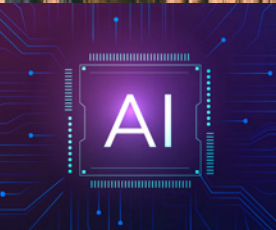




# The Procurement Act 2023: What's changed?



**AI LEADERS HOW  
EDUCATION  
BUSINESSES  
SHOULD PREPARE IT  
INFRASTRUCTURE**



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

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## Meet the team



**Don Bowman**  
Director  
Tel: 020 7307 2769  
M: 07931 862275  
Email: [d.bowman@lupc.ac.uk](mailto:d.bowman@lupc.ac.uk)

General consortium direction and management of Ensemble Purchasing.



**Jasbinder Sandhu**  
Deputy Director  
Tel: 0207 307 2767  
M: 07849 089958  
Email: [j.sandhu@lupc.ac.uk](mailto:j.sandhu@lupc.ac.uk)

Bindi is responsible for the management of the contracting team and tendering activity at LUPC.



**Antonio Ramirez**  
Senior Category Manager  
Tel: 020 7307 2764  
M: 07932 346741  
Email: [a.ramirez@lupc.ac.uk](mailto:a.ramirez@lupc.ac.uk)

e-Procurement lead, STEMEd and laboratory, electronic components, furniture & soft furnishings, utilities, veterinary supplies.



**Mike Kilner**  
Senior Category Manager  
Tel: 020 7307 2768  
M: 07932 347182  
Email: [m.kilner@lupc.ac.uk](mailto:m.kilner@lupc.ac.uk)

ICT hardware and software, insurance, audio visual including photographic and broadcasting equipment, Electronics Watch.



**Roy Dennis**  
Senior Category Manager  
Tel: 020 7307 2772  
M: 07419 583838  
Email: [r.dennis@lupc.ac.uk](mailto:r.dennis@lupc.ac.uk)

Library, professional services (including legal, debt collection, intellectual property rights, financial services, occupational health, temporary & permanent recruitment, global mobility), office supplies, paper, print, post, CreditSafe.



**Julie Gooch**  
Senior Category Manager  
Tel: 020 7307 2778  
M: 07546 050410  
Email: [j.gooch@lupc.ac.uk](mailto:j.gooch@lupc.ac.uk)

Estates including; estates maintenance & minor works, waste management, cleaning: services, equipment & supplies, security services, doors, lifts, access control, fire alarms, washroom, water quality management.



**Justin McLoughlin**  
Senior Category Manager  
Tel: 07568 227 623  
Email: [j.mcloughlin@lupc.ac.uk](mailto:j.mcloughlin@lupc.ac.uk)

Estates including; catering consultancy, outsourced catering, project management and full design team, PPE, work & sports wear, floor coverings, white goods, electrical materials, taxi services and promotional merchandise.



**Joyce Kadri**  
Category Manager  
Tel: 020 7307 2763  
M: 07884 551949  
Email: [j.kadri@lupc.ac.uk](mailto:j.kadri@lupc.ac.uk)

Joyce supports LUPC's Senior Category Managers as well as the wider team with their administrative requirements.



**Margaret Shapiro**  
Responsible Procurement Lead  
Tel: 020 7307 2765  
Email: [m.bernal@lupc.ac.uk](mailto:m.bernal@lupc.ac.uk)

Responsible procurement lead; Responsible procurement policy and strategy; supplier risk assessment and development; modern slavery statements; sustainability reporting.



**Suzanne Picken**  
Head of Membership, Marketing & Comms  
Tel: 020 7307 2776  
M: 07930 595498  
Email: [s.picken@lupc.ac.uk](mailto:s.picken@lupc.ac.uk)

Membership; marketing agreements and services; training; conference and events; LUPC website; publications, communications.



**Giorgia Varriale**  
Communications and Digital Marketing Executive  
Tel: 020 7307 2771

Email: [g.varriale@lupc.ac.uk](mailto:g.varriale@lupc.ac.uk)  
Stakeholder communications, ebuletin and Linked magazine, social media, website content.



**Caroline Ford**  
Accounts and Office Manager  
Tel: 020 7307 2762  
M: 07908 460381

Email: [c.ford@lupc.ac.uk](mailto:c.ford@lupc.ac.uk)  
Accounts, general enquiries and admin.



**Kai Osborne**  
Systems Manager & Data Analyst  
Tel: 020 7307 2770  
M: 07784 312365

Email: [k.osborne@lupc.ac.uk](mailto:k.osborne@lupc.ac.uk)  
System management and development; collection, analysis and reporting of member and supplier data.



**Reece Baines**  
Purchasing Manager  
Email: [r.baines@lupc.ac.uk](mailto:r.baines@lupc.ac.uk)

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



**Zahran Ahmed**  
Procurement Administrator (Apprentice)  
Email: [z.ahmed@lupc.ac.uk](mailto:z.ahmed@lupc.ac.uk)

Procurement apprentice supporting category managers in their tendering activity through CIPS study and on the job experience.



**Amariah Nair**  
Procurement Administrator (Apprentice)  
Email: [a.nair@lupc.ac.uk](mailto:a.nair@lupc.ac.uk)

Procurement apprentice supporting category managers in their tendering activity through CIPS study and on the job experience.



# Welcome to the Spring edition of Linked Magazine

I hope the Easter break provided you with an opportunity to relax and enjoy the longer days. Here at LUPC we have been working hard to provide you with [a rich calendar of events](#) and of course our upcoming in person [LUPC & SUPC conference](#). Firmly established as the must-attend event for Heads of Procurement, Category Managers and Buyers across the LUPC and SUPC membership, the conference will take place on 5 June.

LUPC provides full members with a free ticket, but places are limited, so book early to avoid disappointment below.

We have had a busy few weeks at our Tottenham Court Road office, our lease is expiring in May and we will be leaving our current office after being here 10 years! The rents in the West End have continued to rise and following an extensive search, including looking at options to work from a members' premises, we are going to be moving to a new address in the City in EC3. The lower rents have allowed us to create a more practical work environment that needs the business needs of LUPC. We will also be able to make our new offices available to our members to use for free and we will be telling you more about this in the future. The new premises will be available in June and we will let you know when this is completed.

In our pursuit of innovation and accessibility, we are also thrilled to announce the launch of [Linked Podcast](#), offering an immersive audio experience that complements the written content of this magazine.

Through this dynamic medium, our members and suppliers will have an additional avenue for engagement, allowing for deeper exploration and understanding of the issues shaping the current procurement landscape. The first

episode features an insightful conversation with Emily Heard from Bevan Brittan who writes the lead article from this edition 'The Procurement Act 2023 - what's changed?'.  
Join us as we uncover what has changed, what it means for stakeholders, and how organizations can navigate these new regulations to drive efficiency and compliance (find the full article on page 19).

We then head over to the beautiful Kew Gardens where we interview Joanna McKelvey, Head of Procurement & Contract Management, about her procurement career to date (read the interview on page 40). We hope you enjoy it, if you would like to be part of the next one please get in touch!

In the article 'climate change and Modern Slavery in public procurement' (page 24) LUPC Responsible Procurement Advisor, Martina Trusgnach and Mags Shapiro, LUPC Responsible Procurement Lead, outline our involvement in 'Intersecting sustainabilities: Protecting both people and planet in supply chains'; a research project with the Universities of Sussex, Bath, and the West of England (UWE). We would also like to take this opportunity to congratulate Martina on her new role as Responsible Procurement Manager at the Greater London Authority (GLA). Martina has worked with LUPC for the last few years supporting the growth of our Responsible Procurement function, while completing her PhD at Greenwich University. While sad to see her go, we are happy to have played a part in her career journey and will be seeking a new PhD student to sponsor in the near future.

I hope you enjoy reading and listening to this edition, as always, any feedback is welcome. I am looking forward to seeing you all in person in June.

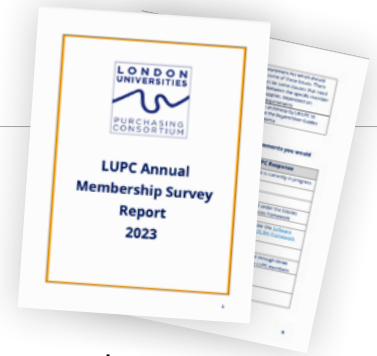
**LONDON UNIVERSITIES PURCHASING CONSORTIUM**

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Southern Universities Purchasing Consortium

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**BOOK NOW**





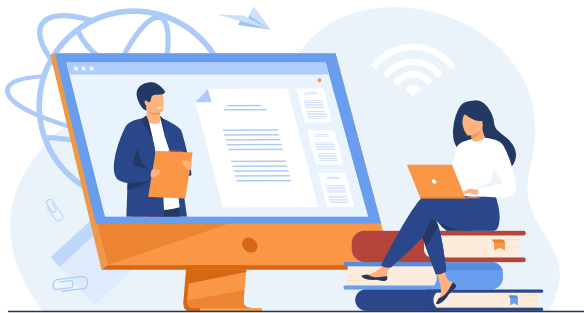
# LUPC Annual Membership Survey Report 2023

The annual [LUPC Membership Survey Report 2023](#) is now available, providing feedback from members on how we are performing and what we can do better.

We are pleased to have maintained our 100% record in terms of the number of respondents that stated they would recommend us to other organisations, and once again 100% agreed that LUPC provides good or excellent customer service.

Thank you to the members who took the time to complete the survey. We pledged to donate £5 for each member organisation completing the survey, to [Unseen](#).

*Unseen's vision is a world without slavery with the aim to transform society's response so all can live in a world free from such abuse and exploitation. A donation of £200 has been made.*



## Announcing LUPC Procurement Training Courses for 2024

We're really pleased to launch a [series of procurement training courses for LUPC full members](#). Click above to learn more & book on.

## UKUPC Market Insight Documents (March 2024)

The latest quarterly [UKUPC Market Insight Documents \(March 2024\)](#) are now available.

## Catch up on: LUPC Terms and Conditions Training



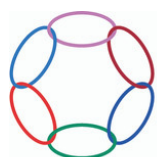
A 90-minute [online training session](#) delivered by law firm Brodies LLP for Procurement practitioners and other stakeholders on contract terms and conditions: understanding different contract structures, the key clauses within agreements and how any changes in contracts could have an effect on compliance with public procurement regulations.

Access the [LUPC Ts and Cs Training Recording here](#). You can also [download the presentation slides here](#).

## LUPC Celebrates National Apprenticeship Week



As you will know by now, this year we welcomed our first ever **Procurement Trainee Apprentices**, Amariah and Zahran. For [National Apprenticeship Week](#) (5 to 11 February) we put the spotlight on them as we hear about their first impressions – click above to learn!



## UKUPC Strategy Day: Review of activity and next steps

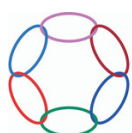
Earlier this year, colleagues from across the UKUPC partners gathered in York to attend a strategy day to discuss how we can provide best value to our members.

