

# Linked

SPRING 2025



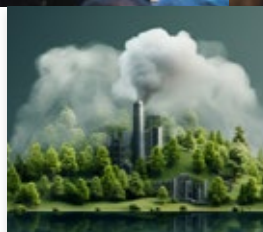
THE MAGAZINE FOR LUPC MEMBERS AND SUPPLIERS



## LUPC & SUPC CONFERENCE OVERVIEW 2025



**PROCUREMENT ACT  
2023 UPDATE**



**RESPONSIBLE PROCUREMENT  
CASE STUDY: HOW  
LUPC CORRECTED AN  
OVERESTIMATION IN  
CARBON REPORTING**

LUPC'S LINKED PODCAST NOW AVAILABLE!



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Welcome to the Spring 2025 edition of Linked magazine

We were delighted to see more than 200 procurement colleagues and 79 exhibitors at the recent LUPC and SUPC Conference and it was great to see so many of you there on the day.

The sense of connection and community, alongside the learning and insight, was exactly what we hoped for our members to benefit from. Thank you to everyone who attended and took part in the day and the feedback we have seen so far has confirmed it was indeed well received.

I really feel that the conference is a great example of LUPC and SUPC working together to deliver an excellent service for the members, it would be difficult to deliver to this standard if we were doing this individually. As you will be aware, we announced at the conference and in subsequent communications, that we are exploring a potential merger with SUPC to further improve value and tangible benefits for our members.

We are currently at an initial exploratory stage, to first assess whether a merger is possible, and we will be carrying out a member consultation in May as part of this. An initial decision on whether it would be possible and desirable for LUPC to move to a merged consortium will be taken by LUPC's Board, on the advice of the newly set up Project Board later this year. The Project Board includes two

of our Board members and a non-HE member of our Executive Committee, ensuring we have representation for our non-HE members.

The final decision will be for our members and this vote will only be required if the LUPC Board feels that a merger will be of benefit to them. We will keep our members and wider stakeholders informed throughout the process, do not hesitate to contact me if you would like to know more.

If you weren't able to join us at our conference, you can read an overview of the day on page 14. And remember to tune into the latest episode of the LUPC podcast, recorded live at the conference so you can hear directly from three of our expert speakers.

One of our conference sessions provided an update on the Procurement Act 2023 and its implementation since it went live in February. We know this is an important topic for our members so we summarised this on page 20.

And of course, this edition of the magazine also contains your usual news, responsible procurement and commodity updates.

As always, I hope you enjoy reading and listening to Linked. If there are topics you would like us to cover in future, please get in touch.

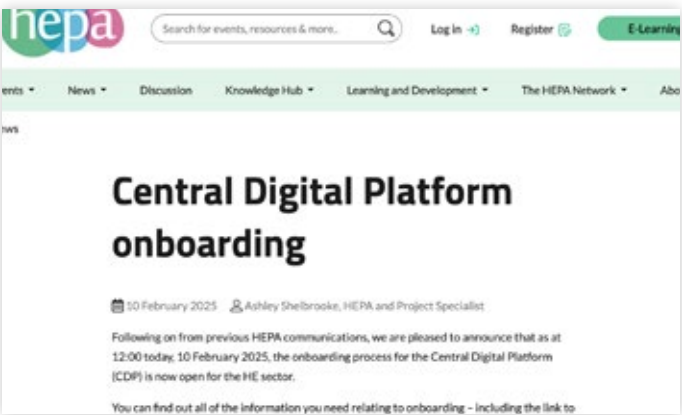
# New LUPC Executive Committee Members

LUPC’s Executive Committee sets the consortium’s operational priorities and decides on sourcing strategies, proposed by Commodity Groups, for the goods and services made available through our agreements. We are delighted to welcome three new executive members:

- Kirsty Madden – Lead Procurement Manager, University of East London

- Gemma Isles – VP Procurement and Commercial, National Nuclear Laboratory
- Emma Keenan – Head of Procurement, SOAS

Executive Committee members are procurement professionals, drawn from and democratically elected by the membership. They also include LUPC’s Director and Deputy Director.

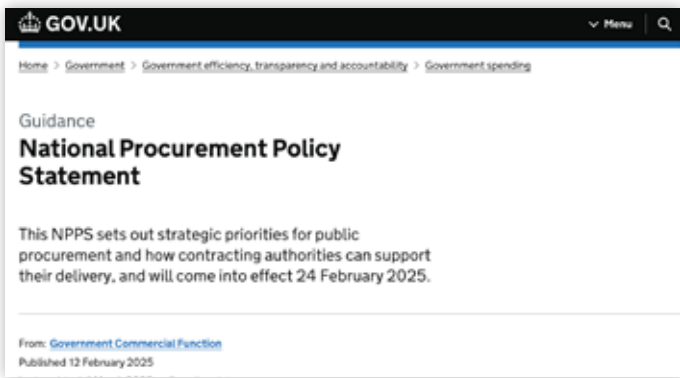


## Central Digital Platform (CDP) now open

The Central Digital Platform (CDP) is now live, providing a central hub for public procurement opportunities. To support members in navigating the system, HEPA has produced step-by-step guidance on using the CDP [here](#).

## New Government Procurement Policy Statement

The latest National Procurement Policy Statement (NPPS) has been published, outlining the UK Government’s procurement priorities and expectations. The full document is available on the [gov.uk website](#) for review.



