



LUPC Annual Review

2020-2021



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“Membership of LUPC has so many benefits; apart from the obvious convenience and value for money provided by the frameworks which LSHTM relies on, the training and development resources and opportunities are also well used by every member of my team. The networking opportunities and support provided are a huge benefit.”

CAROLINE CHIPPERFIELD, HEAD OF PROCUREMENT, LONDON SCHOOL OF HYGIENE AND TROPICAL MEDICINE



*Savings reported are based on either cashable or non-cashable savings rather than a combination of both types of savings.



“The ongoing uncertainty and another lockdown due to the coronavirus pandemic brought new challenges to LUPC, ones we took in our stride to continue to deliver value for our members.”



NEIL GREENWOOD, EXECUTIVE DIRECTOR OF FINANCE & CORPORATE SERVICES, NATURAL HISTORY MUSEUM

As our corporate strategy for 2018-21 concluded, I'm pleased to report that many of our key performance indicators were exceeded. Details of how LUPC has met its strategic objectives can be found on pages 20-23. A new strategy for 2021-24, **Working together to achieve shared goals in a changing world**, has been written for launch in September 2021. I would like to thank the Board Members, those on LUPC's Executive Committee, and all other members who contributed to this collaborative piece of work that will ensure LUPC continues to deliver the services members rely on.

The final financial result for the year shows the company made a profit of £39,754 after tax. This reflects an increase in income to £1,244,717 (2019/20: £1,170,464), and a decrease in operating expenditure to £1,191,706 (2019/20: £1,267,301). The balance sheet shows a net asset position of £933,077 (2019/20: £893,323). In conclusion, LUPC remains in sound financial health.

Seven new members joined us during the year; The Alan Turing Institute, Vaccine Manufacturing and Innovation Centre (VMIC), University of Buckingham, The Bank of England, The Competition and Markets Authority, National Oceanography Centre, and the Architectural Association School of Architecture. This brings the membership total to 92 and demonstrates the appeal of LUPC to an increasingly diverse membership base.

Results from the annual membership survey were very positive, with 100% of respondents stating they would recommend us to other organisations, and 100% agreeing or strongly agreeing that LUPC provides excellent customer service. Supporting our members is key to our purpose so it is good to see this being experienced by members.

The Board had two new members join us in the year, Laura Dawson, Chief Information Officer at London School of Economics and Political Science, and Andrew Dyer, Finance Director at The London School of Hygiene and Tropical Medicine. Welcome to both and I look forward to working with them. We also heard of the retirement of our former Chair of the Board, Marcus McDonald of The Royal College of Music. Marcus was on LUPC's Board for several years and we wish him a happy retirement.

I would like to express my thanks to all the Members of the Board past and present, the Executive Committee, and the LUPC team who have continued to show great commitment in delivering an excellent service, yet again. In particular, thank you to those members who have participated in tender working parties and commodity groups, or shared their experience and expertise with our members through online LUPC events. This contribution is to be commended and has a big impact on the services LUPC can deliver for our members.



“Our priority this year has been to provide additional services and events that give support to our members, in what has continued to be a challenging time.”

DON BOWMAN,
DIRECTOR, LUPC

A total number of 41 events were held for members in 2020/21. A huge increase on our target and the number we delivered prior to the Covid pandemic. A positive outcome from the Covid emergency is the realisation that we can deliver far more events online. Highlights of the year include the continuing success of the Heads of Procurement (HoP) monthly meetings, and the setting up of the new Operational Procurement Network (OPN). The OPN is aimed at procurement staff below HoP level to facilitate networking across our membership.

Responsible Procurement has again been a great success story in the year, placements with members have been well received, with three members being supported in their Responsible Procurement activity in the year. We have carried out supply chain mapping of graduation gowns and investigated supply chain issues relating to Personal Protective Equipment (PPE). We have also worked closely with the Home Office on modern slavery issues in the wider public sector. The Organisation for Security and Co-operation in Europe (OSCE) guide *to Combatting Trafficking in Human Beings and Labour Exploitation in Supply Chains* has now been published; this project was led and co-authored by Olga Martin-Ortega from LUPC's Board and me.

The financial outlook in 2020-21 precluded LUPC from employing a graduate or apprentice, however we found a way to

continue to deliver in this area through part sponsorship of a PhD student, Martina Trusgnach, which also added to our Responsible Procurement capabilities.

Supporting our member, Public Health England, by assisting their recruitment of students for Covid lab testing opportunities, was a benefit to both our members' student employability and to the national effort in tackling Covid.

Much of the work on member training is now being delivered collaboratively through UK Universities Purchasing Consortia (UKUPC), comprised of all six regional consortia, The University Caterers Organisation (TUCO) and The Energy Consortium (TEC). UKUPC also worked together to deliver a sector wide response to the *Government Green Paper on Transforming Public Procurement*, an excellent example of collaborative working.

Our close working relationship with Southern Universities Purchasing Consortium (SUPC) has also continued this year. As well as holding joint responsible procurement events, we delivered a successful online conference and exhibition in May 2021.