We then looked at various strengths, weaknesses, opportunities, and threats and explored how we might mitigate or enhance those points as we look ahead.

Some of the key observations acknowledged were that we have:

- comprehensive procurement and market knowledge,
- robust member engagement,
- a diverse portfolio of frameworks,
- significant buying power,
- a will to work together for the benefit of our members.

We should celebrate our achievements so far: the delivery of our strategic frameworks, market insights, and best practice sharing. We pride ourselves on being a reliable and safe pair of hands for our members.



## UKUPC member support for the new Procurement Act implementation!

Click on the title above for a summary of UKUPC training and support, including the **UKUPC Procurement Act Webinar Series** created by LUPC, to help UKUPC members prepare for implementation of the Procurement Act.

The recording of the first session, delivered by Mohamed Hans of the Chartered Institute of Public Finance and Accountancy (CIPFA), is [available here](#).

## UKUPC Procurement Act 2023 Impact Review

Members can now download the [UKUPC Procurement Act 2023 Impact Review](#). It includes the key changes and their impacts; the objectives and highlights of the new Act; risks; next steps; cabinet office training; and what UKUPC is doing to support its members. We hope you find it useful.



## Events

**Heads of Procurement Monthly Meeting**  
31 May, 28 June

**LUPC Member Induction**  
9 May

**A master class in managing contracts: What Does Best Practice Contract Management Look Like?**  
14 May

**LUPC & SUPC Conference 2024**  
5 June

**Contract Implementation and Contract Management for Stakeholders**  
13 June

**Specification Writing**  
2 July

**Introduction to Procurement**  
9 July

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

# UKUPC Impact Statement 2022-23

UKUPC is pleased to present the [UKUPC Annual Impact Statement for 2022-23](#).

Find a summary of the key highlights below:

- Members spent £1.92BN through consortia frameworks and **achieved £147M in cashable savings**. (Savings are calculated using the HEPA Benefits Methodology).
- Members had access to over 110 national agreements covering a wide range of strategic spend areas for your institution.
- The quarterly market insight document continues to be a valuable resource for members, sharing market knowledge and insight on what is happening in the supply chains of the core category and framework agreement areas.
- Greater visibility of **framework tender pipelines** to assist members with their own tendering activity.
- The development of a **UKUPC Responsible Procurement Strategy** focussing on social value, working with suppliers on compliance with the Sustain Supply Chain Code of Conduct, promoting and monitoring Human Rights, and assisting members with addressing the climate emergency.
- A range of webinars covering prominent topics affecting our procurement professionals across UKUPC.

For more information on UKUPC, please see the [UKUPC website](#).



## UKUPC April update

We are pleased to share the latest UKUPC update, which you can access [here](#).

APUC, HEPCW, LUPC, NEUPC, NWUPC, SUPC, TEC, and TUCO work in partnership to provide a consistent service of procurement guidance, support and best practice for their members, under the banner UKUPC. This document sets out how we are working together to achieve that aim, with updates from the UKUPC Board, Joint Contracting Group, Systems Group,

Responsible Procurement Group and Communications Group.

You will receive regular updates from UKUPC over the coming months which will focus on Transforming Public Procurement to aid with the transition to the new procurement regime.

Please take a few moments to read the update and gain a better understanding of the remit of these groups and how they work to support better procurement across the UK HE sector. If you have any questions, please do get in touch.

LUPC

L I N K E D

P O D C A S T



procurement conversations  
across the  
not-for-profit sector

## News

### Research finds public organisations are not sufficiently equipped to address modern slavery and climate change risks in their supply chains



Read the [report](#) published on the research project to develop evidence-based recommendations for policymakers, public sector purchasing managers, and supply chain managers on the links between climate change and modern slavery.

### Framework agreement news

#### [Mobile Phones - Ethically Sourced Agreement now available](#)

The latest iteration of the LUPC-led Mobile Phones - Ethically Sourced (TEL5082 LU) Agreement for the supply of Fairphone 4 and 5 handsets via Your Coop Business Solutions commenced 17 February, on a 3 + 1-year basis.

Fairphone continue to expand their fair material sourcing and developing manufacturing practices that are as ethical as possible for both people and planet, with the aim of minimising Fairphone's social and environmental impact. The constant progression and scrutiny of their own processes also helps to further protect the employment rights of workers throughout the supply chain. This includes the mining and use of conflict free minerals, being partners to the Responsible Lithium Initiative, as well as paying wages above the in-country minimum wage line. The resulting Fairphone is a device that is both end-user repairable due to a modular design and with extended software support to maximise the phone's life. The company has a commitment to supply chain mapping and sourcing from fair mining initiatives wherever possible including a minimum 30% fair material content and their supply

chain mapping is publicly available. Devices include five-year manufacturer warranty, affordable spare parts, and free and public repair information.

The agreement, which is also available to staff and students, provides an 8% reduction on the normal business price. This has been negotiated for all purchases up to 100 units and includes free delivery. Ethical Consumer awarded the Fairphone 4 with its best buy certification and the Fairphone 5 has been rated 5 stars by The Guardian newspaper technology reviewers. Full details including a Buyers' Guide is available on [HE Contracts](#).



Other agreements now available:

- [Veterinary Supplies Implementation Framework LAB1030AP](#)
- [Photographic Equipment & Consumables Framework \(AVI3199 NW\)](#)
- [Travel Management Services Framework 2024](#)
- [New Finance, HR/Payroll Systems & Associated Services framework ITS1056 AP](#)



# Go Beyond

Going beyond is engaging our Higher Education partnerships in the upcycling of single use waste materials used in new PCs. By rethinking materials, HP operates a closed-loop programme at scale using recycled materials to make new products.



## HP Wireless Mouse and Keyboard Combo

- Post-consumer recycled plastic



## HP Monitor

- Contains ocean-bound plastic



## HP USB-C Multiport Hub

- Contains 50% post customer recycled plastics



## HP Travel Laptop Backpack

- Contains 100% recycled plastic in the external material



Framework Supplier on the National Desktop and Notebook Agreement ITS5071 LU

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All things sustainable have proved all things controversial over the past few months, with both the COP28 agreement and the developments with the European Union's Corporate Sustainability Due Diligence Directive feeling a little like a Wimbledon Final.

## COP28

The 28th meeting of the Conference of the Parties (COP28) was held from 30 November 2023 to 12 December 2023 in the United Arab Emirates (UAE). The location of this year's COP, in itself, brought with it enormous controversy. Some argued the conference was being hosted by oil barons, while others argued more along the lines of inclusion at the negotiating table for all stakeholders which might bring about bigger step-change in the final conference agreement.

Early wins included the establishment of a Loss and Damage Fund to provide compensation for poorer states affected by climate change. The fund, to be administered by the World Bank, at last count, had amassed \$792million.

10 pledges and declarations were endorsed to varying degrees by countries around the world, with the most support for the COP28 UAE Declaration on Agriculture, Food and Climate.

The conference ran well into overtime, as the draft COP28 Agreement was widely rejected. In the early hours of the morning, a final agreement was met with a standing ovation. Some argue the language has been watered down too much, with the words "phasing out fossil fuels" missing. Others celebrated the compromise: "Transitioning away from fossil fuels in our energy systems, beginning in this decade, in a just, orderly and equitable manner so as to achieve net zero by 2050 in keeping with the science".

We look forward to working with our members and suppliers to realise the promises of:

- Tripling renewable energy capacity
- Doubling energy efficiency
- Phasing down unabated coal
- Limiting new and unabated coal power generation
- Zero and low carbon fuels in use by 2050
- Zero and low emissions technologies
- Reducing methane emissions by 2030
- Accelerating emissions reductions from road transport

Now is the time for action.



## Applications for UK & Ireland Green Gown Awards now open

We are delighted to announce that the [applications](#) are open for the 2024 [UK & Ireland Green Gown Awards](#), in association with [UKRI](#). All categories are open to any tertiary education establishment - including all post-16 educational institutions such as colleges, universities and learning and skills institutions.

[Apply now](#) and share this with your peers and network - the application deadline is [Wednesday, 5th June](#). Further details can be [found on the website](#).

# Responsible Procurement updates

## Spring 2024

### EU CSDDD

14 December 2023 saw a long-awaited press release from the Council of the EU announcing that the Council and European Parliament had reached a: *“Provisional deal on the corporate sustainability due diligence directive (CSDDD), which aims to enhance the protection of the environment and human rights in the EU and globally. The due diligence directive will set obligations for large companies regarding actual and potential adverse impacts on human rights and the environment, with respect to their own operations, those of their subsidiaries, and those carried out by their business partners.”*

And then things started to fall apart. What looked to be a slam dunk has now just limped over the first hurdle, with one more to go. The Belgian presidency of the Council of Ministers confirmed on 15 March 2024 that members of the Council’s Permanent Representatives Committee (Coreper) had approved the CSDDD, describing the directive as one that “fosters sustainable and responsible corporate behaviour, anchors human rights and environmental considerations for companies’ operations”. This despite opposition from Austria and Malta, and a number of countries, including Germany, abstaining. Coreper’s approval paves the way for the revised CSDDD to be put before the European Parliament for its final approval.

Fewer businesses will be subject to EU laws prescribing tighter scrutiny of their operations, and those of their business partners in their supply chains, to identify potential adverse impacts on human and environmental rights supply chains than was originally envisaged after last minute amendments to the proposed new Corporate Sustainability Due Diligence Directive (CSDDD) saved the day.

Initially, the proposed law applied to all businesses with at least 500 employees



and a turnover of €150 million or more should be subject to the CSDDD. However, the amendments reduce coverage to companies with over 1,000 employees and annual sales of €450 million.

To slow things down even further, a new staged approach means only companies with more than 5,000 employees and €1.5 billion in annual turnover will be subject to the rules three years after they come into force. Companies with more than 3,000 employees and €900m turnover have up to four years to get their house in order; and companies with more than 1,000 employees and €450m turnover have up to five years.

Directors’ remuneration is now also safe from being linked to the company’s plans for addressing climate risk.

The final step is for the European Parliament to approve the final text.

**Meanwhile in the UK, a new bill passed its first reading in the House of Lords, compelling commercial organisations and public authorities to conduct human rights and environmental due diligence.**

<https://bills.parliament.uk/bills/3527>

We congratulate Baroness Young of Hornsey, who is remembered well for opening the Electronics Watch/BHRE Symposium on responsible public procurement at Greenwich back in 2016.

## Fairphone

Mags Shapiro, our Responsible Procurement Lead, trialled the 4 for a few months and has excitedly just unboxed the 5 for a comparative whirl!



