

## AI's Impact on Public Consciousness and the Professional Sphere



AI

**UK MODERN SLAVERY  
HELPLINE**

**OVERVIEW OF  
THE LUPC & SUPC  
CONFERENCE**

working  
towards a  
world  
without  
slavery

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Procurement apprentice supporting category managers in their tendering activity through CIPS study and on the job experience.

## Welcome



# Welcome to the Summer edition of Linked Magazine

Welcome to the summer edition of Linked Magazine

I hope you are looking forward to some well-deserved summer holidays, although at the time of writing this we've not had much luck with the weather, here's hoping it improves!

I very much enjoyed seeing both members and suppliers at the LUPC & SUPC Conference 2024 in June. It's always good to take a step away from the day to day; investing time in networking and seeing what is going on across the sector and beyond can be so beneficial. A huge thank you to all who were able to join us on the day. You can find an overview of the event on page 30 and I'm pleased to say we are already planning next year's conference.

Following up on his well-regarded LUPC & SUPC conference session about The Growing Use of Artificial Intelligence (AI) in the Workplace, Daniel Roberts, CIO at SOAS University of London, covers the lead article for this edition on page 20 and is also a guest on the latest Linked podcast episode. In his article

and podcast interview, Daniel summarises what AI could mean for the professional environment.

LUPC's Procurement Manager, Reece Baines, is interviewed on this edition's podcast episode, talking us through his procurement career to date. Reece carries out a variety of procurement consultancy for LUPC members. With the pressures of implementing the Procurement Act, please do let us know if additional support may be of interest to you, as Reece currently has some availability. We are continually looking to add value for members and our latest benefit includes the delivery of our Template Resources for use in the procurement process. In the article on page 34, Bindi Sandhu, Deputy Director at LUPC, provides an overview of this LUPC-led project and explains how the templates can be used.

As always, I hope you enjoy reading this edition of Linked Magazine and listening to the latest Linked podcast episode. If you would like to take part in future editions please get in touch.

## The Royal Museums Greenwich joined LUPC on 1 May

The RMG comprises the Royal Observatory, Cutty Sark, National Maritime Museum and Queen's House. They are also home to The Prince Philip Maritime Collections Centre and the Caird Library and Archive. They are dedicated to enriching people's understanding of the sea, the exploration of space, and Britain's role in world history.



## Tender Document Templates for Members

Tender Documentation Templates including SQ, ITT, Ts&Cs, standstill and award letters are now available for members of LUPC, NEUPC and SUPC for use in their procurement activity. Read the full article about this new resource on page 34.



## HEPA Benefits Methodology and Guidance from 2024-25

The HEPA Benefits Methodology to be used from 2024-25 onwards has been published. It details how to report price and process savings, and other benefits resulting from procurement activity.



## Framework updates

The following frameworks agreements have gone live

[Facilities Services Framework \(EFM3141 NW\)](#)

[Cleaning Solutions \(including Cleaning and Janitorial Supplies, Cleaning Equipment, Recycling Bins and Street Furniture\) Framework \(JAN 3148 NW\)](#)

[New National Occupational Health PFB5072 LU](#)



## Events

### Procurement Act Q&A sessions

LUPC is holding regular 90-minute Q&A sessions for LUPC members to address any questions they may have around the new Procurement Act 2023 and its implementation. These sessions are being run by Mohamed Hans, an expert on the interpretation of public procurement rules. There will be a theme for each session with plenty of time for members to raise any concerns they may have for open discussion with Mohamed and the other attendees. We hope members will find this support helpful in the run up to the new Procurement Act going live.

Future sessions will take place on:

6 September 14.15-15.45

4 October 14.15-15.45

25 October 14.15-15.45

1 November 14.15-15.45

Registration information will be provided at a later date, but for now you may wish to put the dates in your diary.

[UKUPC Procurement Act Webinar Series: Social Value in the Procurement Act](#)

18 September 2024 10.30 - 11.30.

[LUPC Member Induction November 2024](#)

14 November 2024 10.00 - 11.00.

[Heads of Procurement](#)

27 September, 25 October. 09.30 - 10.30

Please check the [events section](#) of the LUPC website to stay up to date



## UKUPC Updates

UKUPC is currently publishing regular updates predominantly regarding the implementation of the new Procurement Act. The [UKUPC May 2024 Update](#) and the [UKUPC July 2024 Update](#) are split into two sections; the first provides an update on general UKUPC activity and HEPA highlights; the second focusses on Transforming Public Procurement activity by UKUPC and information pertinent to members.



If you have any questions in relation to these UKUPC Updates, please contact [Bindi Sandhu](#).

## UKUPC Market Insight Documents (June 2024) now available!

UKUPC has published the latest [UKUPC Market Insight Documents](#) (June 2024) containing insight on what is happening in national and international supply chains.

## RP at the LUPC & SUPC Conference

Following a shared session at the LUPC & SUPC Conference in June, where LUPC, SUPC and the HEPA Responsible Procurement (RP) Group updated members on their latest developments, a roundtable session was held, with members working in small groups to discuss two key questions:

- How are members balancing the challenge of achieving VFM & sustainability - what are the pressure points?
- How are members managing their journey to Net Zero – does Procurement contribute to this journey, or are efforts not joined up?

The room was abuzz and we gathered some meaningful insight into member challenges in the RP space and opportunities for consortia to support, as well as confirmation of the value in existing support.

Members who attended the session were keen to continue the conversation



and this session will certainly shape our member RP engagement and support going forward.

Some key takeaways:

- Members do not all have the internal resource to evaluate RP. Part of the value of framework agreements is that RP is built into the entire process and there is a level of comfort in the ongoing due diligence provided by consortia. Forums, webinars and tools and the availability of RP resource within the consortia is of benefit. Further support is requested in order to help members understand “what good looks like”, an understanding of the RP elements of the selection process and model RP call of questions are requested in the buyers guide.
- Members look for meaningful measurement, including economic development, as part of Social Value and would like consortia to continue to focus on Social Value. There is a need to emphasise economic development that can be achieved through framework agreement call off and members benefit from case studies and request model call off questions.
- **LUPC:** Our online supplier sustainability programme, currently under construction, will show questions asked per framework at SQ, ITT and ongoing due diligence, as well as example call off and contract management questions for members, noting the special requests under Social Value.



- Members do not always find worker monitoring organisations with whom they work to be reliable.
- **LUPC:** members are all affiliates of ElectronicsWatch. We will host a webinar to reinforce how members can get the most out of their affiliation We have partnered recently with Unseen, with the helpline and a reporting form on our website. We will hold a webinar to further explain how members can benefit and what they can do to share the helpline
- Members are under pressure to balance purchasing requirement with corporate objectives, influence, financial constraints and timelines. Consortia emphasis on RP can help to keep it top of the agenda to obtain buy-in from the top down and to communicate benefits to students.
- Members find a limited pool of available suppliers, especially Small and Medium-size Enterprises (SMEs). Framework agreements can help in some cases.

- **LUPC:** We aim to design framework agreements to create an enabling environment for SMEs and have several resources available on our webpage for SMEs Our supplier sustainability programme aims to inform the development needs of all suppliers, including SMEs
- Members noted the benefit of incorporating sustainability into the procurement process from the start – rather than trying to “bolt it on” to the end. LUPC’s Waste Management Framework Agreement was highlighted by one member as a good example of such practice, which allowed them to proceed to call off “with the thinking around sustainability already done”.
- Members have varied engagement with the journey to Net Zero, with some Procurement Teams sitting on carbon committees together with Sustainability Teams and others with no internal resource to address Net Zero. Members requested more assistance with tools, examples of “what good looks like” and an understanding of the relationship between spend and emissions, with a need to update conversion factors more promptly.
- **LUPC:** Guidance is available on our website for working with suppliers, a supplier carbon reduction plan template and evaluation of the plan, based on PPN 06/21 and recommendations around some stretch targets. This is shortly to be updated in line with PPN 01/24 and webinars for members and suppliers will be hosted.

## Responsible Procurement updates Summer 2024



### Introducing our evolving approach to RP to Suppliers

We were pleased to welcome LUPC Framework Agreement suppliers across all categories to a webinar in June where our RP Lead, Mags Shapiro, and Deputy Director, Bindi Sandhu, presented our vision of partnering with suppliers on our responsible procurement journey.

Having mapped our responsible procurement programme, we are committed to working with our suppliers to achieve and enhance our joint objectives and aspirations. Our aim is to inspire a responsible procurement movement across our suppliers, Members, Consortia, and the wider Public Sector, starting with our supplier sustainability programme.

RP questions are embedded into our tender process from the start, and once suppliers commit to compliance with the SUSTAIN Supply Chain Code

of Conduct, they are expected to participate in ongoing due diligence exercises including:

- Our Due Diligence questionnaire;
- The development of Carbon Reduction Plans;
- Responding to UK government's Modern Slavery Assessment Tool (MSAT);
- Corrective Action Plans agreed with suppliers and forming part of on-going contract management.

The session was recorded and has been made available to all suppliers on LUPC-led framework agreements.

Our online supplier sustainability programme is currently under construction and will enable members and suppliers to view "live" progress across our RP focus areas.

Please watch this space for further details.

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## Responsible Procurement updates Summer 2024

### RP Networks

LUPC representatives attended the International Working Group on Ethical Public Procurement (IWGEPP) online. The next meeting will be in person in November in Brussels, alongside the Electronicswatch Annual Conference. In the meantime, we will be participating in RP Clinics run as part of the IWGEPP Practice Group.

Our RP Lead presented a Modern Slavery Case Study at the London Responsible Procurement Network – a broader Public Sector Network, with secretariat provided by the Greater London Authority (GLA). The presentation looked at how participating in academic research and contribution to academic publications elevates practice at LUPC, with mutual benefit to academics conducting action research.

LUPC continues to participate in HEPA RP sub-groups, as well as the UKUPC RP Network, where the alignment of RP tools is currently under discussion to provide recommendations to the UKUPC Board.

### RP in Tenders

The last quarter has seen RP evaluation in LUPC's Occupational Health Framework Agreement, SUPC's IT Related Accessories and Parts (ITRAP) Framework Agreement and input into the Tender Working Party for LUPC's eProcurement Framework Agreement, as well as LUPC's Debt Recovery Framework Agreement.

