




North Western Universities  
Purchasing Consortium



LEEDS CITY  
COLLEGE



## Case Study: Broadcasting Equipment and Integration Service



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### Summary

At Luminate Education Group we utilise a variety of frameworks from a variety of sources and contracting authorities along with drawing up our own tenders where more suitable. As a result we keep abreast of new frameworks and consider with each opportunity whether a framework will provide value we cannot otherwise draw out directly. In this instance we chose to utilise the framework due both to the time and cost savings we considered it able to provide.

### Project

Leeds City College, a member of Luminate Education Group, completed the build of a new centrepiece campus in a high profile area of central Leeds. As this new campus would be the new permanent home of the School of Creative Arts a fully implemented theatre space and TV studio, complete with editing and control suites with the ability to communicate directly between these and the theatre itself was to be installed.

A decision was made to outsource the supply and installation of the TV studio to a single provider, to deliver a joined up approach and provide effective value management. A separate supplier would be sought to deliver the technical theatre install due to their very different disciplines and requirements to ensure best solution to each area.

The intention was to have both installed once the rest of the building was in operation and use as a meaningful operating campus.

## Approach

A specification initially was drawn up by our Creative Arts Technical Services with input from the department as a whole with a view to ensuring suitability, longevity and the most suitable student experience.

On considering the options open to us and the information received back on the framework from the framework manager a decision was made to initially do some early supplier engagement to help them to better understand our requirements and the objectives of the project. These meetings helped us to tailor and adjust the specification developed with impartiality and objectiveness always paramount in the thinking. On the day the framework was opened we formally issued and delivered the Request for Further Competition, running a mini competition between all awarded suppliers.

The framework provided us scoring boundaries against which to tailor our particular requirements. This allowed a very rapid turn-around of categories and questions, allowed us to very quickly determine the roles of each evaluator and ensure a prompt process of scoring and feedback. Once all the evaluations had been conducted we were also left with a clear winner and a high degree of certainty regarding that final award.

## Outcomes

We had excellent interaction from all suitable parties and ended up choosing Digital Garage. Digital Garage were selected as they demonstrated a keen understanding of our requirements, supplied additional materials and guidance and included the elements which would provide the bridging through which the TV studio's integration with other associated projects would sit. They provided a point of contact and sounding point, giving us a clear line through which to better understand our project and rather than simply delivering a series of goods and products delivered a solution for us to better fulfil the necessary requirements.

Initial works began to translate our requirements into a meaningful solution. They attended site again to discuss specifics, looked at how best to resolve some outstanding issues and provided some suggestions on how best to ensure a complete and working space. Digital Garage then began work on mapping out the space virtually to ensure that the solution would fit the needs and requirements of the teaching and curriculum staff directly. Additionally they undertook to liaise with them regarding the use of the control booths and production areas, to understand what needed to be multifunction and what did not, again bringing added value to the proceedings by proactively interpreting the geography of the location and how it might evolve.

Specifically, in addition to Procurement and Creative Arts, Digital Garage spoke directly with the Estates function, going so far as to understand the additional load on heating and cooling caused by the operation of some of the tech intended to be installed. When a company is awarded to supply and install equipment and go beyond that to also engage with support functions that will indirectly be affected and which may also affect the performance of the space post installation that is a company I cannot speak highly enough about!



## Conclusion

The framework provided eager and engaged suppliers who proactively sought out ways to add value. It delivered the solution and partner on budget, on time and freed up resource to redeploy to other areas, saving time, energy and ultimately money.

Through this framework procurement achieved our goals and targets; the project completion date is expected for 13th November 2019, on time and on budget but providing a more complete solution than had originally been expected or spec'd out.

The Broadcasting Equipment and Integration Services framework can be accessed through [HEContracts](#) with further information on the [NWUPC site](#).