I would like to take this opportunity to thank the LUPC team members for their dedication and commitment to LUPC in the past year. I hope to catch up with as many members as possible when we eventually return to some form of business as usual.

WITH BUSINESS SETTling INTO A NEW NORMAL, TENDERING ACTIVITY BY THE UNIVERSITY PURCHASING CONSORTIA TOOK PLACE ACROSS SEVERAL FRAMEWORK AGREEMENTS IN 2020-21

A summary of the key category activity throughout 2020/21 is detailed below and information on the planned tendering activity for 2021/22 is also provided.

Estates, Facilities and Buildings

The main focus for Estates procurement at LUPC this year was the preparation of its *Estates Facilities Management Services* tender, incorporating the three existing framework agreements; maintenance and minor works, security: guarding and reception, and cleaning services. The Invitation to Tender (ITT) went out in May 2021 with substantial interest received from suppliers against all lots on the proposed agreement.

LUPC participated in the tender process of the new national *Personal Protective Equipment (PPE), Work & Sports Wear* framework agreement, which went live in December 2020. This area has suffered from material shortages and price increases as a result of the pandemic, specifically for COVID-related products, yet suppliers on

this agreement have maintained their pricing and the supply on all products throughout. A key point of note for this agreement is the focus on sustainable products and clothing.

The suppliers on the *Office, Computer and Library Supplies* framework agreement assisted members by providing PPE supplies when supply was short across the sector, and also

New Estates, Facilities and Building frameworks in 2020-21

- Doors Maintenance, Repair and Installation Services
- Floor Coverings
- Grounds Maintenance
- Lift Installation, Maintenance and Consultancy
- Mail Services
- Personal Protective Equipment (PPE), Work & Sports Wear
- Postal Services
- Removals and Relocations Services
- Washroom Services &

Associated Products & Services

- White Goods & Associated Products & Services

Planned for 2021-22

- Electrical Materials & Associated Products
- Estates and Facilities Management
- Franking Machines
- Paper - Print & Specialist
- Soft Furnishings
- Sustainable Furniture Solutions
- Vehicle Hire & Leasing

ensured stationery and related items could be delivered to those working from home.

Several other national agreements were awarded, by our partners across UK Universities Purchasing Consortia (UKUPC), with LUPC staff input.

Information and Communications Technology (ICT)

ICT suppliers and buyers alike faced extreme challenges throughout the year; several supply and demand-related issues caused key component shortages across the entire industry. There have also been unforeseen and unprecedented price increases for several software applications used across academia.

LUPC and its members participated in several newly tendered agreements with Audio Visual the first to commence back in August 2020 with 14 suppliers on board. *Online Streaming and Training Services* went live in October with 9 suppliers across its 4 Lots and *Software License Resellers Agreement (SLRA)* launched in February 2021.

96% of the respondents to the LUPC Annual Membership Survey 2021 stated that the available framework agreements reflect their organisation's requirements in terms of value, scope and sustainability



New ICT frameworks in 2020-21

- Audio Visual
- Multi-functional devices (MFD) & Digital Transformation Solutions
- Online Streaming and Online Training Services
- Printers and Managed Print Services (NEPA2)
- Software Licence Resellers Agreement (SLRA)
- Virtual Learning

Environment (VLE) and Associated Services

- Planned for 2021-22**
- Audio visual consultancy
 - Desktop & Notebook (NDNA)
 - IT Equipment Reuse, Recycling & Disposal
 - Servers Storage and Solutions, (SSSNA)
 - Student Information Management Systems and Associated Services

Printers and Managed Print Services (NEPA2) started in March and a month later, the new *VLE Systems and Associated Services (Lot 1)* and *Moodle VLE and Associated Services (Lot 2)* agreement commenced.

Global Education Access and *Web Filtering and Monitoring* were amongst the new Jisc-led agreements supported by LUPC and made available to members.

New Professional Services (Travel, Legal, Consultancy, Recruitment, Insurance, Printing) frameworks in 2020-21

- Global Workforce Mobility Services
- Legal Services Framework Agreement - National
- Removals and Relocations Services
- Washroom Services & Associated Products & Services

White Goods & Associated Products & Services

Planned for 2021-22

- Catering Services
- Executive and Senior Strategic Search and Recruitment Services
- Graduation and Ceremonial Gowns, Photography and Event Services
- Insurance Brokerage Services
- PA (Personal Accident) Travel Insurance

Library

LUPC and SUPC continued with their biannual Library Category Group meetings covering framework supplier performance reviews, retendering information, acquisitions, textbook analytics, supplier credit review, and specialist areas such as talks on the needs of arts and humanities students. In January 2021, LUPC introduced informal virtual meetings on a quarterly basis for librarians at LUPC member organisations. These are opportunities to discuss current supply chain and operational issues, and to provide a place for LUPC librarians to share experiences and best practice.