## Electronics Watch: Piloting worker-driven human rights due diligence in high-risk public procurement global supply chains

In the margins of Procura+ conference, this meeting brought together public authorities interested in Electronics Watch's pilot project to test a worker-centred human rights due diligence model across several high-risk, high-spend public procurement purchasing categories. The pilot project will build on Electronics Watch's existing impact model, taking account of recent legislative changes in the UK, Europe and Australia relating to modern slavery and human rights due diligence in public procurement and obligations on businesses in global supply chains.

## International Working Group on Ethical Public Procurement (IWGEPP) Annual meeting

The IWGEPP is a global collective of public sector procurement practitioners, academics, civil society organisations and policy developers, founded some time ago and currently being re-established. UKUPC was represented by both LUPC and APUC, with Angus Warren the newly elected Chair. Policy, Practice and Research Task Groups were established. LUPC will be represented on the Practice Task Group. We look forward to continued collaboration across the group.

## Employment Lawyers Association (ELA) Annual In House Conference

Deputy Director, Jasbinder Sandhu, and RP Lead, Mags Shapiro, were invited to share LUPC's approach to Responsible Procurement, Supplier Due Diligence and Engagement at the ELA Annual Conference in the opening session chaired by Ken Morrison, Director of Legal Services at St George's University of London and LUPC Board Member.





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# HOW CAN BUSINESS TRAVEL HELP YOU REACH YOUR ESG GOALS?

Environmental, Social and Governance (ESG) considerations have never been as important as they are today - this is no exception for the travel industry. Jon Stokoe, Communications Manager at Clarity Business Travel breaks down how the travel industry can provide data to support your ESG strategy.



Over the past few years, there has been a real increase in focus from buyers around sustainability and CO<sub>2</sub> emissions. It is an important consideration for buyers during the tender process and when booking business travel. Clients want to understand how travel providers can support their ESG strategy and

provide them with meaningful data.

Clarity's commitment to sustainability is ingrained in our business culture. We have partnered with Greengage to develop a Carbon Reduction Plan to become net zero by 2030, and have set annual targets to reduce our own carbon footprint.

## Responsible Procurement: Case Study

Historically, the CO<sub>2</sub> emissions displayed at point of sale and in data/management information tools, has been built on DEFRA (Department for Environment, Food & Rural Affairs) calculations. Here at Clarity, we are now using the data provided by Thrust Carbon, which is far richer and more accurate. This data allows bookers and travellers to make better informed decisions at the point of booking, as well as deliver more granular and accurate reporting back to the business.

Clarity now enables clients to quickly see the carbon emissions against any travel type, but also assign a traveller carbon budget, visible to the traveller or booker at any time.

Our primary focus lies in revolutionising the booking process, both online and offline, to empower individuals to make environmentally-conscious travel decisions. To further support this cause, we have introduced eco-accredited hotels into our client programmes.

This has earned us the prestigious Agency Sustainability Progress prize at the 2023 Greengage Insights and Awards. This recognition extends beyond our own sustainability and ESG efforts, as we have also supported our clients in measuring and reducing CO<sub>2</sub> emissions in their travel programmes.



Furthermore, we have invested millions in developing our new booking tool, ClarityGO, to address industry-wide challenges and provide sustainable solutions to our customers.

Clarity promotes inclusivity for non-binary travellers, addressing the lack of options in the travel industry's traditional male or female profiles. We aim to create a more diverse and welcoming travel experience for all.

With so many people at different stages of the ESG journey, what are the next steps and how can you best use the data available to you?

Ewan Kassir, Head of Global Sales





at Clarity Business Travel, said: *“We can help gauge where our clients are with the simple Green Health Check, a temperature check of the client’s current ESG position, with a focus on travel.*

*“The results of the health check allow us to support our clients in their strategic approach to ESG and we can offer advice on actions to take based on our experience with other clients or introduce them to travel industry sustainability experts.*

*“As part of our own journey towards net zero by 2030 we look at ourselves, our travel, our wider business and supply chain and, how we help our clients with the tools to drive their agenda...*

*“We need to ensure the policies and procedures of the wider supply chain align to the policies and responsibilities we hold dear at Clarity such as equal opportunities, gender equality, anti-slavery, sound sourcing structures and supporting zero poverty.*

*“While the main focus is on emissions, the wider sustainability and responsibility view needs to be much broader.”*

As part of our carbon reduction plan, we have set targets aligned with five of the 17 United Nations sustainability goals.

These goals encompass climate action, responsible consumption and

## Responsible Procurement: Case Study

production and affordable and clean energy. Over recent months, we have made significant progress towards achieving these targets, contributing to a more sustainable future.

To drive our sustainability agenda, we have established an environmental committee comprising representatives from across our business to identify and implement initiatives that align with our goals. Greengage participates in this committee, providing valuable insights and expertise.

Sustainability is not just a goal, but a driving force behind every decision we make. From our annual green health checks to our commitment

to transparency, stakeholder engagement and continuous improvement, we are dedicated to leading the way in sustainable travel.

ESG strategies and responsibilities are always evolving. We are moving towards science-based targets so we can be sharper in our strategy and responsibility.

Our goal is not just to be a leader in sustainability, but to catalyse change across our industry and supply chain.

Each journey we facilitate, we aim to inspire and enable a more environmentally, socially inclusive and economically conscious approach to travel.

### CLARITY BUSINESS TRAVEL LATEST CARBON STATS

The latest annual carbon emission data and Carbon Reduction Report, submitted to the Government Crown Commercial department in May 2023 revealed Scope 1, 2 and 3 carbon emissions reduced from 455.4 tCO<sub>2</sub>e in 2019 to 128.5 in the latest reporting year.

Further progress is expected to be reported for the full 12 months just gone with a projection to reduce carbon emissions to 79 tCO<sub>2</sub>e by 2026. This would represent a reduction of 83% when compared to 2019 and the projection is to reach a carbon neutral position by 2030.

Progress continues to be made in the most recent reporting year with good progress being made, especially in the Scope 3 area of internal business travel and employee commuting with tCO<sub>2</sub>e reductions vs 2019 of 71% and 69% respectively.

The latest 2023 assessment resulted in a Silver Award. The overall Clarity score was higher than that of 78% of all other companies rated by EcoVadis and we are aiming to further improve on this in 2024.





Bevan Brittan

## THE PROCUREMENT ACT 2023 - WHAT'S CHANGED?

Emily and Don discuss this article in the new LUPC Linked Podcast!

*In this article, Emily Heard from Bevan Brittan LLP compares how procurements are run under our existing rules, and how this will change when the new Procurement Act 2023 is brought into force. Emily provides a practical assessment of what is changing for professionals on a day-to-day basis.*



Although the Procurement Act 2023 (**"the Act"**) has received Royal Assent, the Public Contracts Regulations 2015 still currently govern public procurement. This will remain unchanged until the Act is brought into force. We expect this to be in October 2024, and for procurements started after that date to be run under the Act. As well as

the Act, there will be at least two sets of supporting Regulations which will apply to new procurements, together with government-issued guidance.

One of the government's main objectives with the introduction of the Act is to achieve greater transparency over public spend, which is estimated to be £300 billion a year. This will be achieved through several means: more published notices

## Feature

from public bodies to provide the market advance warning of upcoming spend; increased transparency when a public body seeks to change or establish a contract without a procurement process and greater scope to scrutinise contractors' performance. All this information will be consolidated in what is referred to as the new "central digital platform". Ahead of "go-live", all suppliers and all authorities will need to register on the central digital platform. For suppliers, this will require a significant amount of work up-front as they will need to register with extensive corporate information on the platform. This will include whether or not any mandatory or discretionary exclusion grounds apply to that supplier, or indeed any

of the supplier's "connected persons" (for example, subsidiaries, parent company, persons with significant control). The new central digital platform will mean that suppliers only need to provide information once (a "tell us once" system), although they will need to keep it updated and provide procurement-specific information for each opportunity they are bidding for.

For authorities, there will be greater visibility over supplier performance on previous public sector contracts. Any authority which considers that a supplier is in "sufficiently serious" breach of contract will be required to publish a notice to this effect (under Section 71(5) of the Act) which will be



visible on the platform. This extends to situations where a supplier fails to perform a contract to the authority's satisfaction: If the authority gives the supplier a reasonable opportunity to improve performance and the supplier fails to do so, again the authority must publish a Section 71(5) notice to this effect. Section 71(5) notices will be visible on the platform and may be considered in future procurements by other authorities as a discretionary ground of exclusion. The obligation to publish Section 71(5) notices does not apply to light touch regime contracts.

If a supplier is excluded from a procurement process on mandatory or discretionary grounds, the authority which excluded that supplier will then

be required to notify the "relevant Minister" to that effect. We understand that the Procurement Review Unit will manage these notifications in England. This can lead to an investigation into that supplier, with the potential to place them on a debarment list. Placement on the debarment list means that a supplier **will** either be excluded (if a mandatory exclusion applies) or **may** be excluded (if a discretionary ground applies) from all public sector bidding opportunities for a specified period.

The fact that poor contractual performance can lead to exclusion notices and potential debarment means that there will be more tension and scrutiny over the terms and conditions which suppliers agree to. Suppliers will know that if they agree to onerous or challenging terms, there is likely to be more rigorous contract management and potential damaging consequences on their ability to compete for such contracts in the future. In addition, for higher value contracts (over £5 million), authorities will have to set and then report against at least 3 Key Performance Indicators. Authorities will likely give more thought to this early in the procurement process, and suppliers will want to consider this carefully. In addition, copies of contracts above £5 million in value will need to be published, although there will be provision for protection of commercially sensitive information. The thinking behind this



## Feature



is that careful consideration of what really matters in a contract and how to measure performance should drive better value for money for the tax payer; though not without some challenges for authorities and suppliers.

Similarly, it will be important to build in sufficient time pre-procurement to design a process which best suits what the authority is buying, as the Act allows authorities much more flexibility when running a procurement. We currently have five set procedures to choose from (the open, restricted, competitive dialogue, competitive procedure with negotiation and innovation partnerships), with the process for each procedure laid out in the

Public Contracts Regulations 2015. For example, authorities most commonly use either the open or restricted option, but know that with the restricted procedure there is no negotiation or iterative stages.

In contrast, under the Act, the new 'Competitive Flexible Procedure' replaces all the others except the open procedure. There would be nothing to stop an authority running a "restricted-style" procedure under the Competitive Flexible Procedure if preferred, but the authority can judge for itself whether it wishes to incorporate some of the flexibilities of dialogue. For example, does the authority want to assess outline tenders, and then refine its requirements and invite supplemental tenders? This would have its advantages, and again would require sufficient time in the planning phase to really engage with stakeholders and pinpoint what they want from the market, or if they do not yet know this, engage in meaningful pre-market engagement.

The requirement to publish pipeline notices (where spend will be over £100 million in the coming financial year) and the encouragement to engage in pre-market engagement will support this planning phase. Authorities will need to ensure that they have the right internal resource in place to manage not just the increased number of notices which have to be published, but also the monitoring of contractual

performance and reporting against it where required.

