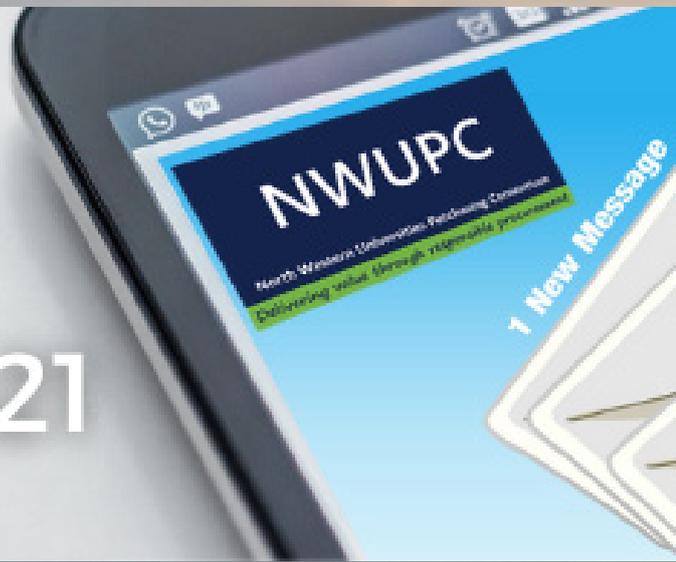


NWUPC e-Bulletin December 2021



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



UKUPC - what COP26 means for our members

UKUPC (UK Universities Purchasing Consortia) took the opportunity to come together to tell you what COP26 means to its members



Contracting Activities and Category Updates

Keep up to date with all the current events in the world of Consortia Contracting and NWUPC's Category Groups from the latest term

Getting to know the new Joint Consortia Agreement for Books, e-books, and e-textbooks with SUPC

Thursday 9th December 2021 - 10.30am Online event

The new SUPC framework agreement for Books, e-books, e-textbooks, and associated services is scheduled to go live in January 2022. Before the framework is officially launched a free for NWUPC Members webinar will take place on the 9th December. Designed to help all staff from library, procurement, and supply backgrounds, SUPC's Gavin Phillips will introduce this new agreement to help you start thinking about what is coming so that library and procurement teams can start discussing their local requirements.

Upcoming activities and Webinars

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



Managing Director's Update

“ As we come into December with winter upon us we're looking forward to a busy few weeks leading into the Christmas break. This has been a year of great change in the sector along with a return to a new kind of normality but as ever our procurement community has a lot to be proud of and we are so proud to be part of it. ”

We've had some changes within the consortium team with 2 new Contract Managers joining our Contracting Team. Matthew Porter joins us taking category lead on our Domestic and Furniture Categories and Paula Lister has taken over the Audio Visual, Computing and Telecoms Categories. You can get to know Paula better in our Meet the Team feature on **page 15**.

We also said goodbye to Caroline Mattinson who left her role as Membership Services Coordinator at the end of October, whilst Caroline was only with us for a brief time we wish her all the best. We welcomed Sarabjoth Singh into the role as our new Membership Services Coordinator and I'm sure you will all get to meet her in the upcoming months.

Our contracting team continue to develop our framework agreement portfolio and there is a huge amount of activity underway. You can read more about the recently launched Apple Equipment, Accessories and Associated Services Framework Agreement and the IUPC Gases Framework Agreement on **pages 8 and 9** along with new interactive videos for the launches of the Legal Services and Laboratory Equipment and Associated Post Installation Services (General) Framework Agreements. With lots of work underway across all our category areas you can read more about them on our Contracting Activities section on **pages 5 to 7**.

Our category groups and category group members are at the core of NWUPC and you can read about what happened at the autumn term meetings on **pages 11 and 12** along with details of the upcoming winter term meetings in 2022 on **page 13**.

As the contract lead of the Financial Services Framework Agreement, NWUPC have created a guidance document in order to support Members when tendering for External Auditing Services. You can find insights into the current situation within the audit market along with tendering tips, following engagement with current suppliers and finance representatives on **page 3**.

Read more on **page 4** about the work that Social Value Portal, UKUPC and their member institutions has been doing on HE TOMs (Higher Education Themes, Outcomes and Measures) with guidance on how to maximise social value in procurement activity.

Managing Director's Update

With COP26 having taken place in November, NWUPC Ltd, alongside our UKUPC Partners took part in a campaign to highlight what COP26 means for our members. You can read daily updates from throughout COP26 as well as a piece each day from an individual consortia's view on **page 4**.

UKUPC have now held 2 webinars in a planned series of events which are open for NWUPC Members (as partners of UKUPC) to attend for free. You can watch the recording from the LUPC led Cyber Security Webinar on **page 14** with some great advice from experts in the field.

We are always adding new events so do check our Events Page regularly to make sure that you don't miss out. You can read more on upcoming webinars for NWUPC Members on **pages 16 and 17**.