Professional Services

LUPC launched its third iteration of the *Legal Services* framework agreement in June 2021. An evolution of its predecessor, it focusses the lot structure on current member requirements, resulting in a reduced number of lots while broadening the scope to cater for more of our members. The tender attracted a wide range of law firms and resulted in a mix of firms from the previous framework and new ones, with the depth and experience to meet member needs.

Our professional services category group included presentations on recruiting best practice, and group travel services.

Insurance

The prevailing hard market conditions

continued with several insurers either re-evaluating their position or retracting from the market altogether. This had a significant impact when the LUPC Insurance Group's Financial Lines policies were tendered in early 2021. An increase in both the number and quantum of claims across the Higher Education sector impacted on the Group's ability to seek favourable terms in several classes, despite the best efforts of the appointed brokers Gallagher who developed some innovative solutions.

Positive progress was made with two of the group's risk management initiatives, one principally concerned with escape of water and contractor-related risks within property, the other on travel risk management.

STEMed and Laboratories

The third iteration of the long-anticipated *General Laboratory Equipment* framework agreement went live in June 2021, having been extended for a fifth and final year due to the truly unprecedented circumstances of COVID-19. Boasting a number of enhancements, particularly the addition of several new lots taken from other expiring laboratory frameworks, the agreement now also offers a One-Stop-Shop lot, reducing member administration when purchasing across lab commodities.

LUPC applied learning from the first year of the pandemic to this agreement. In

New STEMed (Medical, Laboratory, Veterinary) frameworks in 2020-21

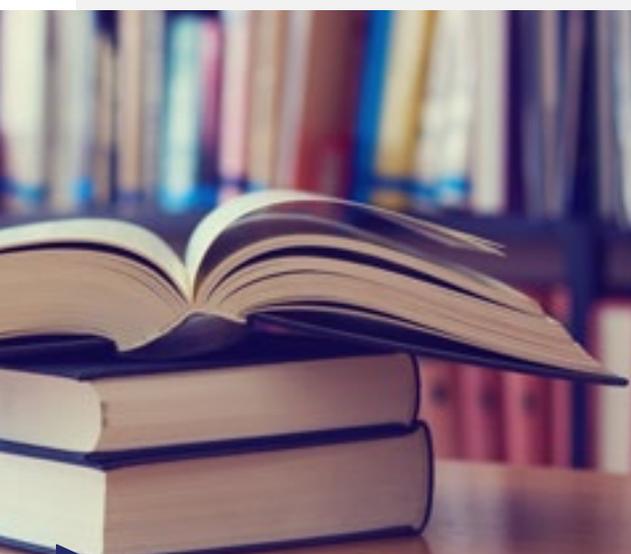
- Antibodies & Sera (and other related Matrices) IRLA
- Laboratory Equipment and Associated Post Installation Services

Planned for 2021-22

- 3D Printers, 3D Scanners and Associated Equipment, DPS
- IUPC Lab Gases
- Microscopy & Imaging Equipment

particular, the number of suppliers on certain lots was increased to alleviate stock shortages, longer lead-times and volatile pricing experienced by members. New options for repair and re-use of kit dovetail with the sector's wider circular economy agenda.

The new *Antibodies, Sera and other Matrices* agreement went live in July 2021. It was launched at a time of peak interest and demand due to national and international government strategies to build future resilience in vaccine research, development and supply. The framework offers a broad range of microbiological products across 26 suppliers, delivering a mix of off the shelf and bespoke products. From listening to and learning from the experience of members, the award criteria for this framework was heavily weighted towards service delivery and supply chain resilience. Although further competitions are the recommended call off route to achieve value for money, this is one of the few STEMed framework to also offer non-ranked direct award, for scenarios where urgent production and delivery must take precedence.



LUPC ENGAGES WIDELY WITH MEMBERS, PARTNERS AND SUPPLIERS TO ACHIEVE ITS RESPONSIBLE PROCUREMENT AIMS

As co-chair of the LUPC and SUPC Responsible Procurement Group, I am pleased to present this year's responsible procurement report.

CRISTIAN MARTIN, DIRECTOR OF PROCUREMENT, THE LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE AND CO-CHAIR OF THE LUPC AND SUPC RESPONSIBLE PROCUREMENT GROUP

Responsible procurement is considered throughout LUPC's activities; from tender strategy stage through to regularly reviewing and assessing the risks of human rights abuses, environmental impacts and other sustainability issues in supply chains. LUPC's [Responsible Procurement strategy](#) for 2020-2022 sets out the principles in its approach to Responsible Procurement, as well as a series of projects it will undertake.

CIPS Corporate Ethics Mark

LUPC has been awarded the [Chartered Institute of Procurement & Supply \(CIPS\) Corporate Ethics Mark](#). The accreditation demonstrates that LUPC has adopted and embedded ethical values in the way in which it sources and manage suppliers.

To gain the accreditation, LUPC has taken proactive steps in the last 12 months to safeguard against unethical conduct in procurement and supply management, reinforcing its focus on sourcing responsibly.