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- Procurement Act 2023 and new regulations implementation
- Managing end to end tender processes (call-offs from frameworks or standalone tenders)
- Contract negotiation
- Cover for maternity/paternity leave
- Short-term or long-term contracts possible

Contact Bindi Sandhu to discuss further



### LUPC joins a roundtable discussion at the House of Lords

In the Spring 2024 edition of Linked Magazine we mentioned that a new Private Members Bill brought by Baroness Lola Young of Hornsey, passed its first reading in the House of Lords. We were honoured to be invited by the Baroness to attend a roundtable discussion on public procurement, human rights and environmental sustainability at the House of Lords along with other public sector procurement colleagues, academics and civil society representatives.



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KEY TRAVEL **dogoodbetter**

LUPC framework supplier -Travel Management Services (PFB4053)



## LUPC & SUPC CONFERENCE ENVIRONMENTAL IMPACT

The organising team for the 2024 LUPC & SUPC Conference in central London in June, once again had their eye on keeping the environmental impact as low as possible.

This is the first time the LUPC & SUPC Conference has measured environmental impact but following the tone set at the UKUPC Conference, we have created some baseline measures for future LUPC & SUPC one-day conferences.

### Energy Consumption:

Approximately 5.6 kWh per delegate  
Energy efficiency measures implemented:

- Turning off AC/ Heating overnight, after exhibition stands were built

- Motion sensor and energy saving lighting

### Waste Management:

Recycling:

- Paper & cardboard: 0.23 kg per delegate
- Glass: 0.41 kg per delegate
- Food composted: 0.12 kg per delegate

Waste management measures implemented:

- All food waste was composted
- Re-useable lanyards collected at

the end of the conference

- Only glass water bottles that were refilled – no plastic bottles
- Whova app for all conference communication – no paper print outs
- Encouraging exhibitors to limit giveaways and for these to have social and or environmental sustainability credentials

**Water Consumption:**

Approximately 197 litres per delegate (Including drinking water, food preparation and washing dishes)

**Carbon footprint from delegate travel:**

Total Kg CO2e: 1.53 per delegate

Using emissions factors (from highest to lowest):

- Bus/coach: 0.082 kg CO2/km per passenger km (TfL)
- Train: 0.0715 kg CO2e/ passenger mile (National Rail)
- London Underground: 0.039 kg CO2/km per passenger km (TfL)

- Cycling: 0.021 kg CO2/km

**Other carbon emissions management measures:**

The menu for the day was over 50% vegetarian and 30% vegan Delegate travel information was requested as part of feedback forms. The more delegates who complete these, the more accurate the delegate travel can be calculated. The same proportion of delegates (4%) reported cycling to the event, as those who travelled by bus/coach, but the carbon footprint of cyclists contributed a negligible amount to the overall carbon footprint – made up entirely of indirect emissions (bicycle manufacture, maintenance and emissions from average expected food consumed to ride such distance). Almost double the percentage of delegates who reported travelling by London Underground (7%) contributed a similar proportion of overall the carbon footprint as the 4% who reported travelling by bus/coach.



**UK MODERN SLAVERY HELPLINE RUN BY UNSEEN**

*LUPC is regarded as a leader in managing the risks of Modern Slavery, contributing to academic research on the topic, developing guidance, training material, academic textbook case studies and providing member support for the development of Modern Slavery Statements.*

The UK Modern Slavery Helpline, managed by Unseen, plays a crucial role in supporting victims and tackling modern slavery.

LUPC partners with Unseen to enhance our commitment to human rights, particularly within supply chains. This

collaboration enables comprehensive monitoring and grievance resolution, providing critical resources and support to vulnerable individuals and businesses.

As we continuously mature in our own practice and implement the Guiding Principles on Business & Human Rights (UNGP) following the United Nations “Protect, Respect and Remedy” framework, we have developed a Human and Labour Rights Policy, which details our approach to engaging with human and labour rights risks. We acknowledge our responsibility to respect human rights, including avoiding infringements on the rights of others and addressing adverse human rights impacts where these might occur, whether we have caused or contributed to harm, or have leverage to influence change.

Without ignoring our own supply chain, the emphasis is on risks in the supply chains of framework agreements we manage on behalf of our members.

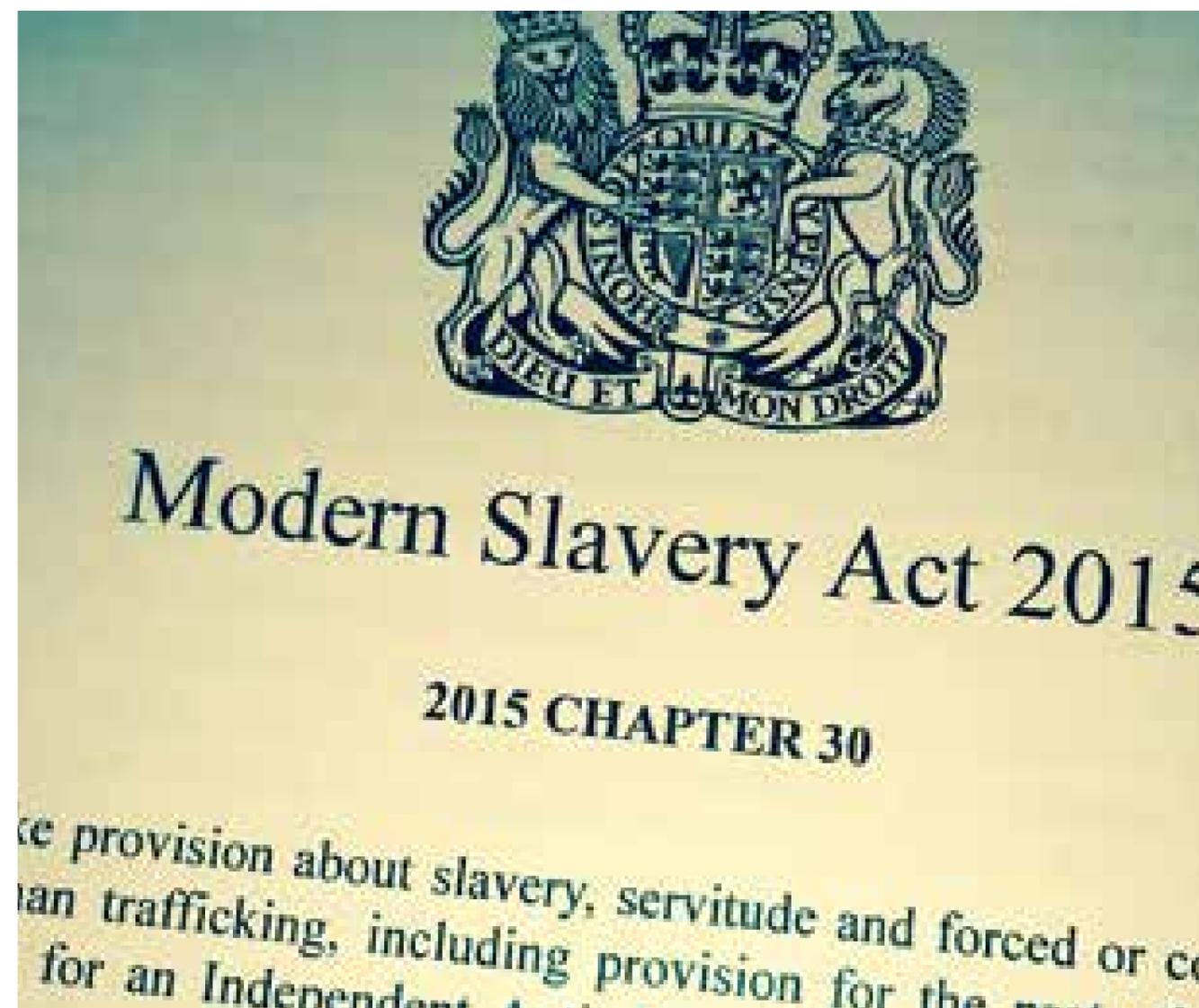
Long-term engagement with business is crucial in supporting systemic change and remedy for

rights holders. While we continue to conduct supplier due diligence and support the development of suppliers in managing human rights risks, we recognize that, as a small organization, on our own we lack the resources to investigate grievances and facilitate worker-centered remedies across our global supply chains.

As founding members of Electronicswatch, we know, firsthand, the power of collaboration to effectively monitor, identify risks, receive and investigate grievances and seek resolution. All UKUPC consortia members are automatically affiliates of Electronicswatch and see the benefit of their work in ICT in the public sector and increasingly in the supply chains of Electric Vehicles.

We have recently formally extended partnerships in monitoring and addressing Modern Slavery grievances across all sectors in the United Kingdom and are working with Unseen who manage the UK Modern Slavery Helpline.

Unseen is a UK charity, established in 2008, with its head office in



Bristol. They provide safehouses and support in the community for survivors of trafficking and modern slavery. Unseen also runs the UK Modern Slavery & Exploitation Helpline and works with individuals, communities, business, governments, other charities and

statutory agencies to stamp out slavery for good.

In 2013, a landmark investigation into modern slavery by the Centre for Social Justice, chaired by Unseen CEO Andrew Wallis, published its findings. The report – *It Happens Here* – proved

call the uk modern slavery & exploitation helpline on 08000 121 700

report concerns online

## Feature

*to be the catalyst for the 2015 Modern Slavery Act, with Unseen building a coalition of businesses, investors, faith groups, NGOs and the public to press for more business responsibility in addressing modern slavery. This resulted in the Transparency in Supply Chains (TISC) provision in the Act.*

*Now as a member of Unseen, with access to the Business Portal, LUPC has also added the helpline number and a link to Unseen's anonymous online form to our [webpage](#).*

The Helpline is a free, independent and confidential service staffed by trained advisers and operates 24 hours a day, 365 days a year. As well as supporting victims themselves, the Helpline advises police officers, NHS workers, local government employees, and businesses about what to do if they suspect an instance of modern slavery. The Helpline also encourages members of the public to get in touch if they are worried about anything they've seen.