Finally, the new requirements at debrief stage will also influence the way in which evaluators need to be trained, and the way in which evaluation and moderation captures reasons. This is because bidders will be given "Assessment Summaries" at debrief stage and, based on the draft Regulations which we have seen, these will include the reasons for the score

the bidder received, but also the reason why the bidder did not receive the score immediately above. The bidder receives this information for itself, and for the winning bidder. Contract Award Notices are then issued starting the 8 working day standstill period (note the change of language – as at the moment Contract Award Notices are published *after the contract is entered into*).

*Bevan Brittan are on Lot 4 One-stop shop of the Legal Services framework.*



**Jessica Boardman**  
Associate, Bevan Brittan  
[jessica.boardman@bevanbrittan.com](mailto:jessica.boardman@bevanbrittan.com)



**Emily Heard**  
Partner, Bevan Brittan  
[emily.heard@bevanbrittan.com](mailto:emily.heard@bevanbrittan.com)



Framework Supplier on the national Recycling Bins & Street Furniture (JAN3044 NW) framework agreement



[www.glasdon.com](http://www.glasdon.com)



# CLIMATE CHANGE AND MODERN SLAVERY IN PUBLIC PROCUREMENT

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

In 2023, LUPC supported an academic research project investigating the climate change impact on modern slavery risks in public procurement, titled 'Intersecting sustainabilities: Protecting both people and planet in supply chains'. The project, led by the Universities of Sussex, Bath, and the West of England, and in collaboration with Non-profit Organisation Unseen, addressed the scant research on sustainability in public sector purchasing, with special emphasis on the overlap between climate and modern slavery-based measures.

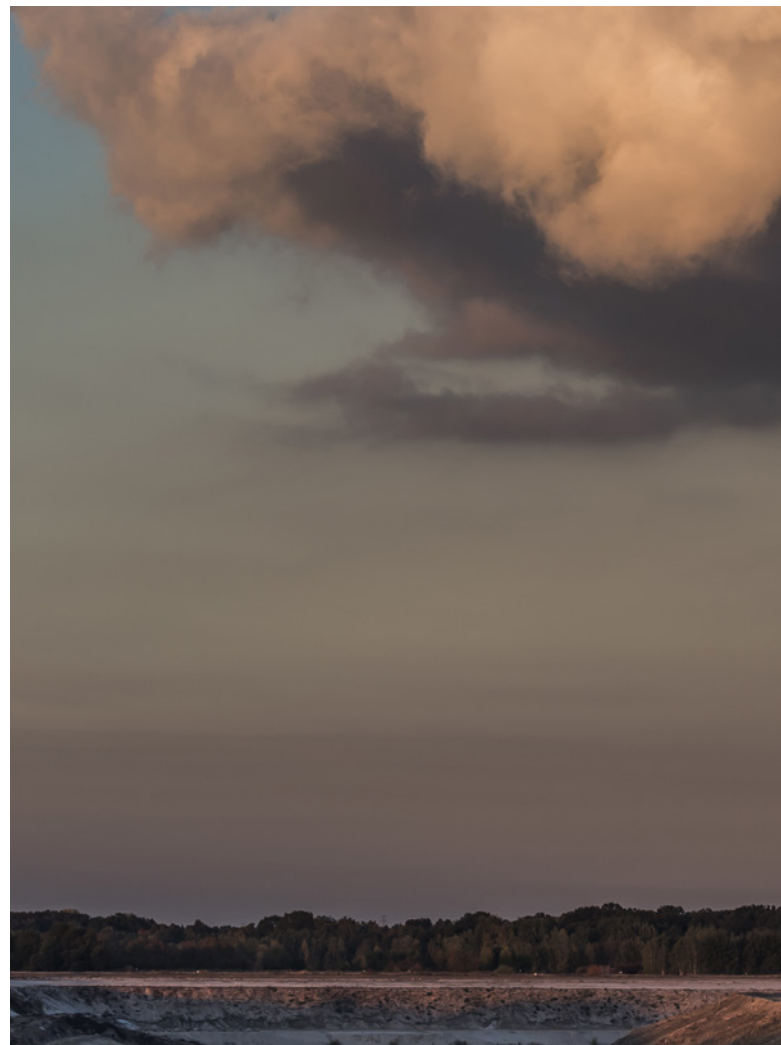
It was funded by the Modern Slavery and Human Rights Policy and Evidence Centre (the Modern Slavery PEC).

The project aimed to answer the following questions:

- What are the drivers for, and barriers to, public sector buyers managing climate impact and modern slavery risk in their procurement?
- How can public sector purchasing consortia best manage climate

impact and modern slavery risk in framework agreements and supplier management?

To answer them, the researchers interviewed LUPC staff, members and suppliers, as well as tier 2 suppliers, civil society subject-matter experts, including Electronics Watch.





The [full report on the research project](#) was published in January, and a summary is also available.

### Findings

The project found that with a lack of legal mandate, there was a consequent lack of attention at executive level by public sector organisations to matters relating to modern slavery and climate change. A shortage in allocation of resources to address the increasing risks consistently, the research found, has led to a 'tick box' approach. In addition, the report comments on the reliance of public buyers on

external organisations to assess risk, but without meaningful engagement with them to understand what actual assurance they offer. At the same time, the report indicates that public buyers do not take full advantage of membership to organisations that have a proven track-record in understanding and addressing these risks, such as Electronics Watch. In effect, a lack of legal mandate in the public sector leads to outsourcing of active risk management around modern slavery and there is no meaningful connection with climate change.

The full report provides



## Feature

recommendations for government, purchasing consortia and public buyers. In this article we focus on the recommendations for purchasing consortia.

Recommendations for purchasing consortia such as LUPC

The project offered specific findings and recommendations for purchasing consortia, stressing the need to:

1. Enhance contract management to develop supplier relationships that support improvement in areas of responsible procurement (RP);
2. Provide clarity on what RP aspects are (and are not) covered by framework agreements;
3. Engage with and evaluate evidence from existing audit reports and supplier monitoring activity.

LUPC actively participates in research projects such as these, as we believe they are crucial to improving responsible public procurement in the UK and beyond. There is reciprocal benefit through engagement with researchers. As practitioners, we are afforded the time and space to



reflect on our practice and explore new possibilities, based on academic rigour. Researchers, in turn, are able to really drive their action research agendas, with access to procurement practitioners, suppliers and civil society organisations engaged in the everyday implementation of research and policy recommendations. Project reports, such as this one, can provide the external validation we need to create an internal mandate to act. At LUPC, we are open to and welcome similar interactions with research, which undoubtedly



supports our commitment to continuous improvement.

Although there is still work to do, here at LUPC we are already well on the road to implementing these recommendations.

Contract management is crucial to our RP approach, and we have developed our Supplier Due Diligence Tool (SDDT) to implement it appropriately. The SDDT is a questionnaire reviewing suppliers' approach across key areas covering environmental, human rights and social value issues. In its latest update, the SDDT also collects crucial information on third-party audits, in order to add to a fuller picture of suppliers and avoid duplication of effort for suppliers. Additionally, we are working on developing a process flow on how RP is integrated through the entire procurement cycle, from the selection questionnaire to contract management. Working with members and suppliers to increase transparency, we aim to achieve so much more.

With further investment in our supplier due diligence programme and engagement with our framework suppliers around approach and expectations for RP, we are working towards developing a member and supplier portal on our website, where live updates on supplier RP progress and sharing of monitoring activity is clear and accessible to our members and wins can be celebrated as we continue to race to the top.

# AI LEADERS: HOW HIGHER EDUCATION CAN PREPARE FOR AI DEPLOYMENT

Maggie Anderson, Account Manager for Commercial Client and Workstation at AMD talks us through the three key steps to successful AI deployment in higher education.

It's abundantly clear that IT leaders are eagerly embracing the colossal potential of AI.

[The latest AMD study](#) underscores this optimism, with three out of four IT decision-makers (ITDMs) expressing their strong belief in AI's potential benefits, in elevating efficiency and fortifying cybersecurity.

However, it's essential to recognise that while many are reaping the rewards of AI adoption, there are legitimate concerns among IT professionals about certain aspects of this transformative technology.

To bridge this gap and ensure a

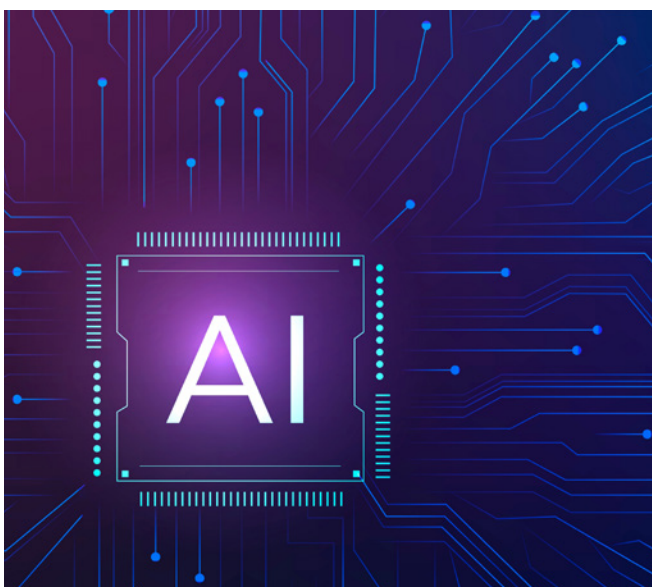
harmonious integration of AI into Education, proactive measures are needed. Necessary support, training, and resources need to be provided to address these concerns head-on, allowing ITDMs to embrace AI confidently.

