



**COLLABORATION IN ACTION**  
**LUPC & SUPC CONFERENCE 2021**

# LUPC & SUPC CONFERENCE

Getting the Most from Your Membership!

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## LUPC

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## SUPC

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## Who Are We? A Quick Reminder

- Not for profits owned and directed by members
- Together, our membership covers London, the South of England and up to the Midlands
- LUPC includes both HE, FE and wider public sector organisations; SUPC includes HE and FE
- Separate organisations working in a strategic partnership
- Part of the wider UK Universities Purchasing Consortia (UKUPC), a partnership body that works to maximise the benefits to members and reduce duplication.

# The Current State of the Sector

- Major savings programmes
  - 60% of universities in deficit as of 2018/19
- Significant disruptions:
  - Covid-19
  - Brexit





# Why Membership?

- Access to a wide range of compliant frameworks covering the key goods and services you need to buy.
- Tailored support and spend reporting for your institution
- Guaranteed collaboration and best practice sharing e.g. procurement initiatives and processes, responsible procurement



# Why Membership Continued?

- The latest information on frameworks, events and sector updates
- Access to a range of value-added services at discounted rates to support your procurement team
- Resources and events to support your learning and development (CPD)
- Access to the Procurement Maturity Assessment Programme (PMA+)



# The Benefits of Frameworks

- Competitive prices and value for money through frameworks because our suppliers can sell large volumes of their products and services to our members
- Time savings because we have already vetted suppliers through a thorough tender process
- Professionally managed by consortia category managers (e.g. regular reviews, KPI reporting, etc)
- Access to a large supplier base of both large industry leaders and SMEs
- Access to our specialist procurement networks and free member events



## Top Tips to Get the Most from Your Membership Today

1. Talk to us about opportunities to get greater savings through your framework spend
2. Sign up to receive monthly updates; ebulletin/e-digest
3. Get involved: Join a tender working party/category group
4. Register for an event





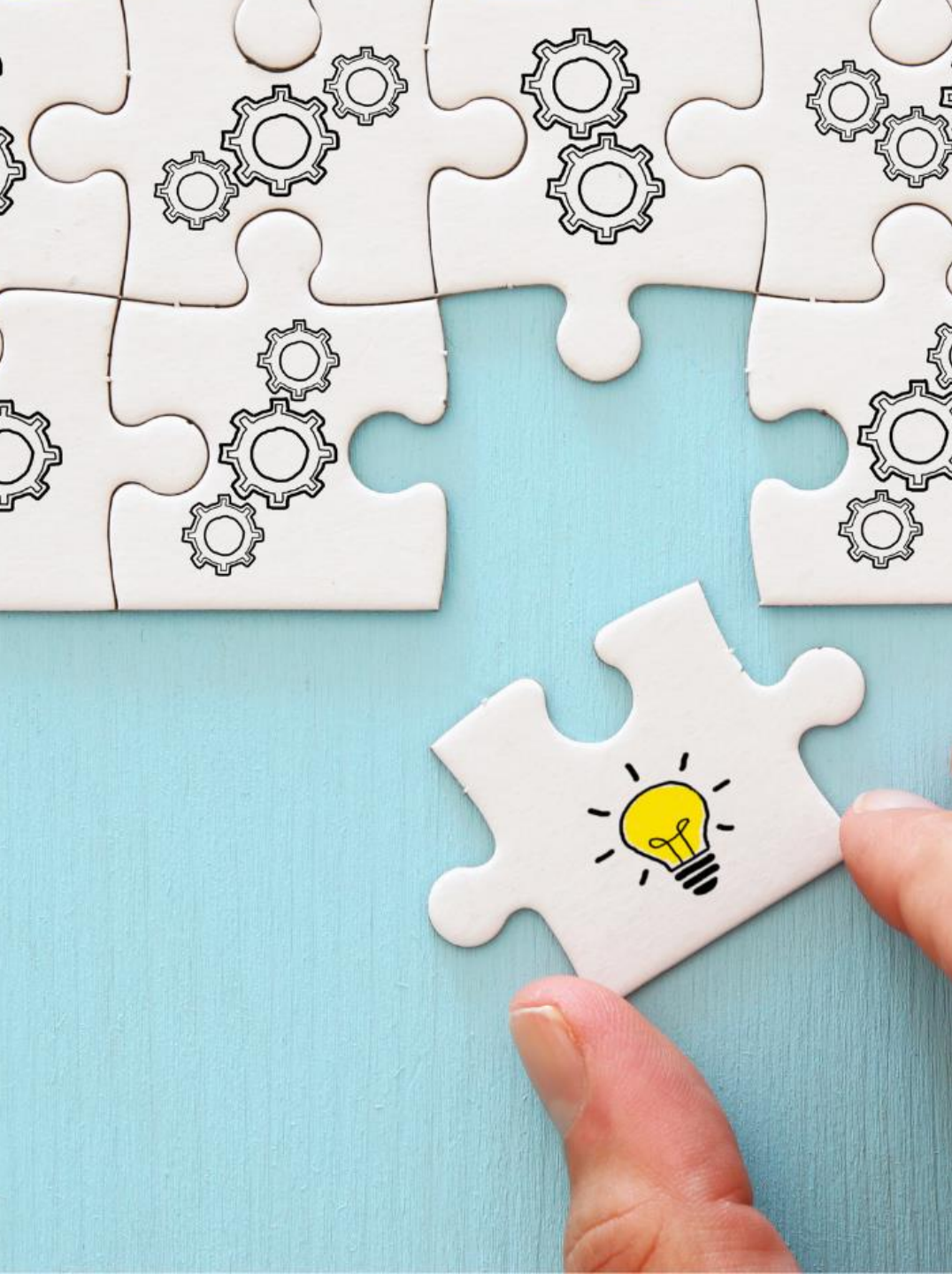
## What Do Our Members Say?

*“As well as providing savings, we have found LUPC’s expertise and support with queries, and provision of events and training to be incredibly useful. We truly see LUPC as an extension to our procurement team.”*

Bahar Shahin, Deputy Director of Procurement, Queen Mary University of London

*“The SUPC membership is much more than a subscription to a service, it is access to a range of procurement professionals with a breadth of knowledge, relevant to the HE Sector.”*

Howard Goffin, Head of Procurement, University of Plymouth



# Resources

**LUPC**

[www.lupc.ac.uk](http://www.lupc.ac.uk)

[enquiries@lupc.ac.uk](mailto:enquiries@lupc.ac.uk)

**SUPC**

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