Events

- [LUPC Early Careers Network Meeting #3](#) 06/05/2025 10.00-11.00
- [LUPC Procurement Act 2023 Q&A Webinar #7 with Mohamed Hans](#) 09/05/2025 14.00-15.30
- [LUPC Member Induction](#) 15/05/2025 10.00-11.00

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

## Mercell Updates: PA2023

Mercell, eTendering software platform provider, has provided some updates regarding the new regs rollout:

- Most of the new UK contract notices can be accessed via the [CTM training system](#), however, refinements are still being carried out. Users can familiarise themselves with the new forms via the CTM checklist.
- The **UK4 - Contract Notice** (which advertises opportunities valued above the UK public procurement thresholds) for open procedures is now available for testing. Merrell suggests users review this [guidance document](#) covering the new procurement notices.

### Mercell training video: PA2023

Mercell has also provided a [video](#) with key information to use now that the **Procurement Act 2023** has gone live, covering:

- How API Keys can be used.
- How templates for both above-and-below threshold tenders will work.
- A guide on accessing the new contract notices.
- Users are encouraged to view the video whilst exploring the new templates in their [CTM training system](#).

## LUPC welcomes new apprentice

Apprenticeships play a vital role in shaping the workforce of tomorrow. We are delighted to welcome our latest procurement apprentice, Nicola Panico. He is one of two apprentices in our apprenticeship scheme. You can get to know him a bit more in [a short interview on the LUPC website](#).

### Free training courses

We’re pleased to announce details of our [free training courses](#) for full members of LUPC. These are a key member benefit we provide for you and will take place throughout the spring and summer months. Our training courses are developed based upon feedback from our members, with the aim of helping attendees be more effective in their procurement activities.

Courses include:

- Contract Management - Getting your house in order under PA2023 - 1 May AM [Register here](#)
- Contract Management - Getting your house in order (non-regulated procurement) – 1 May PM [Register here](#)
- Specification Writing – 3 June [Register here](#)
- De-mystifying KPIs – 12 June [Register here](#)
- Negotiation – 17 June [Register here](#)
- Category Management - 15 July - further details tbc

Download the [full course content here](#).





# LUPC LINKED PODCAST



procurement conversations  
across the  
not-for-profit sector

## **Green gown awards**

The Green Gown Awards recognize sustainability excellence in higher and further education institutions worldwide. They celebrate initiatives that drive environmental and social responsibility across universities, colleges, and learning institutions.

Entries opened on 3 April.

Find out about the 2025 criteria on the Green Gown Awards [website](#).



## **RP Hub live for suppliers**

LUPC's online portal, the RP Hub, is now live for suppliers. Suppliers on frameworks managed by LUPC can now complete their due diligence questionnaire. These consist of 34 questions covering the following themes:

- Audits, Monitoring, Accreditation and Awards
- Sustainability Strategy & Reporting
- Social Value
- Diversity, Equality & Inclusion
- Real Living Wage
- Freedom of Association and Employee Voice
- Human & Labour Rights & Modern Slavery
- Decarbonisation
- Health & Safety
- Supplier Due Diligence
- Antibribery, Corruption & Whistleblowing
- Sustainability KPIs

Twenty nine questions are multiple choice, with opportunity to upload evidence, 4 open-ended questions and 1 set of KPIs.

First responses have been received from suppliers on the NDNA, legal services and laboratory equipment framework agreements. The portal will be live for members to review supplier reports and ongoing progress once sufficient questionnaires are received from suppliers and have been evaluated, with action plans agreed. Suppliers are encouraged to continue registering, completing and submitting due diligence questionnaires.

Phase 2 of the RP Hub includes a community exchange, where members and suppliers can matchmake on social value projects: including decarbonisation, diversity equity and inclusion, wellbeing, student placement opportunities, community building and small business development.







## Supplier Code of Conduct webinar - Canada

Our RP Lead was invited to participate as a panelist for a webinar hosted by the Canadian Association of University Business Officers (CAUBO) in March this year. Mags Shapiro and Stephanie Leclerc, Programme Manager Sustainable Procurement, McGill University, discussed prevention, monitoring and action related to Supplier Codes of Conduct. Slides are available [here](#).

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## SMARTER DATA, SMALLER FOOTPRINT: HOW LUPC CORRECTED AN OVERESTIMATION IN CARBON REPORTING

*At LUPC, we set out to calculate our carbon footprint using a hybrid methodology that combined spend data with real emissions data. Our goal was to better understand our environmental impact and make sure we were offsetting the right amount of carbon. But what we discovered surprised us: broad categorisation and general assumptions had led to a significant over estimation.*

By partnering with MyCarbon and refining our methodology, we replaced general assumptions with precise, data-driven insights. The outcome was a 64% reduction in our reported emissions. Not only did this save us money on carbon offsets, but it also

gave us a clearer, more accurate foundation to support our long-term sustainability goals.

### Who we are: LUPC

Established in 1968, the London Universities Purchasing Consortium (LUPC) is a not-for-profit organisation

that unites universities and other public-sector related organisations such as research institutes, galleries, libraries, and museums, among others, to drive smarter, sustainable procurement. Our mission is to create value for our members while minimising environmental impact. With that in mind, we've long championed responsible and sustainable purchasing across the education, arts, and science sectors.

Eager to enhance our environmental contributions, we turned our focus to carbon accounting. Our goal was to accurately calculate and offset our Scope 1, 2, and 3 emissions while ensuring the methodology aligned with best practices. At the same time,

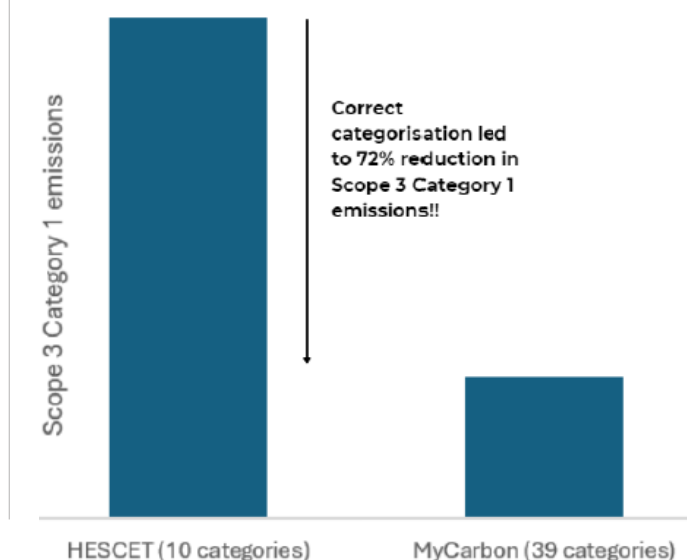
we aimed to build internal expertise to independently conduct high-quality carbon assessments in the future.

