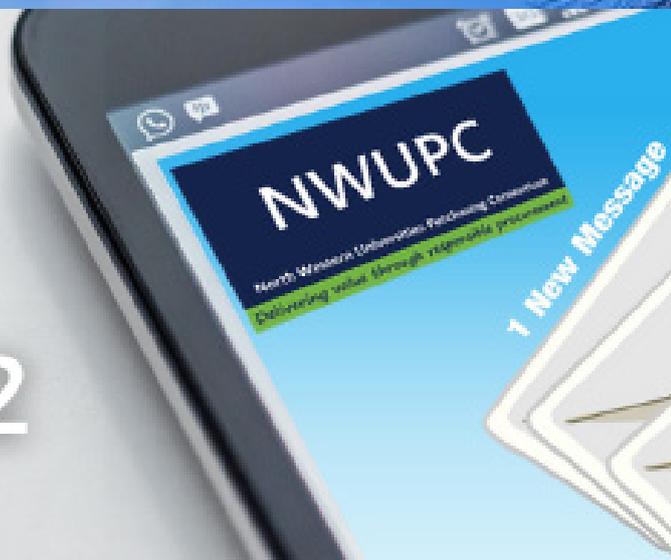


NWUPC e-Bulletin January 2022



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



Transforming public procurement

The Green Paper Transforming Public

The Government response to the public consultation on the Green Paper on Transforming Public Procurement is now public



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



Upcoming activities and Webinars

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



Managing Director's Update

“ Welcome to the first edition of our newsletter for 2022! We would like to wish you all a Happy New Year and we hope that you all had a good break. ”

We were sorry to say goodbye to Senior Category Manager Natasha Peacock who has left NWUPC for a role in procurement within the NHS earlier this month. I am sure that you will all join me in thanking her for her hard work and commitment, she will be very much missed. We wish her all the best in her new role.

We are delighted to share the news that following a recruitment process, our very own Sarah Dye has been appointed as our new Senior Category Manager. Sarah has developed a broad range of knowledge and experience during her time at NWUPC, this is the perfect time for Sarah to further build on those skills in her new role. We wish Sarah every success in this next step of her career with NWUPC.

Our Meet the Team feature this month is on Matthew Porter, NWUPC's Domestic and Furniture category manager on **page 11**.

NWUPC's contracting team continue to work and develop our framework agreements going into 2022 with many new frameworks due to be launched over the coming months. You can read more about the soon to be launched NWUPC led IT Equipment Reuse Recycling and Disposal Framework on **page 6** and the recently launched SUPC led books, e-books and e-textbooks framework and Franking Machines & Consumables Framework from APUC on **pages 7 and 8**. With lots of activity underway across all our category areas you can read more about them on our contracting activities section on **page 5**.

With the autumn term for category group meetings ending in November and none taking place over the last month our new Membership Services Coordinator Sarab Singh has been hard at work preparing for the upcoming winter term meetings. For more information on this terms meetings go to **page 9**.

NWUPC Ltd have been closely following the UK Government's Green Paper on Transforming Public Procurement since the consultation was started in December 2020. With response to the public consultation now published you can read the responses on **page 4**.

Over on **page 3** you can catch up on how effective procurement gives back to our Members. With contributions from all 8 of the UKUPC consortia highlighting the benefits of procurement by working together.

We are looking forward to a fantastic 2022 and have lots of exciting plans in place for the coming year. New events are always being added to the [NWUPC Events Page](#) you can read more about what's coming up for NWUPC Members on **pages 12 and 13**.

I do hope that you have an enjoyable read. As always, we thank you all for your continued support, we couldn't do it without you.

