

NWUPC e-Bulletin April 2022

**NWUPC 2022
Annual Conference
21/06/2022**

NWUPC

*Delivering value through
responsible procurement*

**A monthly round up of
NWUPC news, with Category
Group updates, framework
information and upcoming
events for NWUPC Members.**



Contracting Activities and Category Updates

Keep up to date with all the current events in the world of Consortia Contracting and NWUPC's upcoming Category Group meetings for this term



NWUPC Ltd ANNUAL REPORT 2020/21



NWUPC Ltd Annual Report 2020/21

Members now access the NWUPC Ltd Annual Report with key information over the last academic year.



Upcoming activities and Webinars

Find upcoming Webinars and events along with training opportunities for NWUPC Members

NWUPC Ltd Annual Report 2020/21



NWUPC Ltd were delighted to be able to publish our [Annual Report for 2020/21](#) earlier this month. The Report shares information with you on our performance over the last academic year and highlights key information on the impact that we have made in relation to savings and framework engagement. You will also find interesting reads on our Contracting, Membership Engagement, Responsible Procurement and Category Groups.

We would like to thank our Members for their support during the year and we are very grateful for the support our members provide through representation on our category groups, tender working parties, and for promoting the Consortium across their institutions. We are owned by our members and the support we get from our membership is invaluable in what we are able to deliver for you.

If you have any questions please [contact us at NWUPC](#) and feel free to share the Report across your networks.



NWUPC Ltd
ANNUAL REPORT
2020/21



Risk
Action
Grow

NWUPC 2022 Annual Conference 21st June

Member Registration
opening soon

Book your exhibition
space now

Save the date!

Book now!



Summer officially starts on the 21st June at the NWUPC 2022 Annual Conference!!

With only a few stands left in our [exhibition hall](#) we will be opening registration soon for NWUPC Members.

Further details including the speakers and agenda for the day are to be released over the coming weeks but for now save the date!

NWUPC Ltd Retain our Customer Service Excellence Accreditation



NWUPC are delighted to be able to announce that we have retained our Customer Service Excellence accreditation after our most recent assessment at the end of March.

The assessment took place online over the course of the day and involved not only all the team at NWUPC but HE partners from NEUPC, LUPC and TUCO. With Members joining us from Edge Hill University, National Museums Liverpool and Liverpool School of Tropical Medicine along with framework suppliers Thomas Kneale and Banner. We would like to thank them all for their contribution towards retaining our CSE accreditation.

NWUPC are committed to always delivering high customer service standards and we all work hard as a team to ensure that we deliver a first class service to our members and wider stakeholders.

UKUPC - Plastics Packaging Tax How the HE purchasing consortia are supporting members and suppliers



In March 2022, NWUPC Ltd working in partnership with the HE consortia who operate under the umbrella of UKUPC (APUC, HEPCW, LUPC, NEUPC, NWUPC, SUPC, TEC and TUCO) along with CPC, contacted our supply base that were considered to be impacted by the Plastic Packaging Tax 2022 (PPT). The suppliers were given a short survey to determine if they were directly or indirectly implicated and asked what mitigating action the supplier was taking. You can find the results of the [survey here](#).

We want to be able to provide our membership with information on the likely applicability of the tax on the products they buy through our agreements, in order to manage potential cost impacts and to identify and highlight the positive steps our suppliers are taking to optimise recycled plastic or alternative materials within the packaging used in fulfilment of supply under our agreements. UKUPC will continue to liaise with the supply base, chasing up those who have not yet responded and advising those who want or need further information.

Should you have any queries please do contact [Helen Dodd-Williams](#), NWUPC's Head of Strategic Procurement.

NWUPC and NEUPC staff visit framework supplier



With [Banner](#) featuring on a plethora of UKUPC Frameworks, we were keen to visit one of their NDCs, at the earliest opportunity post the restrictions that we all encountered during COVID-19.

NWUPC have always been about placing our Members at the centre of our thinking, and throughout the tour of their facilities this was evident that Banner feel the same way too. The tour was attended by NWUPC Category Managers Paula Lister and Dave Yates along with NEUPC's Paul Eagleton and Sam Wells.

Health and Safety within the warehouse and despatch areas was clearly their highest priority, and the team were focused and engaged. They have a breakout area that offers social opportunities, charitable support and also acknowledges great work reported by colleagues, alongside which was evidence of everyone being involved in continuous improvement projects.

