

Linked

WINTER 2025



THE MAGAZINE FOR LUPC MEMBERS AND SUPPLIERS

STARTING OUT ON THE PROCUREMENT JOURNEY



**PREVIEW OF THE
LUPC & SUPC
PROCUREMENT
CONFERENCE 2025**



**LET'S TALK
ANDY DAVIES
FORMER HEAD
OF LUPC**


LUPC'S LINKED PODCAST NOW AVAILABLE!

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

Welcome



Welcome to the Winter 2025 edition of Linked Magazine

A very Happy New Year and welcome to the Winter edition of Linked Magazine! I hope you all had a restful festive period and are feeling recharged for what promises to be an exciting and busy year ahead at LUPC.

As we move into 2025, I'm pleased to announce the publication of our Annual Review and Membership Survey Report. The Review highlights another successful year, with our members continuing to make substantial savings through our frameworks. We are grateful for your ongoing support and feedback and are using the comments to shape our delivery for the coming year to meet our members' needs.

One of the key developments this year is the Procurement Act, which is set to go live, very soon, on 24th February. To support members during this transition, we've been hosting regular Q&A webinars with Mohamed Hans. Additionally, we've produced a suite of procurement document templates to help ensure compliance and ease the implementation process.

Looking ahead, we are excited for the LUPC & SUPC Conference in March in London. As always, this annual event is a great

opportunity for networking, gaining valuable insights, and attending thought-provoking sessions. We hope to see you there!

The RP Hub, our portal for supporting progress in responsible procurement and the main feature of the last edition, is now live. We are currently working closely with LUPC suppliers to complete their due diligence questionnaires.

We are also thrilled to welcome a new procurement apprentice to LUPC in early February. They will be joining us as a Procurement Administrator, further strengthening our team and supporting the important work we do for our members.

This edition's main feature, Starting Out on the Procurement Journey, highlights the experiences of our current apprentice Ami and Senior Category Manager Justin. As always, don't forget to tune in to the accompanying podcast, where we chat to Jo Mateus from Central Business School about CIPS study and hear from former LUPC Director Andy Davies as he approaches retirement.

I look forward to working with you all in 2025 and beyond!

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PURCHASING CONSORTIUM

SUPC
Southern Universities Purchasing Consortium

LUPC & SUPC CONFERENCE 2025



Members
Book Now



Annual review

LUPC's Annual Review for 2023-24 showcases activity and value for members over the last year. This report details the work of LUPC and includes:

- highlights of the key category activities and responsible procurement initiatives,
- an overview of our 2023-24 financial position,
- a review of work across UKUPC,
- a final update on our achievements against the KPIs of our corporate strategy for 2021-24, and
- member engagement through events, training and networking.

Membership survey report 2024

The annual LUPC Membership Survey Report 2024 is now available. We are proud to have maintained our 100% record in terms of the number of respondents that stated they would recommend us to other organisations. 100% of respondents agreed that LUPC provides good or excellent customer service. These are key indicators for measuring our performance!

Member Benefits Reports for 2023-24 issued

Each year, we produce a bespoke Member Benefit Report for our full member organisations, outlining their spend and savings through UKUPC, JISC and CCS framework agreements.

In addition, we highlight where members have made further savings through accessing LUPC member benefits such as Creditsafe, Electronics Watch and CIPS Study. We also identify which LUPC events were attended by staff at their organisation, enhancing employees' continued professional development (CPD), specifically in the area of procurement.

All Member Benefit Reports for 2023-24 were sent to the main purchasing contact at our member organisations by 4 November 2024. The main purchasing contact can also access the report in the My Documents tab in the My LUPC section of the [LUPC website](#) once logged in.

LUPC & SUPC Annual Conference 2025 - Keynote speaker announced

Join us at the LUPC & SUPC Annual Conference 2025, where we're thrilled to welcome Tom Mills, Procurement Protagonist and founder of Procure Bites, as our keynote speaker.

A seasoned procurement professional and thought leader, Tom is renowned for delivering engaging presentations that distill complex procurement challenges into practical, relatable insights. With a sharp focus on emerging trends such as resilience, sustainability, and innovation, particularly in the UK public and higher education sectors, Tom's expertise promises to inspire and equip attendees with actionable strategies for the future. Don't miss this opportunity to learn from one of the brightest minds in procurement!

Framework updates

AV Framework updates

[Audio Visual: System Design/Consultancy, Supplies, Installation and Maintenance Framework launch](#)

Office, Paper & Library Supplies Framework updates

[Office, Paper, EOS & Library Supplies Framework Launch](#)

STEMed & Labs Framework updates

New framework for Medical Simulation & Training (including Manikins for diagnostics)

Member institutions that deliver medical and nursing degrees and courses will be interested in knowing that our sister consortia NWUPC, is preparing to go to market for an entirely new requirement: Medical Simulation & Training Aides, which include diagnostic manikins.

The recently published [PIN \(Prior Information Notice\)](#) is now available, and note that section [II.2.4](#) includes an [Pre Engagement Supplier Survey](#), to help shape the upcoming Tender process. Also published is a [PPT presentation](#), further explaining the requirement, including the technical scope and possible lots. As this will be a brand-new framework, we need to make sure Medical Supplies market is made aware of this future opportunity. We'd be grateful if you could pass this on to any relevant suppliers you might be in touch with. We would also like to hear from you if you have experience or product knowledge in this area. Please get in touch with our STEMed category lead, [Antonio Ramirez](#).

Lab Gases – 2025 Price Review

(LAB4041 SU): Please note that framework supplier B.O.C. have advised that their 2025 framework pricing for will be live from February 2025 next year, and not from January, as is their usual practice. Please get in touch with our STEMed category lead, [Antonio Ramirez](#), if you'd like to discuss further.

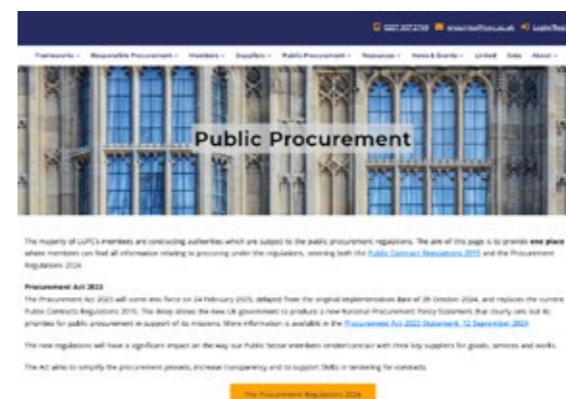
Lab Equipment – General

(LAB5061 LU): user survey results:

In preparation for the retender of this framework, I recently conducted a user survey across our membership to better understand how our members use the agreement. I received 16 responses, which I have anonymised and I am sharing [here](#). Please note there is still an opportunity to join the Tender Working Party for the retender exercise. If you are interested in participating, or if you have any comments or views regarding the attached, please get in touch with our STEMed category lead, [Antonio Ramirez](#).

New eTendering Platform framework webinar – presentation and recording available

If you missed the official launch webinar for the new eTendering Platform framework (ITS5081 LU), please note that [the presentation slides](#) and [the recording](#) are now available. If you have any queries or are interested in accessing this agreement, please contact the agreement manager, [Antonio Ramirez](#).



Updated Public Procurement Page on LUPC Website

We have updated the [Public Procurement Page](#) on the LUPC website to provide a wealth of information for our contracting authority members that need to follow the procurement regulations.