This will be our last membership wide publication for the calendar year so I would like to thank you all on behalf of myself and my fantastic team for your continued support over the last year. We have had another year filled with change and uncertainty and our priority has always been to keep on delivering a first-class service to our stakeholders. We have had such a successful year and we know we couldn't do it without you!

We hope that you all have a fun filled December and we are looking forward to an action packed 2022.

Julie-Ann Garton
Managing Director
NWUPC Ltd

Auditing Guidance with NWUPC

In light of the current difficulties that Higher Education Institutions are experiencing when tendering for External Auditing services NWUPC Ltd as the contract lead of the **Financial Services Framework Agreement** have created a guidance document in order to support Members.

This document provides the background and further insight into the current situation with the audit market along with tendering tips following engagement with current suppliers and finance representatives.

You can download that document [here](#).

For further information on the above agreement please see the following link to **HE Contracts**. If you have any questions or would like to discuss further please contact **Natasha Peacock**, NWUPC's Professional Services Category Manager or call on 0161 234 8003.



Introducing the HE TOMs

(Higher Education Themes, Outcomes and Measures)

Whilst we all aspire to do better, sometimes knowing where to start, and how to demonstrate social value is a challenge that delays progress. We are pleased to introduce, free for you to download and use locally, a new tool which will help you: The HE TOMs.

A national task force made up from the Social Value Portal, UKUPC and member institutions has been working collaboratively to identify a solution which enables organisations to procure, measure, manage and maximise social value in procurement activity in a consistent way and define the benefit in £'s.

Social Value is considered to be the wider benefit gained by a local community from the delivery of public contracts. For the HE TOMs, social value is separated into four key areas, the THEMES:

- **Jobs: Promote local Skills and Employment**
- **Growth: Supporting Growth of Responsible Regional Business**
- **Social: Healthier Safer and More Resilient Communities**
- **Environment: Decarbonising and Safeguarding our world**

These THEMES are then broken down into possible OUTCOMES, in effect the strategic objectives. A list of 11 OUTCOMES is provided, for example, under Jobs you may select "More local people in employment" or "Improved Skills for disadvantaged people". Each of the outcomes is then further broken down into a MEASURE. The measure explains which element is to be considered: for example, under "More local people in employment" we would look at the "Percentage of local employees (FTE) on contract"

Who is this guidance for?

This brief and easy to use guidance is aimed at procurement professionals who are responsible for the inclusion of Social Value in their work. Read the full article at [NWUPC News here](#).

UKUPC demonstrates what COP26 means for our members

The UK hosted the 26th UN Climate Change Conference of the Parties (COP26) in Glasgow from the 31st October – 12th November 2021. COP26 is a global United Nations summit about climate change and how countries are planning to address it. Bringing parties together to accelerate action towards the goals of the Paris Agreement and the UN Framework Convention on Climate Change.

Mission Statement from COP26 Universities Network; NWUPC Ltd have 24 full members, of these 12 are on the COP26 Universities Network.

"The Network's mission is to ensure that the UK academic sector plays its role in delivering a successful COP26, getting all players on track to deliver a zero-carbon, resilient world. They aim to do so by easing access to evidence and academic expertise for COP26 for government, NGOs, and other actors, and by taking action".



As COP26 is all about collaborative working, UKUPC (UK Universities Purchasing Consortia) took the opportunity to come together to tell you what COP26 means to its members, and what action our collective membership is taking. Over the two weeks, we brought updates each day from COP26 as well as details from different UKUPC members of their planned activity in response to the climate emergency.

You can find links to each day at the NWUPC website here

Contracting Activities

NWUPC

North Western Universities Purchasing Consortium
Delivering value through responsible procurement

We have welcomed two new Category Managers into the contracting team, Matt Porter and Paula Lister and they have joined us at a busy period of tendering across several categories. They are looking forward to meeting the members and are attending the Category Group Meetings to get to know people. Matt will be leading the Domestic and Furniture categories and Paula, AV, Computing and Telecomms. We have a number of agreements that are being retendered as well as working on the strategy for the new Building Maintenance agreement. As always we thank all those participants of tender working parties for your support, your technical expertise is essential in the development of effective agreements.

NWUPC Led Agreements

AUDIO VISUAL

Broadcasting Equipment and Integration Services - AVI3120 NW

One of the suppliers on the framework CDEC LTD, have had a rebranding of the company. From 1st November CDEC Ltd are now known as Strive AV Ltd. All relevant contact information has been updated. For further information please contact [Paula Lister](#).

Photographic Equipment and Consumables - AVI2125 NW

This agreement is due to expire on 31st December 2021 so the first extension period process has been initiated. This will be in place from 1st January 2022 until 31st December 2022. You can contact [Paula Lister](#) for more information about this framework.

COMPUTING

IT Equipment Reuse and Recycling - ITS3082 NW

This framework is to be awarded imminently and should commence 1st January 2022. It is anticipated that three of the seventeen bidders will be awarded to this iteration of the agreement. For further information please contact [Paula Lister](#).