The focus on training and development within the operation was also evident, as was the policy of promoting from within, which was also apparent within the sales, marketing and customer care teams too. Banner have also introduced a self service portal, which will assist members greatly in tracking their deliveries, confirming stock availability, assisting with POD's and invoice queries and from the demonstration we were given, will be a great asset for all NWUPC members.



NWUPC Members have access to a wide range of frameworks that Banner are on such as [Cleaning and Janitorial Supplies - NWUPC](#), [IT Related Accessories and Parts \(ITRAP\) 2020](#), [Office, Computer & Library Supplies](#), [Printers and Managed Print Services \(Nepa2\)](#) and [Promotional Merchandise](#). For any questions or queries please contact the relevant framework manager.

Contracting Activities

Category Managers across UKUPC are working together to ensure that members have all the most up to date information on supply chain disruptions as a result of all the recent external events. The Market Insight Documents and specific communications about supply chain issues as a result of the Ukraine conflict are a fantastic resource for members so do use these as reference material for any queries as well as contacting framework leads for more information if required. Details of recent work conducted with suppliers to assess the impact of the Plastics Packaging Tax is now available (which you can find more about on page 3) with responses from a large number of our collective supply base.

Helen Dodd-Williams
Head of Strategic Procurement

NWUPC Led Agreements

FURNITURE

Furniture - FFE3103 NW

The furniture framework has continued it's strong financial year being used successfully by Members across NWUPC. With the framework expiring on 30th April 2022 it will be extended for the final 12 months with all suppliers pending written approval from the Category Group. For any queries on the framework please contact [Matthew Porter](#).

OFFICE SOLUTIONS

Office, Computer & Library Supplies - OFF3068 NW and

Paper – Print and Specialist - OFF3117 NW

Long established supply chain issues for copy paper, and paper based products have now been exacerbated by the war in Eastern Europe as finished product and raw materials are sourced from these countries, putting additional pressures on an already very stretched market.

Banner is watching sales very closely and are working hard to source material from untapped sources. OT Group have stopped taking orders for paper from new customers in order to ensure that existing customers requirements are fulfilled. Antalis and Premier Paper are also not accepting orders from new customers, with the former now no longer shipping to addresses that they have never delivered to before, and the latter restricting sales to just three pallets. Both have reported that stocks are far lower than normal, and with lead times increasing from the mills, and the volume being delivered less than requested, stock outs are inevitable.

OFFICE SOLUTIONS

At present, there is little to no pricing longevity in the market, with mills applying energy related surcharges at the point of despatch.

If you have any questions about these frameworks please contact [David Yates](#).

Print Solutions - PRI3070 NW

The strategy is being updated at present, and additional market research is being undertaken to ensure that all bases are covered. If you have an enquiry about this framework please contact [David Yates](#).

TRAVEL

Sustainable Fleet Solution - TRA3137NW

Work on the next iteration of the vehicle hire framework is going well with documentation finalised before looking to go to market in the first week of April. There is a focus on maintaining the wide range of vehicle hire service whilst looking to increase ease of use to the framework, increasing the scope of Car Club services and maintain the Leasing services available. There is also the opportunity to transition to ultra-low emission vehicles over the lifetime of the framework with an emphasis being put on suppliers to provide these vehicles throughout. If you have any questions please contact [David Yates](#).

Vehicle Hire, Car Club and Leasing - VEH3085 NW

This framework expired on the 31st March 2022 and has been extended pending supplier approval to cover the period whilst Sustainable Fleet Solutions -TRA313NW, is being tendered to ensure that there is no loss of service for consortia. For further enquiries please contact [David Yates](#).

Other Consortia led agreements



ESTATES

Sports Fitness and Gym Equipment - CPC

This framework will expire on the 30th April 2022 and will be extended for the final 12 month period. Gamez Galore on Lot 1 have indicated that they have no requirement to renew which will leave Lot 1 as a single supplier Lot with Findel/Davies Sport as the sole supplier. Lot 2 is pending supplier approval but will be confirmed by CPC. For further information contact [Helen Dodd-Williams](#).