News

Tender Documentation Templates for PA2023

LUPC has worked on the third phase of its Tender Documentation Templates, developing templates for the new Procurement Regulations (PA2023) which are [now available for members to download here](#).

Public Procurement - Cabinet Office Communities of Practice sessions exclusively for HEPA members



HEPA are working with the Cabinet Office to provide members with a series of HE specific communities of practice sessions, designed exclusively for the sector with the content tailored to your needs. Please let [Ash](#) at HEPA know what topics you would like these sessions to focus on. This is a chance to hear direct from the Cabinet Office teams on any topics of your choosing in advance of the Procurement Act going live, so please do share and discuss with the team at HEPA to make these sessions as valuable as possible for the HE procurement community. Contact [Ash Shelbrooke](#).

 GOV.UK

 Government Commercial Function

Guidance

The Procurement Act 2023: A short guide for suppliers (HTML)

Updated 29 January 2025

Contents

Making it easier to bid and work in partnership with the public sector
More flexibility
Greater transparency - a central digital platform
Greater oversight
What you need to do to get ready
Frequently Asked Questions

The Procurement Act 2023: a short guide for suppliers

The Cabinet Office have released a great guide for suppliers covering the Procurement Act 2023. The guide covers the benefits of the Procurement Act from a supplier perspective, as well as information to help suppliers prepare for implementation. You can [download the guide to share with your suppliers from the HEPA website here](#).

 **UKUPC UPDATES**

Please find the latest UKUPC Market Insight [Full Document](#) and [Summary](#) reports.

The [UKUPC Update for December 2024](#) and [January 2025](#) are now available.

LUPC

LINKED

PODCAST



procurement conversations
across the
not-for-profit sector

Procurement Value Survey

The Procurement Value Survey (PVS) is now open for 2023/24 submissions.

[You can access the survey here.](#)

The PVS will close on 14 February 2025.

The [Efficiency and PVS page on the HEPA website](#) contains all the information you need to help you complete the PVS, including the [Benefits Methodology](#) and the explanatory webinar recording. The [Help page](#) contains answers to frequently asked questions such as treatment of VAT, calculating impactable spend, calculating spend with SMEs and the [Procurement Performance Indicators \(PPIs\)](#). For any queries please contact [Ash Shelbrooke](#).

Events

[LUPC & SUPC Conference 2025](#)

27/03/2025 09.00 - 17.00

[Briefing Webinar for Finance Leaders](#)

12/02/2025 12.00 - 13.30

[Heads of Procurement Monthly Meeting - February 2025](#)

28/02/2025 09.30 - 10.30

[LUPC Early Careers Network Meeting #2 - March 2025](#) 04/03/2025 10.00 - 11.00

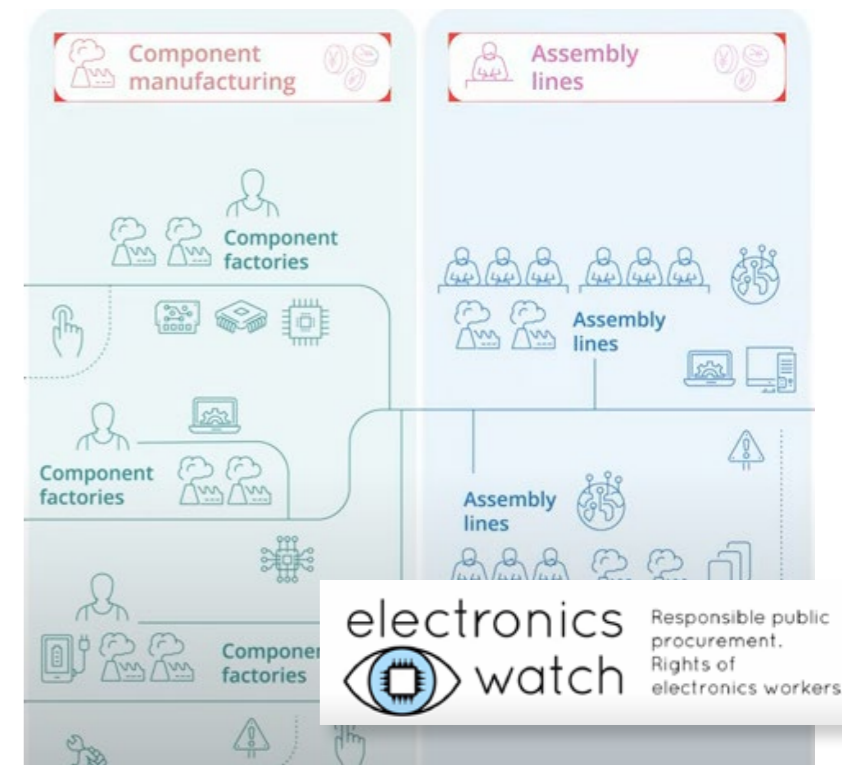
Please check the [events section](#) of the [LUPC website](#) to stay up to date



How Electronics Watch can help you promote and protect the rights of workers in your supply chains

In a world driven by technology, public procurement can have a hidden cost: the human rights of hundreds of thousands of workers. Today's leaders are committed to responsible and sustainable purchasing practices, working with Electronics Watch to promote and protect labour rights in global supply chains. Workers have an active voice and role in the process, and provide public buyers with tools to hold suppliers accountable, making public procurement the engine for fair labour conditions.

Find out how Electronics Watch can help public authorities to promote and protect the rights of workers in their supply chains. From market engagement and tender criteria to a trust based dialogue with suppliers, strengthen contract management,



report on risks and violations, and increase influence in the market.

For more detail, watch these videos:

[How Electronics Watch can help you promote and protect the rights of workers in your supply chains](#)

[Protecting labour rights in global supply chains.](#)

LUPC supports the Living Wage

We're proud to continue be a [LivingWageUK](#) accredited employer. The new real living rates are £12.60 across the UK and £13.85 in London. Living Wage accredited employers should implement the increase by 1 May 2025.



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LUPC has carbon footprint externally verified

LUPC's emissions have been verified by a third-party and the resulting full details of our Scope 3 emissions can be found in our GHG Report [LUPC GHG report 2024](#).

The Report details a comprehensive account of our carbon footprint arising from our operations covering the period of 01st August 2022 through to 31st July 2023.

Following the production of the GHG report, LUPC has invested its carbon offsetting into two projects. The details of these can be found in our current carbon offsetting portfolio. [Impact Report - LUPC Dec 24](#).

Finally, LUPC's current [Environmental policy](#) contains the details on practical steps we are undertaking to reduce our emissions.

RP Mornings

We held two Responsible Procurement Mornings online towards the end of 2024.

In the first session, we heard from representatives of one of our longstanding members, Queen Mary University of London (QMUL).

Our first presenter was Bahar Shahin, Director of Procurement, QMUL and member of LUPC's Executive Committee. He brought us an update on how QMUL have put into practice the [HE TOMS](#). Bahar was a member of the HE TOMS National Working Group and shared the journey of putting policy into practice.



Webinar 1 Part 1 | Social Value in Procurement video & slides.

Our second presenter, Tessa Wright, Professor of Employment Relations, School of Business Management, QMUL and LUPC Board Member, shared guidance developed by the Buying Social Justice research project focusing on public sector integration of equality, diversity and inclusion (EDI) into procurement activity.



Webinar 1 Part 2 | EDI in Procurement video & slides (including Toolkit).

The second RP morning focused on Decarbonisation, with presentations by LUPC's RP Lead, Mags Shapiro and Senior Category Manager, Justin McLoughlin. Mags shared LUPC's Toolkit for working with Suppliers towards Net Zero and Justin took members through our latest carbon offsetting portfolio as well as future plans for the next iteration of LUPC's Carbon Framework Agreement.