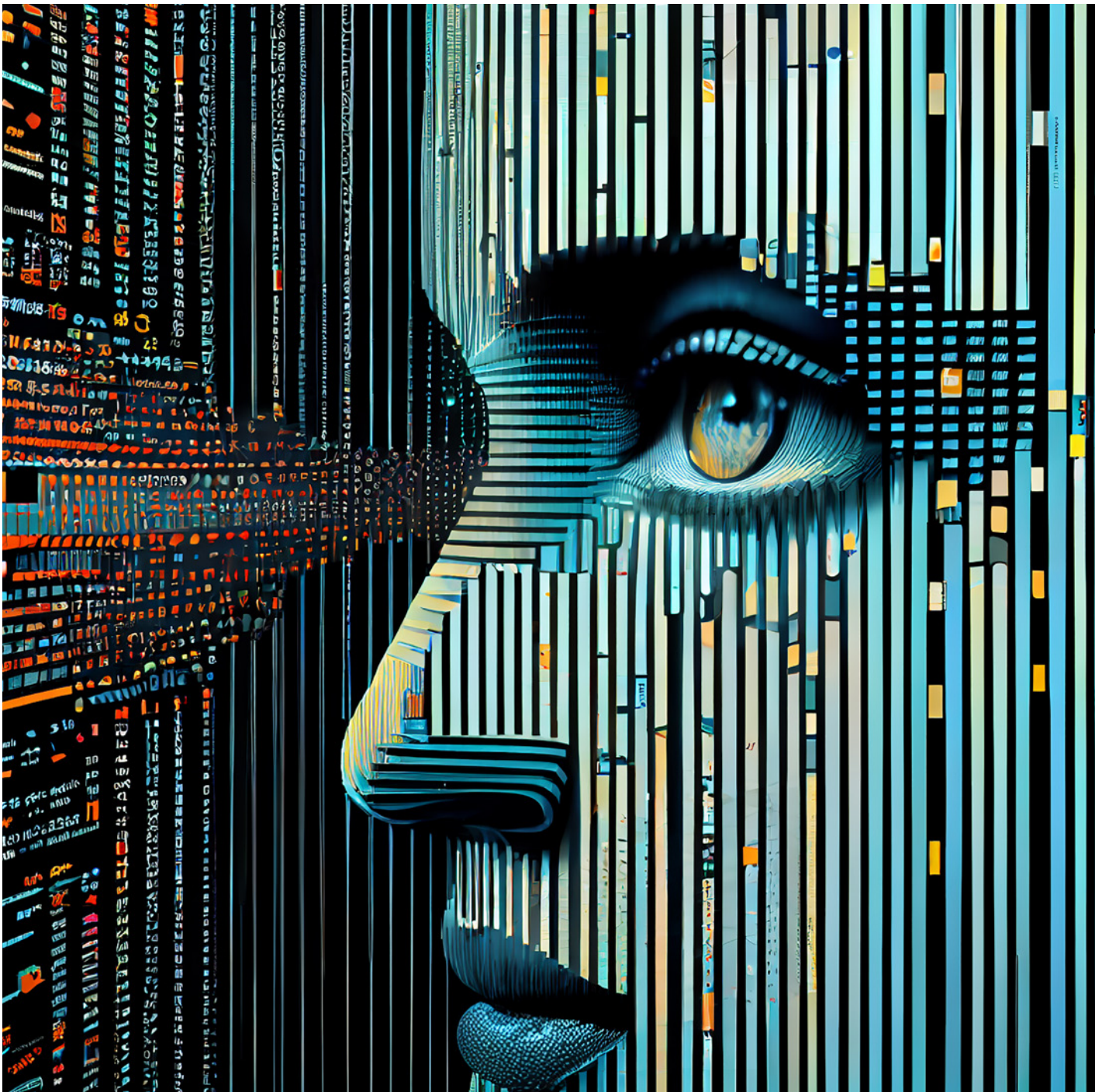
The study found that more [than two-thirds of IT leaders](#) are increasing their investments in AI technologies demonstrating a readiness to tackle these challenges. Looking ahead, organisations plan to prioritise AI within the next five years, it becomes evident that the future is bright for those who proactively prepare for AI adoption now.

## Recognising the state of play and enabling use cases

Before embarking on the AI deployment journey, customers must objectively examine their organisation's existing tech stack, culture, and skills to help them make informed decisions.

Acquiring insight into the business areas that can benefit the most through AI adoption and identifying





the stumbling blocks would help ITDMs prioritise time and budget, helping ensure return on investment.

For instance, the study found that 66% of IT leaders see demand for increased system speed and performance, while 60% see the potential for enhancing data privacy and security.

After selecting the business priority

areas, the next step is for IT leaders to identify use cases they want to enable for their users.

These can be simple cognitive but time-consuming tasks such as summarising large reports. Using next-generation intelligence, such as generative AI, to handle such tasks can create the efficiencies they need and

## Feature

replicate across the campus.

### **Establishing the right pathway for use cases**

Once ITDMs have the selected use cases, it's a matter of looking at how to enable that set of experiences. This can be through a combination of cloud-based AI solutions or client hardware.

Both options come with their own pros and cons. For big and complex AI models, a cloud-based solution is likely to be the most appropriate fit, however, decision makers should

understand the costs associated with off-premise solutions.

Let's look at another use case that we see evolving very quickly, the augmentation of software development. Think about a student software developer who's writing code. The computer gets to know their style, gets to know the language they're coding in, and can help through autocomplete. In the future, it could also help build test suites so that the coder can test their code to improve the quality and the speed at which they



can develop code.

The infrastructure for this particular use case can either be deployed in the hardware or in the cloud.

### **The role of training**

An element that's critical to successful AI deployment is training. Training the IT department on deploying AI solutions the right way is equally important as training those who are going to be using these technologies.

For instance, the AMD study shows that the lack of first-hand experience

using the latest AI applications is one of the challenges impacting organisations' readiness and willingness to embrace AI. In fact, the study found more than 52% of ITDMs say that they haven't used natural language processing apps, while 47% and 36% say they haven't used facial recognition systems and process automation software. This means those who want to get ahead when it comes to AI adoption need to look at how to expose and upskill their IT teams. This will give teams a better understanding of AI technologies and how to deploy them.

In conclusion, IT professionals are presented with an exciting opportunity to harness the power of AI and propel their organisations into the future.

To reap its rewards, ITDMs need to think about AI adoption from a strategic point of view. Preparing their IT infrastructure, starting with the end results in mind and selecting the best use cases to enable them users with a head start. Utilising a combination of software and hardware to deploy AI applications will also help them meet their efficiency, security, and privacy goals. The final element that could not be understated, is the role that training plays for IT teams. Without adequate training and deployment strategy, ITDMs could miss the mark when it comes to AI adoption.



# LUPC & SUPC CONFERENCE 2024: LEARN, NETWORK, INNOVATE

LUPC and SUPC are working in partnership once again to deliver the eighth joint consortia Conference & Exhibition. Firmly established as the must-attend event for Heads of Procurement, Category Managers and Buyers across the LUPC and SUPC membership, [the 2024 Conference](#) will be taking place in London on 5 June.

Join us at the [LUPC & SUPC Conference](#) in London for a day of lively discussion, expert workshops, and networking. Together, we will reflect on where we are now, share procurement best practice from the sector and beyond, and gain the latest innovative ideas for **building resilience**.

**Our exciting line-up of professional development sessions and shared insights will include:**

- **Thought-provoking plenary sessions** – exploring hot topics with expert speakers:
  - ***Building Resilient Supply Chains in the Face of Global Disruptions*** and
  - ***Building a Resilient Team: A roadmap to keep your team inspired, enthusiastic and engaged.***
- **Interactive breakout sessions** – We've listened to your feedback and have provided more opportunities for networking and discussing

with others in these sessions. We will cover a wide variety of topics and help you deep-dive into best practice to further your knowledge and future thinking.

- **Opportunity to build valuable connections** – much-needed time to connect with colleagues from across the sector.
- **Access to a wide range of suppliers** – at our exhibition of 65+ selected framework suppliers.

A post-conference drinks reception for a chance to socialise and network after a busy day will follow our closing plenary session.

[View the conference agenda!](#)

[See who is exhibiting!](#)

[Full Members of LUPC and SUPC - Book your tickets today!](#)

**Conference timings and tickets**

Delegates are welcome to arrive on Wednesday 5 June 2024 from 9:00 am, ready for the official start of the conference at 10:00am. A delicious





breakfast will be available on arrival. Breakout sessions will run throughout the day and the conference will finish with a drinks reception from 17:00-18:30.

Tickets are free to full members - but places are limited, so book early to avoid disappointment!

### Further information

At the time of booking, we will ask you to select the breakout sessions you are likely to attend. You can change your mind at a later date, this is just to give us an indication for room planning purposes. Please see the [LUPC & SUPC Conference 2024 agenda](#) which details the full programme.

N.B. conference sessions and speakers may be subject to change.

We hope you can join us, and please do share this article with any colleagues who may benefit from attending.

If you have any questions about the event, please contact [Suzanne Picken](#), Head of Membership, Marketing and Communications, LUPC



## Commodity Updates

# Commodity Updates

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

**AR**

**Antonio Ramirez**  
Senior Category  
Manager

Tel: 020 7307 2764

M: 07932 346741

Email: [a.ramirez@lupc.ac.uk](mailto:a.ramirez@lupc.ac.uk)

**JG**

**Julie Gooch**  
Senior Category  
Manager

Tel: 020 7307 2778

M: 07546 050410

Email: [j.gooch@lupc.ac.uk](mailto:j.gooch@lupc.ac.uk)

**MK**

**Mike Kilner**  
Senior Category  
Manager

Tel: 020 7307 2768

M: 07932 347182

Email: [m.kilner@lupc.ac.uk](mailto:m.kilner@lupc.ac.uk)

**RD**

**Roy Dennis**  
Senior Category  
Manager

Tel: 020 7307 2772

M: 07419 583838

Email: [r.dennis@lupc.ac.uk](mailto:r.dennis@lupc.ac.uk)

**JM**

**Justin McLoughlin**  
Senior Category  
Manager

Tel: 07568 227 623

M: 07568 227 623

Email: [j.mcloughlin@lupc.ac.uk](mailto:j.mcloughlin@lupc.ac.uk)

Other useful contacts:

**JISC**

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

**TUCO**

<http://www.tuco.org/>

**TEC**

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

## Audio Visual

### Audio Visual: Photographic Equipment and Consumables

- **AVI3199 NW MK** The new photographic agreement has now commenced with five suppliers.

The scope includes (but is not limited to): DSLR Cameras, Compact System Cameras, Medium Format Cameras, Action Cameras, Camcorders, Lenses, Lighting, Specialist Printers, Tripods and Gimbals, Drones, Memory Cards, Film, Filters, Photographic Paper, Negatives, Tripod Bags and Camera Bags.

Staff and students can access framework pricing for individual needs and the guidance for how to make individual orders is on HE Contracts.

### Audio Visual: Supplies, System Design, Installation and Maintenance – National – AVI2005 NE MK

The ITT for the replacement agreement was published 3 April for return 3 May. The present evaluation period is 7 May to 25 June; the next TWP meeting set for 7 May to discuss the returned bids and the evaluation process.

## Estates & FM

### EFM2043 NE Asbestos Consultancy Services – National JG

This agreement went live on 25th March 2024 and covers asbestos related consultancy services including, surveys, analysis of bulk and air sampling, audits and issuance of certificates of reoccupation, as part of a 4-stage clearance process on a planned and reactive service basis.

The agreement is accessible to members from HEPCW (Higher Education Purchasing Consortium Wales), LUPC (London Universities Purchasing Consortium), NEUPC (North East Universities Purchasing Consortium), NWUPC (North West Universities Purchasing Consortium) and SUPC (Southern Universities Purchasing Consortium).

There are 7 Lots broken down regionally (North East (England), Yorkshire and the Humber, East Midlands (England), South East (England), South West (England), Wales, North West).

Call-off from this Framework Agreement is by means of ranking, running a competitive further competition or a combination of ranked and further competition. Full details of this agreement are available to our members on HE Contracts.