ESTATES

Electrical Materials and Associated Products and Services - MAI3111 NW

Due to current volatile market conditions stemming from the pandemic the decision has been taken to extend the current agreement for 12 months with a new expiry date of the 31st January 2023. Work on the extension is in progress and members will be updated once complete. Contact [Natasha Peacock](#) for further information.

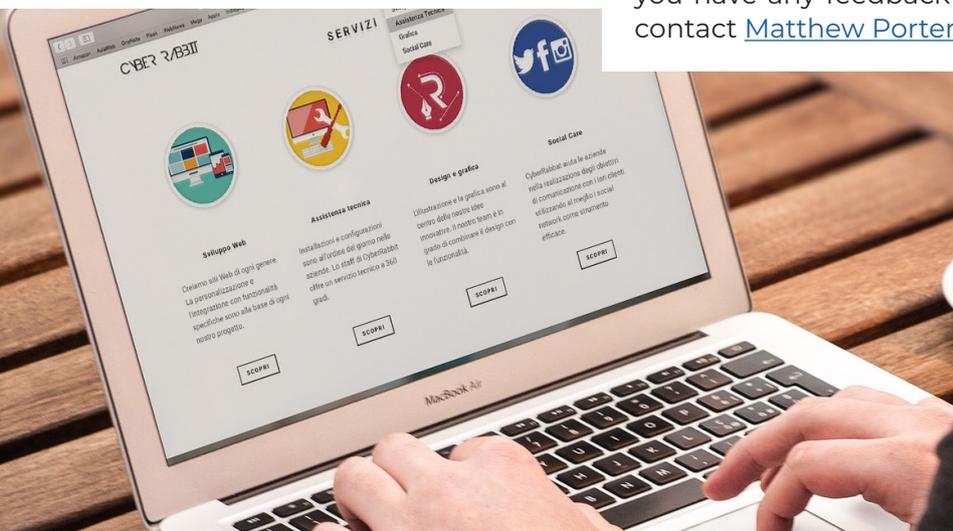
Building Maintenance and Repairs - EFM3141 NW

Work on this new regional NWUPC agreement is in progress, input from members is welcome, if there are any requirements you wish to be included please contact [Natasha Peacock](#).

FURNITURE

Residential Textiles, Student Starter Packs and Window Coverings - FFE3177 NW

This has gone out to tender as a renewal of the previous framework with a slight differentiation in that the window coverings are now regionalised to lots 3-29. The estimated award date is 22nd February 2022 and the planned start date for the new framework to be in place is 1st March 2022. If you have any feedback on any of the above, please contact [Matthew Porter](#).



Contracting Activities

NWUPC

North Western Universities Purchasing Consortium

Delivering value through responsible procurement

OFFICE SOLUTIONS

Office, Computer & Library Supplies - OFF3068 NW

The change of ownership from Office Depot to OT Group appears to have gone through successfully, with very few initial problems encountered. Contact [David Yates](#) for further information.

Paper - Print & Specialist - OFF3168 NW

This framework is set to be extended into next year to allow for a more representative outline of volume to be declared following the slump in purchases during COVID. Turbulence in the paper/pulp market is also a significant factor in re-scheduling the tender activity. For further information please contact [David Yates](#).

Print Solutions - PRI3070 NW

With the addition of additional resources into the team, work will commence this month on the new iteration of the agreement and focus will centre upon it becoming a DPS agreement. If you have an enquiry about this framework contact [David Yates](#).

Other Consortia led agreements

COMPUTING

Virtual Learning Environment (VLE) Systems and Associated Services - APUC

Two supplier [webinars](#) have been scheduled early in the new year to showcase the features of their VLE systems. All members are welcome to the events. For further information please contact [Paula Lister](#).

ESTATES

NEUPC Roofing Services - NEUPC

This agreement is new to NWUPC and is set to be available at the start of 2022. This agreement will be lotted regionally and will cover Roofing Services (New installations and Specialist Systems) and Roofing Services (Preventative Maintenance and Repairs). Further information will be distributed once available. For further information please contact [Natasha Peacock](#).



FURNITURE

Sustainable Furniture Solutions - NEUPC

Evaluations ended on the 19th November 2021 with moderations to follow. Dependent on timescales for this there will likely be an approximate award in December but has yet to be confirmed. For further enquiries please contact [Matthew Porter](#).

LABORATORY

3D Printers, 3D Scanners and associated equipment - APUC

APUC have decided to proceed with a DPS to cover these requirements. The DPS will commence in January 2022 and will run for 4 years. For further enquiries please contact [Sarah Dye](#).

Contracting Activities

NWUPC

North Western Universities Purchasing Consortium
Delivering value through responsible procurement

LIBRARY

Books, E-books, Standing Orders and Related Material - Inter-regional Agreement - SUPC

This framework has come through standstill and is on the brink of being awarded with a view to starting in January. A [webinar](#) is being held on the 9th December to provide further details as to the scope of the award, and the suppliers that were the successful bidders. For further information please contact [David Yates](#).