Responsible procurement is considered throughout all of LUPC's activities

Time and resource have been spent on training and developing its Category Managers to a high ethical standard, as well as adopting the principles outlined in the CIPS Code of Ethics within the organisation.



Collaboration

LUPC understands the importance of working in partnership with its members, suppliers and other consortia to ensure sustainable and responsibly considered procurement is interwoven across all aspects of the procurement process.

LUPC works with other [UK Universities Purchasing Consortia \(UKUPC\)](#) colleagues as part of a formal *Responsible Procurement Network (RPN)*. The network, established in late 2020, meets monthly and works towards achieving a consistent approach to responsible procurement nationally.

The RPN reviews and promotes good responsible procurement practice across its combined membership, aiding both consortia procurement professionals and members to consider best practice within their procurement operations. The network has developed a suite of resources which are on the [UKUPC website](#) including:

- A [Responsible Procurement glossary](#)
- [The Sustainable Development Goals \(SDGs\) tender and call-off questions](#),
- [Modern Slavery Guidance for Suppliers](#)

LUPC also works in partnership with organisations such as [BHRE](#), [HEPA](#), [Electronics Watch](#) and the [Ellen MacArthur Foundation](#) to provide the best possible support for members with their responsible procurement activity.

In-house expertise to support members

Marisol Bernal, LUPC's Responsible Procurement Lead, has carried out work placements with member organisations, benefitting them by sharing her expertise and understanding their needs, as well as developing her own skills. This year, she worked with the Natural History Museum and the Royal College of Physicians, following on from her placement the previous year with the London School of Economics and Political Science. She has supported on the following:

- Getting the most out of their Electronics Watch affiliation by showing them how to use the Public Buyer Toolkit;
- Assisting procurement teams with their ISO 20400 self-assessment and guiding them on working towards the ISO assessment
- Reviewing modern slavery statements to make sure they contain mandatory information and helping create content to reflect current activity in this area.

“Marisol was like finding an extra gear for the Museum’s responsible procurement programme. She was able to contribute constructively to our thinking with her knowledge and experience bringing a different perspective.”

ANDY DAVIES, PROCUREMENT MANAGER, NATURAL HISTORY MUSEUM

Martina Trusgnach, who is undertaking a PhD with the BHRE at the University of Greenwich, is sponsored by LUPC in her studies and contributes to the work of LUPC. Martina is using her expertise in human rights to support LUPC's wider responsible procurement activities.

Sustain supply chain code of conduct

LUPC has adopted and fully supports the national [Sustain Code of](#)

[Conduct](#) which is now included in all its tendering activity.

The Code of Conduct was established by a working group including sustainability and procurement professionals, student representatives and NGOs and it has been widely endorsed and used by LUPC and other UKUPC members.

LUPC take a proactive approach to emerging risks in supply chains and



has carried out assessments of human rights risks in the cotton production for [ceremonial gowns](#).

Responsible Procurement Group

LUPC and Southern Universities Purchasing consortium (SUPC) have set up a joint [Responsible Procurement Group \(RPG\)](#). The focus is to share best practice from across their combined memberships and help those interested by supporting the development of practical advice and guidance on important and relevant subjects.

Each meeting begins with a presentation from a member (alternating between LUPC and SUPC), providing an opportunity to learn from those who have recently achieved something positive in responsible procurement. This is followed by discussion from members on appropriate and interesting topics.

Modern Slavery

Addressing modern slavery risk is a topic of huge importance to LUPC,

LUPC is continually working towards ways to address modern slavery risk

continually working towards driving best practice and supporting its members and suppliers in developing their activities in this area.

In April 2021, LUPC analysed the Modern Slavery Statements from its top 20 suppliers based on spend by LUPC members and commodity risk categorisation. The aim was to see whether the statements formally comply with the UK Modern Slavery Act 2015. The work included:

- Verifying if statements are in a prominent place on their website
- Checking that the work detailed relates to the suppliers' last financial year

- Confirming that the statement has been signed and approved by an appropriate person

The full report is available [here](#). LUPC's aim is to continue to be a leader in this area as it strives to ensure the frameworks it delivers for members cause no harm to others.

[LUPC's 7th Modern Slavery Statement for 2020-21](#)

included policies on modern slavery in supply chains, activities carried out in that period to identify, prevent, and mitigate modern slavery, and set eight goals for the 2021-22 financial year.



COLLABORATION IS ONGOING WITH ELECTRONICS WATCH TO PROTECT WORKERS IN GLOBAL ELECTRONICS SUPPLY CHAINS

LUPC is a founding member of Electronics Watch, which helps protect the labour rights and safety of workers in global electronics supply chains. Since 2017, LUPC has paid for all of its full members to be Electronics Watch affiliates; providing guidance, resources and contract clauses that support responsible procurement. Electronics Watch continues to connect public sector buyers with workers' rights experts who monitor Information and Communication Technology (ICT) supply chains, driving compliance and ultimately improving working conditions. This involves engaging with resellers, manufacturers, the industry, and other stakeholders to follow up on contract conditions.

