framework for launch in 2023. It is expected that the ITT will be issued in July.

#### Executive and Senior Strategic Search and Recruitment Services **RD**

APUC has extended the current framework to 29 June 2022. The new framework award notices have been issued and details of the framework should be available from July.

#### Financial Services– National **RD**

NWUPC is currently reviewing the option to extend the agreement and HE Contracts will be updated shortly. This framework has a further option to extend to the fourth year. Further information on the current agreement is available [here](#).

#### Global Workforce Mobility Services – National **RD**

PwC has sold their global mobility tax and immigration services business to Clayton, Dubilier & Rice. Its global mobility tax and immigration services business now exist as a new freestanding organisation named Vialto Partners outside of PwC. All other tax, legal and people & organisation services remain with PwC. As such, Vialto Partners have replaced PwC on this framework agreement. Further information on the current agreement is available [here](#).

#### Intellectual Property Rights Services – National **RD**

NEUPC has taken the decision not to retender this framework due to low activity. This will expire at the end of September this year. While not specific to IPR services, the legal services framework (Lot 4) can cater for member IPR requirements.

#### Legal Services – National **RD**

Framework reviews were held with all suppliers in May/ June. New UKUPC promotional activity will commence in September 2022.

BLM has been acquired by Clyde & Co. The novation of BLM's services to Clyde & Co are currently being considered and due diligence underway.

Further information on the agreement can be found here. If you have any feedback, please contact Roy.

#### Occupational Health and Wellbeing for Students and Staff **RD**

The TWP for this framework should commence October 2022. LUPC members who wish to contribute to the design and success of this framework should contact Roy Dennis and look for future campaigns to join the TWP.

The current framework is under pressure due to recruitment



and inflationary issues. LUPC is encouraging suppliers to mitigate any cost increases before any attempt to request framework price changes.

### Temporary and Permanent (TAP) Recruitment Services **RD**

This framework has been extended to a fourth year and will now end 19/05/2023.

### Supply of Taxi Services including Hybrid and Executive Cars—Regional **JM**

Contract management of this Framework has moved to Justin McLoughlin from Joyce Kadri. Initial calls are taking place to re-introduce LUPC to the suppliers. Spend has been very low on this Framework and we will be investigating options around retendering / extending the framework.

### Travel Management Services – National **RD**

SUPC is reviewing the option to extend the current framework to its fourth year.

Suppliers under the framework continue to recruit to meet the increasing demand from travel while coping with global issues and industrial action. While it is expected that the situation will improve, we are aware that suppliers are challenged to meet customer KPIs.

SUPC is working with suppliers to ensure service improves and we look to introduce member category groups for travel at a national or consortia level.

## Other Activities

### Publications

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

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

### Events

#### Upcoming events

- Heads of Procurement Meeting – 30 Sept, 28 Oct
- LUPC's Ultimate Guide to Procurement Best Practice – 8 Sept, 5 Oct
- Legal Services Webinar: Commercial Law – 13 Sept
- LUPC & SUPC Responsible Procurement Group Meeting – 22 Sept

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

### Website

The Jobs Board section of the LUPC website is now available to advertise any procurement vacancies at member organisations.

Full details of all agreements are available at [lupc.ac.uk](http://lupc.ac.uk)

Information correct as of 1 July 2022.

## INTERESTED IN ADVERTISING IN LINKED MAGAZINE?

We offer LUPC approved suppliers the opportunity to advertise in our quarterly magazine.

### Benefits

- Circulation of more than 300 individual buyers at more than 80 member institutions plus all of LUPC's suppliers
- The magazine (including previous editions) is available to anyone who can access the LUPC website

Your support demonstrates to customers your commitment to LUPC agreements.

### Advertisement Rates

- £175 +VAT for quarter page
- £300 +VAT for half page
- £500 + VAT for full page

10% discount available for booking 4 consecutive spaces in advance.

We also have advertising opportunities on the LUPC [website](#).