Serials & Periodicals - SUPC

This framework is highly likely to be extended by a further year, as the framework's third anniversary approaches at the end of April 2022. Suppliers are happy for this to continue 'as is' for the groundwork to be started on its next iteration. Contact [David Yates](#) for further information.

PROFESSIONAL SERVICES

Catering Consultancy Services - LUPC

The agreement is currently being retendered and the tender working party have met for their first meeting to discuss the new strategy. NWUPC members still have time to feed into this strategy, please contact [Natasha Peacock](#) if you have any feedback to provide.

Ceremonial Gown and Photography Services - LUPC

The agreement is currently being retendered and the tender working party has met for its first meeting to discuss the new strategy. There is still time for NWUPC members to feed into this strategy, please contact [Natasha Peacock](#) if you have any feedback to provide.



Contracting Activities

New Frameworks

NWUPC

North Western Universities Purchasing Consortium

Delivering value through responsible procurement

Apple Equipment, Accessories and Associated Services Framework

NWUPC Ltd Members can now access the new HEPCW led [Apple Equipment, Accessories and Associated Services Framework Agreement ITS6004 HW](#). This agreement is open to members of NWUPC, APUC, HEPCW, LUPC, NEUPC and SUPC. The framework went live on the 1st November 2021 and will run for two years plus two optional 12-month extensions to 31st October 2025. It provides members with access to 4 suppliers that are Apple Authorised Education Specialists (AAES), all of whom are able to provide discounted pricing, specialist advice for the deployment of Apple technologies, and a range of services including, but not limited to, training and product support.

What's new:

HEPCW has built on the success of the previous framework over the years to keep it up to date and reflect member requirements. The following elements can be found in this iteration:

- Access to Authorised Apple Education Specialists - All of the suppliers hold the Apple Authorised Education Specialist status. This ensures they have close ties to the original equipment manufacturer and receive
- Additional discounts for sales to education customers
- Assistance in promotion and marketing
- Assistance in providing training to optimise the deployment of Apple technologies
- Device Enrolment Services
- Discounted pricing for staff and students sales
- Higher Weighting for Basket of Goods - The basket of goods was weighted at 40% for the evaluation of the tender responses. At call-off/further competition stage, customers can adjust the weighting by up to 50% of the original criteria weighting. The basket of goods can be adjusted to represent 60% of the evaluation at call-off stage.
- Alternative Funding Models - All suppliers are able to offer alternative funding models in addition to outright purchase. This provides institutions with options such as leasing and Device As A Service. As the equipment retains strong residual value this may be attractive along with flexible funding profiles to align with available budgets.

The framework suppliers (in ranked order) are:

- **Academia**
- **XMA**
- **Albion Computers**
- **GBM Digital Technologies (trading as Sync)**

Benefits of using this agreement:

- Compliant route to legal services for members
- Average savings of 7.53% compared with the previous framework agreement
- Competitive pricing
- All hardware supplied with a minimum 3 year warranty
- Discounted pricing for staff and students
- A variety of Apple Authorised Education Specialists
- Additional value – offering additional benefits to members
- Suppliers evaluated on responsible procurement and social value to ensure that the new agreement meets the requirements of the sustainability, equality and diversity policies and standards of both the consortium and members
- Robust framework management process in place

Further information including contact details, service offering and achieved scores is provided in the user guide available on [HE Contracts](#). For any further questions or queries please contact [Paula Lister](#), NWUPC's Computing Category Manager or call on 0161 234 8006.

Contracting Activities New Frameworks

NWUPC

North Western Universities Purchasing Consortium
Delivering value through responsible procurement

IUPC Lab Gases Framework Agreement

NWUPC Ltd members can now access the SUPC led [IUPC Lab Gases Framework framework agreement](#). This framework is open to members of APUC, HEPCW, LUPC, NEUPC, NWUPC, SUPC, CPC, UKSBS and TUCO. The agreement went live on 1st November 2021 and will run for 3 years with an optional 12-month extension to 31st October 2025. The framework agreement covers the provision of Lab gases and associated equipment and services.