Several events were held during 2020-21, one of the most important being the joint webinar held in April 2021 with the Responsible Business Alliance (RBA) industry body. This

discussed the benefits of the new Terms of Engagement between the parties and introduced the two organizations and their methods to respective memberships. The terms established a step-by-step process and timeline for engagement on factory cases, created a commitment for RBA to address each issue

Electronics Watch continues to connect public sector buyers with workers' rights experts who monitor Information and Communication Technology (ICT) supply chains, driving compliance and ultimately improving working conditions.

in Electronics Watch monitoring reports, and established a baseline for transparency including a shared understanding that monitoring reports can become public.

LUPC continues to actively discuss improvements in supply chain transparency with its contracted ICT manufacturers and assists with presenting on best practice for the sector. Work has also included engagement with prospective new affiliates including, for example, the university sector in Australia. Further outreach is likely in the wake of the updated Modern Slavery Act requirements, particularly with large public bodies, which is encouraging.

LUPC wrote to Apple (UK) supporting fellow affiliate Adda (Sweden) to ensure suppliers disclose the methods they use to investigate and mitigate risk of forced labour of Uyghur people in ICT supply chains in China.

A new series of online workshops for affiliates, "Exchanging Experiences, Building Networks," started in May 2021. The first focused on a solution for paying affiliation fees even when budgets are tight. This and other initiatives are shared to all members through the popular monthly Affiliate Update, which since the start of 2021 has updated affiliates on the monitoring programme being undertaken and the successes to date.



WORKING CLOSELY WITH AND SUPPORTING MEMBERS IS OF PARAMOUNT IMPORTANCE TO LUPC

LUPC's ethos is to provide excellent customer service and the team works very hard to ensure that members find LUPC approachable and responsive to their requirements.

Over the past year, LUPC has engaged with members through a number of forums and has kept its members well informed through regular communications. Relevant procurement information is available to members via the news section of the LUPC website, the monthly e-bulletin, quarterly Linked magazine, direct emails, and via our social media channels; [Twitter](#) and [Linked In](#).

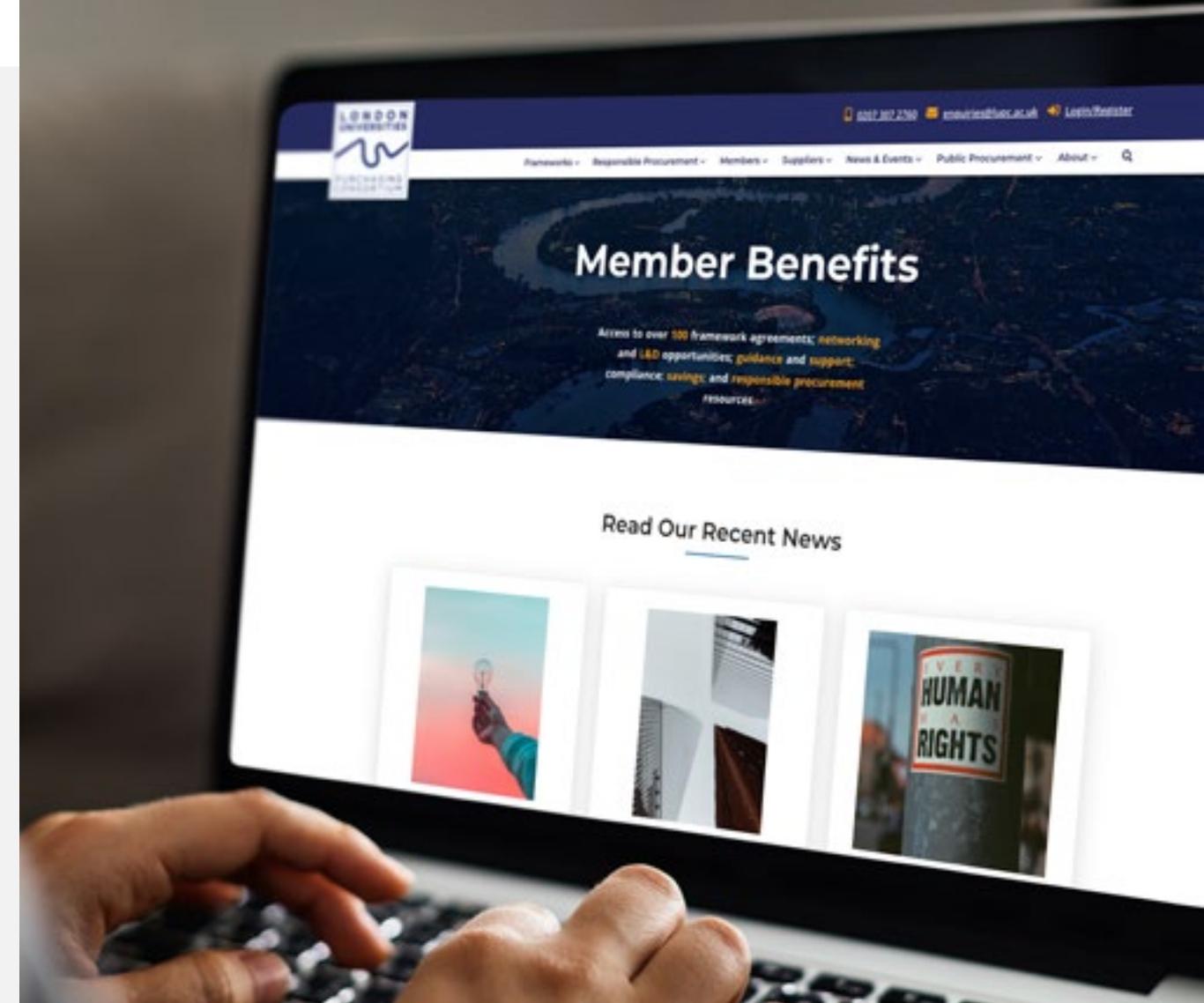
LUPC provides a range of free or subsidised events and training