Get in touch with [g.varriale@lupc.ac.uk](mailto:g.varriale@lupc.ac.uk) to find out more.



## Let's talk....

Janet Albion, Head of Procurement & Supply Chain at National Nuclear Laboratory and LUPC Executive Committee member shares insights into her career in procurement to date.

**How long have you worked at your organisation?** 4.5 years

**How did you get into procurement?**

Like many, I fell into Procurement by accident in my early 20's. I took a role at my local NHS Hospital on a six-week contract to cover sick leave. I left 10 years later!

**What do you most enjoy about your job?**

I am really proud that we can support the important work of the National Nuclear Laboratory (NNL). Every aspect of our work is focused on Clean Energy, Environmental Restoration, Security and Health & Nuclear medicine. From cleaning up nasty spent fuel to make it safe, to extracting elements from the waste to power Space Batteries and manufacture medical isotopes for cancer treatment, to our innovative work with robotics and AI.

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

Something that sticks in my mind was a supplier threatening a legal challenge because they felt an evaluation hadn't been undertaken fairly. I went back over the whole process thoroughly and confirmed that everything had been followed correctly. I met the supplier to hear their concerns and used the evidence and data to demonstrate that there had been no wrong-doing. It transpired that they hadn't followed the process before and weren't clear on key aspects. I offered their teams regular training on

public sector procurement. This helped them develop their offering to meet evaluation criteria and they have now won several major public sector contracts.

**If you weren't in procurement, what would you be doing?** Throughout my career I've had the amazing opportunity to teach, coach and mentor others; from working as an NHS Task Force Trainer to working for The Gap Partnership; a specialised Negotiation training and consultancy company. I love it, so I might have pursued teaching.

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

The most interesting project recently has been procuring a Geomelt Rig – essentially a massive set up of pipework and chambers, all radiation safe, which extracts the nasty stuff from nuclear waste, processes and eventually encapsulates it into a type of stone, keeping it completely safe forever. It's a process developed by scientists at NNL, so seeing it develop from an idea to active commissioning was amazing.

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

Procurement should work in partnership across an organisation to agree how to measure success throughout the contract lifecycle, considering not just savings but wider organisational objectives. We also have a role to play on increasing capacity and capability

within the teams we support, so taking a joint approach to Make v Buy decisions is essential to build a pipeline and deliver services when they are needed.

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

In my specific sector, my advice is to overcome the feeling of not being a nuclear specialist. It is easy to feel in awe of the scientists and lose sight of the fact that you are an expert in your field. The same rules apply to nuclear as any other sector – listen to your stakeholders and identify their requirements, break these down into component parts, ask questions and be curious – collaborate!

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

The obvious first benefit having access to the frameworks, as these save much time and money, but the real benefit to me comes from the market insights, the sharing of good practice and insights into things like changes to the regulations. I was also glad to see the return of the in-person conference this year as the networking opportunity was incredible.

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

Nuclear has been in the news a great deal over the last six months, so with that comes a real opportunity for NNL, but also a slight headache in terms of ensuring we have the right capacity and capability to deliver for our customers. We are spending a lot of time working with our technical teams right now to ensure we have simple routes to market for some specialist resources which are difficult to reach at times.

