

NWUPC e-Bulletin JUNE 2022

NWUPC

*Delivering value through
responsible procurement*

NWUPC 2022 Annual Conference Special. Find links to watch all the keynotes and workshops from the NWUPC Conference

HE TOMs Guidance and Measurement Framework

Social Value Portal
launches its official
guidance and
measurement framework
specific to the Higher
Education (HE) sector.

New Framework Launched

NWUPC Ltd Members
now have access to the
new iteration of the
APUC led Microscopy
and Imaging Equipment
framework

Category Group Updates

Keep up to date with
NWUPC's most recent
and upcoming Category
Group meetings for this
and next term

NWUPC 2022 Annual Conference

**Risk
Action
Grow**

NWUPC

Advancing value through
responsible procurement

Workshops and keynotes now
available to watch at nwupc.ac.uk



We would like to thank all NWUPC members and guests who were part of our 2022 annual conference. A special thank you to Marco Salzedo and Paul McGee our inspirational keynote speakers and everyone who presented at our workshops. We hope our members found the day educational and enjoyable. The NWUPC Team thought it was a great day with a range of interesting topics covered.

We also have to say congratulations to Dave Fendle of Edge Hill University who received the NWUPC Outstanding Contribution to Collaborative Procurement Award for his tireless work in multiple framework groups. Dave always has a positive attitude and is ready to offer support to all NWUPC Members. This year's selection really was an easy one and we'd like to thank Dave for all his efforts.

The conference recordings are available and can be accessed via the link below. Please be aware you must be signed in to the NWUPC website to view (top right corner of the website). If you aren't already signed in [you can sign in here](#). If you are not registered for nwupc.ac.uk it takes just 1 minute to sign up using your work ac.uk email address, [you can register for nwupc.ac.uk here](#). Select the image to watch!

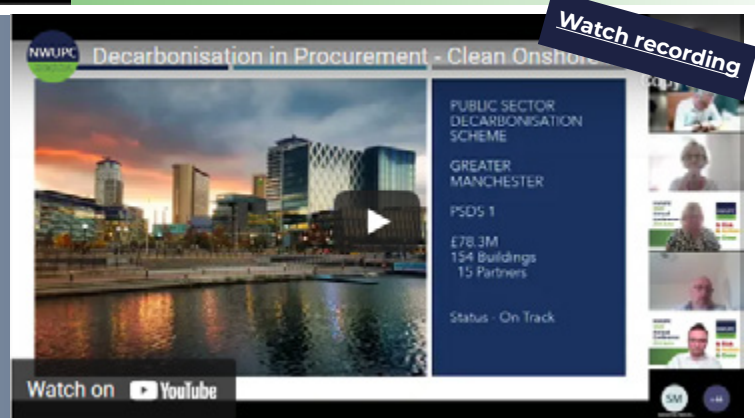


Welcome & Introduction / Opening keynote

Welcome & Introduction with Julie-Ann Garton, Managing Director of NWUPC & Stephen Dauncey, Chair of NWUPC and Opening Keynote with Marco Salzedo - Director of Commercial & Contract Management Capability - Cabinet Office. Select the [image to watch!](#)

Decarbonisation in Procurement Dr John Hindley and Martin Lawton of Clean Onshore Ltd

Using feedback from NWUPC participants, John has prepared an insight into his and the wider team's experiences across this major capital programme, together with the tools and techniques that will help you prepare and deliver the right outcomes. Select the [image to watch!](#)



UK Government Procurement Bill and the future of procurement with Weightmans

This session considered the impact of Brexit on trade and the difficulties with the Northern Ireland Protocol. Examining where we are in relation to procurement post Brexit. Looking at the current regime and considering the proposed overhaul of the procurement process as outlined in the Government's Green Paper and subsequent Procurement Bill.



Mindful Living with Chakra Corporate

We were joined by Zainah Khan of Chakra Corporate for this stress relieving session in which Zainah helped us to:

- Get to know our minds and their habits
- Cultivate healthy awareness of our pleasant and unpleasant life-events
- Apply mindful solutions to unsettled minds

Select the [image to watch!](#)

Supporting Local Economic Growth through the Public Sector with Go4Growth

This session covered the work Go4Growth is doing engaging with local, diverse businesses and SME/ VCSE sectors to help enable sustainable growth and economic recovery post covid. The session will also cover some of the headline intelligence areas we've gathered through our engagement with over 4,000 providers. Select the [image to watch!](#)



Key Issues in Supplier Contracts with Clyde & Co LLP

This session focused on some of the key legal issues that commonly arise when negotiating supplier contracts and terms and conditions. Including exploring why supplier contracts can be so difficult and what purchasers of products and services can do to give themselves the best chance of getting a fair deal. Select the [image to watch!](#)

Framework Agreements: Mitigate risk, optimise action and grow procurement success

The NWUPC Contracting Team discussed how to use frameworks in practice to gain best value for your institution. Including - What is a framework agreement? How to call off from a framework agreement. Best practice and pitfalls when conducting a mini competition. Forming a contract. Select the [image to watch!](#)



Closing keynote - The Sumo Guy

We were joined by Paul McGee, a.k.a The Sumo Guy, one of Europe's leading motivational speakers on the subject of change, workplace relationships, leadership, customer service, wellbeing, and communication. This was an exceptional, uplifting and enlightening closing talk to our conference.