Recognising a shared commitment to sustainability, we first connected with MyCarbon through the EAUC Carbon Coalition. This partnership laid the groundwork for improving the accuracy of our data and strengthening our long-term sustainability approach.

### The Challenge: Overcoming Scope 3 Complexity

If calculating Greenhouse Gas (GHG) emissions is a puzzle, Scope 3 is often the trickiest piece to fit. For us, Scope 3 Category 1 (Purchased Goods and Services) was by far the largest contributor.

Initially, we used spend-based data and grouped emissions into 10 broad categories using the HESCET tool, which assigns a single emissions factor per category. While this was a helpful starting point, we realised it lacked the granularity needed for precise reporting.





We needed answers to critical questions: Were our calculations correct? Were we offsetting the right amount of carbon? And most importantly, how could we refine our process for the future?

Recognising the complexity of Scope 3 emissions and the limitations of spend-based data, we partnered with MyCarbon to tackle the data dilemma head-on. Together, we identified inaccuracies, verified our calculations, and explored how we could collect better data moving forward.

**MyCarbon’s Approach: From Complexity to Clarity**

Working closely with MyCarbon, we simplified the complexities of carbon accounting and developed a more robust, accurate approach to reporting:

- Deep-Dive into Scope 3: MyCarbon refined our Scope 3 Category 1 emissions by expanding our reporting categories from 10 to 39 and applied specific emissions factors to each. This refined approach reduced calculated Scope 3 Category 1 emissions by 72%, and reduced our total reported carbon footprint by 64%, giving us a clearer picture of our actual impact. MyCarbon also eliminated double counting, such as natural gas appearing in both Scope 1 and Scope 3 (via office service charges).
- Smarter Carbon Offsetting: MyCarbon guided us in selecting high-quality carbon offset projects aligned with our recalculated emissions, ensuring our investments would have meaningful and measurable climate impact.
- The Results: Smarter Reporting, Stronger Impact, Sharper Calculations, Clearer Pathways: Our recalculated footprint was 64% lower than initially estimated. This allowed us to allocate resources more effectively - whether by saving on offsets or investing in higher-quality carbon credits.

- Future-Focused Improvements: With Scope 3 Category 1 identified as our largest emission source, we can now focus on the transition from spend-based to activity-based data collection, providing even greater granularity and precision in future assessments.
- Sustainability Confidence: With newfound expertise in GHG reporting, we are now well-equipped to conduct independent carbon footprint assessments, strengthening our sustainability leadership.

**What’s Next: A Blueprint for Smarter Sustainability**

Our collaboration with MyCarbon led to a 64% reduction in our reported carbon footprint, proving that greater accuracy in carbon reporting doesn’t just benefit the environment - it delivers tangible financial and strategic value. By correcting overestimations and improving our data processes, we now have a far clearer understanding of our actual emissions.

This work has set us on a path to even smarter, more sustainable practices. We’ve identified our biggest sources of emissions, improved the accuracy of our reporting, and built the internal expertise to continue our progress.

As we continue our journey, our commitment to precision and progress ensures that we’re not just meeting today’s challenges but building a better, greener tomorrow.







## OVERVIEW OF THE LUPC AND SUPC CONFERENCE 2025

*The annual LUPC and SUPC Conference took place in London on 27 March. Over 200 procurement professionals from across the LUPC and SUPC membership came together for a day of strategic insight, learning and networking. This year's conference covered the continuing impact on the procurement landscape of large changes including the rise of artificial intelligence (AI), implementation of the procurement act and the skills that procurement professionals need in this context.*

The day began with a welcome from Don Bowman, LUPC Director, and Gemma Payne, Head of SUPC. They recognised that procurement professionals have an increasingly strategic role and the potential to drive meaningful change at a time when their organisation need the efficiency of non-pay spend to be

greater than ever. They encouraged delegates to get as much from the day as possible, asking questions, making connections and gaining insight.

### **Procurement skills in an AI world**

The opening plenary presentation came from Tom Mills, seasoned procurement professional and author of Procure Bites. His thought-

provoking session 'Procurement soft skills mastery' set the tone for the day.

In an interactive presentation, he asked the audience to share their views on the purpose of procurement. It was clear that there was no single consensus, although value for money and compliance were front-runners. Tom explained that for him procurement purpose includes: data analysis and critical thinking; facilitating objective decision-making; and protecting the future of the business.

He then shared seven soft skills for procurement, including teamwork and communication, and discussed how soft skills are vital for procurement teams because they are only as effective as their influence.

Compliance is ultimately driven by individuals' behaviour, over and above systems and processes. Building effective relationships is therefore key to procurement success.

Tom had begun his session by demonstrating that although AI is increasingly being spoken about as a solution for challenges we face, we need to take time to consider whether it really is the sole answer. At the end he brought the audience back to that example and reminded them that soft skills are the differentiator for procurement teams in an AI world, where access to data is open to all and manual tasks can be automated. Human experts remain an important part of the process.

Difficult stakeholder conversations, negotiating and supplier interviews are all vital procurement activities that require soft skills. Ultimately, success in procurement is how you interact with people.