LUPC will receive updates twice per year from Unseen on the number of cases reported via our webpage and any serious cases related to any framework agreement suppliers.

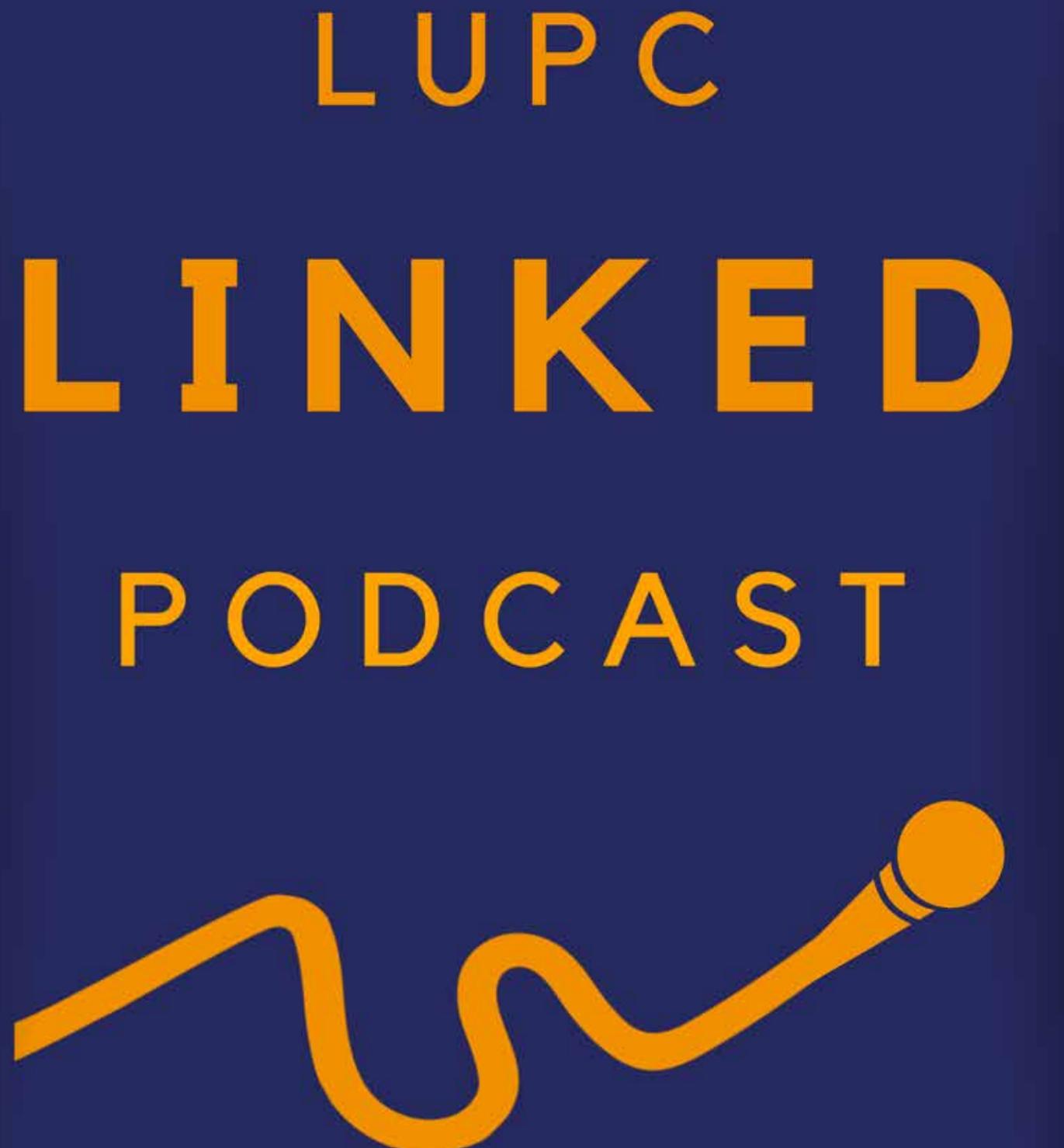
In Unseen's 2023 Annual Report, 8,367 calls to the helpline were reported, indicating 5,876 potential

modern slavery victims from 106 different nationalities, a rise of 14% on 2022's call totals. The highest monthly call volume in 2022 (708) was reported to have been surpassed in each of five months during spring and summer 2023, peaking in March where 820 calls were received. The number of webforms received increased significantly to 3,233, a rise of 40% on 2022. An upward curve was noted during the summer months, which was attributed to the seasonal nature of work in several sectors. The Helpline continues to expand the breadth of partner websites that host the Helpline webform, such as LUPC, which may account for the sustained increase.

There are a number of [business partnerships options](#), which we encourage Members and Suppliers to [explore](#), including employee engagement, charitable donations and Unseen's business portal.

[Posters and materials](#) in multiple languages can also be downloaded from the website at no cost to display across the work and public spaces you manage, to help share the helpline number and give access to support to those in unsafe conditions.

**If you need or are concerned about anything you have seen, call the Helpline, any time of day or night, on 08000 121 700.**



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procurement conversations  
across the  
not-for-profit sector

## EXPLORING AI'S IMPACT ON PUBLIC CONSCIOUSNESS AND THE PROFESSIONAL SPHERE

Daniel Roberts, a technology leader with over 20 years of experience in higher education technology, serves as the Chief Information Officer (CIO) at SOAS and is also on the Board of Directors at LUPC.

An AI hobbyist and enthusiast with a background in psychology, Daniel presented at the LUPC & SUPC Conference held in June 2024 on The Growing Use of Artificial Intelligence (AI) in the Workplace. Following up on his well-regarded conference session, this article summarises what AI could mean for the professional environment.

It is almost certain that AI will have a profound impact on humanity in ways that cannot be predicted with great certainty. For several years, AI technology has been rapidly developing, largely escaping public attention. This rapid development has been made possible by the combination of vast data sets (such as those available on the web), virtually limitless computing power, and advancements in the algorithms necessary for machines to learn.

In November 2022, the launch of ChatGPT brought AI to the public consciousness through its ability to respond to natural language queries. The pseudo-human qualities displayed by Chat-GPT has had a resounding effect upon the imagination of the public. This in turn has led to an acceleration of disruption in the tech sector and we have seen huge levels of investment in AI technology and considerable

debate around the potential impact upon society.

The challenge is that despite being fully aware that AI is becoming increasingly disruptive across all sectors, the continued and rapid evolution of AI technology prevents the ability to really understand how this will impact the workplace in any detail.

One of the key principles of digital transformation is that it's as much about people as technology. Digital transformation is concerned with the mindset of people at an organisation, especially the subject matter experts in their respective fields such as procurement specialists. This mindset is one of agility, self-learning, curiosity and confidence in new technology. It heralds the ability to move with the times and to be unafraid when faced with a changing technology landscape. It is this mindset that is



the best preparation for the ongoing disruption and uncertainty that surrounds the development of AI technology.

Whilst the future of AI may be shifting and uncertain, there has been some stabilisation in the market place, with the availability of a number of AI solutions that can lead to productivity enhancements. Most of these are focused around generative AI which can create content or answer questions on the basis of natural language queries – you describe what you want, and the tech will respond. The challenge here is how to meet your organisation's cyber security and information governance requirements. CIOs, such as myself, are not keen on corporate data finding its way onto a start-up's AI

solution and also we are not keen on single-seat, unmanaged subscriptions to unassured products off the web. CIOs instead want enterprise solutions with a contract that can be centrally managed and assured. Or better still, for our existing technology solutions to develop this functionality. However, what we can't do is withhold for any great length of time the immediate benefits of AI technology and deny ourselves the ability to greatly improve the staff experience. The approach must be one of principle and pragmatism.

Microsoft 365 (MS365) Copilot delivers AI functionality in a manner that meets the criteria referenced above. This adds an 'everyday AI companion' to your MS365 apps. It does so within your existing MS365 tenancy and



contractual arrangements. It is highly recommended that organisations pilot this feature amongst a small user group to determine what productivity benefits and use cases can be derived. **(See page 27 for examples of how CoPilot is being tested by Emma Keenan, Head of Procurement at SOAS).** CoPilot does mean an additional license fee which will add significantly to costs if rolled out widely, and it remains unclear if it can produce the cost-saving benefits to offset that increase. Also CoPilot, in my view, is not as advanced as the continually developing functionality of Chat-GPT (now Chat-GPT4o) and the incredible pace that it creates new 'GPTs' (specialist Gen AI tools). Chat-GPT does offer enterprise licensing and with the right due diligence can be securely integrated into your enterprise environment.

The benefits of the secure and safe use of these tools for anyone dealing with unstructured data, interpreting documents and policies or creating standard documents are significant.

There is no doubt that the power of these tools is impressive, however they are still 'early-generation' and require human intervention to optimise the content and add nuance and identity. Humans are very much 'in the loop'. This is particularly true of Large Language Models (LLMs). These can answer questions drawing on referenced material or the data they have been trained on, and they are very good at telling you what they know of the world or creating generic content whilst leaving plenty of space for critical thinking and refining content.