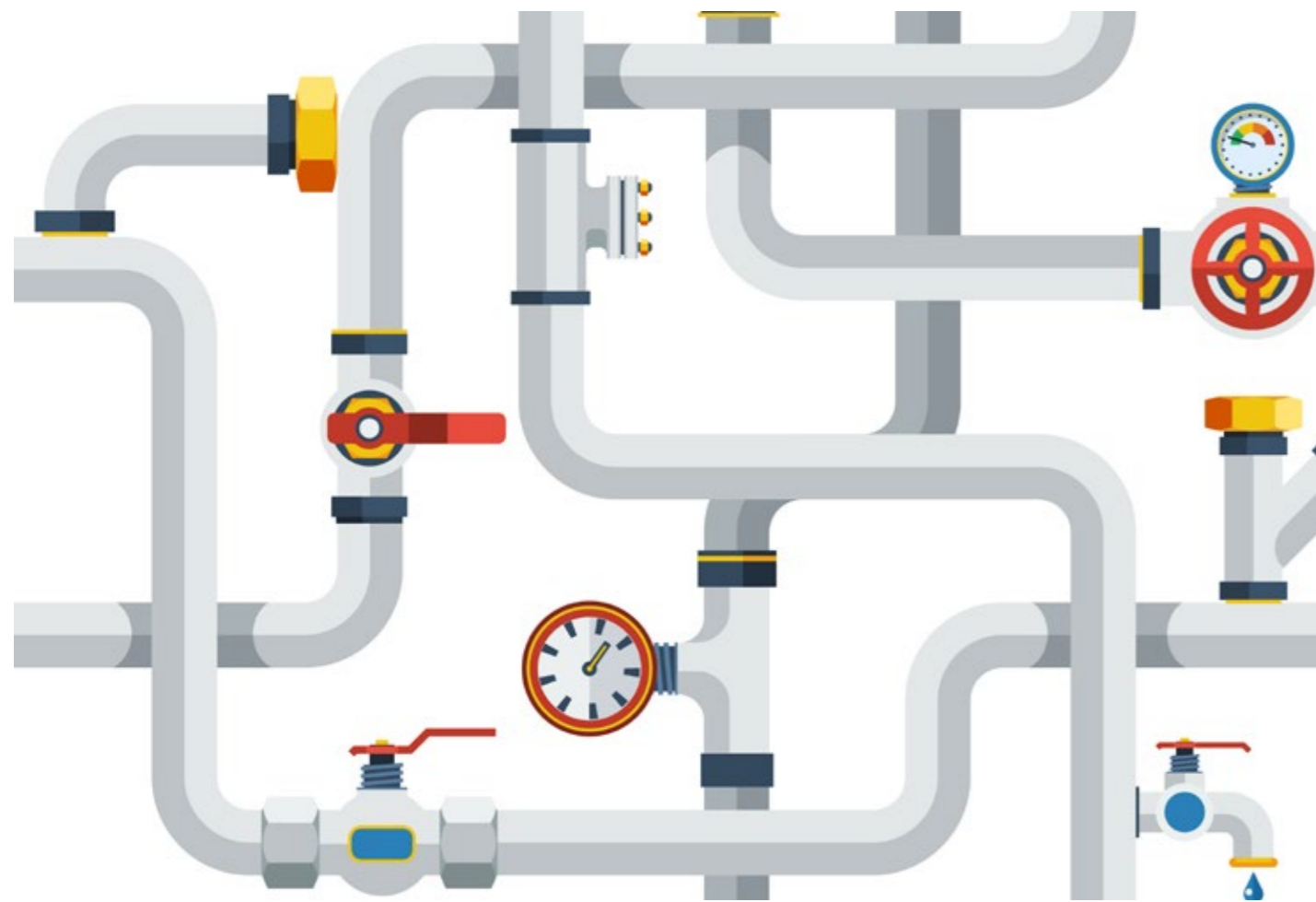
**What achievement are you most proud of (and why)?**

My biggest achievement in life are my children, who have all grown up, left home and are building successful careers in their own right – but not in Procurement! I feel so proud of each of them.

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

Since I read it at 14, my comfort book is To Kill a Mockingbird and I've read it dozens of times; but I might need to laugh on a desert island, so maybe I'd forego it and take Billy Connolly's autobiography instead. My luxury item would have to be chocolate!





## PROCUREMENT 101: PROCUREMENT PIPELINES

LUPC Senior Category Manager, [Justin McLoughlin](#), looks at the use and publication of pipeline information and provides some specific examples.