***"My highlight of the conference was listening to Tom Mills talk about the importance of soft skills – it's not a topic featured enough in procurement specific training" DELEGATE***

Tom recommended building self-awareness of your existing soft skills and using soft skills frameworks to identify gaps. His takeaway action was for people to practise using the feedback loop in their day to day – pre, during and after procurement activity – to develop that awareness. You can





hear directly from Tom in the latest episode of Linked Podcast.

### Breakout sessions

The day contained a number of breakout sessions, with delegates able to choose from a range of topics to suit their interests and current priorities. Session leaders presented about their topic and encouraged questions and discussion to further explore the content and provide collective learning and insight.

Issues covered in breakout sessions included:

### Procurement Act 2023: How is it going?

Mohamed Hans, solicitor and principal advisor at the Chartered Institute of

Public Finance and Accountancy, led a discussion to explore early challenges, practical insights and the impact so far since the Act came into force on 24 February 2025. Read more detail about this session on page 20 of this magazine.

### Leveraging non-pay spend data

Non-pay represents nearly 50% of spend so unlocking value from non-pay expenditure is key to financial sustainability. This session discussed how universities can manage their spend data at a sufficient level of granularity and accuracy, so that procurement colleagues and key stakeholders make informed, timely decisions and promote effective spending behaviours. There was

a group exercise where delegates discussed their own data and challenges with using it.

### The practical application of AI in procurement

AI is already reshaping procurement and generative AI means change is now happening faster. Presenter Declan Kevener from TPP Procurement shared three ways you can use AI in your procurement operations: free to use applications, buy an application or invest in building your own. There are pros and cons to each. You will still need humans with procurement expertise to validate information accuracy and make decisions. Understanding your people, systems, processes and governance, plus data as clean as possible, is key.

### Tackling Modern Slavery in ICT Supply Chains

This session from one of our RP partners, Electronics Watch, talked delegates through how to maximise their membership benefits and use the powerful tools they provide to

combat modern slavery in ICT supply chains. Their 3-step model covers areas such as contract conditions and contract management, due diligence, terms of engagement and ongoing monitoring. Attendees also received information about how LUPC and SUPC integrate these principles into their ICT frameworks.

### Opportunities and challenges of AI

For the final session of the day, the stage turned again to the topic of AI, with a closing panel discussion titled





'AI-powered procurement: Navigating opportunities and challenges'. It was a lively discussion that covered a lot of ground. Areas discussed included: the continuing need for humans (to ask the right prompt questions, validate the outputs, build relationships); the challenges of data quality and governance; the speed of change with new solutions and opportunities arising; the impact of change and culture on individuals and organisations; the potential for savings; the impact on ESG. Ultimately there is a lot to consider and no single way to adopt AI – make conscious decisions and carry out small pilots to see what works for you.

#### Even more added value

Following a positive response at last

year's conference, once again this year we held Meet the Category Manager sessions, a chance for one to 1 meetings with category managers from both LUPC and SUPC, to ask specific category questions and make connections with subject experts.

And new for 2025, we introduced the RP Zone and Consortia Corner. This was an area of the exhibition space where delegates could ask questions and find out more about UKUPC consortia partners and membership, as well as discuss the support available from RP experts such as Electronics Watch and Unseen. It proved a popular addition and will be back in the future.

#### Networking and meeting suppliers

From the start of the day there was a lively atmosphere and delegates were making the most of the opportunities to network with each other. Following feedback from last year, we had extended the length of time outside of presentations and this extra time to explore was well received. We also had a dedicated session for early-career professionals, facilitating valuable connections for members at the same stage of their career.

*"My favourite part of the conference was being able to network with new people and catch up with people I usually only see on a Teams call".* DELEGATE

There was plenty of time to meet with the suppliers in the exhibition area. With 79 exhibition stands, delegates had lots of opportunity to discuss existing and potential requirements, as well as take part in competitions, prize draws and demonstrations.

#### Conclusion

A busy and successful event, this year's conference saw members once again leaving with new insight, practical ideas and a sense of community from their peers in the procurement profession.

*"I think this was the best organised conference for numerous years. The duration and number of break-out sessions, and the time between them."* DELEGATE







## PROCUREMENT ACT 2023 UPDATE

*The Procurement Act 2023 came into force on 24 February 2025. LUPC and UKUPC have been providing resources and tools to help procurement teams and suppliers prepare for the changes needed. At this year's LUPC and SUPC Conference, we ran a session about the Act, hosted by Mohamed Hans, solicitor and manager of the CIPFA Procurement Network. A subject that is directly affecting our members, this was a well-attended session with lots of questions and advice, a summary of which we share in this article. You can also hear directly from Mohamed in our latest episode of Linked Podcast.*

This period is a time of procurement in transition. As such it is likely that public procurement will continue to develop and evolve in the coming

years. It is too early to be sure of the overall impact this new legislation will have, particularly on the involvement of SMEs and social enterprises.

But Mohamed raised a number of considerations for members.

### Procurement Act 2023 or Public Contracts Regulations 2015?

Many organisations had procurement projects already in progress on 24 February. This means there are a number of questions to pay particular attention to:

- **Which regime applies?** If a procurement “started” before 24 February, it is still bound by the Public Contracts Regulations 2015 for the entire duration of the contract. This will mean that procurement teams are running procurement activities and contracts under both regimes. So it’s important that you maintain clear contract lists with details of which obligations apply, for future contract management purposes e.g. modification, termination.
- **Which terminology should you use?** Teams are also getting to grips with new terminology, at the same time as maintaining old terminology for pre-24-February activity. During the conference session, Mohamed reminded delegates to make sure that the terminology they use is changed throughout all relevant documentation: simply changing the titles of documents won’t be sufficient, the wording must be correct throughout.