### EFM2044 NE Asbestos Removal – National JG

NEUPC are renewing their Asbestos Removal Framework agreement. The new agreement will be accessible to members from HEPCW (Higher Education Purchasing Consortium Wales), LUPC (London Universities Purchasing Consortium), NEUPC (North East Universities Purchasing Consortium), NWUPC (North West Universities Purchasing Consortium) and SUPC (Southern Universities Purchasing Consortium).

NEUPC are in the process of finalising the evaluations and are on target to be complete the process by the end of April. The agreement is aiming to go live at the beginning of May.

### Automatic Doors and Roller Shutters – EFM1060 AP JG

This agreement went live on 15th January 2024 and replaced the previous agreement "Door maintenance,

repair, inspection and including supply EFM1045 AP". The agreement name change was to provide clarity of the scope of the agreement (fire doors are not in scope for this agreement). This agreement covers maintenance, servicing repair and inspection of automatic doors; revolving doors; bi-fold doors; air lock doors; sliding doors; roller shutter doors; DDA panels; access control (door fittings and parts elements) and supply and installation of new doors; roller shutters; automation of existing manual doors. The Lot structure for this agreement is regional.

The available Call-off mechanisms for this Framework Agreement is by means of Ranking, Desktop Evaluation, or mini competition. The details for each of these routes and other information with regards to this agreement is available to our members on HE Contracts

APUC will be hosting a launch webinar for members. Dates for the launch have not yet been confirmed. Notification of launch dates shall be advised as soon as they become available.

#### **Cleaning Solutions – National – JAN3148 NW JG**

NWUPC are leading on the national Cleaning Solutions framework agreement. This agreement shall be broken down into lots covering cleaning equipment, recycling bins and street furniture and cleaning & Janitorial supplies and replaces two agreements which are currently available to LUPC members including JAN3075 NW Cleaning Equipment and JAN3044 NW Recycling Bins and Street Furniture.

The process of evaluating the submissions returned has been completed. Suppliers are to be notified; at which time the standstill period will be entered into. The agreement will go live following standstill which is estimated beginning to mid-May.

#### **Electronic Components (NUWPEC) – National – MAI3130 NW AR**

This agreement is being re tendered, and the bids were received in early April. They are currently being evaluated, with the moderation meetings books in for the first week in May.

#### **Facilities Supplies – EFM3190 NW JM**

This Framework brings together a number of other frameworks under on heading. It is comprised of:

- Lot 1 - Air Filters and Associated Products (UK)
- Lot 2 - Air Filters Supply, Fit, Maintenance, Removal and Disposal (uk)
- Lot 3 - Electrical Materials and Associated Products and Services (GB)
- Lot 4 - Electrical Materials and Associated Products and Services – NI
- Lot 5 - Plumbing, Sanitary and Heating Equipment, Supplies and Associated (GB)
- Lot 6 - Plumbing, Sanitary and Heating Equipment, Supplies and Associated Services – NI

#### **Firefighting Equipment and Associated Services – EFM2028 NE JM**

This framework is currently being retender

and is in standstill period until 16th April. All details of the new iteration will be uploaded to HEC.

**Floor Coverings – National – EFM2032 NE JM** NEUPC Contact changed to Steven Hogg.

Framework expires Sept 24 and options around retendering are being considered.

#### **Lift Installation, maintenance and consultancy – National – EFM2035 NE JG**

The extension for NEUPC's Lifts installation, maintenance and consultancy EFM2035 NE agreement shall be utilised, and the agreement will be extended until May 2025.

NEUPC are looking to start work on the re-tender in August 2024.

#### **Signs and Wayfinding – EFM2045 NE JM**

This is now live with all information added to HEC and available to members.

This used to be called Signs and Signage but is now Signs and Wayfinding

## ICT and Telecoms

#### **Computing - Data Centre Management Equipment and Infrastructure – National – ITS2009 NE MK**

The successor agreement is now fully awarded with all Framework Contracts signed and details available on HEC. The framework allows for direct award, desktop calculator or mini competition with up-to 30% variance allowed on the evaluation criteria. Implementation meetings have been taking place while the contract award notice has been published.

The following 7 suppliers were awarded:

- 2BM Ltd
- APT
- Keysource Ltd
- Durata
- Sudlows
- Upnorth Engineering Services Ltd
- Workspace Technology

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

Individual price lists and buyers' guides on behalf of the recently commenced agreement continue to be added to the HE Contracts database on a regular basis and are available together with both the evaluation and the bidder responses in their entirety alongside the main agreement buyers' guide and other materials relating to the agreement. The benchmarking exercise is presently being reviewed and updated in conjunction with a potential change in the base specifications to 16GB DDR5 memory and 512GB SSD storage (8/256 currently). A separate exercise benchmarking the NDNA against the CCS-led equivalent (TPaS2) has also been concluded with results to be published as part of an agreement article in the near future.

The next round of supplier review meetings have been scheduled for April 24 (Dell), April 26 (HP), April 29 (Stone)

# Commodity Updates

and May 2 (Lenovo). The working group have requested general comments and/or matters arising in connection with the agreement to be shared by members in advance.

Management Information for the period ending Q2 2023/4 is available from HEC. The page also includes recently updated pricing information on behalf of HP, Lenovo, and Stone while discussions with Dell on the appropriate discount levels (DOLs) for their new models are expected to conclude imminently. Several OEM and reseller partner Buyers Guides, which are also available from HEC, have been comprehensively refreshed over the last few months. While Direct Award is available as a call-off option, we would like to remind member institutions that the mini-competition is the recommended option for obtaining best overall value for money.

A NDNA Price Impact Analysis Dec23-Apr24 document was recently added, which looks at recent price-related trends including currency, SSD and system memory, panel and monitor pricing and sea and air freight rates.

Following the successful ESG webinar event held in conjunction with Dell last December, an equivalent HP-led event has been organized for 1400h on 16 May. The final agenda and a registration link will be circulated imminently.

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

The Agreement is in two Lots:

- Lot 1 - HR/Payroll Systems and Associated Services and;
- Lot2 - Finance Systems

The Lot 2 Finance Systems contracts have also now been fully awarded in ranked order as below. Availability of the suppliers below is pending receipt of a signed off framework agreement.

1. Civica UK Limited, Financials Live
2. Symmetry, BluQube
3. Mastek Company Systems, Oracle
4. Insight Direct UK, Oracle
5. Fusion Practices, Oracle
6. Technology One, CiAnywhere
7. Softcat (MHR), Microsoft Dynamics

The call-off mechanism is as follows: Direct to ranked number one supplier; Mini-competition and Desktop Evaluation. All Buyers Guide documents for the framework are available on HEC.

## **Computing - General Matters not covered elsewhere**

The replacement Ethical Mobile Phone agreement commenced as planned on 17 February 2024 with Your Coop providing the Fairphone device. A launch article relating to the new agreement was written and shared with members via the LUPC News page and monthly eBulletin.

The National ICT Group (NICT) continues to meet every 4-5 weeks to discuss matters arising across the 25-plus ICT framework agreements, potential future collaboration and present IT procurement-related issues within the sector. The next meeting has been set for 19 April.

The existing APUC framework agreement for Similarity

Detection has been extended until April 2024. The replacement framework agreement has been rebranded as Academic Integrity and Assessment Management Systems and the strategy has been agreed with there now two lots:

- Lot 1 - Academic Integrity
- Lot 2 - Assessment Management Systems

The ITT will be issued this month.

APUC's Library Management Systems & Associated Services has broad take up across the sector. The strategy is progressing with a UK-wide user group, with market engagement involving both established and new suppliers taking place.

APUC has invoked the final extension for the Virtual Learning Environment (VLE) and Associated Services agreement, which will now expire June 2025.

The new Jisc Research Management Systems DPS commenced on 8 April for a period of 5 years and enables members to purchase current research information systems (CRISs) and repositories from Suppliers that have been approved to join the service.

It consists of two Lots:

- Lot 1: CRISs
- Lot 2: Repositories

For further information please visit [here](https://www.jisc.ac.uk/news/all/new-streamlined-purchasing-system-helps-organisations-buy-digital-preservation-solutions-more-quickly) while any queries about the service can be directed to the team via [RMS-support@jisc.ac.uk](mailto:RMS-support@jisc.ac.uk).

Jisc's Digital Preservation DPS has also went live 4 March 2024 for an initial period of 3 years extendable to 2029. The DPS offers buyers long-term sustainability and the use of Digital Preservation (DP) systems to keep their data both safe and usable. Digital preservation systems are of particular interest to individuals involved in library services as well as procurement/finance individuals.

[Digital preservation systems dynamic purchasing system \(DPS\) - Jisc.](https://www.jisc.ac.uk/news/all/new-streamlined-purchasing-system-helps-organisations-buy-digital-preservation-solutions-more-quickly)

Further information is available: <https://www.jisc.ac.uk/news/all/new-streamlined-purchasing-system-helps-organisations-buy-digital-preservation-solutions-more-quickly>

Jisc hosted a webinar for the DPS on 10 April with the recording available on demand via the Jisc team.

With the present OCRE cloud framework due to expire 30 November 2024, its replacement is presently being tendered. Buyers can continue to use the OCRE cloud framework which is based on the previous GÉANT IaaS framework with an expanded scope, established by the OCRE (Open Clouds for Research Environments) project consortium led by GÉANT, to help accelerate cloud service adoption in the education and research community.

The Jisc Global Education Access framework expires 3 September 2024 and will not be re-tendered. Service reviews covering the Jan-Mar 2024 quarter are being held in April

2024 with each supplier, covering the areas of performance, reporting, invoicing, and framework usage updates.

**Computing - ITRAP (IT Related Accessories and Parts) National - ITS4041 SU MK** The tender has been delayed and is now expected to be issued 27 April. As a result, the existing framework has been extended until the end of August.

Draft documentation was circulated to the working group for comment on 22 March with responses returned by LUPC and NEUPC by the 28 March deadline.

**Computing - Software License Resellers (SLRA) - National - ITS4042 SU MK** The next tender will now be issued 2 September upon the conclusion of ITRAP and HPC.

**Computing - Server, Storage and Solutions National Agreement ("SSSNA") - ITS4043 SU MK** Lot 4 SSSNA has nearly reached its advertised spend threshold and as a result, SUPC will be issuing an HPC-specific framework with an anticipated release date of 29 April.

The planned contract award date is 19 July, which is a priority with 3 HPC planned implementations coming up and potentially at least 2 more within the following 6 months.

SSSNA Lots 1, 2, 3 and 5 will continue as they are now; Lot 4 will be terminated once the new framework is in place.

**Computing - National Education Printer Agreement (Provision of Print Equipment and Managed Print Services) - National ('NEPA2') - ITS2006 NE MK** The agreement was recently extended into its final year and overall spend has increased recently. There have been no recent reseller changes to report.