LUPC Publishes tenth Modern Slavery Statement (MSS)

LUPC is pleased to publish its tenth [Modern Slavery Statement \(MSS\)](#) outlining LUPC's approach to identifying and mitigating modern slavery risks, actions taken in the 2023-2024 financial year, and future goals for 2024-2025.

Our Modern Slavery Statement is on the [Government modern slavery](#)

[statement registry](#) which brings together statements in one place, making it easier for consumers, investors, NGOs and others to search for statements and scrutinise the action organisations are taking to identify and address modern slavery risks in their operations and supply chains.

Electronics Watch Annual Conference

Senior Category Manager, Mike Kilner and Responsible Procurement Lead, Mags Shapiro, presented on panels at the 2024 Annual Electronics watch Conference in Brussels in November 2024. The conference was an inspiring 2 days of diving deeply into understanding different stakeholders and the roles they play in addressing modern slavery in electronics supply chains around the world. The International Working Group on Ethical Public Procurement (IWGEPP) took advantage of the opportunity to meet in the run up to the Electronicswatch Conference. Deputy Director, Jasbinder Sandhu, and RP Lead, Mags Shapiro, attended the Practice Sub-group and Director, Don Bowman, joined the general meeting.



Knowledge Building Series

LUPC has signed up to [Electronic Watch's Knowledge Building Series](#) of webinars and workshops focusing on modern slavery and human rights risks in public sector supply chains. 15 places are available to LUPC full members on each 1.5-hour webinar. Make sure to register early to secure a space.

STARTING OUT ON THE PROCUREMENT JOURNEY

A recurring theme, through numerous discussions with members over the years, is that many people find themselves in Procurement by chance, rather than by design. Many report that they were not even aware that procurement was a defined career until they stumbled upon it. In a way, you could say that Procurement chooses you.

In this article, we will follow Ami Nair, a first-year apprentice at LUPC, as she begins her procurement journey. From her initial perceptions to experience encountered within her first year. We will also hear from our Senior Category Manager, Justin, on his thoughts of being a CIPS student. Finally, we will provide details of how those of our members that are new to procurement can tap into LUPC member benefits to help them on their journey.

Apprenticeships

With growing awareness around procurement and the increasing popularity of apprenticeships, more people are now choosing procurement as a career.



Ami Nair, a first-year apprentice at LUPC, transitioned from university to an apprenticeship after realising it was a better fit for her. Despite having no prior office or procurement experience, Ami's passion for creative thinking and innovation aligns well with the dynamic nature of procurement.



She values LUPC's collaborative and supportive environment, especially the help from her team in balancing work and study. Ami has enjoyed working on several projects, including responsible procurement initiatives and gaining first-hand experience of tendering. She is looking forward to supporting the new apprentice when they start in February and continuing her growth in the field. Read on to find out more about how Ami is adapting to the world of procurement.

What inspired you to pursue a career in procurement, and what aspects of the role have you found most fulfilling so far? Before coming across this career opportunity, I was unaware that Procurement was even an option! After seeing the job advert, I thoroughly researched both the profession itself and more specifically, LUPC. I was instantly intrigued by the complexity of the subject as a whole and even more fascinated by the work of the category managers; I admired how many choices there were to specialise in. Of all of the aspects of the role, I am finding the networking element the most fulfilling.

During your research into LUPC, you learned about the role of Category Managers. How did your perception shape your expectations, and in what ways has your experience aligned with or differed from this? From my initial research, I thought the role of the Category Managers was complex but rewarding. Although their position seemed interesting and detailed, I did not fully understand the scope until I actually began working with the Category Managers. I would say my initial expectation of procurement was positive. My experience of working with the team has, however, exceeded my expectations as I now understand the detail involved in the category manager role. They deal with a variety of strategic and operational tasks from developing framework strategies and managing in-depth tender processes; communicating with suppliers, members and their

stakeholders; and hosting and delivering webinars alongside countless other responsibilities. I find working within the team motivating and I aspire to gather as much experience from each of the managers through my time at LUPC.

Balancing work and study during your apprenticeship must be challenging at times. How has your team supported you to manage these responsibilities and succeed in your studies? Finding a balance between work and study was initially difficult, but with the support of my team and the apprentice trainers, this has become a lot easier to manage. My biggest supporters have been my line manager, Justin and our deputy director, Bindi. They have both helped in organising my time efficiently, ensured that I understand all aspects of work and study, and always check in on how things are going, offering their aid whenever required. Justin has massively congratulated me at every milestone, boosting my confidence to continue succeeding and reminding me that I will always have a support system at work. The rest of my team has also encouraged my learning and progression, allowing me to gain understanding on their work and making sure that I have the time to complete my given responsibilities. This was seen through my time completing Level 3 CIPS, which I have now thankfully achieved. I feel very grateful to be working within such a nurturing environment!

You've worked on a variety of projects during your time at LUPC. Which project stands out the most for you, and why? How did this experience shape your understanding of procurement, and what are you most excited about in your future work with LUPC?

I have enjoyed all of my work at LUPC to date, but a particular project that stands out for me is my work with Responsible Procurement. I have been fortunate enough to assist Mags, our Responsible Procurement Lead, in a number of instances. A main task that we have worked on is the RP Hub. I have helped Mags with the testing process, attended regular meetings with our software developers, and completed various assignments to ensure the portal runs as required. It has been an exciting process, as Responsible Procurement (RP) quickly became one of my passions when I joined LUPC. I look forward to continuing similar work in the future and gaining more knowledge in the RP area.

CIPS Study

The majority of our members working in the field of procurement are likely to be CIPS qualified or are studying towards the qualification. LUPC's apprenticeship programme includes time to study for CIPS Level 3 and/or Level 4 Procurement Apprenticeship and CIPS Level 4 Diploma within identified timescales.

CIPS (Chartered Institute of Procurement & Supply) offers a comprehensive study program designed to develop expertise in procurement and supply chain management. The CIPS qualification is recognised globally and provides individuals with the skills and knowledge needed to excel in the field. It covers a wide range of topics, including procurement strategies, contract management, and supplier relationship management, and is ideal for professionals looking to enhance their

career in procurement and supply. The CIPS study framework supports both personal and professional growth, helping individuals achieve a high level of competency in procurement practices.

For several years, [Central Business School](#) has been delivering classroom based or online CIPS courses in Procurement and Supply for LUPC members' staff. The courses cover CIPS levels 2, 3, 4, 5 and 6 and apprenticeships – [all at a discounted cost for LUPC full members](#). The course is modular so clients can begin in September, November, January, March or May. LUPC is committed to paying for the textbooks for staff of full members undertaking the courses



LUPC Senior Category Manager, Justin McLoughlin, takes us through his experience with CIPS study:

'I came back into studying after a long break which felt like a real upheaval in my life, impacting the time I had free (mostly in the evenings!). CIPS studies can be tough! But it is worth it.

For me, I wanted to get to a place where I was professionally qualified to degree level, and as I was working in Procurement, CIPS seemed to naturally be the way to go.

Being honest, I found self-study difficult. Maybe it's the discipline (or lack of it!) that I couldn't get to grips with. I do understand how self-study would be

attractive to those with busy lives or those unable to devote specific times to study sessions. Not for me though, I always thrived more in a classroom environment.

I found utilising my knowledge from practical work experience great for putting the study into context and for including in the subsequent exams. It helped reinforce what I was learning.