Waste Management Services - LUPC

The Waste Management Agreement expires 10th March 2023. Members participation in the tender working parties for this agreement would be greatly appreciated as specialist knowledge from end users is so valuable to the tender process. Please get in touch by contacting [Helen Dodd-Williams](#) if you are able to contribute in any way.

LABORATORY

Microscopes and Imaging Equipment - APUC

The Microscopes Agreement led by APUC expires on the 30th May 2022. Sarah Dye and Dominique Deveroux are part of the tender working party and supporting the evaluation of tender responses for the new agreement. For any enquiries about this framework please contact [Sarah Dye](#).

TRAVEL

Travel Management Services - SUPC

Spend and service demand on this framework has risen dramatically during February and March 2022 and the TMC's have struggled to meet the established and expected service levels. Demand is being managed by encouraging customers to utilise on-line booking systems whilst they try to find new personnel who then need to be trained. The framework owner has worked with the suppliers to iron out any issues and has recommended recruitment providers that are utilised on a separate framework. In depth reviews with all of the framework suppliers are taking place over April and service provision is very high on the list for review. For further enquiries please contact [David Yates](#).

PROFESSIONAL SERVICES

Ceremonial Gown and Photography Services - LUPC

The LUPC agreement for Ceremonial Gowns has now expired with work on the new agreement anticipated to conclude in June 2022. For any about this framework please contact [Sarah Dye](#).

Debt Recovery Services - LUPC

The Debt Recovery Services agreement expires 22nd October 2022. Members participation in the tender working parties for these agreements would be greatly appreciated as specialist knowledge from end users is so valuable to the tender process. Please get in touch by contacting [Sarah Dye](#) if you are able to contribute in any way.

Executive and Senior Strategic Search and Recruitment Services - APUC

The current framework agreement expires on the 30th April 2022 and work for the new agreement is well underway. Sarah Dye has been contributing to the evaluation of the next iteration of the agreement which is expected to start 1st May 2022. For any about this framework please contact [Sarah Dye](#).

TELECOMMUNICATIONS

CCS Network Services 2 - NEUPC

The framework has been extended until 16th August 2023. This will be replaced by RM6116 Network Services 3 and will be awarded in April 2023. Lot 6 of the current framework (Mobile Voice and data Services) will not be in the new framework, but instead will exist on its own framework RM6261 and the intended award date for this is currently November 2022. If you have any questions please contact [Paula Lister](#).

Telecommunications Framework - JISC

This framework will expire 15th July 2022 and no renewal will take place. JISC have advised of a possible alternative, however we are in discussions on how access can be given to members and hope to share more details soon. For further enquiries please contact [Paula Lister](#).

Category Group and Membership Update



What a busy and brilliant month it has been, I have now completed a full term's worth of category meetings and what a learning experience it has been! My to-do list is full of minutes to write up but I am loving the opportunities I get to interact with group members, build rapports with suppliers and understand the various movements and appetite in the market.

There have been so many outstanding meetings, the feedback from members is what encourages us to continue. As we head into the summer term, we look forward to some face to face meetings where there will be better opportunities to network, seek peer support and meet all the new faces that have joined institutions since the pandemic, but for now here's a round up of what's been happening this month:

Laboratory Category Group Meeting

The laboratories meetings are always so informative and chaired fabulously by Victoria Talbot from Harper Adams University, this is one group where knowledge and information sharing are a strong suit. Category Manager Sarah Dye introduced the aims of STEMed Group and identified contract opportunities for new/key areas. The group also discussed the idea of developing a supplier advisory group. The group are looking forward to meeting in person on 25th May 2022.

Office Solutions Category Group Meeting

As always a lovely meeting to be a part of, Category Manager Dave Yates really invests himself into the group and members feel supported. Thank you to Nicola Brecknell, Deputy Chair, for chairing the meeting. The group received presentations from XMA and Office Express who both showcased the range of products available through Lot 2 of the office, computer and library supplies framework.

Furniture Category Group Meeting

The meeting was chaired by the lovely Katherine Orme of Liverpool John Moores University, members informed the group about institutional updates. It was refreshing to hear of how institutions were working on getting back to pre-pandemic conditions and how the delivery of education had change due to the pandemic. Matt Porter, Category Manager for NWUPC gave a detailed report on framework updates, the group discussed the recent supplier review meetings which had taken place and Sam Wells from NEUPC gave a guest appearance to discuss the North East consortia's frameworks which are available to North West members.