A re-procurement strategy has been drafted and Andrew Walsh, who recently joined NEUPC as a Category Manager, will take over the re-let. A decision will need to be made as to expand the scope or keep as present, noting that many suppliers have diversified into different areas of work, and print volumes are historically lower than previous.

**Computing - Networking Supply & Services ('HENS2') - National - ITS2008 NE MK** Supplier review meetings have now been arranged for May. Based on recent enquiries and usage, agreement feedback has been very positive.

**eProcurement System - ITS5058 LU AR** Work on the re-tender of this agreement is being carried out, and the TWP has been assembled and is contributing to the project. The supply market has also been pre engaged and we anticipate publishing the ITT in the next few weeks.

**Computing - IT Equipment Reuse Recycling and Disposal - National - ITS3082 NW MK** An agreed change has made been made to the core/non-core units specified in 'Appendix 1 - Waste Streams':

- Monitors were classed as a core item for collections. The framework states that for every collection that includes collection of non-core items (WEEE), the site must have 25 core items (qualifying units) for collection.
- Following the recent review with Stone, monitors have been split into core/non-core items, with monitors below

22 inches now classed as a non-core item for collection purposes.

- Stone had also wanted an increase in core items for each collection up from 25 to 50, however, have agreed to remain at 25 items.

**Jisc Network Equipment Framework - ITS5063 LU MK** Work on the current Network Equipment framework tender remains ongoing; this will replace the current framework when the new framework goes live. The provisional publication date for the ITT is Monday 29 April with an evaluation period timeframe running from 30 May to mid-June.

Jisc are currently reviewing the current framework timelines and will provide a further update on the tender, any extension, and timelines shortly. Customers can continue to direct award or run a mini competition under the current framework for their requirements.

Service reviews covering the Jan-Mar 2024 quarter are being held in April with each supplier covering the areas of performance, reporting, invoicing, and framework usage updates.

**Jisc Simulated Phishing Service and Associated Training Framework MK** The Simulated Phishing Service and Associated Training framework expired on 10 April 2024 and will not be re-procured.

**Jisc SMS Framework - ITS5053 LU MK** The Janet txt Short Messaging Service framework service reviews covering the Jan-Mar 2024 quarter are being held in April with each supplier covering the areas of performance, reporting, invoicing, and framework usage updates. Framework usage has been steady to date.

**Jisc Telecommunications - ITS5086 LU MK** The Telecommunications framework service reviews covering the Jan-Mar 2024 quarter are being held April 2024 with each supplier, covering the areas of performance, reporting, invoicing, and framework usage updates.

**Jisc Vulnerability Assessment Service and Tools Supply Framework - ITS5066 LU MK** The Vulnerability Assessment Services framework will expire on 15 April 2024 and will not be re-procured.

Buyers can continue to award to a supplier via this framework, up until the expiry date.

**Jisc Web Filtering & Monitoring Framework MK** The Web Filtering & Monitoring framework agreement will expire 31 July 2024 and will not be re-procured. Buyers can continue to award to a supplier via this framework, up until the expiry date.

Service reviews covering the Jan-Mar 2024 quarter are being held in April 2024 with each supplier, covering the areas of performance, reporting, invoicing, and framework usage updates.

**Telecommunications: Mobile Voice and Data Services - National. Led by Crown Commercial Service (CCS) RM6261 MK** The next aggregated procurement event will be held 16 September 2024.

# Commodity Updates

Benefits in joining this mobile voice and data services aggregation include:

- phased migration across a 12 month period – the requirement is for 80% of nominated connections to transition to the winning bidder within the first year of the contract award. This provides flexibility when existing contracts are yet to terminate and helps to avoid early termination charges
- co-terminus contract term – all connections will cease on a common end date, helping to prevent inconsistent contract end dates to simplify future procurement
- 'build your own' tariff approach – the aggregated procurement allows for a base connection with no line rental charge, negating zero-use costs

In a recent aggregation, customers saved on average 71% compared to their current rates, equivalent to a £3.5 million saving for those who took part.

Timeline:

- customer requirements need to be submitted by 16 September 2024
- customer commitment needs to be submitted in September 2024
- the tender will be published in October 2024
- award in November 2024
- service available from January 2025

## Insurance

**Insurance – Regional MK** The second Member Business Interruption Workshop was successfully held 23 January 2024. Summaries of the key learnings and five video recordings have been shared with the group to assist with internal communication with key stakeholders (risk managers, estates teams etc.). As a follow-up, brokers Gallagher are offering members a costed deep dive investigating:

1. Existing business interruption insurance cover, including sums insured, indemnity periods, and basis of cover.
2. Existing contingency and continuity plans to ensure they are realistic, including proportionate challenges on documents that form integral parts of existing plans.

The ITSG continues to meet monthly with representatives from both Gallagher and RMP with the last meeting held 21 March and the next set for 18 April.

The ITSG held a separate meeting on 11 April to discuss the RSA Financial Lines (PI, Crime and D&O) renewal proposal for August 2024, which has been deemed unacceptable at this time. Gallagher's Regional Broking Director is meeting with RSA on 12 April to assist with putting forward the group's views. Points of discussion will include:

- RSA to provide an understanding of the current performance of the book by each member, per class of

business, per year and the loss ratio attaching in order to understand how the renewal offering is applied given it is subject to Loss Ratio caveats.

- RSA to confirm what period of insurance the loss ratios attaching to the renewal caveats are applied and;
- RSA to confirm any action taken as a result of claims performance is reflective of the existing book of members and not previously insured members.

Should RSA be unable to achieve what has been requested, the ITSG and Gallagher will consider options for re-tendering these lines of business.

## Laboratories and STEMed

**Laboratory Consumables and Chemicals - Inter-Regional (IRLA) – LAB4040 SU AR** The IRLA tender responses for the next agreement are being evaluated at the time of writing, and the current framework agreement has been extended to 1st of June to accommodate the award process.

**Laboratory Equipment (General) and Associated Post Installation Services – National – LAB5061 LU AR** The initial 3-year term of this agreement expires on the 15th of June 2024. Soft engagement was carried out last year and neither customers nor Consortia category managers had any issues with the 17 suppliers on the framework. The STEMed Category Managers have all agreed to the extension (representing their respective members), so LUPC is proceeding with extension.

We have already received most of the co-signed letters. The intention to extend has been published on HEC and all letters will be uploaded once received.

APUC will only be accessing the framework until the 15th of September 2024, as they are running their own framework tender. David Benstead, APUC's STEMed Category Manager has recently moved on, and his framework agreement portfolio has been reassigned to other APUC staff.

The extension will end on the 15th June 2025 and work on the retender will commence in summer 2024.

**Personal Protection Equipment, Clothing and Uniforms (PPE) – JAN1012 AP JM** Louise MacFarlane is the contract Manager for these services at APUC taking over from Vicky Shanley.

## Library

**Books, E-Books, Standing Orders and Related Material – Inter-regional Agreement – LIB4044 SU RD** SUPC has extended this framework agreement to year 3. A further 1-year extension is available which will be reviewed later this year.

Full details are now available on HE Contracts.

**Serials, Periodicals, and Associated Services (Print and Digital) – Inter-regional Agreement (SUPC led) – LIB4054 SU RD** LIB4038 SU has now expired. The new framework

agreement is for the supply of electronic and printed serials, journals and associated subscription services via subscription agents (intermediaries), including domestic and overseas materials. Associated services must support and relate to the supply and management of electronic and/or printed subscription resources and may include (but not be limited to) services relating to usage data and improving value for money.

There are three suppliers awarded: EBSCO Interational, Prenax, and Otto Harrassowitx.

For further information please refer to <https://www.hecontracts.co.uk/agreements/1089>.

## Office Supplies & equipment

### Office Supplies – National – OFF3068 NW RD

NWUPC are working on the replacement framework that will combine Office Supplies and Paper into one framework solution. The current agreement has been extended to 31st July 2024. It is expected that this will be available to members by August 2024.

### Paper – Print and Specialist - OFF3117 NW RD

NWUPC are working on the replacement framework that will combine Office Supplies and Paper into one framework solution. The ITT will be published in April 2024 with the new framework should be available to members August 2024. The current agreement has been extended to 31/07/2024.

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 – PFB5072 LU RD** The new framework will be available to members on HE Contracts shortly. This provides 7 lots for OHS and EAP services, both with national and geographical solutions, and a digital wellbeing application lot.

The framework has been awarded to the following suppliers:

- 1stWellBeing Ltd
- Beluga Pods
- CNLR Horizons Ltd
- Cordell Health Limited
- Heales Medical
- Health Assured Limited
- Health Partners Group Ltd
- Innovate Healthcare
- Medigold Health Ltd
- Nation Occupational Health Ltd
- OHWorks Ltd
- Optima Health
- PAM OH Solutions Limited
- Spectrum Wellness UK

- The MCL Group (Int) Limited t/a MCL Medics
- Workforce Wellbeing Ltd

**Temporary and Permanent (TAP) Recruitment Services – PFB4037SU RD** SUPC have extended the current framework to 30 September 2024. The new framework ITT has been published and is now being evaluated. The new framework should be available to members in August 2024.

This tender is being led by Gavin Phillips at SUPC.

## Travel

**Fleet Solutions – VEH3137 NW JM** Myles Woodman has taken this over from David Yates at NWUPC.

Updated pricing has been implemented from Enterprise for Lot 1.

All details are available on HEC or through the contacts for the Framework.

**Travel Management Services – PFB4039 SU RD** SUPC have launched this new framework, replacing PFB4039 SU. This provides members with access to TMCs through three lots:

1. Business Travel
2. Student Group Travel
3. Combined (one stop)

This framework is now led by Daniel Dabrowski at SUPC.

## 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.



The Annual Membership Survey Report for 2023 was published in March.



Royal Botanic Gardens  
**Kew**



## Let's talk....

Joanna McKelvey, Head of Procurement & Contract Management at Royal Botanic Gardens, Kew, talks us through her procurement career to date.

**How long have you worked at your organisation?** Just over 10 years

**How did you get into procurement?**

My first jobs were working as a sales negotiator in different Estate Agents. Mostly working with big property developers. I then started my Public Sector career at Camden Council which had a 'Career Grade Admin Scheme' where you did a stint in different departments (HR, Finance, Planning etc) before deciding what you wanted to pursue professionally.

I landed in Parking just as the law around on-street parking enforcement changed, the service was subject to Compulsory Competitive Tendering. I started in a contract management role and in those days you procured the contracts that you managed. It was an excellent foundation in procurement:

services that were both technically and commercially complex.

**What skills from your previous roles helped you in your procurement journey?**

There can't be a more contentious area than parking, so I gained a very thick skin when it came to dealing with problems, complaints, and difficult suppliers.

Starting in a very commercial environment and negotiating sales has definitely helped. My later career focused on Construction procurement, so the insight I had from the property developers' side of the deal proved really useful.