When I first started CIPS, it was very much driven by supply chain logistics issues, manufacturing and those related areas of procurement. Now it's thankfully different, which reflects how Procurement has developed as an integral part of all businesses. With the addition of ethics and sustainability, procurement has expanded into a much broader field, reflecting how integral it is to businesses.'

Don't miss out on the latest episode of Linked Podcast, where we have a conversation around CIPS study with Jo Mateus, Senior Tutor and Programme Manager at Central Business School and our Senior Category Manager, Justin McLoughlin.

How LUPC can support those starting out in Procurement

There are a number of ways of using your LUPC membership to help you develop in your procurement role.

1. Participate in a Tender Working Party Tender Working Parties (TWP) are a great learning and development opportunity for those new to procurement. Individuals can benefit from:



Feature

- **Personal Development:** Gain experience, knowledge and understanding of the tender process and tools, or a specific category area
- **Networking:** Engage with colleagues from various member organisations fostering collaboration, knowledge exchange and relationship building which will be invaluable throughout your time in the sector.
- **Participation in a variety of activities:** Experience diverse tasks such as site visits, bidder Q&A sessions, or product evaluations, which can break the routine of desk-based work.
- **Job satisfaction and achievement:** Contribute to the success of a tender and gain professional and personal satisfaction.

2. Access CIPS Study at a discounted rate with FREE study books

As mentioned above, study for your CIPS qualifications with Central Business School and benefit from discounted rates for LUPC members, along with having your study guides paid for by LUPC. [Read more here.](#)

3. Join LUPC's Early Careers Network

Meetings are held online for those new and new-ish entrants into Procurement that work at our member organisations. Run by Justin McLoughlin, Senior Category Manager at LUPC, along with our LUPC Apprentices, we discuss all things Procurement across our membership. The network brings together those

who want to further their knowledge, have a chat, share a problem, or discuss anything else. Some of the meeting might cover CIPS, some of it might cover projects attendees are working on, and some of it might be social. Held quarterly, there is no fixed agenda and it's a safe space for all. The next meeting is on 4 March 2025 and will launch our "Buddy" scheme across our members, geared towards sharing your experiences in Procurement, what you hope to achieve, and ensuring you are not alone in your Procurement journey. LUPC members can [register here.](#)

4. Attend LUPC webinars, events and annual conference Throughout the year we provide a range of free events for our members including procurement-focussed training, framework launches; category meetings; responsible procurement meetings; legislative updates; and our annual conference. Keep an eye on the [Events page](#) of our website and sign up for our monthly member ebulletin by [registering on our website.](#)

5. Access procurement resources A variety of pertinent procurement advice and guidance is available across our website, but key pages include [Resources/Tools](#) and [Responsible Procurement.](#)

6. Contact the LUPC Team Finally, don't forget you can contact the [LUPC team](#) for your procurement queries!



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- Cover for maternity/paternity leave
- Short-term or long-term contracts possible

Contact [Bindi Sandhu](#) to discuss further



TRANSFORMING PUBLIC PROCUREMENT ACTIVITY: KEY UPDATES AND RESOURCES

As the Procurement Act 2023 (PA23) comes into play, public procurement processes are undergoing significant changes. UKUPC and its partners are actively preparing for these updates by releasing new resources and tools to support public sector procurement teams, suppliers, and stakeholders. Below is an overview of the latest developments.

Updated Framework Terms and Conditions

UKUPC is preparing for the implementation of the Procurement

Act 2023 with the release of new draft Framework Terms and Conditions. These updates now include critical new schedules on Cyber Security and

Information Security. The Invitation to Tender (ITT) documents are set to be released in early December, with a collaborative review process underway. Finalized versions will be launched in the New Year, ensuring compliance with the new regulations.

Tender Documentation Templates for Members

LUPC, in partnership with Brodies, has developed Tender Documentation Templates for the new Procurement Regulations (PA23). These templates will be now available for download from the respective Consortia websites. They will include various key documents, such as:

- [Invitation to Tender Template \(Open procedure under PA23\)](#)
- [Invitation to Participate Template \(Competitive flexible procedure under PA23\)](#)
- [Supplier Questionnaire](#)
- [Assessment Summaries \(for both successful and unsuccessful bidders\)](#)
- [Award Letter](#)

A webinar guide members through these updates will take place on 6 February, [book here](#).

Procurement Pathway Toolkit

The Cabinet Office has introduced the [Procurement Pathway Toolkit](#), a public-facing tool designed to simplify the procurement process. It combines Procurement

Policy Notes (PPNs), Public Contracts Regulations 2015 (PCR), the Procurement Act 2023, commercial Playbooks, and a suite of standard templates, aligned to various stages of the procurement lifecycle. The toolkit complements existing departmental resources and will help procurement teams navigate the end-to-end procurement journey.

Central Digital Platform Testing and Development

The Cabinet Office is progressing with the development of the Central Digital Platform, which is integral to the implementation of the new procurement regulations. Several higher education institutions have volunteered to test the platform's beta phase, focusing on the supplier registration journey. Updates and feedback will be gathered by the end of December, and the phased





registration process for suppliers will follow. Providers such as Merzell and Delta are already preparing their systems to be PA23-ready and are distributing new process templates for customer testing.

Suppliers: New Guide to the Procurement Act 2023

The Government Commercial Function has issued a short guide to the [Procurement Act 2023 for suppliers](#). This guide explains the key features of the Act, including the increased flexibility, transparency, and oversight it offers when working with the public sector. It also provides suppliers with details on how to navigate the Central Digital Platform

and prepares them for the changes in procurement procedures. Suppliers will have access to updates and dedicated support to ensure a smooth transition.

UKUPC Supplier Resources

UKUPC has produced the first in a series of documents for suppliers, aimed at helping them navigate the new procurement landscape under PA23. The [Suppliers' Introduction to Tendering under PA23](#) will provide suppliers with important background information on the Act, key changes they need to be aware of, and guidance on how to prepare for the new regulations.



UKUPC Procurement Act Webinar Series

The final webinar in the series *Social Value in the Procurement Act*, has been postponed until further notice. This is due to awaiting the new National Procurement Policy Statement which has the potential to contain policy on social value.

| Webinar | Date | Delivered by |
|---|----------|-------------------------|
| The Procurement Act 2023: Planning for the main impacts | 18 March | CIPFA |
| Procurement Pipelines and Contract Management Requirements in the new Procurement Act 2023 | 30 April | Browne Jacobson LLP |
| The new Notices regime in the Procurement Act 2023 – obligations, risks and opportunities for Authorities | 14 May | Mills & Reeve |
| Procurement Act 2023: Spotlight on the selection stage | 27 June | Eversheds Sutherland |
| Balancing direct award and transparency under the Procurement Act | 11 July | Veale Wasbrough Vizards |

PREVIEW OF THE LUPC & SUPC PROCUREMENT CONFERENCE 2025

We are looking forward to welcoming our members and exhibitors on Thursday, 27th March 2025, for a dynamic and insightful day at the LUPC & SUPC Procurement 2025 Conference, held at Convene, 133 Houndsditch, City of London, EC3A 7DB. Our annual event will run from 09:00 to 17:00, followed by a Drinks Reception from 17:00 to 18:30, offering an excellent opportunity for networking and further discussions.