What's New:

This agreement has two new lots:

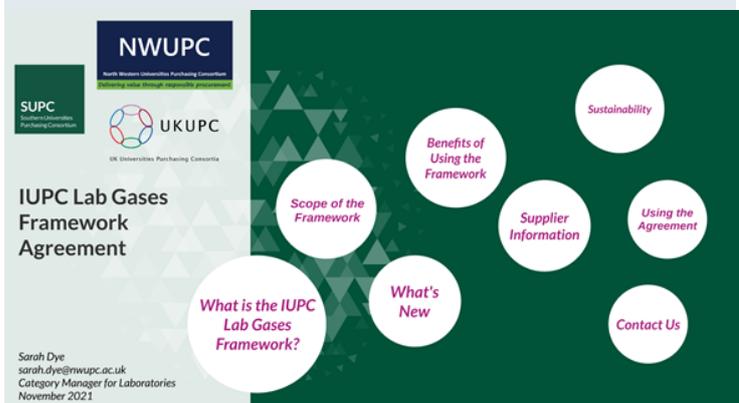
- Lot 12: Manifold Services including annual servicing and maintenance
- Lot 13: Tanks – including annual servicing maintenance (Liquid Nitrogen, Oxygen, Argon)

The previous agreement had a lot for Gas Detection Equipment, this has been removed and included in the LUPC Lab Equipment Framework. General Laboratory Equipment framework agreement (LAB5061 LU)

There is a new supplier on the agreement for Lots 8, 9, 11, 12 - Medical Industrial Gas Services

Framework Launch Presentation:

For a full breakdown of how to use the framework you can watch the interactive video below or [use this link](#). Please use the arrows to move through to the next section or click directly on the required section of the video.



The framework suppliers are:

Due to the size of this framework you can view the full list of [Lots and suppliers here](#).



Benefits of using this agreement:

- An easy and compliant route to market for participating Institutions
- Competitive rates
- A wide choice of suppliers to match your organisational requirements and culture
- A set of standard added-value services across all suppliers, complemented by supplier specific added-value services detailed further in the tender response
- An account on stop escalation procedure is now included

For further information including contact details, service offering and achieved scores are available on the user guide at [HE Contracts](#). If you have any questions or queries please contact [Sarah Dye](#), NWUPC's Laboratories Category Manager or call on 0161 234 8016.

Contracting Activities

New Interactive recordings

NWUPC

North Western Universities Purchasing Consortium

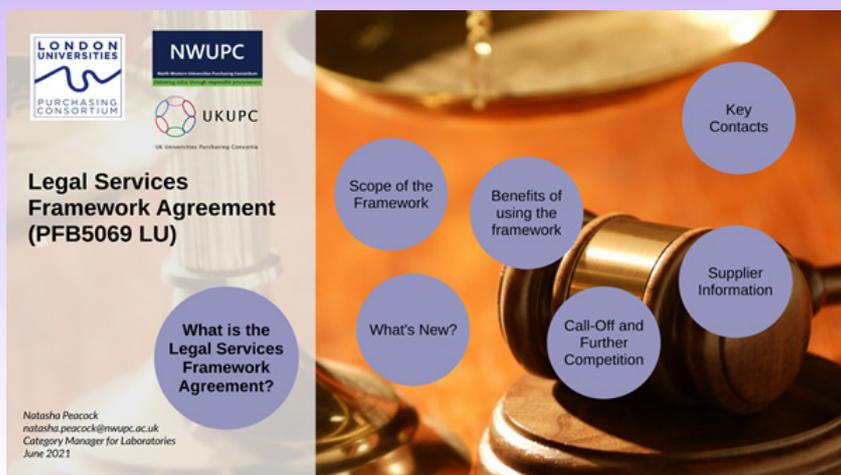
Delivering value through responsible procurement



NWUPC Ltd Members can access the LUPC led [Legal Services Framework Agreement \(PFB5069 LU\)](#). This agreement is open to members of HEPCW, LUPC, NEUPC, NWUPC and SUPC. The framework went live on the 4th June 2021 and will run for three years plus an optional 12-month extension to 3rd June 2025. It provides members with access to specialist law firms across three lots, and a one-stop shop solution for law firms with the expertise to cover all lots and additional areas of law aligned to member requirements. [You can read the full article from June here.](#)

Framework Launch Presentation:

This framework was launched in June 2021 and as part of the launch of this framework an interactive presentation has now been created covering all aspects of the framework. Please watch the interactive video to the right or [use this link](#). You can use the arrows to move through to the next section or click directly on the required section of the video.