LLMs are particularly good at

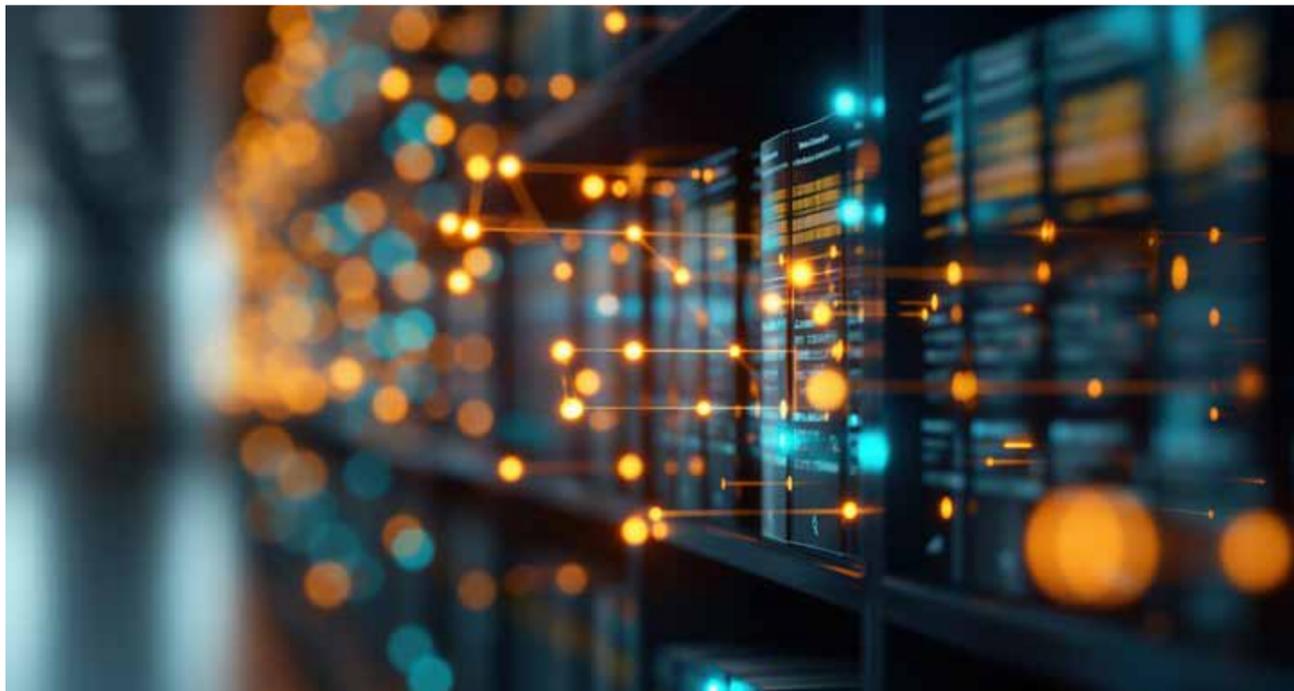
## GUIDANCE FOR BUYERS ON AI BEING USED IN TENDER RESPONSES

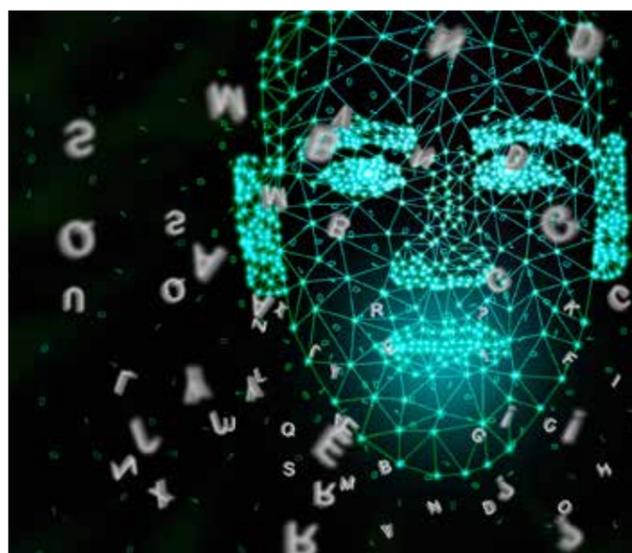
The Cabinet Office has published some useful guidance around the use of AI in Procurements, in [PPN 02/24 Improving Transparency of AI use in Procurement](#)

With a growing number of suppliers using AI in their tender responses, we highlight the key information, taken directly from PPN02/24, that identify the actions which are necessary to identify and mitigate any risks this may pose.

"It is important to note that suppliers' use of AI is not prohibited during the commercial process but steps should be taken to understand the risks associated with the use of AI tools in this context, as would be the case if a bid writer has been used by the bidder. This may include:

- Asking suppliers to disclose their use of AI in the creation of their tender (See Annex B of PPN02/24 for an example of text that can be added to procurement documentation).
- Putting in place proportionate controls to ensure bidders do not use confidential contracting authority information, or information not already in the public domain as training data for AI systems e.g. using confidential Government tender documents to train AI or Large Language Models to create future tender responses.
- Undertaking appropriate and proportionate due diligence:
  - If suppliers use AI tools to create tender responses, additional due diligence may be required to ensure suppliers have the appropriate capacity and capability to fulfil the requirements of the contract. Such due diligence should be proportionate to any additional specific risk posed by the use of AI, and could include site visits, clarification questions or supplier presentations.
  - Additional due diligence should help to establish the accuracy, robustness and credibility of suppliers' tenders through the use of clarifications or requesting additional supporting documentation in the same way contracting authorities would approach any uncertainty or ambiguity in tenders.
- Planning for a general increase in activity as suppliers may use AI to streamline or automate their processes and improve their bid writing capability and capacity leading to an increase in clarification questions and tender responses.
- Potentially allowing more time in the procurement to allow for due diligence and an increase in volumes of responses.
- Closer alignment with internal customers and delivery teams to bring greater expertise on the implications and benefits of AI, relative to the subject matter of the contract."





generating content that is based upon established precedents and rules. For example, if you ask it to produce an NDA (non-disclosure agreement), it will excel as most likely its training would have included hundreds of industry standard legal documents on the web including NDAs.

It will generate documents related to the bidding process from similarly its experience of RFIs, RFQs and RFPs, and it will give an industry standard format and structure. It can propose evaluation criteria and refer to appropriate compliance regulations. It will break the back of the task at hand but still require human intervention to refine, improve and give institutional perspective to the material and should not remove accountability from that human.

The quality of the content can be further improved through a skill that is known as 'prompt engineering' which is essentially asking the right

questions and giving it the right steer. Background information such as location and sector will also help generate better content. For example, 'Generate an RFI for a new HR system' can be improved to 'Generate an RFI for an HR system for a UK university with a turnover of £200 million and 1000 members of staff'.

With the right license you can also feed it documents and ask it to summarise, analyse, rewrite, or use the reference document as a guide to generate similar documents. You could feed it your procurement regulations and query whether a given approach to procurement is compliant.

Prompt engineering puts the human in control of the content and will result in less 'post-production' in terms of refining the content.

A key notable issue is the need to acknowledge a whole host of ethical and legal issues that surround the use of AI. That is even before we face the potential challenge of human redundancy. Regulation of tech is difficult at the best of times, but understanding the copyright implications of Generative AI is a herculean task.

There is also a habit of using the term 'AI' when we mean generative AI when it is one of a number of AI technologies that will transform

impersonations on audio or understanding a persona

1. Insight extraction – AI for data analytics and data science
2. Decision making – from driving a car to medical opinions
3. Human Augmentation – Robots and machines

All these technologies are receiving vast amounts of funding for research and development, or as start-ups with products, but aren't as immediately obvious.

We must accept that the landscape is shifting and may never settle. We must seek the opportunity right now to explore using this technology as an assistive aid to our professional capabilities. It is more important than ever to embrace our digital mindset and concentrate on ourselves and our ability to adapt. The environment is variable but a mindset that is technologically confident, agile and accepting of change, will provide a constant to steer you through the future.



Self-learning is key to that mindset, it is vital that subject matter experts have a high-level understanding of AI technology and start to consider how it will impact their specific areas. CIOs need to (or need to be 'encouraged' to) create secure yet agile ways to pilot new AI tech that will demonstrably improve the staff experience and increase productivity. It needs to be about principles and values rather than policies that may lose relevance as the tech progresses.

Based on a snapshot of today's AI technology environment, AI can and is assisting humans and we need to engage to evolve as professionals.

We may look back on this as a brief window. If the paradigm shifts – or, as AI technology evangelists would claim, when that paradigms shifts.... humans may be the assistants to AI.

It was the ability for a 'computer' to chat with such a high level of perceived sophistication, intelligence and imagination that blew our collective minds. This is a fascinating reflection upon what we perceive it is to be human. And we will be forced to answer that question - the question of what it is to be human - if machines progress to what is known as the 'AI singularity' and become the most intelligent entity on earth.



## USING AI IN PRACTICE

As mentioned in our main AI article, SOAS is carrying out a trial of Microsoft CoPilot. Emma Keenan, Head of Procurement at SOAS, explains how she has tested CoPilot in her procurement activity, providing real examples of how it has provided information based on instructions given. To additionally demonstrate how CoPilot can be used to produce communications, below are three versions of the same information, in Emma's own words; when requested to inject an element of fun into the copy; and when asked to write in a more relaxed, informal way.

### In Emma's own words

SOAS is currently trialling Microsoft CoPilot. Keen to experiment with the potential benefits for my procurement work, I joined the programme. Here are some examples of what I found:

Starting basically, using CoPilot on the web, I asked: "Can you find me a company to repair my commercial office building roof which is in London and is Grade II listed?" The search returned four specialised roofing companies, each of whom detail evidence on their website of this specific work and provide pictures and references. If I ask the same question just in the web (without CoPilot), I get a huge number of roofing firms many of whom provide residential only, and I would need to work through each website to find appropriate suppliers.

Using CoPilot in Word, I opened up a set of simple terms and conditions sent to me a by a supplier. I asked CoPilot to review the terms and provide me with the risks within the document. Within a few seconds, it had highlighted eight key points to

note about the document including references to data protection, privacy and risk of loss, and six potential risks, including a price change clause, a comms clause and a waste clause. It missed nothing I wouldn't have spotted and was much faster than me reviewing the document myself. It also means it could be used by people not legally trained to question, at least initially, whether or not a document should be reviewed more formally.

I asked CoPilot to write me a specification for a Laptop. In seconds it came back with a detailed specification for each of the following areas, Use, Processor size, Memory, Storage, Display, Graphics, Connectivity, Battery, Build and Design, Keyboard, Audio, Camera, Security, Software and finally Warranty and Support. As a generalist and working in a small university with a small team, I am required to often very quickly learn about new products or services and support a department in developing specifications. Whilst I am not sure I would trust CoPilot to



In the bustling world of procurement, I, the Head of Acquisitions, embarked on a thrilling quest with my trusty sidekick, Microsoft CoPilot. Together, we soared through the digital skies, uncovering treasures and navigating the vast expanse of information with ease.