Key Highlights of the Conference

Open Plenary: Procurement Soft Skills Mastery Kickstart your day with Tom Mills, Author and Owner of Procure Bites, who will explore the essential “soft skills” that can drive success in procurement. Success in procurement is not only about strategy or technology—it’s about people. Tom will share key insights on navigating complex procurement challenges, managing stakeholder relationships, and reducing stress. This session is packed with practical strategies to elevate your professional effectiveness in 2025 and beyond.

Closing Plenary: AI-powered Procurement: Navigating Opportunities and Challenges

AI is revolutionising procurement, but it comes with its own set of risks, benefits, and implementation challenges. In this expert-led panel, Sally Guyer, Global CEO of World Commerce and Contracting, Cristian Martin, Director of Procurement at the London School of Economics, and Tom



Mills will explore AI’s transformative impact on procurement. Expect to gain valuable perspectives on AI-driven efficiencies, lessons learned from real-world applications, and practical takeaways for navigating both the opportunities and pitfalls of digital technology in procurement.

Meet the Category Manager Sessions Attendees will also have the opportunity to engage in the Meet the Category Manager sessions. These will take place alongside the morning and afternoon exhibition times:

- Morning Session: 11:00 – 11:45
- Afternoon Session: 14:30 – 15:45

These 15-minute sessions provide a unique chance to connect with category managers and gain deeper insights into procurement trends.

RP Zone and Consortia Corner

New for 2025, don’t miss our dedicated RP Zone and Consortia Corner in the exhibition area. The RP Zone will feature RP specialists, including experts from Electronics Watch, who are ready to share their knowledge and expertise in protecting the rights of workers in global supply chains. Consortia Corner is where you can meet with UKUPC consortia partners such as LUPC, SUPC, TUCO, and TEC, to explore collaborative procurement opportunities and find out more about member benefits.

Increased Exhibition Time

This year, following delegate feedback, we’ve increased the allocated exhibition time, providing greater opportunity to meet and connect with framework suppliers. Take advantage of these extended hours to learn about the latest products, solutions and services.

Sponsors

We are thrilled to have the following sponsors for this year’s conference:

- Headline Sponsor: Key Travel (Travel Management Services FW)
- Drinks Reception Sponsor: First Sight Media (Graduation and Ceremonial Gowns, Photography and Event Services FW)

Networking Opportunities

Stay on after the conference for the Drinks Reception to continue your networking in a relaxed environment. It’s a fantastic opportunity to further engage with fellow professionals, speakers, and exhibitors.

Registration Details

Delegates

Registrations are now open! Be sure to register early to secure your place. When registering, members will be asked to indicate which breakout sessions they’d like to attend, which helps us better estimate numbers for each session. View the [conference agenda](#) and for full details please [click here](#).

We look forward to welcoming you to the LUPC & SUPC Conference 2025 for a day filled with insightful sessions, networking opportunities, and the latest in procurement innovation.

Exhibitors

At the time of publication, a small number of exhibition stands were still available. Exhibition stands are for suppliers on UKUPC frameworks only that are accessible to LUPC and SUPC members. [Find out more and book here](#). Don’t delay as they are selling quickly!

Contact

For any queries on the conference, please contact [Suzanne Picken](#), Assistant Director Membership,

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 \(HEC\)](#).



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Other useful contacts:



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



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



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

Audio Visual

Audio Visual: Broadcasting Equipment and Integration Services - AVI3120 NW **MK**

Broadcasting Review Meetings were held in December with the final review meeting held in the first week of January. All suppliers were invited to the meeting, and asked to present on their last year on the framework. The presentation and summary of the review meetings will be shared with consortia counterparts to share amongst their membership.

Future review meeting has been tentatively scheduled to take place in July 2025 at the 2 year mark of the framework.

Total framework spend till date totals £4.6M with 43% of the share going to the 1st ranked supplier across both lots – Digital Garage Group Ltd

Notably WEX Photo Video has a 44% share of Lot 1 despite their ranking, with only 1% of Lot 1 share going to Digital Garage Group Ltd.

Audio Visual: Photographic Equipment and Consumables - AVI3199 NW **MK**

The framework is approaching a year in February.

Preparation for review meetings to begin in the coming month with a view to hold and complete them in March.

Estates & FM

Estates & Facilities Management Services: maintenance and minor works, security (guarding & reception) and cleaning services – Regional – EFM5059 LU **JG**

The final extension for the LUPC Estates & Facilities Management Services framework agreement, covering maintenance and minor works, security (guarding and reception), and cleaning services, has been exercised. This agreement is set to expire in November 2025. LUPC has begun preparations to retender these services, with the strategy for the next agreement currently being finalised. A Prior Information Notice (PIN) was published on December 23, 2024, to initiate a market engagement exercise. LUPC aims to publish the contract notice by February 21, 2025.

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

The Lifts Installation, Maintenance, and Consultancy EFM2035 NE agreement is set to expire in May 2025. NEUPC is currently in the process of preparing to tender for a new agreement, with plans to publish the contract notice by the end of February. The new agreement is expected to commence on May 4, 2025.

ICT and Telecoms

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

Preparation is currently underway for the contract reviews, which will include spend analysis, financial standing, sustainability including Net Positives update and supplier

and customer feedback. Please could Framework users provide any feedback on the supplier performance to Paul Eagleton (p.eagleton@neupc.ac.uk) by 17 February 2025.

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 appropriate Contracts database, which is now Hunter, 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. Management Information for the period ending Q1 2024/5 is also available from Hunter, as are the minutes and delivered presentations from the October 2024 in-person review meetings with Dell, Lenovo, HP and Stone.

The desktop and notebook benchmarking exercises were both completely refreshed and uploaded over the recent break following conclusion of various price discussions with the vendors. The shared results are presently being reviewed and checked by the OEMs before the CM decides on whether to re-score the Pricing section as permitted under the agreement.

The CM attended and presented at the Electronics Watch Annual Conference, which was held in Brussels in early November. This provided an opportunity to share an overview of how the NDNA OEM Factory Disclosure Form request process is currently being managed alongside the regular review of their supply chain practices including workers' rights through the biannual NDNA review meetings and other various dialogues.

Computing - ITRAP (IT Related Accessories and Parts) National - ITS4056 SU **MK**

The first set of quarterly business reviews will take place from March to measure early supplier performance and engagement.

Computing - National Education Printer Agreement (Provision of Print Equipment and Managed Print Services) - National ('NEPA2') – ITS2006 NE **MK**

The deadline for this Open tender passed in December. Evaluation is currently underway, which is to be completed in January. The new framework is targeted to commence at the start of March.

Computing - Networking Supply & Services ('HENSS2') - National - ITS2008 NE **MK**

Preparation is currently underway for the contract reviews, which will include spend analysis, financial standing, sustainability including Net Positives update and supplier and customer feedback. Please could Framework users provide any feedback on the supplier performance to Paul Eagleton (p.eagleton@neupc.ac.uk) by the end of February 2025.

Computing - PCs with Apple Operating Systems – National – ITS6004 HW **MK**

A PIN has been issued for the reiteration of the framework with a planned date of 31 January to hold a market engagement webinar. The first draft of the strategy is being issued w/c 6 Jan with the first TWP meeting yet to be scheduled but being held w/c 13 January. Different aspects

of the documentation have started to be completed, with the Basket of Goods being the most straightforward.

Benji Rogers joined XMA as a full-time employee this month, tasked with supporting all their activities in developing the HE Apple Framework. He was previously at Sync as the HE Framework manager. Hunter has been update to reflect this change and Hannah Clutterback has been promoted to fill his role at Sync.