- **Which platform should you use to publish contracts?** The Central Digital Platform (CDP) is now live and organisations need to re-register and receive a Public Procurement Organisation Number to use it. Suppliers must also register to take part in future above-threshold procurements. Contracts awarded under the new Act regulations must be published on the CDP. However, contracts awarded using the Public Contracts Regulations 2015 must still be published on Contracts Finder.

This also applies if you are using a framework that was let under the





PCR, even if your call-off is post 24 February. LUPC is currently looking at the best way to pre-fix our frameworks to make it really clear to our members which regulations they comply with.

**Pipeline notices**

Authorities with an anticipated procurement spend of £100m or more in the coming Financial Year must publish a Pipeline Notice: in 2025-26 the publishing deadline is 26 May 2025. Mohamed said that he has seen some organisations confusing

the Pipeline Notice with the Planned Procurement Notice. So it’s important to remember that your Pipeline Notice should be a single notice covering all relevant procurements, not one notice per requirement.

**Internal governance**

We’re all on a learning curve and this applies just as much within your organisation. Senior stakeholders need to understand the changes and support the procurement function with the increased obligations and more strategic decision-making that’s

required. Your procurement policy and other documentation must be updated to reflect the new Procurement Act to avoid potential future issues. Clarity about roles and responsibilities throughout the procurement cycle will also support a smoother transition and more effective, strategic procurement activity.

The recently published National Procurement Policy Statement contains eight considerations for contracting authorities, such as maximising procurement spend with SMEs and VCSEs, and applying commercial

best practice. You can use these considerations to inform the way that you procure and comply with the priorities of the new Act.

**Supplier engagement**

It’s worth bearing in mind that this a substantial change for suppliers as well. The more clarity you can provide for them in terms of what is happening and what’s expected of them, the better. New requirements around preliminary market engagement are intended to improve transparency; used well they will provide an opportunity for more commercial thinking and ways of working.



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- Managing end to end tender processes (call-offs from frameworks or standalone tenders)
- Contract negotiation
- Cover for maternity/paternity leave
- Short-term or long-term contracts possible

Contact Bindi Sandhu to  
discuss further




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 [Hunter](#).




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Other useful contacts:



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



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



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

Information correct as of 2nd April 2025.

**Audio Visual**

**Audio Visual: Photographic Equipment and Consumables - AVI3199 NW** **MK** Review meetings prep planned for February to hold in March were placed on hold due to high tendering activity pressures.

Suppliers will be notified of the intention to hold review meetings late April/early May, with requests for MI being sent out w/c 7 April.

**Audio Visual: Supplies, System Design, Installation and Maintenance – National – AVI2007 NE** **MK**

As noted previously, LUPC requested a copy of the final evaluation from NEUPC to:

- (1) enable a response to arising local queries and provide support in general
- (2) help local institutions plan the areas of the process they should either fix (as per the tender) or re-open

Acknowledging the variations in formats and submissions to questions, NEUPC is in the process of compiling a document that can be used by the HE Consortia members.

**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 are in the process of preparing to procure two separate agreements. The upcoming framework agreement will be restructured into two distinct agreements: Security and Cleaning Services and Maintenance Services. The bundled lot will be discontinued due to low usage, and minor works will be removed, pending a future assessment to explore the possibility for a separate tender covering both minor and major works.

**Security and Cleaning Services Framework - This agreement will consist of three lots:**

- 1. Security – Encompassing control of access to premises, visitor management, patrolling, emergency response, asset protection, crowd control, and health & safety compliance.
- 2. Cleaning – Covering routine and deep cleaning, waste removal, pest control, feminine hygiene services, portage, and external/high-level window cleaning.
- 3. Security and Cleaning – A combined lot integrating both services above.

**Maintenance Services Framework -This agreement will cover:**

- 1. Maintenance and Small Works Projects – Including fabric maintenance (e.g., roofing, windows, doors, and internal finishes), small works projects (e.g., structural, mechanical, electrical, and safety compliance works), and external & grounds maintenance.
- 2. MEP Maintenance – Covering mechanical systems (HVAC), electrical systems (power distribution, lighting, and wiring), and plumbing & water systems (supply, drainage, boilers, and sanitary systems).

LUPC aims to publish the tender notice in April 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 tendering a new agreement. The new agreement is expected to commence on May 4, 2025.

**Sustainable Furniture Solutions – FFE2008 NE** **AR**

As the furniture agreement FFE2008 NE is expiring in Feb 2026, NEUPC is looking to recruit TWP volunteers to collaborate in shaping the next agreement.

**Washroom Services including Period Dignity Solutions – National – JAN3136 NW** **JG**

The current Washroom Services including Period Dignity Solutions is due to expire in April 2025. NWUPC published a tender notice on 14/11/2024. The new agreement is scheduled to go live on the 1<sup>st</sup> May 2025 for two years with the option for two, twelve month extensions.

This framework is a national agreement with a regional Lot structure.

The agreement will cover mandatory services/products: Hygiene Waste Collection and Disposal; Air Care Products & Replenishment; Hand Care and Drying; Vending Solutions. Non-mandatory services: Water Management; Clinical Waste & Sharps Disposal; Matting; First Aid products

**White Goods – National – JAN3134 NW** **JG**

Start Date	01/06/2021
End Date	31/05/2025

Chair and Contract Manager	Myles Woodman
NWUPC/LUPC Contact	Julie Gooch

NWUPC published a contract notice on 19/2/2025 with a submission date of 25/03/2025. The reference for the new agreement shall be JAN3182NW. This Framework Agreement will commence on 1st July 2025 for an initial period of 24 months until 30<sup>th</sup> June 2027 with the option to extend the Agreement for 2 x 12-month periods

**ICT and Telecoms**

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

Contract reviews, which will include spend analysis, financial standing, sustainability including Net Positives update and supplier and customer feedback, are currently ongoing.