- Our first mission: to find the finest craftsmen for a historic London edifice. With a flick of CoPilot's magical wand, we discovered four master builders, their work as splendid as the Crown Jewels, leaving the common rabble of residential roofers in our wake.
- Next, we delved into the arcane scrolls of a supplier's terms. CoPilot's keen eye revealed secrets hidden within—eight clauses of great import and six risks lurking like dragons in the shadows. A valuable map for those not versed in legal lingo, though one must always beware the fine print.
- Onward to the Enchanted Forest of Tech, where we conjured a laptop of legend. CoPilot's incantations summoned a list of specifications so grand, it could turn any novice into a tech wizard, ready to craft the mightiest of tender documents.
- Our final act: weaving a tapestry of procurement lore into a presentation so captivating, it

do all the work, it does enable me to provide someone with a starting point to review and expand upon when drafting tender documents.

Lastly, I have been looking at how CoPilot can work with PowerPoint to help me deliver training or summarise bids. A simple web search using CoPilot gave me the content for the slides and then when dropped into PowerPoint CoPilot helped me with design and presentation.

As a rookie CoPilot user, I know that I have much to learn on how to use it more effectively. That said I think the evidence is there for me to continue to explore and find the ways I can use my time much more efficiently.

**When asked to re-write the copy in a more fun way:** The SOAS Procurement Chronicles: A CoPilot Adventure:

could charm the socks off any audience. With CoPilot's guidance, we gathered wisdom from the four corners of the web and spun it into PowerPoint gold.

And so, our journey showed the boundless potential of CoPilot in the realm of procurement, a beacon of progress amidst the sea of data. Yet, let us not forget the value of a human touch, for it is the heart and soul behind every quest.

**When asked to re-write the copy in a more relaxed way:** "Hey there! I've been hanging out with Microsoft CoPilot lately, and it's been quite the ride. Here's the lowdown on what we've been up to:

- So, I was curious about finding some top-notch roofers for a classic office building in London. CoPilot was like, 'No problem!' and quickly hooked me up with four awesome companies that really know their stuff. It was a breeze compared to sifting through a sea of search results that usually lead nowhere.
- Then, there was this one time I needed to check out a supplier's terms. CoPilot had my back, highlighting the key parts and flagging a few things to watch out for. It's pretty handy for a quick look, but I'd still double-check anything major.
- Oh, and when I needed to spec out

a laptop, CoPilot came through with a solid list of what to consider. It's a great starting point, especially when you're trying to help out other departments with their tech needs.

- Last but not least, we put together a presentation on procurement. CoPilot found some cool info online, and we jazzed it up in PowerPoint. It turned out pretty sweet, if I do say so myself.

It's been fun seeing what CoPilot can do. It's not perfect, but it's definitely got potential. Just remember, it's always good to have a human touch in the mix.

These three examples demonstrate the importance of reviewing anything created by AI to ensure the accuracy of the information given, and that the style of writing matches that of your organisation.



## OVERVIEW OF THE LUPC & SUPC CONFERENCE 2024

The LUPC & SUPC Conference 2024, held on June 5 in London, brought together procurement professionals across the LUPC and SUPC membership for a day of learning, networking, and strategic discussions. The conference focused on adapting to change and enhancing practices, providing attendees with invaluable insights and practical tools to thrive in the rapidly evolving procurement landscape.

### The Change Advantage - Thriving in Turbulent Times

The opening keynote session titled "The Change Advantage - Thriving in Turbulent Times" was delivered by speaker Mark Gilroy. This session emphasized the importance of adaptability in today's changing world. By drawing on the latest research from psychology and neuroscience, participants gained a deeper understanding of their instinctual responses to change. The session highlighted the common

hidden biases that inhibit change acceptance, encouraging delegates to cultivate traits and practices that foster resilience and courage. Techniques were shared to help attendees reframe their experiences of change, transforming potential disruptions into opportunities for growth and innovation. The plenary set the tone for the day in terms of interacting with other delegates with an exercise where delegates shaped plasticine to depict the change being faced within their industry right now,



followed by explaining their model to the person next to them.

### Breakout Sessions

The conference featured a series of breakout sessions, each focusing on a critical issue being faced by our members. Our round table discussions on key topics were introduced this year, allowing participants to look at relevant questions on the subject and discuss in small groups. There was then time to feedback with additional input and commentary from those leading the session. Several delegates who completed our conference survey stated these were highlight. *"I loved the round table discussions; it was extremely helpful to pick other procurement brains for tricky upcoming projects."* Delegate Issues covered in the breakout sessions included:

**The Latest on the Procurement Act 2023:** With the biggest shake up in public procurement for quite some time being the new Procurement Act, going live in October 2024, it was quite right that we had two breakouts covering the subject.

The first provided a detailed overview of the new Procurement Act with a focus on implementing its provisions. This was followed by a well-attended round table discussion in the afternoon allowing participants to address



specific queries and concerns and to discuss where they were at with their preparations.

### Responsible Procurement Strategies, Tools, and Best Practice:

Responsible procurement is high on the agenda for our members so we also had two sessions covering this area. The Responsible Procurement Leads from LUPC and SUPC, showcased the latest strategies and tools available to members, providing a platform for delegates to explore how to integrate responsible procurement principles into their organisational processes. The afternoon's interactive discussion group looked at how members were managing their journeys to net zero and what consortia could do to assist.

### The Growing Use of Artificial Intelligence (AI) in the Workplace:

The focus here was on the integration of AI technologies in traditional work environments. The session explored the advantages, such as efficiency

gains and data-driven decision-making, alongside the challenges, such as ethical considerations and the potential impact on employment. Due to high interest in this subject at the conference, we chose to make this a main feature of this edition of Linked, see page 21, and also interviewed the presenter, Daniel Roberts, on the Summer episode of Linked Podcast.

**Efficiency Unleashed: Enhancing Procurement Performance:** Leaders from the University of Kent and the London School of Economics presented their successful initiatives aimed at boosting procurement efficiency. This session provided practical insights into optimising procurement processes, offering attendees actionable strategies to implement in their organisations.

**Procurement Templates Workshop:** This practical workshop, developed in collaboration with Brodies LLP, introduced a suite of procurement templates designed to streamline

processes for members. Attendees learned how to effectively use templates such as Standard Selection Questionnaire (SQ); Invitations to Tender (ITT); Supplier Acceptance and Rejection Letters; and Terms and Conditions, enhancing their procurement toolkit. Check out the related article Enhancing our Member Benefits with new Template Resources on page 34.

**Networking with members, suppliers and consortia staff**  
The conference provided lots of networking opportunities, with many delegates quoting it as the highlight of the event for them. Our Meet the Category Manager breakout provided the opportunity for delegates to meet one-to-one with LUPC and SUPC staff to discuss category issues or specific frameworks. We also had a dedicated session for early-career professionals, facilitating valuable connections for members at the same stage of their career.

The largest UK HE Procurement Conference of 2024 was also the perfect opportunity for exhibitors to engage with buyers from up to 150 member organisations in attendance on the day. Our survey feedback showed that a high percentage of our delegates stated the opportunity to meet with suppliers exhibiting at the conference was a big bonus to



attending. A big thank you goes to our sponsors and exhibitors for making the LUPC and SUPC Conference possible.

*"From an exhibitor's perspective the venue was one of the best we have attended."* Exhibitor

**Building a Resilient Team: A Roadmap to Keep Your Team Inspired, Enthusiastic, and Engaged.**

The event concluded with a closing plenary titled "Building a Resilient Team: A Roadmap to Keep Your Team Inspired, Enthusiastic, and Engaged." In this session, speaker Mark Gilroy, emphasized the importance of team resilience in achieving long-term success. Practical strategies were shared for maintaining high levels of engagement and morale, crucial