Computing - Server, Storage and Solutions National Agreement ("SSSNA") - ITS4043 SU **MK**

There are no changes to the current SSSNA. The separately spun-off HPC evaluation (ITS4062 SU), originally due to commence 1 December 2024, is nearing completion with an aim to award in February. The SUPC lead requires additional evaluation assistance for the remaining 8 Technical questions. Please contact at the earliest opportunity SUPC if able to assist.

eTendering Software Platform – ITS5081 LU **AR**

The official Launch Webinar for this agreement (which went live on 1st October 2024) took place on Thursday 21 November via Zoom. It was open to members of LUPC, APUC, CPC, HEPCW, NWUPC and SUPC, and circa 16 member contacts attended the event.

The PowerPoint presentation and a recording of the webinar were circulated to attendees and various requesters after the event,

Computing - IT Equipment Reuse Recycling and Disposal – National – ITS3082 NW **MK**

EOIs have started to come in from suppliers interested in the framework renewal. Current advice being given is an indicative procurement start date in June 2025. No further timetable have been provided.

Current framework has been extended into its final year. Chases have gone out this week on outstanding extension letter returns.

Computing - Jisc Digital Preservation Systems Purchasing Service - ITS1505 JC **MK**

The Digital Preservation DPS has now been live for 10 months with a wide range of interest shown by many customers, and ongoing engagement activity. The agreement provides Buyers with a compliant route to market to purchase Digital Preservation systems. This DPS is designed for institutions across the HE sectors to use in helping procure these systems. Digital preservation systems would be of particular interest to individuals involved in library services as well as procurement/finance individuals.

Vendor Infotel UK Consulting recently joined the current list; all awarded Vendors can be found at Digital preservation systems dynamic purchasing system (DPS) - Jisc.

For any organisations who would like further information or are interested in using this DPS, please contact the Jisc team on preservation-dps@jisc.ac.uk. Further information is available here: <https://www.jisc.ac.uk/news/all/new-streamlined-purchasing-system-helps-organisations-buy-digital-preservation-solutions-more-quickly>

The agreement provides Buyers with a compliant route to market to purchase Digital Preservation systems. This DPS

is designed for institutions across the HE sectors to use in helping procure these systems. Digital preservation systems would be of particular interest to individuals involved in library services as well as procurement/finance individuals.

Jisc Electronic Research and Laboratory Notebook DPS - ITS1506 JC **MK**

The new Electronic Research and Laboratory Notebook DPS is an easy, fast and compliant route to acquiring an electronic research and laboratory notebook (ERN) that suits our members and customer organisation's needs. ERNs are digital tools designed to replace traditional paper lab notebooks. The team at procurement@jisc.ac.uk can be contacted in case of any questions, or for further information on the agreement.

Jisc Network Equipment Framework – ITS5063 LU **MK**

The new Network Solutions Framework is being re-tendered with the tender closed to bidders 10 December 2024. The new updated Network Solutions Framework is expected to go live 1 April 2025. Further updates on this tender will go out to all customers in due course.

The current Jisc Network Equipment Framework is currently live until 31 March 2025; customers can continue to award to suppliers for their requirements. Service reviews covering the last quarter are being held with each supplier, covering the areas of performance, reporting, invoicing, and framework usage updates.

Jisc SMS Framework – ITS5053 LU **MK**

The Janet Text Short Messaging Service Framework is live until April 2026 and continues to be a good steady Framework for customers. Buyers can continue to Direct Award or run a Mini Competition to a supplier via this Framework, more information can be found: Janet txt framework - Jisc.

Service reviews covering the last quarter are being held with each supplier, covering the areas of performance, reporting, invoicing, and framework usage updates.

Jisc Telecommunications - ITS5086 LU **MK**

The Telecommunications Framework is live, Buyers can continue to Direct Award or run a Mini Competition to a supplier via this Framework, more information can be found: Telecommunications framework - Jisc.

Service reviews covering the last quarter are being held with each supplier, covering the areas of performance, reporting, invoicing, and framework usage updates.

Software License Resellers (SLRA) – National – ITS4042 SU **MK**

It is anticipated that the ITT will now be ready to be issued w/c 13 January, this is later than expected due to changing from an open procedure to a restricted procedure. The current framework has been extended until the end of August 2025.

Telecommunications - Mobile Phones Ethically Sourced - TEL5082 LU **MK**

The autumn edition of the LUPC Linked member magazine included an end-user review of the Fairphone 5 versus the FP4. Having been shared with provider Your Co-op Business Solutions, a summary of the review was used by Your Co-op as part of a wider marketing campaign in November and December, which also included a link to their latest Impact Report.

Insurance

Insurance – Regional **MK**

The ITSG continues to meet monthly with representatives from both Gallagher and RMP with the last meeting held 27 November and the next scheduled for 22 January.

The annual insurance service reviews were held 17 December in London with representation from the ITSG and Gallagher at each meeting. The total number of respondents to the annual survey conducted ahead of the reviews was one higher than the year before at 19, which was made up of 17 individual institutions within the Insurance Group (IG). The attending providers were RSA, RMP, AIG and Newline and minutes from the reviews are in the process of being completed.

The present 3-year break with each of the service providers is approaching (31 July 2025). The ITSG met with Gallagher on 18 December to discuss the 2025 renewal status and offers from each provider with further meetings planned as negotiations continue.

AIG PA/Travel Monthly Claims Reports to the end of November 2024 have been uploaded to the LUPC i-portal for IG members, as have the 2025 Renewal folders ahead of the relevant renewal questionnaires due for completion by April. All IG members now have an ITSG 'buddy' aligned to their institution to help and provide further guidance where required.

Work on the tender documentation for the Financial Lines tender has commenced with further meetings anticipated shortly to review and progress. Two dates, 28 and 29 January, have been set aside for the undertaking of in-depth Pre-Market Engagement with the Financial Lines market, including the two incumbents.

Laboratories and STEMed

Lab Equipment (General) - LAB5093 LU **AR**

The research for the retender of this next agreement, a like for like replacement to the current agreement LAB5061 LU, commenced in late autumn 2024.

Lab Gases (IUPC) – National – LAB4041 SU **AR**

This agreement's annual Price Review is programmed to take place towards the end of each year of the Agreement term, with the new pricing being Live each January. However, due to upstream activity, pricing will now be live from February 2025.

SUPC are preparing the retender of this framework, and the first Tender Working Party session in early January to collect feedback and gather information to shape the new Commodity Strategy and plan the next tender process.

Medical Simulation & Training – LAB3032 NW **AR**

On 04/12/24 NWUPC launched a PIN (not a Call for Competition) for an entirely new Framework Agreement, for the provision of Medical Simulation and Training Equipment, under the main CPV code of 33100000 - Medical Equipment. The technical scope is mainly for physical simulation manikins, and their supporting consumables, accessories and software, targeted primarily at medical training institutions.

The PIN included a supplier survey to assist with the research, and strategic planning of this procurement. If any members would like to input into this procurement process, they should contact as soon as possible.

Laboratory Equipment (General) and Associated Post Installation Services – National – LAB5061 LU **AR**

Annual framework review meetings with suppliers took place in November and December, which coincided with the preparation and research phases of the next tender process that will take place to renew this agreement. The Executive Committee Submission paper was issued to the LUPC's Executive Committee in early November.

During this time, the first draft of the Commodity Strategy document was researched and written and sent to members of the Tender Working Party (TWP) in December. Part of this work involved a Lab Equipment User Survey distributed in early November to capture emerging requirements and general user feedback on this agreement.