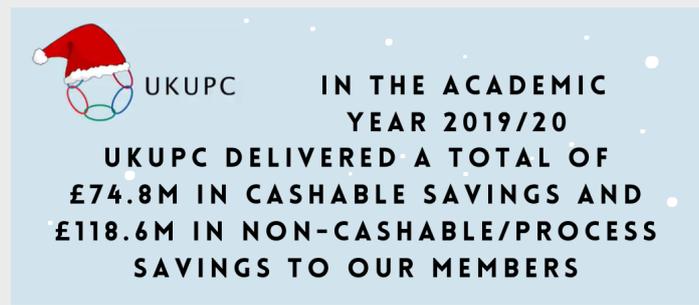
Julie-Ann Garton
Managing Director
NWUPC Ltd

UKUPC - how effective procurement gives back to our Members

UKUPC is a partnership between 8 consortia **APUC, HEPCW, LUPC, NEUPC, NWUPC, SUPC, TEC and TUCO** who created a formal entity to support collaborative procurement within Higher and Further Education.

In the lead up to the Christmas break UKUPC ran a festive campaign all about “giving” and how effective procurement gives back to our Members.

To highlight the benefits of procurement each consortia focussed on a topic and the benefits achieved by our Members in these areas. The campaign demonstrated key subjects on embedding responsible and ethical procurement, sustainable supply chain management and social value.



Use the links below to access all 8 days and NWUPC members also have access to the [UKUPC website](#) where they can find news and resources, the UKUPC Strategy and contact information for all 8 consortia.

[Day 1: Achieving a Sustainable Energy Future from TEC](#)

[Day 2: Equality, Diversity and Inclusivity in Procurement from SUPC](#)

[Day 3: The Road to Sustainability in the Food Industry from TUCO](#)

[Day 4: Supporting the needs of our members through collaborative procurement from NEUPC](#)

[Day 5: The real value of using UKUPC frameworks with NWUPC](#)

[Day 6: Mental health and wellbeing with HEPCW](#)

[Day 7: Making good easier in sustainability with APUC](#)

[Day 8: How UKUPC supports SME's with LUPC](#)



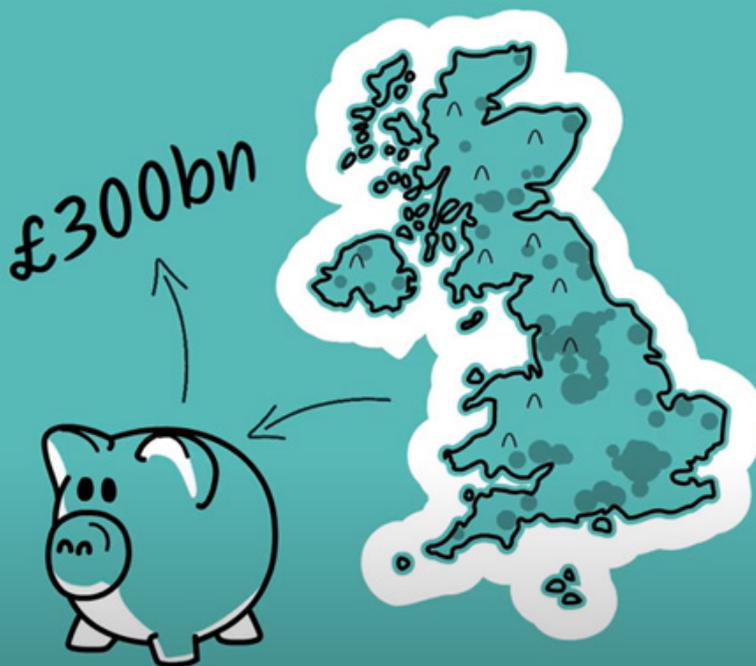
The Green Paper - Transforming Public Procurement Consultation Responses

The Government response to the public consultation on the Green Paper on Transforming Public Procurement has been published and you can access it here on [gov.uk](https://www.gov.uk). NWUPC Ltd also have a page which you [can find here](#) dedicated to 'The Green Paper' and this is regularly updated.

As many of you either responded directly to the consultation or have since asked to be kept updated on progress with the reform programme, we wanted to share the Government's response with you and to thank you for your feedback. You can find the [full response breakdown here](#).