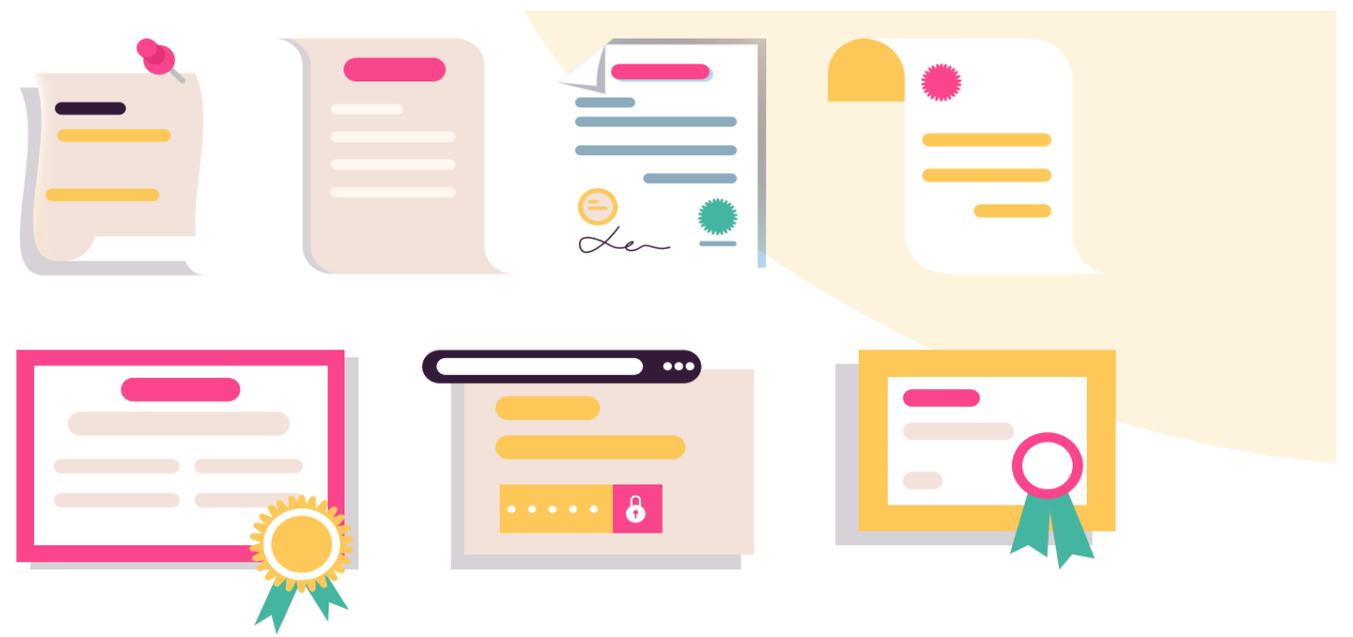
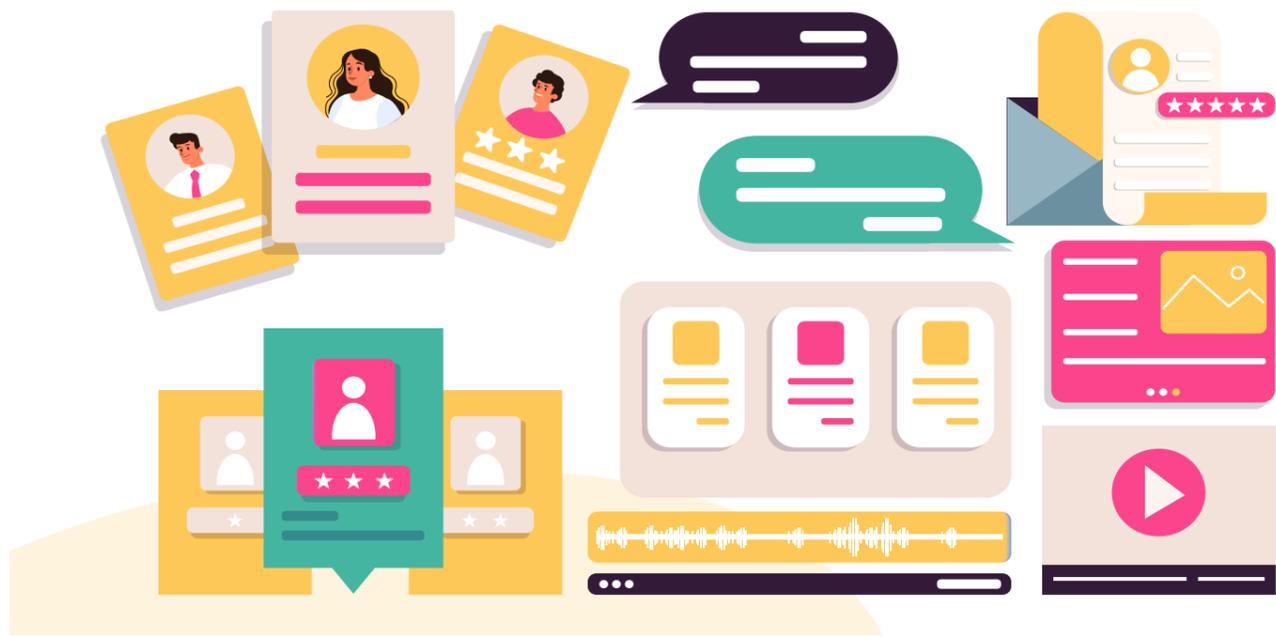
in navigating the challenges of the modern workplace.

**Conclusion**

The eighth joint consortia conference was a resounding success, offering attendees a rich blend of theoretical insights and practical tools. Feedback from both delegates and exhibitors has been excellent - 100% of attendees rated the conference as very good or good. Our survey has provided us with some good suggestions on how we can make the next one even better. Planning for the LUPC & SUPC Conference 2025 is underway.

*"First time at the conference and it was an amazing experience, well worth investing the time to attend. Can't wait for next year!"* Delegate, LUPC





## ENHANCING OUR MEMBER BENEFITS WITH NEW TEMPLATE RESOURCES

LUPC is continually looking to add value for members and our latest benefit includes the delivery of our Template Resources for use in the procurement process. In this article, Bindi Sandhu, Deputy Director at LUPC, provides an overview of the project and explains how the templates can be used.

LUPC commenced the template documents initiative over a year ago, our concept was to provide resources that will support our members in their roles as procurement professionals and ease their daily pressures. We wanted to create a set of documents that can lighten the load for busy procurement teams while giving the assurance that the templates have been written by a legal services provider.

When we delivered the first phase of the project in 2023, we circulated a standard Terms and Conditions template for Goods and Services.

This was followed by the short form Goods and Services Terms and Conditions for smaller, less complex contracts.

The latest suite of templates provides documents which allow for the entire procurement process to be completed. We have designed the documents to encompass our entire membership whether they are captured by the PCR regulations or fall outside of the regulations.

Members can access the following documents via the LUPC Website (Resources/Tools Page):

REGULATED Members contracting under the PCR2015 (2.4.1 to 2.4.4)	NON-REGULATED Members who have contracted out of the regulations (3.4.1 to 3.4.4)
2.4.1 Invitation to Tender (ITT)	3.4.1 Invitation to Tender (ITT)
2.4.2 Supplier Questionnaire	3.4.2 Supplier Questionnaire
2.4.3 (a) Standstill Letter Unsuccessful	3.4.3 (a) Letter Unsuccessful
2.4.3 (b) Standstill Letter Successful	3.4.3 (b) Letter Successful
2.4.4 Award Letter	3.4.4 Award Letter

Alongside the templates, we have included a guidance document and recordings of the webinars sessions that were held explaining the purpose of the templates. These are available as downloadable resources from our website.

LUPC genuinely believes in collaboration, providing benefit not just for our own members but for the sector as a whole. This is why we are often at the forefront of leading and delivering initiatives that will support members across UKUPC. Once we had completed these procurement templates and prepared them in a state of readiness, LUPC shared them

with NEUPC and SUPC, who have also made the resources available to their members via their respective websites.

LUPC’s intention is to produce a new set of templates in September to be used for tenders after the new Procurement regulations come into force on 28 October 2024. We plan to use a similar format of uploading the templates to our website and holding a supporting webinar for LUPC, NEUPC and SUPC members, where we will discuss the most appropriate use of the documents.

If you have any comments or suggestions, please contact [Bindi Sandhu](#), LUPC.

## Commodity Updates

This section will give you an update on any new agreements in place, or news on existing agreements. Please note this is not the full list of available agreements, just those where there is some news to report. For the full list of agreements and for further information on any of the agreements listed here, please visit [HE Contracts \(HEC\)](#).



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Other useful contacts:



JISC  
<http://www.jisc.ac.uk>



TUCO  
<http://www.tuco.org/>



TEC  
<http://www.tec.ac.uk/>

### Audio Visual

**Audio Visual: Supplies, System Design, Installation and Maintenance – National – AVI2005 NE MK** The LUPC ICT lead is one of several on the AV Group presently evaluating the recently received responses. The timeline was further extended following various bidder clarification questions:

Deadline for evaluation of ITT bids: 9 August

Evaluation Report Prep / Review / Authorisation:  
by 21 August

Notification of Framework Agreement award decision:  
by 22 August

Standstill period: 23 August - 2 September

Implementation: to 30 September

Framework Agreement commences: 1 October

There are two Lots:

Lot 1 - Regional Supply and Installation of Equipment etc. (all 10 bidders passed SQ)

Lot 2 - National Supply and Installation of Equipment etc (7 of 8 bidders passed SQ)

**Audio Visual: Broadcasting Equipment and Integration Services - AVI3120 NW MK** The agreement has been live for a year. Annual review meetings are now due however the commonality of the supply base with the NWUPC AV Equipment & Installation services framework has necessitated its delay until at least September to coincide with the award and implementation of the latter framework.

### Estates & FM

**EFM2044 NE Asbestos Removal – National JG**

The NEUPC led framework agreement for Asbestos Removal Services went live on 01/07/2024. The agreement is for a period of 3 years (up until 30<sup>th</sup> June 2027) with an option to extend for a further 12 months (up until 30<sup>th</sup> June 2028). The scope of the agreement includes encapsulation, removal works, repair and safe disposal. The agreement is broken down into 7 regional Lots.

**Cleaning Solutions – National – JAN3148 NW JG**

The NWUPC led Cleaning Solutions framework agreement went live on 01/05/2024. The agreement is broken into 7 Lots. Lot 6: Cleaning Equipment Supply and Maintenance and Lot 7: Recycling Bins and Street Furniture are open to members on a national basis. The Lots available nationally on this agreement replaces two previous agreements, JAN3075 NW Cleaning Equipment and JAN3044 NW Recycling Bins and Street Furniture.

The length of the agreement is for an initial 2 years with an option to extend for a further 2 x 12 months.

**Electronic Components (NUWPEC)**

**National – LAB3152 NW AR**

NWUPC's new Electronic components agreement went live on 1st July 2024. The agreement consists of 7 suppliers across the same 5 lots that formed the scope of the previous Electronic Components agreement (MA3130 NW):

1) Electronic Components including Development Boards and Associated products; 2) Tools and Fixings; 3) Test and

Measurement Equipment; 4) Rechargeable & Single Use Batteries; and 5) Multi-Purpose Lot.

The routes to market remain via Direct Award, Mini Competition and Desktop Exercise and all relevant framework documentation required by has been uploaded to HEC.

Although the agreement is live, 2 of the 7 suppliers are yet to be awarded due to ongoing non-compliance and should not be invited to competitions or awarded any call off contracts under LAB3152 NW at this time. These 2 suppliers are clearly noted on the HEC agreement page and will not appear on HEC/Hunter until the award is complete.

**Electronic Components (NUWPEC)**

**National – MAI3130 NW AR**

The final extension of this agreement concluded on 30/06/2024, several months earlier than the original expiry date. This was to accommodate the conclusion of tendering process of the replacement agreement, LAB3152 NW, which is now in place.

There has been no change to the lot structure and technical scope.

### ICT and Telecoms

**Computing - Data Centre Management Equipment and Infrastructure – National – ITS2009 NE MK**

The agreement commenced in February and permits up to 30% variance for evaluation criteria for mini comp and desktop exercise. 2BM have been bought by Keysource Group; a meeting has been held with Keysource, with more information to be supplied. Other framework authorities have allowed both to trade due to the structure underneath 'Keysource Group' and a decision will be made on this matter shortly.