LUPC is currently preparing for the ITT documentation for this framework's next iteration and the first draft of the Tender Strategy was circulated to the first Tender Working Party session will take place in early January. Members who wish to input to the new framework should contact the Contract Manager as soon as possible.

Other Laboratory – Updates **AR**

In early December a UKUPC member asked LUPC if we were aware of any supply chain impacts relating to the continued conflict in Gaza and the more recent uprising in Syria. LUPC raised email enquiries to the other consortia STEMed Category Managers to understand if any agreements might be affected.

The only agreement where there may be some risk is that of Laboratory Gases, managed by SUPC This Category Manager advised that many of the raw materials, including Helium (always in great demand) are extracted from the Gulf States, particularly Qatar.

Although no risk was identified, the shipping route of these resources would be through the Straights of Hormuz, close to Iran. Whilst it is known that Iran is geopolitically influential in the region and in proximity to the trading routes, no further concern has been expressed by the suppliers. However, they and SUPC are monitoring the situation closely.

Library

Books, E-Books, Standing Orders and Related Material – Inter-regional Agreement – LIB4044 SU **RD**

SUPC has extended this framework agreement to 3rd July 2025. The ITT has been published in January 2025 and now open to bidders. It is anticipated the replacement framework will be available to members in June 2025.

Office Supplies & equipment

Office, Paper, EOS & Library Supplies (OPELS) – OFF3166 NW **RD**

NWUPC's replacement for Office Supplies (OFF3068 NW) and Paper – Print and Specialist - OFF3117 NW has been replaced with the launch of Office, Paper, EOS & Library

Supplies (OPELS) (OFF3166 NW). This new framework is made up of four lots:

- Lot 1 – Office Supplies : general office products, cut paper (desktop delivery quantities), minor office equipment, envelopes, furniture and presentation, printer toner and ink, computer external storage, computer peripherals e.g. cables, media storage, book care, book trolleys and display supplies, library security supplies, referencing supplies, janitorial products for office use, other office supplies products, other computer supplies products, other library supplies products. This list is not exhaustive.

Suppliers: Banner Group Ltd, Bates Office Services Ltd, Lyreco UK Ltd, Paragon Customer Communications (London) Ltd t/a Office Depot, and Wildhearts Office Ltd

- Lot 2 – Bulk Paper includes, but is not limited to, the following scope: coated and uncoated papers, recycled and virgin papers, cut sheet and reel papers, a variety of paper sizes including SR, A4 and A3 and a variety of FSC and PEFC certified papers. This list is not exhaustive. This Lot is not intended to fulfil desktop paper requirements, as this is covered by the Office Supplies Lot (Lot 1). However, specialist papers can be purchased in smaller quantities rather than pallets.

Suppliers: Antalis Ltd, CPP Trading Group Ltd t/a Clyde Paper & Print, Elliot Baxter & Company Ltd, Premier Paper Group Ltd, Springfield Business Papers Ltd, and WL Collier Ltd

- Lot 3 – Electronic Office (Computer) Supplies includes, but is not limited to, the following scope; printer toner and ink, computer external storage, computer peripherals e.g. cables, media storage, other computer supplies products. This list is not exhaustive.

Suppliers: Comcen Computer Supplies Ltd, OfficeXpress Europe Limited, and XMA Ltd

- Lot 4 – Library Supplies includes, but is not limited to, the following scope; book care, book trolleys and display supplies, library security supplies, referencing supplies, other library supplies products.

Supplier:WF Education Group Ltd

Full details are available for members on Hunter <https://www.hunterpcm.uk/agreements/20672>

Global Workforce Mobility Services – PFB3135 NW **RD**

NWUPC are currently working on the ITT for the next iteration of this framework. This will be available to members by June 2025. NWUPC are reviewing options on extending the current agreement to provide continuity of service to members.

Legal Services – PFB5069 LU **RD**

LUPC are now working on its replacement. The TWP is working on the strategy and ITT and expect to publish 1st February 2025.

Members who wish to input to the new framework should contact Roy Dennis as soon as possible.

Temporary and Permanent (TAP) Recruitment Services – PFB4037SU RD

This framework is no longer available for new call offs. SUPC are currently working on its replacement which is expected to be available to members by April 2025.

Other Activities

Events

- PA2023 Tender Document Templates – 16 January 2025 and 6 February 2025
- LUPC Procurement Act 2023 Q&A Webinar #5 with Mohamed Hans – 24 January 2025
- Electronics Watch Knowledge Building Series: The Construction Industry – 29 January 2025
- Monthly Heads of Procurement Meeting – 31 January 2025, 28 February 2025, 28 March 2025
- UKUPC webinar on The Terrorism (Protection of Premises) Bill, also known as Martyn’s Law 4 February 2025
- LUPC Procurement Act 2023 Q&A Webinar #6 with Mohamed Hans – 21 February 2025
- LUPC & SUPC Conference 2025 – 27 March 2025
- Electronics Watch Knowledge Building Series: Logistics (including freight transport, warehouses) - 28 March 2025

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

Publications

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

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

LUPC’s Linked Podcast (launched in April 2024) accompanies the quarterly Linked Magazine.

UKUPC Market Insight Documents are circulated quarterly in March, June, September and December.

Member Benefits Reports for 2023-24 were issued early November 2024.

The latest UKUPC Update was issued on 9th December 2024.

LUPC’s Modern Slavery Statement was published on 17th December 2024.

Website

The [Jobs Board section](#) of the LUPC website is available to advertise any procurement vacancies at member organisations.

Please use the [Discussions Boards](#) on our website to generate procurement related conversations across the LUPC membership to help with your procurement activities.

The [Public Procurement webpage](#) has been significantly updated to provide **one place** where members can find all information relating to procuring under the regulations, covering both the Public Contracts Regulations 2015 and the Procurement Regulations 2024.

The new Hunter Buyers Portal is a UK wide solution which has replaced HE Contracts (HEC) for accessing framework information. The [Framework Agreement section](#) of the LUPC website has been updated for frameworks to point to Hunter. HE Contracts is no longer accessible.

INTERESTED IN ADVERTISING IN LINKED MAGAZINE?

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

Benefits

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

Your support demonstrates to customers your commitment to LUPC agreements.

Advertisement Rates

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

10% discount available for booking 4 consecutive spaces in advance. We also have advertising opportunities on the LUPC [website](#) as well as competitive bundles.

To find out more get in touch with [Giorgia Varriale](#).



Let's talk...

Andy Davies, Head of Procurement at the Royal College of Art, is back to talk us through his diverse and varied career as he approaches retirement. Don't forget to listen to this interview on LUPC's Linked Podcast!

From your previous interview, we know your work has spanned some very diverse areas—including procuring a concert hall organ. Which of the projects you have been involved with over the years would you say was your favourite procurement? Firstly, let me say how honoured I am to be asked back to LUPC again! My years leading LUPC was honestly the most rewarding and enjoyable time of my career. The time was right for me to move on, but I look back with a great deal of fondness for that time and the people I worked with. I wouldn't change a thing!

You mentioned the organ procurement, which I led for the Royal College of Music on a pro bono basis. It was my way of thanking RCM for lending us Marcus McDonald as LUPC's Chairman. Marcus gave LUPC nine years, and he was a great inspiration to me personally (as were both Andrew Young and the late Wendy Surrige when they were in the Chair). And we purchased a fine instrument, which took some topping, I can tell you! But then I had the opportunity to lead the procurement of Fern, the bronze cast of the Natural History Museum's diplodocus



specimen, from an art foundry in Madrid. That had to be a PCR2015-compliant process, through which we had to nursemaid some bidders. And she came in well under budget and is now quite literally a shining example on display outside the Museum. I'm hoping my grandchildren will see her one day.