Telecommunications Category Group Meeting

A very informative meeting, this was also my first time attending the Telecomms group. I found them to be a very passionate group of individuals with a keenness to share information and best practice. The meeting was ably chaired by Mark Allinson from Edge Hill University, who announced the departure of longstanding member Mark Caines and wished him well in his retirement. The group discussed frameworks, institutional updates and the opportunity of a face to face meeting. Paula Lister of NWUPC provided a in depth contract and spend update.

Category Group and Membership Update



Professional Services Category Group Meeting

A very broad width category, this meeting was extremely successful in delving into membership needs and shaping the face of meetings for the future. Chaired by deputy Liz Wilson from Liverpool School of Tropical Medicine, the group focused on how to make this group more accessible and advantageous for its members. Sarah Dye, NWUPC Category Manager gave a thorough contract and spend update, encouraging members to investigate their spend and it was discussed to collate information from members on frameworks they were using.

e-Market Place Category Group Meeting

Chaired by the lovely Lorraine Edwards, the group was full of discussions for best practise, supplier feedback, institutional updates, and knowledge sharing. Category Manager Helen Dodd-Williams provided updates from NWUPC, JCG, UKUPC and for contract spend and frameworks. The group also discussed the opportunity of having a Combined User Group to enhance system knowledge.

I'd like to end this summary by thanking our members for their continuous attendance, support and feedback. We look forward to meeting face to face for some of our upcoming meetings, with the hope to get all our meetings in person at least once a year.

Sarabjoth K Singh
Membership Services Co-Ordinator

Upcoming NWUPC Category Group Meetings to be held online unless stated

Domestic Category Group Meeting - Thursday 3rd May 2022

Computer Category Group Meeting - Friday 6th May 2022 - Epson showroom tour

Estates Category Group Meeting - Wednesday 11th May 2022 - University of Bolton

Professional Services Category Group Meeting - Wednesday 18th May 2022

Laboratory Category Group Meeting - Wednesday 25th May 2022

Office Solutions Category Group Meeting - Friday 10th June 2022

Audio Visual Category Group Meeting - Wednesday 15th June 2022 - Staffordshire University

**NWUPC Ltd Heads of Procurement Category Group Meeting
- Wednesday 22nd June 2022**

Telecommunications Category Group Meeting - Friday 24th June 2022

Travel Category Group Meeting - Wednesday 29th June 2022

Library Category Group Meeting - Tuesday 5th July 2022

Meet the Team at

NWUPC

Sarah Dye has been with NWUPC since 2016 and has recently become NWUPC's new Senior Category Manager.

Delivering value through responsible procurement

Hi Sarah, could you let us know little bit about your journey since joining NWUPC?

I'm not new to NWUPC, though I have a new role, and I've been very fortunate to have a number of different roles since joining NWUPC cutting across a variety of categories. Over the last year I had already experienced changes in my categories which saw me leave behind the Domestic and Furniture groups which I was very invested in and thoroughly enjoyed. I have since picked up the Laboratories group which is incredibly interesting, and the subject matter resonates with me a little bit more in light of the pandemic and the normalisation of science in everyday life. With my new role I have also acquired the Professional Services category which is an exciting new area for me which comes within its own unique challenges and opportunities.

Which aspects of your new role are you excited about and what are you most looking forward to?

I think the exciting thing about working at NWUPC is the range of stakeholders you get to work with be this our members, our partners, or our suppliers. I'm excited about having a whole host of new people to meet and new problems to solve!

What do you think are the future opportunities and challenges within the NWUPC Category Groups?

Less specific to the groups and more across the board, I saw a quote from a recent WTO Supply Chain event which said, "disruption is the new norm" and given the post 2016 climate of Brexit, COVID-19 and the conflict in the Ukraine, it certainly seems that way. It has been a challenging time to work in procurement and we've never been more conscious of the need for visibility across our supply chains. Whilst achieving supply chain transparency seems like a utopia, I'm excited about the opportunities that the process of trying to get there will offer, not only to manage a multitude of risks, but to drive positive social benefits. I'm keen for procurement to be seen as a force for good.



What's your most-used productivity hack?

A good old fashioned to do list. I allocate time across the day for each task, focusing on one task at a time. They talk in cricket about focusing on surviving one ball, then one over, then one session and I think that's the key to staying focused at work. Break big goals down into small tasks and focus on achieving the task at hand whilst understanding how it fits into the bigger picture.