A brief summary from the Cabinet Office: This document summarises the 619 responses with over 17,000 individual comments on the questions in the Green Paper and sets out the Government's response. We have considered carefully all of the comments received. The level of support for the proposed reforms was high and many responses recognised the ambition and breadth of the package of proposals. The majority of answers to individual questions were positive. In many instances, there is no change to the proposals set out in the Green Paper, however in others we have clarified or amended the proposals based on the consultation feedback.

The benefits: The new regime will be simpler, fairer, more flexible and competitive and will be one of the most transparent regimes in the world. It will make it easier for small businesses and social enterprises to win public sector contracts. It will support innovation and reduce costs for both suppliers and the public sector. Watch a short animation to find out more about the changes and support to implement [them here](#).



TRANSFORMING PUBLIC PROCUREMENT

preparing for the new legislation

Implementation: To support contracting authorities in taking full advantage of the opportunities the new regime will provide, we are planning a package of guidance and learning and development products. Subject to funding decisions, we intend that this will comprise a comprehensive programme to suit different roles and will be complemented by ongoing communities of practice for procurement and commercial professionals to share experiences and support each other. We will promote this offering as soon as we are able and in time before the new regime comes into effect.

Start of the new procurement regime: Although we cannot yet confirm the start date of the new procurement regime as it is subject to Parliamentary process, we plan to give a minimum of 6 months' notice before "go-live", once the legislative process has concluded. This will not be until 2023 at the earliest. The existing legislation will apply until the new regime goes live, and will continue to apply to procurements started under the old rules. If you would like to receive regular updates as they come out please [complete this form](#).

Contracting Activities

NWUPC

North Western Universities Purchasing Consortium
Delivering value through responsible procurement

Happy New Year to you all! In 2022 we have a busy programme of tenders in a variety of categories. In the first few days of the new year we have already seen the award of one of our IT agreements with more information below. We also have changes to the contracting team as we say farewell to Natasha Peacock who pursues the next step of her procurement career. We are also delighted to announce that Sarah Dye has now been promoted to Senior Category Manager. We wish Sarah the best of luck in her new role.

Helen Dodd-Williams
Head of Strategic Procurement
NWUPC Ltd

NWUPC Led Agreements

DOMESTICS

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

The retender of the soft furnishings agreement is currently in evaluation. The agreement will be awarded and go live in line with the expiration of the current agreement at the end of February 2022. The main difference in the new agreement is the regionalisation of the window coverings element. Please contact [Matthew Porter](#) for further information.

OFFICE SOLUTIONS

Paper - Print & Specialist - OFF3117 NW

The market continues to feel significant turbulence with further price increases being proposed in December 2021 and sought from January 2022 onwards. Work on the strategy for the new iteration of the agreement, due to start in July 2022, has commenced and the compilation of the tender working party has drawn a good response from all engaged consortia. For further information please contact [David Yates](#).

Print Solutions - PRI3070 NW

The new iteration of the Print Solutions framework has a renewal date of July 2022 and work is on-going pulling together the strategic approach. If you have an enquiry about this framework please contact [David Yates](#).

TRAVEL

Vehicle Hire, Car Club and Leasing - VEH3085 NW

This framework will expire on the 31st March 2022, progress is being made on the tender for the new iteration, which is looking to go out to tender as soon as possible. For further enquiries please contact [Matthew Porter](#).



Other Consortia led agreements

COMPUTING

Desktops and Notebooks (NDNA) - LUPC

Contract notice and ITT Documentation are due to be issued on the 18th January 2022. A run through has been completed of the draft documents with the tender working party. For further information please contact [Paula Lister](#).

Contracting Activities New Frameworks

NWUPC

North Western Universities Purchasing Consortium
Delivering value through responsible procurement

IT Equipment Reuse Recycling and Disposal Framework

NWUPC Ltd are delighted to announce that from the 15th January 2022, Members will have access to the new iteration of the NWUPC led IT Equipment Reuse Recycling and Disposal Framework (ITS3082 NW). The main aims of this NWUPC Led framework are to reduce waste volumes, optimise product utilisation and enable the re-purposing of redundant items for use by others in accordance with the principles of the waste hierarchy. Structured under 1 Lot, this framework is available to Members of NWUPC, HEPCW, LUPC, NEUPC and SUPC. The agreement will run from the 15th January 2022 until 31st December 2023 with the option to extend for two further one year periods until 31st December 2025, subject to satisfactory performance and the agreement of both parties.