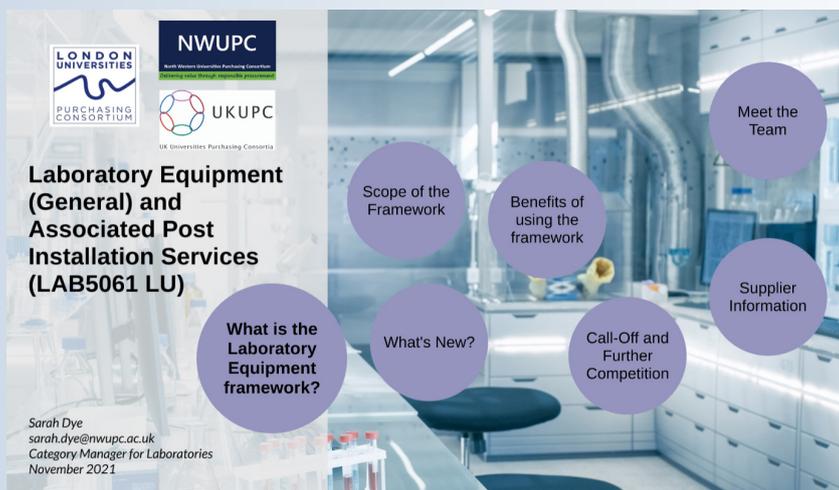


NWUPC members can also access the LUPC led [Laboratory Equipment and Associated Post Installation Services \(General\) Framework Agreement \(LAB5061 LU\)](#). This national agreement is open to members of NWUPC, APUC, HEPCW, LUPC, NEUPC and SUPC. The framework went live on the 15th of June 2021 and will run for 3 years plus an optional 12-month extension to 14th of June 2025. It covers a wide range of laboratory equipment that would be required in a fully functioning scientific laboratory, as well as associated post installation services such as preventative and reactive maintenance, calibration and repair of equipment. The technical scope has been refined and improved by LUPC through two successive terms of owning and managing this framework. [You can read the full article from June here.](#)



Framework Launch Presentation:

This framework was launched in June 2021 and as part of the launch of this framework an interactive presentation has now been created covering all aspects of the framework. Please watch the interactive video to the right or [use this link](#). You can use the arrows to move through to the next section or click directly on the required section of the video.





Category Group and Membership Update

We're already at the end of another busy term with category group meetings throughout September, October and November finishing just last week with the final Laboratories Category Group. Please be aware the Travel Category Group meeting has moved to January 13th 2022. You can find the full list of winter term category group meetings on page 12. Sadly we said goodbye to Caroline Mattinson in late October but welcome Sarabjoth Singh as NWUPC's new Membership Services Co-ordinator to the team. You will meet Sarabjoth at the upcoming category group meetings and we're sure you will all give her a warm welcome.

We'd like to take the opportunity to thank all our Members' who have taken part in the category group meetings throughout 2021, your input to these groups is greatly appreciated, with a special thanks to the Chair and Vice Chairs of each group.

Furniture Category Group Meeting

The Furniture Category Group Meeting took place on Friday 1st October 2021 via Teams. Chaired by Katherine Orme of Liverpool John Moores University the group had updates from Members on furniture replacement projects, upcoming furniture projects and current challenges across the furniture sector. The group were introduced to new NWUPC Category Managers Paula Lister and Matthew Porter (with Matthew now having taken over this category group). There was also a presentation from Wagstaff Interiors Group about their Waste to Wonder programme which takes old unwanted office furniture and recycles it for further use for charities in both the UK and worldwide.

Domestic Category Group Meeting

The Domestic Category Group Meeting took place on Tuesday 12th October via Teams. Hosted by Chair Emily Taylor of The University of Manchester the group were given an update about current NWUPC news and area updates from Sarah Dye and discussed changes in domestic practices over the last 18 months and their ongoing legacy. A lively group with chat ranging from cleaning robots to tree buddying the group also had 3 informative presentations from Arrow County Supplies, Bunzl Cleaning & Hygiene Supplies and Chespack Hygiene around the area of Clean Green Focus.

Category Group and Membership Update

NWUPC

North Western Universities Purchasing Consortium

Delivering value through responsible procurement

Estates Category Group Meeting

The Estates Category Group Meeting took place on Wednesday 20th October via Teams and was Chaired by David Morris of the University of Liverpool. Natasha Peacock, NWUPC's Category Group Manager for Estates discussed upcoming NWUPC activities and the Estates strategy. The group spoke about current challenges across a wide range of frameworks including upcoming agreements available to the group for the first time such as the NEUPC Roofing Services agreement and the NWUPC Building Maintenance and Repairs agreement. We also had presentations from Record UK about doors maintenance, repair and installation and Whitehead Building Services about electric vehicle charging points which were well received.

Office Solutions Category Group Meeting

The Office Solutions Category Group Meeting took place on Friday 15th October via Teams. Hosted by new Chair of the group Dave Fendle of Edge Hill University taking over from the recently retired Linda Sutton of Keele University. Dave Yates, NWUPC Category Group Manager for Office Solutions gave updates about current NWUPC news and activities. The group discussed students/staff returning to campus and the changing need for office supplies now that campuses are becoming busier and the move away from working from home. We also had presentations from International Insignia on branded merchandise and MI Hub on their ethical products policy and modern slavery work.

Computer Category Group Meeting

The Computer Category Group Meeting took place on Friday 5th November via Teams. This meeting was chaired by Matt Storey of Lancaster University. With updates from NWUPC Dave Yates on the retender for Servers, Storage & Solutions National Agreement (SSSNA) and the newly launched Apple Equipment, Accessories and Associated Services framework from HEPCW. The group were also introduced to new NWUPC Category Group Manager Paula Lister who has now taken over the Computing Category Group. We also had 2 short but very impactful presentations from Stone Group and Dell on new Desktops and Notebooks (NDNA) Products.