Looking back at everything you've achieved, what are you most proud of, and why does that stand out to you? It would have to be steering the consortium toward a larger, more responsible view of procurement. It would be unfair on truly pioneering institutions like the University of Edinburgh to claim we were the

first. But when ENT surgeon Dr Mahmood Bhutta showed his film at the LUPC conference about ten years ago - of conditions for workers making surgical instruments in Pakistan - a light went on for many of us that day. We knew that there were real things we could do and - this is what makes collaborative procurement so special - that we had the power in our hands to start to put things right. From that

day to this LUPC has been identified almost synonymously with fighting to protect labour rights in our supply chains. And the new RP Hub just goes to prove that LUPC is staying at that cutting edge right now. It's a tremendous thing.

Having been the Director of LUPC for 9 years, how would you describe the evolution of LUPC's role in supporting the sector, and what do you think its future holds? LUPC's high quality framework agreements - and those of its sister consortia - will always be the leading attraction for Members, and rightly so. But Don and his team have developed and presented a wonderful range of

satellite benefits for Members and they're doing a fantastic job. I think further development opportunities for procurement professionals to learn wider skills - influencing people, managing risk, thinking strategically - would help our pros perform in a higher gear - and it's their employers that will benefit!

As you reflect on your career, are there any particular aspects of procurement that you think have been underappreciated or overlooked as key attributes for procurement professionals? Many of us that operate under the flag of the finance function have to work harder to demonstrate that we can contribute to organisational goals in a far more impactful way than by managing transactional procurement or e-procurement systems, important



though they are. Most of my employers have channelled 40% or more of their spend through just twenty or thirty critical suppliers (and, of course, there'll be those critical suppliers that attract much less spend). If you can manage their performance up to the very best levels possible - and manage the risks that come with relying on a small number of key suppliers - then you'll be serving your employer in the best way you can. I hear some procurement heads say they don't even have a register of contracts. How can they possibly look the VC in the eye and say they are effectively managing supply chain risk? I expect effective procurement heads to be able to rattle off their top 20 suppliers on demand and name their leading contact at each one, not just how much they managed to save last year.

With the post-pandemic and energy hike landscape, resulting in a tightening financial position posing new challenges to institutions, what are some of the lessons you've taken away from navigating turbulent times, and how do you think the procurement function can better prepare for future global disruptions? The most valuable lesson I learned as a buyer came when buying energy for the London Underground back in the 90s. My role was to buy traction electricity to drive the trains and gas

to fuel the two generating stations that supplied about two-thirds of the power needed on the network. It was a fascinating job and exciting too, as emerging competition in energy supply presented whole new opportunities and challenges around then. London Underground was one of the first to move away from British Gas by buying from a North Sea exploration company following an intense competition. But like other major energy users in industry, I was left crying just a few weeks later when the bottom fell out of the market, and I realised that – had I waited just a little longer - I'd have cleaned up. At a conference, an American energy expert said: "You guys just have to pick yourselves up, dust yourselves off and go and do the next deal." It's advice that I've never forgotten.

Procurement professionals need to understand that all sorts of geopolitical and environmental risks are threatening some of our most critical markets these days. Simply relying on short-term, price-taking sourcing strategies won't be enough. If the availability of a critical commodity or spend category presents an existential threat to your employer you cannot focus your effort simply on savings, or on implementing the latest systems. Your leadership team needs to understand that threat, what it means to the organisation and what you are going to do about it before it's too late. That's when our profession can really deliver.

Given your extensive experience in procurement, if you had to offer advice to the next generation of procurement leaders, especially those entering public sector procurement, what would it be?

I would say: invest in yourself. Go back to college. Your MCIPS is great, but it won't be enough for the top roles. Procurement leaders today aren't just experts in their field. They are key influencers, top negotiators and commercial dynamos! They understand business strategy. They practice risk management. They're accomplished project and programme managers. Twenty years ago, my wife Kirsten made me enrol on a part-time MBA. It taught me things like how companies work and how to recognise the signs of businesses in trouble. That knowledge was invaluable to me and gave me an edge when competing for roles. It just meant I had to give up telly for two years!

Finally, Looking ahead to retirement, are there any projects, passions, or pursuits that you're particularly excited to dive into once you step away from your professional career?

In the autumn, I cut my hours so I could start easing my way into retirement. I've promised myself I won't be doing procurement anymore, I'm having a clean break. I'm filling the time working for a charity supporting older people in Hampton Wick, where I live. I've also applied to a university to join a further course of study – this time just for its own sake – and I own a lovely 1935 upright piano, but can't play a note on it. I plan to put that right too!



AGREEMENT SPOTLIGHT ON GRADUATION SERVICES

The framework for Graduation Services (gowning hire and purchase and photography services) is available to our members. With a three-lot structure, the framework provides options of supplier choice, the ability to combine the provision of services and the ability to award to separate providers should this be something you wish to do.

The framework retains successful incumbents from previous iterations, such as Marston Events, Graduation Attire and H Tempest as well as welcoming Ede and Ravenscroft, First Sight Media and Mountain Way to the Framework.

While most members will be familiar with the services provided, the

framework is broken down into the following structure

- Lot 1 – Gown Hire and Purchase
- Lot 2 – Photography and Media Services
- Lot 3 – One Stop Shop – for a combines gowning and photography service.



Users can run mini competitions against all lots or selected Lots. Users can also run their tender across all lots should they wish to increase competition. If this option is taken, the tender must stipulate a lead contractor for the services.

Supplier Social Values

All suppliers on the Framework have provided robust and demonstrable social value objectives. A full breakdown of these can be requested. Here are some key examples of offerings:

- Local employment and training opportunities
- Apprenticeships
- Charity support

- University student employment and training opportunities

Should any of these social offerings be of interest to Members, please get in touch with Justin McLoughlin to discuss further.

Tendering

In the first instance, please contact the Framework manager, Justin McLoughlin, to discuss your requirements.

Users of the Framework should allow plenty of

time to run their mini competition process and engage in pre-market engagement as soon as possible.

Pre-market engagement can consist of engaging with the suppliers via in person or on-line meetings to set out your obligations and deliverables. Market engagement should be consistent across the suppliers with no supplier offered preferential treatment.

The Suppliers – An Overview

- Ede and Ravenscroft – Founded in 1689, Ede is the oldest tailors in London with its present form as a company being formed in 1902. The company holds Royal Warrants. The National Archives holds some

interesting records on Ede and Ravenscroft.

- Marston Events – Founded in 2005 as Marston Robing, Marstons prides itself on its customer service and can provide a full service offering for graduation services.
- Graduation Attire – part of the Eves group, Graduation Attire provides a range of services to Members. With over a decade of experience Graduation Attire prides itself on its sustainability record, customer service and clear deliverables of service.
- H Tempest – Founded nearly 100 years ago in Cornwall, Tempest prides itself on “the attention to detail of the cottage industry with the scale of big business”.

- Mountain Way Pictures – new to the Framework, Mountain Way have experience of delivery media services to a variety of clients which have included The Royal Opera House and The Barbican. Keen on working with clients directly to understand their needs, Mountain Way can provide live streaming services, documentary options for events and promotional video services.
- First Sight Media – Providing graduation services since 1990, First Sight can offer a range of media services such as streaming and filming content. Cited as using tailor made solutions for end users, First Sight can offer virtual graduation services and hybrid technologies to end users.