sessions either directly or through its partners or suppliers. These include category-focused days, responsible procurement shared learning, and professional development courses covering procurement and soft-skills topics.

In May 2021, the annual LUPC & SUPC Conference was held as the first ever fully virtual conference and exhibition in the light of the ongoing pandemic and inability to hold large scale in-person events.

“The Heads of Procurement and Operational Procurement Network meetings are invaluable as they provide the necessary wider horizon scanning that helps set the context of our roles.”

JISOLA OLUWOLE, PROCUREMENT MANAGER,
ROYAL COLLEGE OF PAEDIATRICS AND CHILD HEALTH.



The sharing of best practice and continual learning and development for members is also facilitated through networking opportunities provided by LUPC. The monthly Heads of Procurement meetings have become a firmly established way of bringing members together to discuss the key challenges that they are facing. These have fostered a real collaborative spirit across the LUPC membership by the sharing of experiences of both the LUPC team and LUPC members.

It has been really encouraging to see the level of engagement and willingness to support one another.

New in 2021, was the establishment of the Operational Procurement Network (OPN), with quarterly meetings held. The aim of the OPN is to bring together procurement staff below Heads of Procurement level, to cultivate learning, development and the building of networks to assist progression within the procurement function.

PERFORMANCE AGAINST LUPC'S STRATEGIC OBJECTIVES

Achievements in the final year of LUPC's corporate strategy 2018-21

LUPC's corporate strategy 2018-21 focused on adding value through responsible procurement. During the final year of the strategy, we continued to deliver on the objectives set, with some of them evolving to meet the changing circumstances.

Objective A: Helping members obtain better value from their membership by supporting their procurement activity

KPI 1: Increase the number of member events to five per annum. A total number of 41 events including training were held for members in 2020/21. This was a huge increase on the target set and also on what was delivered prior to the COVID-19 pandemic. A highlight of the year was the continuing success of the monthly Heads of Procurement meetings (12 in the year) and the setting up of the new Operational Procurement meetings (4 held in the year) for staff within procurement teams, which have been well received. Online webinars are recorded and made

available on the LUPC [LUPC YouTube Channel](#) or the [LUPC & SUPC Events YouTube Channel](#).

KPI 2: Run further competitions each year on behalf of our Members or facilitate this through localised 'Hubs'. Six separate consultancy projects were carried out in the year, for three different members. This is less than previous years, but unsurprising given the majority of members have been cutting back on capital expenditure. There are currently nine students from

LUPC's corporate strategy 2018-21 focused on adding value through responsible procurement.

LUPC members studying CIPS at our delivery partner, The Central Business School, in the year 2020-21. LUPC paid for 32 study guides for these students to support their studies.

Objective B: Enhancing LUPC's position as a leader in Responsible Procurement

KPI 3: Increase the number of suppliers assessed through the supplier due diligence system We carried out supply chain mapping of gowns this year and investigated supply chain issues relating to PPE production. Assessments of a number of high-risk suppliers have also taken place in the year.

Free of charge placements of our Responsible Procurement Lead with members have been well received, with three members being supported in their Responsible Procurement activity in the year.

Part sponsorship of a PhD student has added to our available resources to support the membership.

The Organisation for Security and Co-operation in Europe (OSCE) procurement guide to Combatting Trafficking in Human Beings guidance has now been published; this project was led and co-authored by the LUPC Director and Olga Martin-Ortega from LUPC's Board.

LUPC was awarded the Chartered Institute of Procurement & Supply (CIPS) Corporate Ethics Mark and in the year we also signed the SDG Accord as part of our commitment to the Sustainable Development Goals (SDGs). The SDG accord is the University and College



sectors collective response to the Global Goals.

Analysis of the Modern Slavery Statements from our top 20 suppliers was carried out and feedback provided, we also worked with [BHRE](#) on updating the 'Preparing a Slavery and Human Trafficking Statement: Guidance for Higher Education'.