**Computing- Desktop and Notebook Agreement - National ('NDNA') – ITS5071 LU MK**

Individual price lists and buyers' guides on behalf of the recently commenced agreement continue to be added to the HE Contracts database on a regular basis and are available together with both the evaluation and the bidder responses in their entirety alongside the main agreement buyers' guide and other materials relating to the agreement. Management Information for the period ending Q3 2023/4 is also available from HEC. Feedback on the agreement remains good and support has been provided to several institutions engaged in summer mini competitions.

Supplier review meetings were held April 24 (Dell), April 26 (HP), April 29 (Stone) and May 2 (Lenovo), the minutes from which have been completed, shared and available from HEC. The next round of reviews, which will be in-person, have been arranged for 9-10 October at Dell's Creechurch HQ in London. The intention is to issue a member survey in August ahead of the meeting as part of the gathering of feedback.

A successful HP/NDNA ESG webinar event on 16 May was attended by approximately 40 representatives.

A further meeting has been arranged for 17 July with Electronics Watch to discuss the proposed streamlining and coordination of all NDNA OEM Factory Disclosure Form requests through the agreement lead.

**Computing - ITRAP (IT Related Accessories and Parts)**

**National - ITS4041 SU MK** Work on the tender continues and all questions have now been evaluated. Moderations are currently in progress and near completion.

**Computing - National Education Printer Agreement (Provision of Print Equipment and Managed Print Services) - National ('NEPA2') – ITS2006 NE MK**

The National Education Printer Agreement 3 (NEPA 3) strategy document has been sent for internal approval, the strategy is proposed to be a 'light touch' approach to this tender due to this being a static market and the reduced spend on NEPA2 following a significant number of institutions implementing long term extensions on NEPA1 contracts. The re-let will be led by Andy Walsh (NEUPC).

**Computing - Networking Supply & Services ('HENS2')**

**- National - ITS2008 NE MK** Supplier review meetings were carried out in April and May covering sales, opportunities,

marketing, Creditsafe, NETpositive (sustainability), together with agreement feedback.

**Computing - Server, Storage and Solutions National Agreement ("SSSNA") - ITS4043 SU MK**

A dedicated HPC framework is presently being tendered for commencement Aug/Sep 2024. Financial clarifications are complete with seven bidders advanced to the main ITT evaluation stage. The rejected party has been notified, including reasons for their bid exclusion.

**Computing – General Matters not covered elsewhere MK**

The National ICT Group (NICT) continues to meet every 4-5 weeks to discuss matters arising across the 25-plus ICT framework agreements, potential future collaboration and present IT procurement-related issues within the sector. The last meeting was held 1 July with the next planned for the first week of August.

The existing APUC framework agreement for **Similarity Detection** has been extended until end August 2024. The replacement framework agreement has been rebranded as **Academic Integrity and Assessment Management Systems** and the strategy has been agreed with there now two lots:

Lot 1 - Academic Integrity

Lot 2 - Assessment Management Systems

The ITT has been issued, evaluated and is currently at consensus stage. This will be awarded towards the end of August 2024.

APUC's **Library Management Systems & Associated Services** has broad take up across the sector. The strategy is approved with a UK-wide user group, with market engagement involving both established and new suppliers taking place. The ITT is being issued imminently with a forecast start date being end

October 2024. The existing framework agreement will be extended in line with the replacement.

APUC has invoked the final extension for the **Virtual Learning Environment (VLE) and Associated Services** agreement, which will now expire June 2025.

With the present [OCRE cloud framework](#) due to expire 30 November 2024, its five-year replacement is presently being tendered with responses being evaluated. Buyers can continue to use the OCRE cloud framework which is based on the previous GÉANT IaaS framework with an expanded scope, established by the OCRE (Open Clouds for Research Environments) project consortium led by GÉANT, to help accelerate cloud service adoption in the education and research community. There will be up to three suppliers per platform.

#### **Jisc Network Equipment Framework – ITS5063 LU MK**

The new Network Solution Framework is currently in the evaluation process, Jisc are working towards awarding the Framework around August 2024. The tender has had over 70 bids across 30 suppliers. Buyers can continue to Direct Award or run a Mini Competition under the current Jisc Network Equipment Framework that is live until the 31 October 2024 for their requirements.

Service reviews covering the April-June 2024 quarter are being held in July 2024 with each supplier, covering the areas of performance, reporting, invoicing, and framework usage updates.

**Jisc Research Management Systems DPS MK** The Research Management Systems Purchasing Service DPS is currently live with more supplier applications under review and interest from members. The Jisc team are currently looking at running future information session mid-July 2024. This DPS enables our Buyers to purchase current research information systems (CRISs) and repositories. It consists of two Lots. Lot 1: CRISs and Lot 2: Repositories, awarded suppliers can be found at [Research management systems DPS](#) - Jisc

If you have any queries about the services or you would like information on future sessions, please contact the team on [RMS-support@jisc.ac.uk](mailto:RMS-support@jisc.ac.uk).

**Jisc SMS Framework – ITS5053 LU MK** The Janet Text Short Messaging Service Framework continues to be steady, service reviews covering the April-June 2024 quarter are being held in July 2024 with each supplier, covering the areas of performance, reporting, invoicing, and framework usage updates.

#### **Jisc Telecommunications - ITS5086 LU MK**

The Telecommunications framework service reviews covering the Apr-June 2024 quarter are being held July 2024 with each supplier, covering the areas of performance, reporting, invoicing, and framework usage updates.

**Jisc Web Filtering & Monitoring Framework MK** The Web Filtering & Monitoring framework agreement will expire 31

July 2024 and will not be re-procured. Buyers can continue to award to a supplier via this framework, up until the expiry date.

#### **Telecommunications: Mobile Voice and Data Services - National. Led by Crown Commercial Service (CCS) RM6261 MK**

The next aggregated procurement event will be held 16 September 2024. Benefits in joining this mobile voice and data services aggregation include:

- phased migration across a 12 month period – the requirement is for 80% of nominated connections to transition to the winning bidder within the first year of the contract award. This provides flexibility when existing contracts are yet to terminate and helps to avoid early termination charges
- co-terminus contract term – all connections will cease on a common end date, helping to prevent inconsistent contract end dates to simplify future procurement
- ‘build your own’ tariff approach – the aggregated procurement allows for a base connection with no line rental charge, negating zero-use costs

In a recent aggregation, customers saved on average 71% compared to their current rates, equivalent to a £3.5 million saving for those who took part.

Timeline:

- customer requirements need to be submitted by 16 September 2024
- customer commitment needs to be submitted in September 2024
- the tender will be published in October 2024
- award in November 2024
- service available from January 2025

#### **Jisc Digital Preservation Systems Purchasing Service MK**

The Digital Preservation DPS has now been live for a few months, the DPS has had a lot of interest, and further activities are ongoing. For any organisations who would like further information or are interested in using this DPS, please contact the Jisc team on [preservation-dps@jisc.ac.uk](mailto:preservation-dps@jisc.ac.uk).

This DPS agreement provides Buyers with a compliant route to market to purchase Digital Preservation systems. This DPS is designed for institutions across the HE sectors to use in helping procure these systems. Digital preservation systems would be of particular interest to individuals involved in library services as well as procurement/finance individuals.

All awarded Vendors can be found at [Research management systems DPS](#) - Jisc

Further information is available here: <https://www.jisc.ac.uk/news/all/new-streamlined-purchasing-system-helps-organisations-buy-digital-preservation-solutions-more-quickly>

**eProcurement System – ITS5058 LU AR** The eTendering Contract Notice and ITT were published on 3<sup>rd</sup> of June, with the tender return date being 17<sup>th</sup> of July. The target

date for the commencement of the Standstill period is the 14<sup>th</sup> of August, and the target date for the start of the new agreement is 15<sup>th</sup> of September.

#### **Software License Resellers (SLRA) – National – ITS4042 SU MK**

The estimated date of issuance for SLRA's successor is October 2024. Core documents have been drafted. A review is necessary to ensure alignment with requirements including the revised SUPC process.

## Insurance

**Insurance – Regional MK** The ITSG continues to meet monthly with representatives from both Gallagher and RMP with the last meeting held 26 June and the next set for 24 July. June's meeting coincided with RMP's successful LUPC Client Day 2024 in London. Several presentations and discussions were included with sessions on Claims Review and Sector Landscape, General Queries and Renewal Forms, Risk Control, The Legal Landscape around Student Health, Liability and Safeguarding and an Engineering Update.

Airmic will be running their popular “Managing Broker Tenders: Getting the best wing person to navigate your insurable risk” interactive webinar, also on 24 July.

The PA Travel premium for the forthcoming year was agreed and delivered as part of IG member renewal reports on week commencing 3 June. Overall rates remain unchanged while it was agreed to maintain the existing smoothing methodology, which applies 50% of premium based on exposure with the remainder against their institution's contribution to claims since 2017.

The LUPC Category Lead has been asked to present to NUIG (Northern Universities Insurance Group) members, which has been provisionally arranged for 20 August. This followed recent meetings where their members asked further about different approaches to the market including the LUPC Insurance Group; a consortium approach based on savings and associated benefits delivered by economies of scale. NUIG also plan to investigate the pros and cons of mutuals, frameworks, and captives.

## Laboratories and STEMed

#### **Engineering Machines, Tools, and Associated Products and Consumables – LAB2011 NE MJ**

The initial 3-year term of this agreement expires on the 15<sup>th</sup> of June 2024. Soft engagement was carried out NEUPC are planning to put in place a Framework Agreement for Engineering Machines, Tools and Associated Products for April 2025. As this will be the first framework agreement for its kind, there are no draft target contract commencement, term nor extension dates just yet. The initial draft of the Commodity Strategy was circulated to the TWP on 9<sup>th</sup> of June.

A user survey was issued to UKUPC STEMed members and stakeholders in May to collect views and requirements. A team has been assembled that will form the eventual Tender

Working Party (TWP), together with the relevant UKUPC STEMed consortia leads.

**Laboratory Consumables and Chemicals - Inter-Regional (IRLA) – LAB4040 SU AR** The IRLA tender responses for the replacement agreement are being evaluated at the time of writing, and the current framework agreement has been extended to 1<sup>st</sup> of August to accommodate the award process.