What's New:

Whilst the intention is for this framework to be 'cost-neutral' for Members, we have included an option for institutions to be able to go to mini-competition if they would prefer to use the service as a way of generating income, by recovering whatever residual value the market can withstand at the time. There is a tool that they can utilise to compare the offers that the suppliers put forward that will determine which offer is the best for them from an economic standpoint. They can choose to take this as cash, credit and/or donations to a named charity, or any other not for profit beneficiary.



For a full breakdown of how to use the framework please watch the interactive video to the left 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:

- Stone Computers
- Rapid IT Recycling
- Protech

What are the framework benefits?

- Maintain a free of charge service for IT equipment recycling, disposal and deployment, deskside, warehouse administrative and logistic capabilities if required.
- Provide access to IT Equipment disposal providers utilising NCSC approved data sanitisation software, maintaining GDPR compliance.
- Support Member Institutions in ensuring compliance with environmental policy and legislation
- Provide access to enhanced services such as on-site data destruction.
- Support institutions in generating revenue through the extraction of residual value from redundant assets through the express incorporation of fair market rebates (where achievable).
- Continue to incorporate the repurposing of a broader category of redundant and waste electronic equipment beyond IT assets.
- Promote the re-use, redeployment and recycling of redundant assets delivering economic, environmental and social benefits, with an emphasis on the higher tiers of the waste hierarchy.

For further information on this framework a User Guide will be available shortly on [HE Contracts](#). For further questions or enquiries 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

Books, e-books, e-textbooks, and associated services framework

NWUPC Ltd Members now have access to the new iteration of the [SUPC led books, e-books and e-textbooks framework](#). This higher education-focused framework responds to the evolving needs in a critical spend area covering books, e-books and e-textbooks for universities and colleges. This agreement is available to Members of NWUPC, HEPCW, LUPC, NEUPC and SUPC. The agreement went live on the 4th January 2022 and will run for 2 years + an optional 2 x 12 month extension to 3rd January 2026.

What's New:

- Lot 2 now includes supply of hard-to-source worldwide material on quote basis.
- Two new sublots within e-books for libraries covering Multi-publisher EBA schemes and platforms for e-books in primarily non-UK languages.
- New suppliers including Erasmus (Lot 2), Houtschild (Lot 2), JSTOR (Lot 4.3), VitalSource (Lot 4.4, 5 and 7).

Framework Launch Presentation:

In December 2021, SUPC's Gavin Phillips held a short introductory webinar to the framework designed to help all staff from library, procurement, and supply backgrounds. Members were introduced to this agreement to help users start thinking about what is coming so that library and procurement teams can start discussing their local requirements. This webinar included:

- Strategic goals.
- Tender Working Party and other contributors.
- Agreement structure.
- Who are the suppliers?
- How to use the agreement.
- Managing the agreement.
- Ways to call off.
- Tips for getting the most from your agreement spend.

You can watch the [recording here](#) and [slides from the session here](#).

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 [David Yates](#), NWUPC's Libraries Category Manager or call on 0161 234 8002.

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:

- Value for money by using a collaborative agreement.
- Compliance with Public Contracts Regulations 2015.
- Specification that meets current requirements and supports longer-term development.
- On-going supplier management, including set KPIs to monitor supplier performance.
- Flexibility to apply local requirements at call-off.

Contracting Activities New Frameworks

NWUPC

North Western Universities Purchasing Consortium

Delivering value through responsible procurement

Franking Machines & Consumables Framework

NWUPC Ltd are pleased to announce the [Franking Machines & Consumables Framework from APUC](#) is now available to use. This agreement went live on Friday 29th October 2021 for an initial period of two years, with the option to extend for a further 24 months to 28th October 2025. Please note that Quadient UK Ltd have not yet signed the Terms & Conditions, therefore their position on the framework is currently pending. Further updates will be communicated in this regard. Call-off is available through Direct Award (Ranked), Desktop Evaluation and Mini Competition.