KPI 4: Improve on the ISO20400 score of 3.7 achieved in 2017. In 2019, the

re-assessment delivered a score of 4.33 out of 5, the next re-assessment is due in 2022.

Objective C: Supporting student employability and apprenticeship delivery

KPI 5: Employ at least one graduate or apprentice in post each year.

Despite challenging financial forecasts, we found a way to continue to deliver in this area through part sponsorship of a PhD student, which has also added to our responsible procurement capabilities.

KPI 6: Deliver student employability outcomes through frameworks.

Frameworks let by LUPC, where appropriate and relevant, now include options for student employability support from suppliers. LUPC led and co-ordinated a national request with UKUPC partners, to reach out to part-qualified Biosciences students via the HE sector laboratory groups, to work with Public Health England (PHE) in the covid testing labs. This experience not only helped with combatting the pandemic, but also assisted the students involved with their future employability prospects.

Frameworks let by LUPC, where appropriate and relevant, now include options for student employability support from suppliers.

Objective D: Improving our member engagement activities

KPI 7: An increase in the number of member visits annually, 137 carried out in 2016/17. With physical visits not being possible for most of the year, all full members were allocated a dedicated LUPC staff member to ensure they are fully supported remotely, as well an LUPC Executive Committee contact to liaise with if required.

The launch of a number of different

initiatives, including the operational procurement network and the new specialist category groups have been well received by the membership.

Objective E: Work more closely with other UK HE Consortia to achieve a more efficient use of People, Resources and Processes in the sector

KPI 8: Successful delivery of the Further Collaboration Project (FCP) Advisory Board recommendations. Much of the work in this area is now being delivered through [UKUPC](#), all six regional university purchasing consortia along with The University Caterers Organisation (TUCO) and The Energy Consortium TEC. Close working with SUPC has been enhanced during the year, through supporting each other's teams when needed and covering annual leave.

A joint LUPC/SUPC responsible procurement group has been set up, to share and disseminate best practice across the members of both consortia.

UKUPC held member engagement events and submitted an aggregated HE sector response to the Cabinet Office consultation on the Green Paper for proposed new procurement regulations for the Public Sector.

The LUPC/SUPC annual conference took place online in May with over 300 delegates and 55 suppliers.



INCOME STATEMENT

	2021		2020	
	£	£	£	£
Turnover		1,244,717		1,157,839
Other operating income				12,625
		1,244,717		1,170,464
Staff costs	823,824		850,215	
Depreciation	-		410	
Other operating expenses	367,882		416,676	
		1,191,706		1,267,301
Operating profit		53,011		(96,837)
Interest receivable & similar income		133		1,979
		53,144		(94,858)
Other finance costs		4,663		3,942
Profit before taxation		48,481		(98,800)
Tax on profit		8,727		(4,595)
Profit for the financial year		39,754		(94,205)

DIRECTORS' STATEMENT

The Income and Expenditure Account and Balance Sheet set out on pages 24-25 are extracts from the full statutory accounts which were approved by the Directors on 10 December 2021 and on which the auditors have given an unqualified opinion. The statutory accounts, which should be consulted for a full understanding of the financial affairs of the company, will be submitted to Companies House.

BALANCE SHEET

	2021		2020	
	£	£	£	£
Current assets				
Debtors	408,167		300,484	
Cash at bank and in hand	870,806		943,916	
	1,278,973		1,244,400	
Creditors				
Amounts falling due within one year	193,020		195,632	
Net current assets		1,085,953		1,048,768
Total assets less current liabilities		1,085,953		1,048,768
Provisions for liabilities		152,876		155,445
Net assets		933,077		893,323
Reserves				
Retained earnings		933,077		893,323
		933,077		893,323

AUDITORS' STATEMENT

We have examined the Income and Expenditure Account and Balance Sheet set out on pages 24-25 and confirm that these statements have been accurately extracted from the full statutory accounts for the year ended 31 July 2021. The maintenance and integrity of the London Universities Purchasing Consortium website is the responsibility of the directors; the work carried out by the auditors does not involve consideration of these matters and, accordingly, the auditors accept no responsibility for any changes that may occur to the financial information contained in the annual review made publicly available on the website. Wylie & Bisset (Audit) Limited, 168 Bath Street, Glasgow G2 4TP.

BOARD

Neil Greenwood (Chair)

Director of Finance & Corporate Services
Natural History Museum

Linda Alexander

Director of Estates and Facilities
Ravensbourne University London

Mark Blaney

Finance and Resources Director
Royal College of Anaesthetists

Don Bowman

Director
London Universities Purchasing Consortium

Dr Olga Martin-Ortega

Reader in Public International Law
University of Greenwich

Ken Morrison

Director of Legal Services
St George's University of London

Carl Teigh

(resigned 29 September 2020)
Finance Director
Regent's University London

Amanda White

Director of Finance
Royal College of Art

Laura Dawson

(appointed 11 December 2020)
Chief Information Officer
London School of Economics and Political Science

Andrew Dyer

(appointed 11 December 2020)
Finance Director
London School of Hygiene and Tropical Medicine