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

Agreement price lists and buyers’ guides for each route to market continue to be added to Hunter on a regular basis with management information for the period ending Q2 2024/5 likewise available.

The installation of US President Donald Trump and their plan to introduce a series of additional tariffs will have a potentially disruptive impact on the supply chain for example, through strategic relocation to either avoid or reduce their size and scope.

The NDNA group was provided with an update in late March with the progress of the pricing discussions with Dell and HP, the MI for the period to Q2 end January and the potential dates for the review meetings including in-person sessions to be hosted at the Lenovo HQ in Farnborough during w/c 13 October. The sessions will include an element of pre-market engagement in accordance with PA23 ahead of the replacement tender scheduled to be released c. mid-November. Work on the NDNA tender paperwork will commence post implementation of the new Insurance Financial Lines agreement anticipated this summer and the Buyers Guide includes a request for institutions looking to take a more active role in any aspect of the tender process. Discussions continue with Intel around the latest processors being added to the NDNA direct support arrangements with the last meeting held 26 March.

OEM supplier Lenovo appear close to joining the other manufacturers in sharing their Electronics Watch compliant factory disclosures at model number and a presentation on this subject was delivered at the LUPC & SUPC Annual Conference held 27 March including how this is actively managed through the agreement.

**Computing – General Matters not covered elsewhere** **MK**

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 last meeting was held 24 March with a date for the next to be shared with the group on 4 April.

The new [OCRE \(Open Clouds for Research and Education\) Cloud Framework](#) is now live. This framework agreement has been set up by GÉANT to help accelerate cloud service adoption in the education and research community. The framework is the third iteration in GÉANT’s flagship series of public cloud frameworks, this time with multiple suppliers available for many platforms, giving customers greater choice. The hyper-scalers’ services can be purchased through their respective resellers, and other cloud platforms are available from a variety of original infrastructure providers (OIPs).

This agreement provides competitive pricing due to



the combined aggregation of purchasing power from UK and Europe. The relevant team can be contacted at [cloudframework@jisc.ac.uk](mailto:cloudframework@jisc.ac.uk) should there be any questions or require further information. An OCRE framework presentation delivered by Jessica Wu at Jisc was circulated to the regional Computing Groups (inc. LUPC) in February.

**Computing - Library Management Systems & Associated Services - ITS1062 AP MK** PTFs Europe have rebranded their operational trading name to “Open Fifth”. The company number and entity both remain unchanged.

**Computing - National Education Printer Agreement 3 (‘NEPA3’) - ITS2011 NE MK**  
Almost all OEM suppliers have now signed up to the replacement framework (NEPA3) with the remainder expected to sign by early April. Resellers are in the process of being onboarded and will sign and return reseller agreements which they have been sent.

NEUPC is in the process of updating Hunter and the Buyers Guide ahead of the framework commencing in early April. Implementation meetings are being arranged with the OEMs and resellers, the former all having prior experience with NEPA.

**Computing - Networking Supply & Services (‘HENS2’) - National - ITS2008 NE MK**  
Contract reviews, which will include spend analysis, financial standing, sustainability including Net Positives update and supplier and customer feedback are currently ongoing. A business case will be prepared seeking approval to extend the framework for the first available 12-month extension period.

**Computing - Online Streaming and Online Training Services 2 - ITS1058 AP MK**  
As circulated to the Computing Group in March, APUC is looking to renew the Online Streaming and Online Training Services Framework Agreement and actively seeking volunteers to participate in the sector user group.

Currently suppliers in this area include LinkedIn Learning, Udemy, Sage, Clickview, Learning on Screen and Kanopy. Future scope may include additional streaming services such as Panopto, ECO360 and YUJA, although this is yet to be decided.

Volunteers would help to shape the strategy and could participate in evaluation of bids. We would estimate 2/3 meetings of 1.5 hours each on MS Teams during March and April 2025 to set the strategy and agree the requirements. Evaluation is currently planned for June/July 2025.

Specialist input would be welcome from HR, Occupation Development, Library Services, IT, AV and Procurement. We would be grateful if you could share with your colleagues and nominate participants directly to either [Mike Kilner](#) or [Michael McLaughlin](#).

**Computing - PCs with Apple Operating Systems – National – ITS6004 HW MK**  
The tender for the renewal of the framework was published 21 February 2025 ahead of the start of PA23, The tender return deadline has been set for 20 June due to the length of time still left in the duration of the current contract, the

aim of this return date being to try as much to capture the major Apple product releases within the basket before the submission deadline.

To date 36 EOIs have been received via EU Supply. Only a handful of clarifications have been received to date, the vast majority are likely to submitted by potential bidders closer to the tender deadline.

The new Framework Agreement is planned to commence 1 September 2025 for an initial period of twenty-three (23) months until 31 July 2027, with the option to extend for two, 12-month periods to 31 July 2029. This has been done to minimise the impact of having two frameworks run concurrently for a long period of time, while trying to mitigate the issues faced during the 2024 Annual Pricing Review arising from the timing of Apple’s product releases.

**Computing - Server, Storage and Solutions National Agreement (‘SSSNA’) - ITS4043 SU MK**  
There are no changes to the current SSSNA. The evaluations and moderation process for the separately spun-off HPC framework (ITS4062 SU), has been concluded.

The anticipated timeline for the remaining phases is as follows:

- Issuance of Standstill Letters: 11 April
- End of Standstill Period: 21 April
- Go Live: 2 May
- Framework Launch: Week commencing 26 May

**Software License Resellers (SLRA) – National – ITS4042 SU MK**  
The current framework has been extended until late August 2025. SUPC is currently in the process of conducting SQ (Selection Questionnaire) evaluations. The evaluations are progressing as planned, with the expectation that all necessary moderations and reviews will be completed by the end of April.