Benefits of using this agreement:

- Reduction in administrative costs and efforts.
- Ceiling rates/maximum pricing defined and agreed for the duration of the Framework Agreement. This pricing can be reduced further at time of mini competition or through using the Desktop Calculator.
- Effective reporting mechanism to obtain accurate, timely and relevant management information.
- Shared risk and management of Contractors.
- Accessibility to institutions throughout the UK with the inclusion of additional consortia.
- Access to good quality service providers, most of which are SMEs.

This framework is split as a single lot, the four contractors appointed (in ranked order) are:

1. Fannan & Scott t/a Northern Services
2. Pitney Bowes Ltd
3. Quadient UK Ltd
4. Nationwide Franking Sense

Contractors on this Framework Agreement can provide, as a minimum:

- New Franking Machines on a Purchase or Lease basis
- Maintenance/Service Agreements
- Franking Machines Consumables
- Associated Products and Services, such as, but not limited to:
 - Scales and Weighing Platforms
 - Folder Inserters
 - Franking Machine Furniture
 - All Software
 - Incoming Mail System
 - Mail Security
 - Addressing Systems
 - Consumables for Associated Products
 - Advice
- Added Value Services – The Framework Agreement offers access to a range of products aimed at increasing the efficiency of mail production and preparation.



For further information on these Suppliers including contact details, service offering and achieved scores there is a detailed User Guide available on [HE Contracts](#). For further questions or enquiries contact [Dave Yates](#), NWUPC's Office Solutions Category Manager or call on 0161 234 8002.

Category Group and Membership Update

NWUPC

North Western Universities Purchasing Consortium

Delivering value through responsible procurement

December was a quiet month on the category group meetings front but by all means it was not quiet here at NWUPC! As the newest recruit I am learning and loving my new role as Membership Service Coordinator, there is so much to absorb. I have attended my first Category Group meeting with the Laboratory Group and I am excited to get the next set of meetings underway over January and to get to know everyone. Currently we are finalising annual reports, preparing meeting agendas, and ensuring we are all set for this new term.

Sarabjoth Singh
Membership Service Coordinator
NWUPC Ltd

Upcoming Category Group Meetings

**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 ESG Webinar

On the 25th of November, UKUPC held their second webinar in a planned series of events which are open for NWUPC Members (as part of UKUPC) to attend for free.

ESG is the acronym for Environmental, Social, and (Corporate) Governance, these three broad categories form what is termed “socially responsible investors.”

We were joined at the session by Andrew Hewett the Director of Finance at Manchester Metropolitan University who shared a HE Director of Finance's perspective on ESG and how it might look in real life. You can access Andrew's slides on '[Environmental, Social and Governance \(issues in Higher Education\)](#)' [here](#).

We also heard from Smita Jamdar – Head of Education at Shakespeare Martineau and Udi Datta – Procurement and Commercial Specialist at Shakespeare Martineau who talked about ESG and what it means for procurement. You can find Smita and Udi's slides on '[Embedding ESG in Higher Education](#)' [here](#).

The session was recorded and can be watched via the video on the right or [through this link](#). Please feel free to circulate this to colleagues in your institution who may find it useful.



Mitigating Supply Risks Webinar

NWUPC Members are invited to join the third UKUPC webinar brought to you by NEUPC.



Addressing and mitigating supply risks in challenging times Tuesday 25th January - 10.30am – 12pm - **Online Event**

The 90-minute session led by Peter Smith MA FCIPS FRSA, will cover a range of current challenges that many procurement people and functions are facing including:

- Inflation, price, and commercial challenges
- Supply availability and supply chain resilience
- Reputational risk and environmental impact

The procurement industry is seeing more supply disruptions and shortages than we have for decades. Meanwhile, inflation is taking off, which brings challenges to everyone, but particularly for organisations where revenue and budgets are also being squeezed.