Audio Visual Category Group Meeting

The Audio Visual Category Group Meeting took place on Wednesday 10th November via Teams. Max Fossard of Liverpool John Moores University Chaired the meeting with discussions around the return to campus for staff and students and shortages of semi-conductors, screens, projectors, and microphones. With updates on current and upcoming NWUPC activities the group were also introduced to new NWUPC Category Group Manager Paula Lister who has now taken over the Audio Visual Category Group. There was also a very interesting presentation from Manchester Metropolitan Universities John Valentine on the new School of Digital Arts (SoDA).

Telecommunications Category Group Meeting

The Telecommunications Category Group Meeting was on Friday 19th November and was hosted by Chair Mark Allinson of Edge Hill University. Members updated the group regarding recent Telecoms services, solutions and developments they have adopted in response to the changing needs as students and staff return to campus. With updates on current and upcoming NWUPC activities the group were also introduced to new NWUPC Category Group Manager Paula Lister who has now taken over the Telecoms Category Group.

Laboratory Category Group Meeting

The Laboratory Category Group Meeting took place on Wednesday 24th November 2021 via Teams. Aply hosted by Chair Victoria Talbot of Harper Adams University the group were given an update about current NWUPC news and area updates from Laboratories Category Manager Sarah Dye. Upcoming projects and current challenges were discussed by the group such as the recently launched IUPC Lab Gases, CO2 shortages and the impact this will have. Appleton Woods and Star Lab UK gave presentations to the group about their sustainability initiatives.

[David McIntyre](#)

Communications Officer

NWUPC Ltd

Upcoming Category Group Meetings

NWUPC

North Western Universities Purchasing Consortium
Delivering value through responsible procurement

Travel Category Group Meeting - Thursday 13th January 2022

**NWUPC Ltd Heads of Procurement Category Group Meeting
- Thursday 20th January 2022**

Library Category Group Meeting - Friday 21st January 2022

Computer Category Group Meeting - Friday 28th January 2022

Audio Visual Category Group Meeting - Wednesday 2nd February 2022

Domestic Category Group Meeting - Tuesday 8th February 2022

Estates Category Group Meeting - Wednesday 16th February 2022

Laboratory Category Group Meeting - Wednesday 2nd March 2022

Office Solutions Category Group Meeting - Friday 11th March 2022

Furniture Category Group Meeting - Friday 18th March 2022

Telecommunications Category Group Meeting - Friday 25th March 2022

Professional Services Category Group Meeting - Tuesday 29th March 2022

E-Market Place Category Group Meeting - Wednesday 6th April 2022

UKUPC Led Events

UKUPC Cyber Security Webinar

In September LUPC held the first of a new series of webinars for UKUPC Members. With three expert speakers sharing their knowledge and experience of cyber attacks, along with their advice on mitigating and managing risk. The session was recorded and can be watched [via this link](#) or by clicking on the image. This is not just an IT problem, so please watch the video and share with your colleagues.

Each of the panellists was asked - What's the one piece of advice you want delegates to take away:



Phil Webster advised: Contextualise your risk. Cyber and data protection insurance is often referenced as nice to have but it shouldn't be a last thought; Risk profiles have changed and costs have changed, so procurement needs to start the conversation early with a good insurance buying strategy. Start with a clean piece of paper, link in with your risk register, and match your requirements with that. Also, use your broker, there are a huge range of policies out there, a broker will help you identify the good from the bad.

Steve Kennett advised: Don't panic! Understand the risk to your organisation, be prepared and know who to contact. Talk to your technical team regularly. In the event of an attack – don't forget your people, they will need your support.

James Rockliffe advised, keep talking but listen well! This is no longer a mythical issue, there are persons throughout the country who sadly now have hard experience on this. Liaise with a really broad range of people, your colleagues, peers, purchasing consortia working groups and those who have been through this, there is a lot to learn.

You also have access to some great resources too:

Jisc holds a wide range of information on its [dedicated cyber security pages](#). Also, they share excellent insight into the cyber security landscape in HE and FE in a [dedicated survey response document](#).

The [National Cyber Security Centre](#) has a wealth of useful information and advice on gaining buy in, incident response plans and policy.

Last but not least, from Gallagher, you can read their [State of the Market document](#) on Cyber & Data Protection Insurance which provides a neat summary of the challenges in the market and some potential solutions in approach.

Environmental, Social and Corporate Governance Webinar



ESG Webinar

On November 25th 2021, NWUPC Ltd hosted the second session in the series of UKUPC Webinars. With presenters Andrew Hewett the Director of Finance at Manchester Metropolitan University and Smita Jamdar and Udi Datta of Shakespeare Martineau the session delved into what ESG is and how it can be used at your institution. The webinar was recorded and will be available for viewing shortly at the nwupc.ac.uk website.

Meet the Team at NWUPC

Paula Lister joined NWUPC in October as the new Category Manager of AV, Computing and Telecoms. We had a chat so we could get to know Paula a bit better and to introduce her to our Members.