**Computing - Student Information Systems and Associated Services ITS1050 AP MK**  
APUC and UCISA have negotiated with Tribal on the addition of the Tribal HEFS model to the Framework Agreement. The model and costing have been agreed and is available to purchase from the Framework Agreement from February 25. Communications sessions will continue to be held with the sector with and without Tribal, as required. Tribal will provide a series of webinars to showcase some recent development work and a review meeting with UCISA, ARC and APUC will take place in April to discuss the product roadmap. Please contact [Peter Jackson](#) for information on how to buy HEFS from the APUC Framework Agreement.

**Computing - Virtual Learning Environments (VLE) Systems and Associated Services - ITS1065 AP MK**  
APUC has begun the process to retender the VLE framework Agreement for the HE and FE sectors. The existing VLE framework (ITS1040 AP) will continue until 15 June 2025.

There is an active working group but mainly with HE membership. APUC is seeking to liaise with potential early adopters and would like to invite those institutions to join the Tender working Party. For additional details or to volunteer members or information to the group, please contact [Peter Jackson](#).

**Computing - IT Equipment Reuse Recycling and Disposal – National – ITS3082 NW MK**  
The Agreement lead has started to explore options around the renewal of the ITAD framework. Retender activity remains planned to commence in June 2025. The framework manager will be completing an options appraisal paper to review internally ahead of the renewal.

**Jisc Data Centre Framework - ITS5031 LU MK**  
The Data Centre Framework extension for the new five-year agreement with Virtus, has been extended and the agreement will be live until 13 July 2029. The AQL Framework Agreement and Data centre referral service are live, the Framework offers co-location data centre services with power, cooling and shared facilities, including security, for eligible members and customers.

Jisc information page: [Data centre services - Jisc](#).

**Computing - Jisc Digital Preservation Systems Purchasing Service - ITS1505 JC MK**  
The Digital Preservation DPS has had a wide range of interest shown by customers and there is ongoing engagement activity with the team. 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. 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](mailto:preservation-dps@jisc.ac.uk). Further information is available at: <https://www.jisc.ac.uk/news/all/new-streamlined-purchasing-system-helps-organisations-buy-digital-preservation-solutions-more-quickly>

**Jisc Electronic Research and Laboratory Notebook DPS - ITS1506 JC MK**  
Further details on how to use the DPS, which commenced last November, can be found in the Buyer’s Guide with event resources including the launch recording and transcript, now available on the event page at: <https://jisc.ac.uk/electronic-research-and-laboratory-notebook-dps>

The previous work of Valerie McCutcheon and others on ERNs and the Physical Sciences Data Infrastructure project mentioned by Dr Samantha Pearman-Kanza can also be found at:

<https://researchnotebooks.wordpress.com/>  
<https://www.psdi.ac.uk/>

**Jisc Network Equipment Framework – ITS5063 LU MK**  
The new Network Solutions Framework is currently in evaluation with the final evaluation meetings being held. The

new framework is now expected to go live 1 June 2025; further updates will be shared to all HE Consortia members as soon as available.

The current Jisc Network Equipment Framework is live until 31 May 2025 and 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 Telephony DPS - ITS5064 LU MK**  
The Telephony DPS has been extended until 01/12/2025, customers can continue to award to suppliers for their requirements. The Jisc team are currently reviewing the new Telephony DPS; for more information, please contact the team on [telephony@jisc.ac.uk](mailto:telephony@jisc.ac.uk).

Insurance

**Insurance – Regional MK**  
The ITSG continues to meet monthly with representatives from both Gallagher and RMP with the last meeting held 26 March and the next scheduled for 23 April.

March’s session included an account management performance presentation from Gallagher as they look to positively address various concerns raised in that business area over the last quarter. Identified open actions to progress ahead of April’s meeting include:

- LUPC Welcome Pack to be updated and monitored quarterly.
- Flow Chart demonstrating query process for LUPC members to be issued.
- Identified accounts with volume &/or complex queries to have support from Dual Servicing approach.
- Measurements of performance against KPIs/SLAs to be produced monthly.
- 1-2-1 interviews to be arranged in Autumn 2025 with a sample of the membership to assess current service standards and identify aspects that may need addressing and overall sense of performance.

The institution deadline for submitting annual renewal information recently passed with several still to complete their returns. These are being progressed. A renewal position with each of the group’s insurers has been reached with improved terms in certain classes of cover.

The new Financial Lines tender is being progressed and several in-depth Pre-Market Engagement sessions with the Financial Lines market were undertaken 28 and 29 January, which followed a morning session with all potential bidders invited. Work on the tender documentation for the Financial Lines tender is close to completion with an ITT release and return dates of 10 April and 22 May respectively pencilled in. The procurement procedure being



applied to the Agreement is a competitive flexible procedure under section 20(2)(b) of PA2023.

Laboratories and STEMed

**Lab Equipment (General) - LAB5093 LU AR**  
The ITT was published on the 11<sup>th</sup> of February and advertised via FTS, COntacts Finder and OJEU / TED.

The closing date is scheduled for the 9<sup>th</sup> of April.

To date, of the 107 entities that have accessed the ITT, 76 have expressed interest and 29 have cancelled / withdrawn their interest.

**Engineering Machines, Tools, and Associated Products and Consumables – LAB2011 NE AR**  
The Engineering & Textiles Machines, Tooling, Ancillary Products and Materials Framework LAB2011 NE contract notice and tender opportunity was successfully published on the 19<sup>th</sup> of February, on FTS, Contracts Finder and OJEU / TED. The planned tender response deadline is 25<sup>th</sup> April 2025.