The webinar will provide practical ideas in terms of managing cost, value and risk, and Peter will provide thoughts on how "procurement with purpose" can be meaningful and positive for any organisation. Including steps that procurement professionals can take away to help their organisations through these unique times. you can register for this [free event here](#).

Meet the Team at NWUPC

Matthew Porter joined NWUPC in October as the new Category Manager for Domestic and Furniture. We had a chat so we could get to know Matt a bit better and to introduce him to our Members.

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

I have a fascination for history both medieval and ancient! In my past life I was a history teacher before I came into procurement. I then began working at local government to get a flavour for public sector procurement until moving to NWUPC in October.

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

Meeting everybody and getting stuck in! I have experience in tendering frameworks but not to this scope which is a challenge to be enjoyed. I am most looking forward to meeting all members and suppliers face to face at some point hopefully.

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

Two things: firstly, just how easy it's been to fit in whilst starting a job working from home, NWUPC have made me feel at home even though it took me two months to meet everyone! Secondly the variety, I know there's that age old saying 'every day in procurement is different' but this really is true. Whether it's a new inquiry from a member to help out or suppliers that would like to learn more information about their place on the framework.



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

I think the future opportunities especially in Domestic will be new products there is some real steps being made in the market already so the next few years I can only imagine the products that will be available to members! In regard to the challenges for the next few years it will be the obvious difficulties for recycling plastics, fibres, metals and trying to get the market under control. We have been shown to be highly vulnerable with one significant force majeure away from the whole economy crashing and we need to recover from Covid-19 and find a way to future safeguard against this.

What's your most-used work productivity hack?

Coffee and short sharp bursts with a target to do whether it's complete so many lines on a spreadsheet or write so many words in a time limit - no more than half an hour. Then stand up walk around or go up and down the stairs etc just take your eyes away from the screen for 30 seconds. Keeps your head clear and your mind focused! I often listen to music too depending on what I'm doing.



What motivates you to come to work each day?

I love a good challenge! Something to work through and pick up knowledge through research and engaging stakeholders it's why I enjoy procurement so much. NWUPC is a combination of challenging and interesting. I'm learning something new and speaking to new people with the opportunity to develop every day which is great.

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

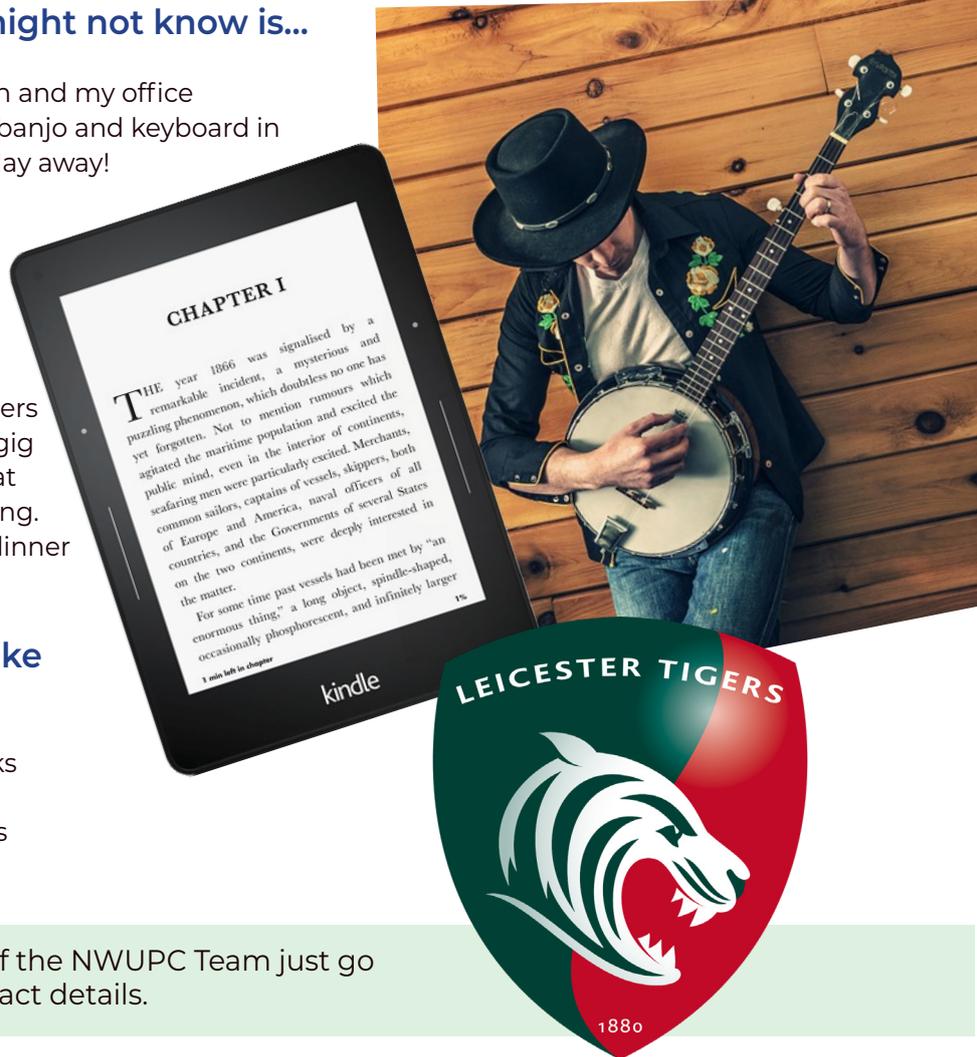
I'm a massive country/bluegrass music fan and my office doubles as my music room with a guitar, banjo and keyboard in it. Sometimes during my lunchbreak I'll play away!