Procurement pipelines are a forward-looking overview on anticipated sourcing activity over a defined period of time which are published on an organisation's external facing website. Pipelines do not present a commitment to proceed to procurement activity, but they provide an indication of planned review.

In June 2021, the Government released a Policy Notice ([PPN 05/21](#)) which included its intention with regard to the publication of procurement pipelines.

The notice states:

- All contracting authorities are required to have regard to the National Procurement

Policy Statement when undertaking procurements.

- Contracting authorities with an annual spend of £200m or more are required from April 2022 to publish procurement pipelines and to benchmark their procurement capability.
- Contracting authorities with an annual spend of £100m or more are required from April 2023 to publish procurement pipelines and to benchmark their procurement capability.

A concern raised by LUPC members is how they can publish a pipeline when funding and grants are often approved

or rejected at short notice. Members are also anxious about potentially opening the floodgates to supplier approaches by publishing a pipeline.

When building a pipeline, data will generally come from two sets of information:

- Repeatable Contracts: contract end dates and values are readily available.
- Project planning: a less reliable long-range forecast of activity - gathering data on approvals and planning stages helps to make a more reliable forecast and this can be refined as project timelines reduce.

Across markets, organisations

have taken differing views as to how to interpret the government guidance and what to publish.

For example:

- The Department for Digital, Culture, Media & Sport (DCMS) publishes a Commercial pipeline as a pdf document [here](#).
- The BBC breaks down its contracts by commodity and provides all information via the internet [here](#).
- Crown Commercial Services (CCS) provides something similar to the BBC with its breakdown of procurements in progress, open DPS', planned and future procurements. Please see [here](#).

If we were to follow the DCMS example, estimated dates are used which enable the organisation to have some flexibility for any changes to be made to the pipeline. This allows for flexibility in the publication of dates. And as we know, things often change at short notice - this ability to modify could be practical.

With the BBC's publication of procurement data, the information provided, whilst minimal, is clearly stated. The information cannot be downloaded and stored by another party which allows some control over the data.

The CCS pipeline is perhaps the most complicated of those published. When clicking through to the details of each agreement you will be presented with a range of information with further links into the PIN (Prior Information Notice), Contract Notice, and assorted documents to download. This approach to pipeline publication might be resource heavy for organisations who have smaller procurement departments and teams.

LUPC's own procurement pipeline takes the form of an excel spreadsheet (the UKUPC Contracting Plan) which details LUPC and other wider UKUPC framework information and can be downloaded by members [here](#). (N.B. you will need to have a member login on the LUPC website to access this). The types of information included are current active frameworks, those

expiring in the next six months, in progress frameworks, those scheduled to start, and those undergoing research.

LUPC's current, active frameworks can be publicly seen on its [website here](#) with details of end dates visible. N.B. the majority of framework agreements are three years plus a one-year extension, so the end date shown may also be extended by a year when the one-year extension is applied. The rule of thumb being that framework agreements are typically let for four years.

As can be seen from the examples given, there are a variety of ways to present pipeline information.

What should be noted in the publication of a pipeline date, is that it is a snapshot of the present time and can be amended on an ongoing basis for future iterations. It is reasonable to caveat any information an organisation publishes as having no guarantee that the pipeline information will lead to future tender publication, and values are estimations only. This provides

reasonable adjustment options for organisations to continue to iterate their pipeline detail. An example of how best to word this on an external facing site can be found here: <https://www.finance-ni.gov.uk/topics/procurement/procurement-pipelines> (with thanks to the Dept of Finance (NI)).

These caveats, when published alongside the pipeline, should ensure a reduction in unsolicited contact by suppliers. You should also note, when publishing your pipeline, how notifications of new tenders are announced through [Find a Tender](#) and its companion sites across the UK.

Finally, as procurement professionals, we must always remember we have obligations to engage with suppliers. An easy way of doing this for unsolicited approaches is asking suppliers to sign up to email alerts, and to register on e-procurement systems and national services like Find a Tender.