What motivates you to come to work each day?

I like to learn new things and we have so much variety in our roles that you're always working on new areas. It amazes me how absorbed you get in your categories and agreements, I once found myself photographing the in-cubicle waste bin in a fancy hotel because it was a custom model from a framework supplier with a design etched on it, I never thought I'd be that person.



A fun fact about me that you might not know is...

Not necessarily fun but the number one thing on my bucket list is to trek to Everest base camp. That being said, I have a phobia of heights that I'm in complete denial about until I find myself in a state of panic at the top of a monument where there is no quick way down, and I got altitude sickness skiing so I'm not confident about my chances!

What would your perfect weekend consist of?

Two of my favourite things are eating and being outdoors so some combination of walking and good food out. With a trip to the theatre thrown in.

What three items would you take with you to a deserted island?

An instrument, ideally a piano but maybe more practically a guitar, which I cannot play but I figure that being stranded on an island is the perfect opportunity to learn all the skills you want but never get round to doing. Although, I think lockdown one was a similar opportunity and I emerged from that with no more strings to my bow than a failed attempt to play the ukulele. A book, as I love reading but don't do it enough. Every year my resolution is to read more. If I can only take one then War and Peace because it is the biggest book I can think of, if I can take a set then I'd take the Wolf Hall trilogy. Yorkshire tea, though I'd also need milk and sugar!



If you need to contact Sarah or any of the NWUPC Team just go to our [Meet the Team](#) page for contact details.

Upcoming Online Webinars

Residential Textiles, Student Starter Packs and Window Coverings Framework Introduction to Lots 3,4 & 5 - NWUPC

When - 10th May – 10am

Where - Online event

Introductory webinar to Lots 3,4 and 5 of the framework:

As part of the launch of the agreement, NWUPC's Matthew Porter has been hosting a series of introductory webinars covering Lots 1 & 2 and another for lots 3, 4 & 5. This final webinar in the series will cover what's new on the framework, the benefits of using the framework and how users can get the most out of it. This is open to all NWUPC and UKUPC Members.

You can register for this [free session here](#).

REACH regulations with GAMBICA & NWUPC

When - 10th May – 10am

Where - Online event

NWUPC Members can sign up for an enlightening session in May on REACH (Registration, Evaluation, Authorization and restriction of Chemicals), specifically in relation to changes since Brexit and goods from Northern Ireland. UK REACH is a regulation that applies to the majority of chemical substances that are manufactured in or imported into the UK and is one of the most comprehensive and far-reaching pieces of environmental legislation to come out of the European Union. This can be:

A substance on its own / A substance in a mixture, for example ink or paint / A substance that makes up an 'article' - an object that is produced with a special shape, surface or design, for example a car, furniture or clothes.

Delivered by Andy Evans, Technical Director and Jacqueline Balian, Head of Laboratory, Test and Measurement Sectors of GAMBICA the session will cover;

- General overview and update on REACH pre- and post- Brexit. How is it being run now? Who has to complete the HSE's forms? How are HSE going to develop the requirements?
- Update on UKCA and CE mark – (From the 1st January 2023, CE Marking will no longer be accepted on most new products placed on the market in Great Britain and UKCA will be required)
- Animal By Products Act 2013 and how the requirements will change. Pre-notifications to government and how this may impact on customs delays
- Update on Zero rating for VAT
- Q & A for members

You can register for this [free session here](#).

Loneliness and Connection - UKUPC

When - 13th May – 10am

Where - Online event

The next UKUPC webinar will be held in conjunction with Mental Health Awareness Week and will explore the theme of Loneliness and Connection. Issues of loneliness are on the rise and they pose a real risk to our mental and physical health. Problems with self-doubt, excessive stress and depression are much more likely to manifest when we feel lonely. Good connections with others and healthy relationships are essential ingredients for good mental health. When we feel belonging, acceptance and understanding from others, we feel comfortable with who we are and see the world more positively. Join us in this session to discuss the ways in which we can identify and address loneliness in ourselves and others. Register for this [free session here](#).

HEPA

E-Learning

You have access to 11 free e-learning courses, relevant to finance and procurement. Please [click on the link](#) and login to find out more.