This will be the first framework of its kind for UKUPC and will cover new, more mechanical requirements. The lot structure is as follows:

The lot structure is as follows:

- 1. Drilling Machines
- 2. Finishing Machines (Grinders, Sanders, Polishers, Lapidary Machines)
- 3. Shaping Machines (Lathes, Slotters, Rollers, Benders, and Planers)
- 4. Cutting Machines (Saws, Water Cutters, Guillotines, Laser Cutters)
- 5. Pressing & Forging Machines
- 6. Hot Work Machines (Welders, Solders, Braziers)
- 7. Textile Machines (Sewing, Weaving, Knitting)
- 8. Textile Raw Materials (Wool, Flax, Fabric, Cloth, Thread)
- 9. Engineering Raw Materials (Steel, Timber, Metals, Plastics)
- 10. Machine Workshop General Consumables (Oils, Greases, Lubricants)

**Laboratory Consumables and Chemicals - Inter-Regional (IRLA) – LAB4043 SU AR**  
New, 2025 pricing for IRLA Laboratory Consumables and Chemicals Framework LAB4043 SU - all suppliers, all lots - was published on Hunter on 10th March, alongside the updated suppliers ranking.

**Lab Gases (IUPC) – National – LAB4060 SU AR**  
The retender of the long running Lab Gases Framework (LAB4041 LU) was published to the market on Friday 21st of February, with the contract notice being advertised on FTS, Contracts Finder and OJEU / TED. The projected closing date for submissions is the 11<sup>th</sup> April 2025.

**Life Science Equipment, Materials and Services – LAB2010 NE AR**  
NEUPC circulated the agreement’s Framework Extension Recommendation report in early March, prior to the end of the initial term.

All participating UKUPC consortia agreed that the agreement should be extended for a further year.

**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.

Library

**Books, E-Books, Standing Orders and Related Material – Inter-regional Agreement – LIB4044 SU RD**  
SUPC has extended this framework agreement to 3<sup>rd</sup> July 2025. The ITT has been published in January 2025, bids have been received and is currently in evaluation. 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**  
Since its launch in November 2024, members are starting to use this new agreement to buy their office related goods across the four lots which is great to see. Information about this agreement is provided on NWUPC’s website along with a couple of promotional launch videos from two of our framework suppliers, Springfield Paper (Lot 2) who is an existing NWUPC supplier, and Wildhearts (Lot 1) who is a new office supplier and social enterprise - here is the weblink: [Office, Paper, EOS & Library Supplies Framework is now live! | NWUPC](#)

Supplier updates:

Lot 1 – have shared a couple of updates that may be of interest to members:

- Lyreco – Introduced a free of charge pen recycling service to its customers as a sustainable solution for removing single use plastics in the office environment. YouTube video [https://www.youtube.com/watch?v=3nzoz\\_ZL2WY](https://www.youtube.com/watch?v=3nzoz_ZL2WY). Lyreco are

also investing in more electric vehicles to expand their delivery service in 2025. The supplier is also due to host a sustainability event in Manchester on 7<sup>th</sup> April 2025 that is open to customers and suppliers - it will cover key topics such as social value, green spaces and community engagement. For further updates around how the supplier is navigating the future of the office, and its recent accolade on innovation and annual report on sustainability, please click on the below weblinks or visit Lyreco’s website or contact their account manager, Ian Wilkins.

Lyreco weblinks: [2025 Business Insights Report - Lyreco UK & Ireland](#), [Lyreco Wins Reseller of the Year at EOPA | Lyreco Group](#), [Lyreco Goodness Report 2025](#)

Lot 2 – Bulk Paper:

- Antalis Ltd – For those that are familiar with this framework paper supplier, their long-standing account manager, Les Jones, is due to retire in the coming weeks. The company has succession plans in place for his replacement and I’m sure Les will be reaching out to those members over the next month with their contact details. We wish Les well in his retirement after many years in the paper industry and being a dedicated account manager in the HE sector.

**Print Solutions (DPS) – PRI3173 NW RD**  
This agreement currently has 25 successfully appointed suppliers since its launch in October 2023. There are currently 6 suppliers providing print solutions to members across 5 of the 6 categories of services. Other suppliers are keen to bid for work should you be wishing to purchase print solutions for your organisation.

The six categories (lots) of print services are:

- 1. Printed Stationery
- 2. Security Printing
- 3. Printed Prospectuses
- 4. Printed Marketing Materials
- 5. Digital Print Services
- 6. Print Managed Services (via a neutral vendor to manage suppliers able to deliver services covered in categories 1-5)

For Mini Competitions, please remember to:

Invite all suppliers in that respective category when issuing a mini competition to those capable of meeting your requirements (e.g. within their geographical location) – you would need to check this first by issuing a quick RFQ email enquiry to all category suppliers before sending out the full documentation, thus ensuring a compliant process.

Supplier Update:

This month the supplier The Carly Press Limited has been successfully appointed onto the DPS agreement for category 5, Digital Print Services- please refer to Hunter for further details.

**Executive and Senior Strategic Search and Recruitment Services – PFB1037 AP RD**  
APUC will be extending the current framework to its fourth year, ending 29<sup>th</sup> June 2026.

**Global Workforce Mobility Services – PFB3135 NW RD**  
NWUPC are currently working on the ITT for the next iteration of this framework. This is currently in evaluation. It will be available to members by June 2025. NWUPC will be extending the current agreement to provide continuity of service to members up to the 30<sup>th</sup> June. Hunter will be updated once this is complete.

**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 April 2025.

**Temporary and Permanent (TAP) Recruitment Services – PFB4037SU RD**  
SUPC are currently working on its replacement which is expected to be available to members by April 2025. This ITT is a restricted tender and is in evaluation of the second stage bids. The framework is expected to be available to members 12<sup>th</sup> May 2025.

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