What would your perfect weekend consist of?

Saturday watch Leicester Tigers win the premiership (I'm a big rugby union Tigers fan) with all my friends and have a few beers afterwards in the afternoon, then off to a gig for one of my favourite country artists (that only play in the US currently!) in the evening. Sunday have a long walk and then roast dinner to finish it all off!

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

My guitar, my kindle (with unlimited books and unlimited battery can you do that?) and my phone with all my Spotify playlists downloaded!



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

Upcoming Online Webinars

Supplier Engagement NETpositive Dashboard - NETpositive

Wednesday 26th January - 11am - 12pm (1 hour)
Online event

The NETpositive Supplier Engagement Tool enables all of your suppliers to develop a NETpositive Sustainability action plan in line with your environmental, sustainability and institutional objectives. The Tool allows you to support all of your suppliers to go beyond a commitment to sustainability and provides them with a customised action plan, which can be monitored and measured. The monthly drop in sessions are here to help answer any queries or questions you may have regarding the Supplier Engagement (HE) Tool.

To register please email admin@netpositivefutures.co.uk.

Upcoming Online Webinars

NWUPC

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Delivering value through responsible procurement

What's New for IT in HE - Apple

Thursday 27th January 2022 - 11am-12 pm (1 hour)
Online event

NWUPC Ltd Members have access to the recently launched [Apple Equipment, Accessories and Associated Services Framework](#) (ITS6004 HW). We would like to share a free webinar which is open to all NWUPC Members to attend, hosted by Apple. With powerful new features across software and hardware that can enable students and lecturers to be more productive than ever before. This session will explore IT improvements in security and management that help simplify the deployment of Apple devices in education.

NWUPC Members can register for [free here](#). Please feel free to share this with any colleagues you may feel would be interested.

Virtual learning Environment (VLE) & Associated Services – Supplier Event - APUC

Wednesday 2nd February 2022
Online event

NWUPC Members have access to the new Virtual Learning Environment (VLE) Systems and Associated Services Framework (ITS1040 AP).

As part of the launch program NWUPC Members can book their place on a suppliers led event with DL2 who will showcase distinguishing features of their Brightspace VLE. DL2 are ranked the number 1 supplier on Lot 1 of the framework, they have also just been awarded the first contract through a mini competition in England at the University of Brunel in London.

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](#).