Select the [image to watch!](#)

Launch of the HE TOMs Guidance and Measurement Framework

[Social Value Portal](#) has launched its official [Social Value guidance and measurement framework](#) specific to the Higher Education (HE) sector. Helping HE bodies to capture, communicate and emphasise the full value of activities where they support their local economy and community, it also empowers and informs organisations so that embedding Social Value when procuring goods and services is a simpler process.

This includes initiatives such as;

- helping people into employment,
- using local suppliers,
- actively promoting opportunities for disadvantaged groups, or
- making sure that the organisation is operating in as sustainable a way as possible.

The guidance has been created in partnership by Social Value Portal, and [UKUPC](#) and its member institutions, who formed a 17 strong HE Social Value Taskforce in 2021 in recognition of the challenges faced by HE bodies when introducing Social Value into procurement.

The Taskforce's brief was to create a simple, robust and workable measurement framework specifically tailored to the HE sector.

For the background to the [HE TOMs and where to start](#), download this [UKUPC document](#) and for full information on how to apply the TOMs in practice and a 7-Step approach to integrating Social Value into procurement, [download Social Value Portal's free copy of the Higher Education TOMs guidance](#).



Microscopy and Imaging Equipment Framework Launched

NWUPC Ltd Members now have access to the new iteration of the APUC led [Microscopy and Imaging Equipment framework](#) which is now live. The agreement will run from the 31st May 2022 until 30th May 2025 (with an optional 12-month extension period) and is available over 10 lots to members of NWUPC.

Lot structure:

- Lot 1 Optical Microscopes
- Lot 2 New technologies including, but not limited to, non-traditional microscopes and imaging equipment
- Lot 3 Laser-based Imaging Systems and Laser Components
- Lot 4 Super Resolution and Enhanced Resolution Microscopes
- Lot 5 Cameras
- Lot 6 Software
- Lot 7 Light Sources
- Lot 8 General Accessories and Consumables
- Lot 9 Servicing, Maintenance and Repairs – Low End Equipment
- Lot 10 Servicing, Maintenance and Repairs – High End Equipment



Full details can be found on [HE Contracts](#) which has a full user guide and details about each Lot. For any further questions or queries please contact [Sarah Dye](#), NWUPC's Senior Category Manager for Laboratories.

Category Group and Membership Update

The summer term meetings have continued as planned with a mix between face to face and online meetings. This month Sarab has commenced her maternity leave and we are delighted to advise that from the autumn term her role will be covered, through a secondment with TUCO, by Judith Hoyle who lots of you will already know, and in the interim I will be covering the remaining meetings for this term.

Jane Billows
Head of Business Services & Membership

Audio Visual Category Group Meeting - Staffordshire University

On a bright June morning Paula Lister, AV category manager for NWUPC, and David McIntyre, communications officer for NWUPC, headed to Staffordshire University and their new Catalyst Building for the summer term face to face meeting of the AV Category Group. The meeting was ably chaired by David Neal of Lancaster University with the group still in the process of finding a deputy chair. Meeting face to face was a great way to get the conversation going and current lead times and supply issues were discussed. The group had a presentation from Will Lewis and Simon Burfoot of the Flash Centre which everyone found fascinating especially with the offer of live demonstrations for students from Simon.

Other topics covered included forthcoming framework agreements, with some input from members on institutional and service user updates on their AV needs. We finished the days meeting with a tour round Staffordshire University's new Catalyst Building, as a fully digital learning space it really shows how work spaces for both staff and students are moving forward. We'd like to thank Alasdair McDonald and the team at Staffordshire for their time and hospitality during the day!



Office Solutions Category Group Meeting - Online

The office solutions group met at the start of the month and as always the meeting was directed by chair Dave Fendle, Edge Hill University, and supported by NWUPC Category Manager Dave Yates. This was an online meeting with good representation across the membership. The group welcomed Chris Silker from University of Liverpool. All group members provided feedback on activities taking places within their institutions. The group received a demonstration of the online portal from Banner.

Telecommunications Category Group Meeting - Online

The telecoms group were due to meet face to face at the University of Central Lancashire but unfortunately due to the rail industrial action the meeting was held online. Mark Allinson, Edge Hill University, chaired the meeting and members provided updates on projects and plans for the August clearing. The group held a detailed and interesting discussion on contact centre solutions which will be carried over into the next meeting.

Category Group and Membership Update

Autumn Term Category Group Meetings

**Professional Services Category Group Meeting -
Friday 9th September at the University of Chester**

**NWUPC Ltd Heads of Procurement Category Group Meeting -
Wednesday 21st September at Lancaster University**

**Office Solutions Category Group Meeting -
Friday 30th September at the University of Liverpool**

**Furniture Category Group Meeting -
Friday 7th October at Liverpool John Moores University**

**Domestic Category Group Meeting -
Tuesday 11th October at Edge Hill University**

**Estates Category Group Meeting -
Wednesday 19th October at the University of Liverpool**

**Computer Category Group Meeting -
Friday 4th November at Keele University**

**Audio Visual Category Group Meeting -
Wednesday 9th November at Manchester Metropolitan University**

**Telecommunications Category Group Meeting -
Friday 18th November The University of Manchester**

**Laboratory Category Group Meeting -
Wednesday 23rd November at Harper Adams University**

**Travel Category Group Meeting -
Friday 2nd December at the University of Salford**