Hi Paula, if you could let us know little bit about yourself and your work background before joining us at NWUPC.

Having started a family quite young, I didn't start my procurement career until I was 33. I spent the vast majority in the Utilities sector as a buyer for a water company, my main categories being Chemicals, Sewage Pumps (yuk) and Specialist Manpower Services – although occasionally we picked up anything urgent so did manage to procure a variety of items.

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

I am looking forward to being more involved in the management side of the role, this is something I didn't get to do much of previously due to the structure. I am keen to really offer members and suppliers alike the best service possible. I am looking forward to getting out and about and meeting people face to face. Teams is OK but I think sometimes discussions aren't always as valuable as face to face as not everyone likes the virtual experience.

What has surprised you about the job in the first few weeks?

How friendly and supportive the whole team is, I'm used to being part of a really large team so not always close to all colleagues. Looking forward to meeting people in person, that feels like a novelty at the moment.

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

I think both an opportunity and challenge at the same time will be when the procurement reform is introduced. Most of my past experience is in using the negotiated procedure and I hope that I can bring some of that experience to NWUPC if this needed.

What's your most-used work productivity hack?

Not really a hack, but it is the good old fashioned 'To Do List' nothing fancy – just a notebook and pen. At the end of everyday I write a new list for the next day. It's satisfying to see things getting ticked off.



What drives you? What motivates you to come to work each day?

My children, I want to show them good values and a good work ethic. I have worked full time since they were small to make sure mortgage and bills were paid and they had a decent roof over their heads and meals on the table. I like the thought of being a lady of leisure, but I know I would get bored easily, I like a bit of structure.

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

I am totally obsessed with Mini's and I have owned 6 Mini's in total since owning my first around 16 years ago (I've probably had one in nearly every colour).

What would your perfect weekend consist of?

It would be anything that didn't consist of cleaning, washing, food shopping or being a taxi for my children!

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

Can I class Chris Hemsworth as an item? He can come with me. A bug swatter (I am scared of anything small that flies and crawls) My pyjamas, can't live without my pyjamas!

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



Upcoming Online Webinars

Introducing the new Apple agreement with HEPCW

Monday 6th December 2021 - 10am
Online event

Howard Allaway, Procurement Manager at HEPCW will be presenting on the new Apple Equipment, Accessories and Associated Services Framework Agreement on Monday 6th December at 10.00am online via Microsoft Teams. NWUPC Members can contact [Jane Billows](#) if you would like an invite to this session.

Getting to know the new Joint Consortia Agreement for Books, e-books, and e-textbooks with SUPC

Thursday 9th December 2021 - 10.30am
Online event

The new SUPC framework agreement for Books, e-books, e-textbooks, and associated services is scheduled to go live in January 2022. Before the framework is officially launched a free for NWUPC Members webinar will take place on the 9th December. Designed to help all staff from library, procurement, and supply backgrounds, SUPC's Gavin Phillips will introduce this new agreement to help you start thinking about what is coming so that library and procurement teams can start discussing their local requirements.

NWUPC members can join by [registering here](#).

Upcoming Online Webinars

Thinking About a New Timetabling System? Bringing Together Perspectives on Procurement with SUMS Group

Thursday 9th December 2021 - 11am
Online event

NWUPC and SUMS Consulting are delighted to invite you to a joint HE sector event, supported by Semestry and City, University of London on Procurement in Timetabling. This online discussion panel will bring together representatives from a range of perspectives: from timetabling managers, suppliers, institutional procurement leads and category managers. Each panellist will talk about their experiences before we move into some structured questions about good practice in procurement in this area and discuss some of the things Universities can do to ensure a good outcome.

You can find out more [details and sign up for the event here](#).

Assessing Financial Risk - training for procurement professionals - NWUPC Ltd

Wednesday 12th January - 10am
Online event

NWUPC Ltd are delighted to announce that members can attend a free training webinar this January from Jo Mattheus of the Central Business School covering financial risk areas particularly relevant to the Higher Education sector right now. These areas include:

- Recap of Financial Statements; Balance Sheets, Profit & Loss statement, Cash Flow
- Analysis of the Key Ratios
- Credit Safe Reports / Management Reports
- Supplier Relationship Management Questions / Other Sources of Data

There will also be a brief overview of Creditsafe and a Q&A opportunity at the end of this session.

This session is available to all NWUPC Members so please distribute this out to any colleagues that you feel may be interested. Sign up 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.



Competency Toolkit

You may also like to access HEPA's Competency Toolkit to assess your current skills, identify areas of training, development needs and support your career planning.

The link also includes information on the current skills and competency levels required by all staff in the procurement process. For more information [click here](#).

HEPA / UKUPC Learning and Development

The group is currently working on creating a training programme. You will be made aware of training courses as they become available. We encourage you to take full advantage of the courses being provided and hope that they meet your needs as procurement professionals. Any feedback you may have is welcomed. Please direct this to [David McIntyre](#), NWUPC's Communications Officer.