Ralph Sanders

(appointed 19 August 2020)
Director of Planning, Information and Reporting
London South Bank University

EXECUTIVE COMMITTEE

Daniel Barry

Head of Procurement
Royal Holloway, University of London

Don Bowman

Director
LUPC

Alan Hill

Head of Procurement
Institute of Cancer Research

Martin Kelly

Head of Procurement
South West London and St George's Mental Health NHS Trust

Cristian Martin

Director of Procurement
London School of Economics

Declan McAlistair

(appointed December 2020)
Head of Procurement
Tate Galleries

Joanna McKelvey

Head of Procurement and Contract Management
Royal Botanic Gardens, Kew

Chris Philpott (resigned Dec 2020)

Head of Procurement
University of East London

James Rockliffe

Director of Procurement Services
London South Bank University

Jon Ryder-Oliver

Procurement Senior Business Partner
National Archives

Bahar Shahin

Head of Procurement
Queen Mary, University of London

Sue Weston

Director of Procurement
Jisc



LIST OF MEMBERS

FULL MEMBERS

Aga Khan University
Architectural Association School of Architecture
Bank of England
Birkbeck, University of London
British Council
Cell and Gene Therapy Catapult
CITB-ConstructionSkills (SSCL)
City of London
Freemen's School
Competition and Markets Authority (CMA)
Courtauld Institute of Art
Defence Science and Technology Laboratory (DSTL)
DEFRA Group Commercial
Diamond Light Source
Goldsmiths, University of London
Guildhall School of Music & Drama
Guildhall School of Music and Drama (incl City of London Independent Schools)
Harris Federation
Historic Royal Palaces
Horniman Museum and Gardens
Imperial War Museum
Institute of Cancer Research
International Students House

Jisc
Kingston University
London Academy of Music and Dramatic Art (LAMDA)
London Ambulance Service NHS Trust
London Business School
London Metropolitan University
London School of Economics & Political Science (LSE)
London School of Hygiene & Tropical Medicine (LSHTM)
London South Bank University
Medicines & Healthcare products Regulatory Agency (MHRA)
Met Office
Museum of London
National Institute for Biological Standards & Control (NIBSC)
National Nuclear Laboratory
National Oceanography Centre
National Physical Laboratory
National Portrait Gallery
National Theatre
Natural History Museum
NBI Partnership
NHS Blood & Transplant
Porton Biopharma
Public Health England
Queen Mary University of London

Ravensbourne University London
Regent's University London
Rose Bruford College
Royal Academy of Dramatic Art
Royal Academy of Music
Royal Albert Hall
Royal Botanic Gardens, Kew
Royal Central School of Speech & Drama
Royal College of Anaesthetists
Royal College of Art
Royal College of General Practitioners
Royal College of Music
Royal College of Paediatrics and Child Health
Royal College of Physicians
Royal College of Psychiatrists
Royal College of Surgeons of England
Royal Holloway, University of London
Royal Society of Chemistry
Royal Veterinary College
Science Museum Group
SOAS University of London
South West London & St George's Mental Health NHS Trust
St George's, University of London

Tate incl Modern, Britain, Liverpool and St Ives
The Alan Turing Institute
The British Academy
The British Library
The British Museum
The Francis Crick Institute
The Institute of Ismaili Studies
The National Archives
The National Gallery
The University of Buckingham
Trinity College, London
Trinity Laban Conservatoire of Music & Dance
UK Atomic Energy Authority
UK Research and Innovation
UK Shared Business Services Ltd (UK SBS)
Universities UK
University of East London
University of Greenwich
University of London
University of Roehampton
University of the Arts London (UAL)
University of Westminster
Vaccines Manufacturing and Innovation Centre UK Limited (VMIC)
Victoria & Albert Museum
Zoological Society of London

ASSOCIATE MEMBERS INC. FURTHER EDUCATION COLLEGES

Academy of Social Sciences
Barking & Dagenham College
Barnet & Southgate College
Big Creative Academy
British Academy of Management
Brooklands College
Carshalton College
City & Islington College (Capital City College Group)
City Literary Institute
City of Westminster College
College of Haringey, Enfield and North East London (Capital City College Group)
Creative Process
Croydon College
Ealing, Hammersmith & West London College
Equality Challenge Unit
Fashion Retail Academy
Guildford College
Havering College of Further & Higher Education
Havering Sixth Form College
HCUC College Group
Kensington & Chelsea College
Kingston College
Lambeth College

Lewisham College (NCG)
London South East Colleges
Morley College
New City College
Newham College London
North East Surrey College of Technology (NESCOT)
Orchard Hill College Academy Trust
Richmond and Hillcroft Adult Community College
Richmond Upon Thames College
South Thames College Group
Southwark College (NCG)
St Mungo's
St Paul's School
University Academy of Engineering South Bank
West Kent College
West Thames College
Westminster Adult Education Service
Westminster Kingsway College (Capital City College Group)
Woodhouse College
Working Men's College



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