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

I manage a lovely team of highly skilled procurement professionals, working in arguably the most beautiful



'office' you could wish for. If I'm having a bad day, I can literally stop to smell the roses!

**What's the worst thing that happened in your career and how did you overcome it?** A timetable slipped so that I was on leave (and out of the country) during the standstill period on a major construction procurement. And we received a challenge from an unjustifiably aggrieved, and persistent, Supplier who wouldn't go away even when told they had come 5th and were significantly more expensive than their competitors. We had to re-run the standstill on a stupid technicality.

It consumed four days of a seven day holiday... my wife was not a happy bunny!

**If you weren't in procurement, what would you be doing?** At this point in my professional life, I would be taking early retirement and sitting on a beach in the Algarve.

**What's the most interesting item or service you've had to buy?** The Service Concession catering contract at Kew was both interesting and fun. We did a huge amount of market warming, really 'selling the opportunity, so the quality of bids was phenomenal.

**In your view, what value can working with the Procurement team bring to other areas in Estates, IT etc.** Apart from ensuring legal compliance. We ensure that goods, works and services, meet their organisational requirements, and are procured, at a competitive price,

from Suppliers who are aligned to Kew's values. Increasing the 'aligned to Kew's values' piece is becoming more pressing especially against a backdrop of decarbonisation.

**What are the key challenges ahead for your organisation, particularly in the current climate?** For Procurement it's predictably the new Procurement Bill and Regulations.

For the wider business it's delivering our Manifesto for Change by exceeding net-zero carbon emissions to become climate positive by 2030.

**What achievement are you most proud of (and why)?** I created the procurement function at Kew, which included the recruitment and development of a small team of Procurement professionals, many at the start of their careers. I have been privileged to be in a position to help with their career development and very proud to watch them progress to more senior roles.

**What do you enjoy doing in your free time?** I have an adorable 15 week old puppy, she currently takes all my free time.

**And finally, what would be your favourite book and luxury on a desert island?** Appropriately, for a Desert Island, my favourite book is The Old Man and the Sea by Hemingway. It is simple word-perfect. And I would need a lifetimes supply of chocolate, although that's more necessity than luxury!

# AGREEMENT SPOTLIGHT ON THE NDNA (NATIONAL DESKTOP AND NOTEBOOK AGREEMENT)

The NDNA was created in 2013 out of two previously separate agreements, the Inter-Regional Desktop Agreement (IRDA) and National Notebook Agreement (NNA), both of which had been running from 2001 and the mid-1990s respectively prior to then.

While PCs and accessories from these two device areas can still be acquired through separate Lots under the present framework, Lot 3 provides a One-Stop Shop (OSS) solution for those procuring from a single route to market for all in-scope Goods and Services.

The Goods scope is designed to meet all UKUPC member requirements from small client PCs and tablet devices through to multi-processor, graphics-intensive workstations. Wired and wireless peripherals and accessories such as monitors, headsets, notebook batteries and AC adaptors, docking stations, charging trolleys and security devices are similarly covered. Agreement spend has grown in each iteration, surpassing £150m for the previous 12 months for the first time in May 2022.

Methods of acquisition include outright purchase, leasing and pay-as-you-use style provisions aka PC / Device as a Service. The scope of Services encompasses

various deployment requirements from low-cost bulk delivery to Intune enrolment through Autopilot provisioning for example, ensuring the device is configured according to the organization's security and management policies.

Other benefits under the agreement include:

- a minimum 3-year on-site desktop and collect and return notebook warranty on all DASH-compliant devices with negotiated year 4 and 5 options;
- 3-year battery cover;



- senior level pre-sales advice and consultancy including technology roadmap sessions;
- full technical assistance for image creation, testing and deployment;
- evaluation devices as well as a loan equipment service;
- the holding of pre-imaged consigned 'Gold stock' on behalf of the institution;
- quotations held up to 90 days on request subject to agreement around certain caveats;
- hands-on training and advice sessions to technical staff covering aspects of fault diagnosis and general problem resolution;
- direct technician to technician support available in the box via the HP Priority Access and Lenovo Premier Support teams;
- self-maintainer options;
- sales and post-sales service to agreement standards on a full UK-wide basis including to non-business locations, for example, places of residence;
- international notebook warranty as standard (some regional variations/exclusions);
- the creation of bespoke web pages exclusive to the agreement and tailored to each institution on



request; and

- the provision of high-level sales and support reporting and sales options for both staff and students.

The agreement's commercial management is achieved through using bill of material-based component cost breakdowns against a small number of tent-pole specifications. For example, 13, 14 and 15" thin/light, a 13" hybrid device and a mobile workstation with a uniform OPEX (operational expense) and mark-up percentage applied to the awarded supplier's entire business range. The NDNA contract primes are exclusively Original

## Agreement Spotlight

Equipment Manufacturers (OEMs), which greatly assists institutions in engaging directly on their specific requirements and matters such as supply continuity, supply chain visibility, ethical due diligence, and open-book costing contract management. The OEM can nominate up to three reseller partners, alongside a direct route to market where applicable.

Based on the latest benchmarking exercise against the nearest equivalent public sector agreement available to institutions, NDNA pricing is normally in the region of 15% below that achieved elsewhere. There are also additional benefits and savings available for volume-related purchases. For reassurance the NDNA Terms and Conditions includes the means of institution reparation through agreed liquidated damages if service levels are breached in any one of four core areas; time to quote, Delivery times, Dead on Arrival (DOA) response and Field Service Warranty response. There are other protections and benefits including a 'lemon' PC policy with entitlement to replace a device if any three in-field defects occur require remedy within 9 months from acceptance, or the same three defects occur requiring remedy in 12 months from acceptance and free packaging collection within 14 days of notification based on a minimum of 20 pieces.

Finally, sustainability remains a significant consideration within the agreement, as witnessed by the Dell/ LUPC session for all members run in December 2023 and the forthcoming event with HP planned for 16 May. LUPC regularly engages with senior ESG (Environmental, Social and Governance) leadership within the OEM brands. For example, LUPC is looking to establish and regularly update the disclosure of factory locations for each core desktop and notebook. This information assists our partnership with Electronics Watch in linking locations to monitoring partner activities and on-the-ground worker engagement programmes. The agreement lead also takes up discussions on living wage versus minimum wage, the disclosure of factory audits during meetings and other matters arising. Suppliers increasingly maximise the use of sustainably sourced materials, including its recycled content, with the use of single-use plastics avoided wherever possible. Product-level Eco declarations - energy use and CO2 equivalency for example - are readily available from the suppliers and a number have launched or are in the process of launching a carbon neutral service offering via an offset programme.

*Mike Kilner MCIPS Chartered  
Senior Category Manager  
[m.kilner@lupc.ac.uk](mailto:m.kilner@lupc.ac.uk)  
M: 07932 347182*



## PROCUREMENT 101: NEW PROCUREMENT REGS AND THEIR IMPACT ON YOUR EPROCUREMENT PLATFORM

With so much information regarding the new procurement regulations, it's easy to lose perspective on exactly where we are in the process. As October looms ever closer there seems to be a ramping up of training, events and resources aimed at upskilling procurement practitioners at all levels, to ensure we are all prepared.

At the time of going to press, the proposed secondary legislation (which refers to laws made by an authority other than the UK Parliament) is expected to be presented to Westminster, which will generate yet more knowledge and content for us to find the time to digest and absorb.

### **But where do we start?**

A very tangible tool that most of us can relate to, are the eProcurement portals that advertise, source, select and often manage our suppliers and requirements.

The companies that are authorised by government authorities to

# Procurement 101



electronically submit and publish procurement notices to the supplier market (for example via Find a Tender Service in England and OJEU / TED in Europe), are known as “eSenders”. In essence these are the official eTendering and eProcurement platforms currently used by Contracting Authorities in the UK.

The Cabinet Office has created this [web page](#) to list all official eSenders and has appointed a special team to work closely with these providers, so they can adapt their existing systems to deliver the necessary changes and functionalities for the new regs.

## **Compatibility with the new procurement regime**

Below are just a few of the key elements that will require eProcurement platforms (eSenders) to adapt and test on their platforms before the new regulations kick in.

## **Access to the new Central Digital Platform**

A core element of the new regulation is the creation of a single Central Digital Platform, which will be the government’s official national supplier database, where suppliers will register, store and maintain their company details and information. A “unique identifier” will maintain a single live record per Economic Operator and avoid duplication. This will enable companies to apply for multiple opportunities without having to register and maintain company data across multiple websites and eSourcing registers. They will also be able to access all public tenders from this single platform. As this platform will replace Find a Tender Service, it is crucial that all platforms have the ability to connect to this site. We understand this is under development as planned.

## **Procurement Notices**

A key change that concerns many practitioners is the new and numerous mandatory notices to be required at different tender and contract stages. Many eSenders already allow direct publication of PINs, VEATs, Contract and Contract Award Notices, to FTS and some to OJEU / TED. Now the systems will have to cope with a suite of 13 different notices, to be issued at different stages of each procurement, depending on spend levels and procedures used.

We understand that the Cabinet Office

has issued out the electronic templates for eSenders to work on in a staggered manner. They will be feeding back technical information to the government as work progresses, thus participating in the design and testing process to ensure seamless integration between the different environments.

### Bespoke Competitive Flexible Procedures (CFPs)

The new regulations will now give Contracting Authorities the option of designing their own single-stage 'open' procedures, and multi stage 'competitive flexible' procedures, depending on their particular needs. eProcurement vendors will have to adapt their offerings so that elements of a 'tender build' can be easily configurable yet follow a structured process that does not breach the regulation, nor open the Authority to challenge. Similarly, the solutions offered by suppliers need to ensure the four new Procurement Principles (delivering VFM, maximising Public Benefit, the sharing of information, and acting with integrity) are met and demonstrated at all times.

### How to 'stay' prepared

At the time of writing, there is still a lot of work to be done by all parties involved, but we are offering a few suggestions to ensure you can be as prepared as possible for this transformation:

- Check the government [web page](#) to ensure your eProcurement suppliers is named on the list of eSenders in Section 5.

- Dig out your eProcurement contract and refamiliarise yourself with key sections such as the T&Cs, KPIs, Exit and Extensions clauses, etc.
- Ask your providers to keep you informed with how things are progressing with the Cabinet Office. Be mindful that they may also be working to challenging requirements and timelines, and may not always be able to share much detail.
- Keep to date and informed, for example, by accessing LUPC's support resources and periodically visiting our [News](#) and [Events](#) pages.
- Have a look at your existing Contracts Register or Tender pipeline to see what contracts you will need to be retendering in the transition period. Discuss the register with your stakeholders to locate other emerging needs.
- Reach out to other LUPC members and seek opportunities to network with sector colleagues with similar concerns, for example, via our [Discussion Boards](#).