**Mass Spectrometry and Chromatography Equipment – LAB1029 AP AR** Agilent Technologies withdrew from Lot 9 (Related Consumables and Accessories) of this of the Mass Spectrometry Framework Agreement. They will however remain on lots 1 to 8 and 10.

**Laboratory Equipment (General) and Associated Post Installation Services – National – LAB5061 LU AR** This initial 3 year term of this agreement expired on 14<sup>th</sup> June 2024, and have been extended for the fourth and final year. Of the 17 original supplier agreements under this framework, 15 were extended. These changes have been noted and signposted to members on HEC and the Buyers Guide and have been recorded on Hunter.

APUC will only be utilising the framework extension until the 15<sup>th</sup> of September 2024 for an interim period. This is because APUC announced last year that they will be running their own Lab Equipment (General) framework, which will cover a similar scope with the addition of refurbished lot and some additional tiers of maintenance and emergency repairs. APUC's agreement will only be accessible to APUC members.

## Library

**Books, E-Books, Standing Orders and Related Material – Inter-regional Agreement – LIB4044 SU RD** SUPC has extended this framework agreement to year 3. A further 1-year extension is available which will be reviewed later this year. The tender working party is now working on the strategy for the next iteration of the framework agreement.

Full details are now available on [HE Contracts](#).

## Office Supplies & equipment

**Office Supplies – National – OFF3068 NW RD** NWUPC are working on the replacement framework named “Office, Computer & Library Supplies and Bulk Paper Framework” that combines Office Supplies and Paper into one framework solution. The current agreement has been extended to 31<sup>st</sup> July 2024. It is expected that this will be available to members by August 2024.

**Paper – Print and Specialist - OFF3117 NW RD** NWUPC are working on the replacement framework named “Office, Computer & Library Supplies and Bulk Paper Framework” that combines Office Supplies and Paper into one framework solution. The current agreement has been extended to 31<sup>st</sup> July 2024. It is expected that this will be available to members

by August 2024.

Further information on the agreement can be found [here](#). If you have any feedback, please contact Roy.

## Professional Services

**Global Workforce Mobility Services – PFB3135 NW RD**  
NWUPC have extended this framework to its fourth and final year (2025). NWUPC will shortly start working on the next iteration of this framework.

Further information on the current agreement is [available here](#).

**Legal Services – PFB5069 LU RD** The framework has been extended to its fourth and final year. Work will start shortly on its replacement. Members who would like to input to the next iteration should contact Roy.

Further information on the agreement can be found [here](#).

**Occupational Health and Wellbeing for Students and Staff – PFB5072 LU RD** The new framework will be available to members. This provides 7 lots for OHS and EAP services, both with national and geographical solutions, and a digital wellbeing application lot. Full details are available via <https://www.hecontracts.co.uk/agreements/1140>

A webinar for the framework will be made available to members shortly.

**Temporary and Permanent (TAP) Recruitment Services – PFB4037SU RD** SUPC have extended the current framework to 30 September 2024. The new framework should be available to members in August 2024.

This tender is now being led by Daniel Dabrowski at SUPC.

## Travel

**Travel Management Services – PFB4039 SU RD**  
SUPC have launched this new framework, replacing PFB4039 SU. This provides members with access to TMCs through three lots:

1. Business Travel
2. Student Group Travel
3. Combined (one stop)

The framework webinar can be watched here: [https://www.youtube.com/watch?v=KZou3n\\_OXnE](https://www.youtube.com/watch?v=KZou3n_OXnE)

## Other Activities

### Upcoming Events

We will be hosting regular Procurement Act Q&A webinars with Mohamed Hans and these will take place on 6 September, 4 October, 11 October, 25 October and

1 November

[Heads of Procurement Monthly Meeting July 2024](#) – 27 September, 25 October. 09.30 - 10.30

**UKUPC Procurement Act Webinar Series: Social Value in the Procurement Act**  
18 September 2024

[LUPC Member Induction November 2024](#)  
14 November 2024

For further information and to register, please see the [events page on our website](#).

### Publications

E-bulletins are issued monthly around the 15<sup>th</sup> of each month.

Linked magazine is published quarterly at the end of every January, April, July and October.

LUPC's Annual Membership Survey has been issued, deadline for completion was 26 July 2024.

### Website

The [Jobs Board](#) section of the LUPC website is available to advertise any procurement vacancies at member organisations.

Please use the [Discussions Boards](#) on our website to generate procurement related conversations across the LUPC membership to help with your procurement activities.

The [Resources/Tools](#) web page has been updated with the new Template Documents for both regulated and non-regulated procurements.

Linked magazine is published quarterly at the end of every January, April, July and October.



The Annual Membership Survey Report for 2023 was published in March.



## Let's talk...

LUPC Procurement Manager Reece Baines talks us through his procurement career to date.

**How long have you worked at your organisation?** 1 and a half years

**How did you get into procurement?** By chance really! I started out in Finance and it was pretty clear that I was destined for other things – I was fortunate enough to have someone in the company at the time, offer me an expeditor role. That was at Motorola.

**What skills from your previous roles helped you in your procurement journey?** So many. Category management, strategic procurement, process development, stakeholder management, supplier development, contract management, negotiating, listening to the customer ... it goes on.

**What do you most enjoy about your job?** Building relationships with the various stakeholders and

being able to use my experience and knowledge to help educate the client. I get a great deal of satisfaction from seeing the value we can bring to an organisation.

**What's the worst thing that happened in your career and how did you overcome it?** The worst thing that's happened to me is covid. I had just moved from a two-year contract with Bristol City Council into a brand-new contract with National Composites Centre. I was six weeks into the new contract when covid hit. I, along with all the other contractors, was released. I was one of the un-lucky people who fell through the net and didn't qualify for furlough. I didn't have any income for a year and it made me regret going into contracting. Fortunately, I had a savings pot that enabled me to keep afloat for the year.

**If you weren't in procurement, what would you be doing?**

I'd like to think I'd be a carpenter.

**What's the most interesting item or service you've had to buy?**

I have a few! I had to purchase kit for the British Antarctic Survey team whose research is carried out in the Halley research station in Antarctica. I was lucky enough to be invited to lunch on the James Cook research ship. I also had to acquire a research vessel for the National Oceanography Centre. I spent some time working at Pinewood Film Studios too where I saw various actresses and actors come and go. It was a fascinating place to work. Having the opportunity to have an insight into some of these organisations was a rare privilege.

**In your view, what value can working with the Procurement team bring to other areas in Estates, IT etc.**

Procurement can bring many benefits to other business areas. It can help mitigate risk, ensure supply continuity, bring innovation, streamline processes, ensure sustainability, responsible sourcing, increase departmental communication, help education, increase job satisfaction and ultimately enhance the corporate brand.

**What advice would you give to people new to the sector?**

Jump in and fully explore all the potential avenues of procurement.

Procurement is so much more than 'just buying stuff'.

**What are the key challenges ahead for your organisation, particularly in the current climate?**

I'm seeing the same reoccurring gaps / challenges across the HE sector and with other institutions. People in these organisations are expected to take on procurement in addition to their day job and more and more, we are seeing how regulations are becoming more complex and there is social pressure on responsible procurement, supply chain management, which is key to many HE organisations and is not simple to implement.

**What achievement are you most proud of (and why)?**

Whilst working for the NHS in Bristol, I purchased a Mobile Mammography Van. Like a lot of families, we have sadly lost loved ones through breast cancer, so it was extra special for me to manage this project.

**What do you enjoy doing in your free time?**

Wild camping, fishing and just spending time with my daughter whenever I can

**And finally, what would be your favourite book and luxury on a desert island?**

Favourite book - Cast Away.  
Luxury – Hammock (with fly sheet)

**AGREEMENT SPOTLIGHT ON THE OCCUPATIONAL HEALTH FRAMEWORK.**

The new framework for occupational health services (OHS) for 2024 is now available to our members. With a widened geographical lot structure, the framework provides more options of supplier choice, the ability to split the provision of OHS and employee/student assistance programmes (EAP/SAP) or to source via a single supplier through lot 1.

The framework retains successful incumbents from the previous framework such as OH Works, Optima Health, and Cordell Health, as well as welcoming new suppliers such as PAM OH Solutions (People Asset Mangement) and Medigold Health.

While most members will be familiar with OHS, EAP, and SAP services to

provide wellbeing support to staff and students, the framework provides for additional options to support student mental health and wellbeing via digital assistance under lot 7.

**Lot 7 – Student Digital Assistance**

Lot 7 provides exciting, innovative and additional options to members to support students throughout their



time at university, both prior to their fresher year giving early information on the campus, support options and general information on life during their study through to their graduation. Highest ranked under the framework agreement is 1st Wellbeing whose product, Uniwellbeing, is designed to help students to transition through each stage of university life from pre-arrival, fresher year, through to the final year. It will pre-empt common issues delivering the right advice to students at the right time. The goal is to have happier, healthier and more productive students.

The platform can be branded to match the university's own scheme making it a familiar experience for the student from day one and integrate with existing university support networks.

The simple to use platform can

provide quick access to signposting for counselling and crisis support including key contacts within the university, local services, and direct links to other complimentary support services.

The tools within are devised by experts to enable students to proactively look after their wellbeing using evidence-based methods including 5 ways to wellbeing, mindfulness, and cognitive behavioural therapy (CBT). These are delivered in bite-sized chunks through interactive tools, videos, and podcasts that enhance relaxation, focus, energy, mood, and productivity in minutes.

Major stress triggers such as money are supported by a dedicated area within the platform providing practical financial advice and guidance, integrating with any existing support that the university provides.

The platform can support your university wellbeing campaigns making engagement fun and interactive across a large and diverse student population. Individuals will be united around common goals, maximising engagement, and creating a supportive, collaborative and positive culture.



The mobile technology makes it easy for students to participate while they build healthy habits along the way.

Universities can access their own dashboards that provide anonymous statistics on the platform usage, including top content, new registrations, wellbeing behaviour, and outcomes.

While the platform is designed around student wellbeing, the same platform can be used for staff wellbeing too, tailoring each user's experience to their role in the organisation.

New to LUPC, 1st Wellbeing already have many UK universities in their client base successfully using their platform and making a difference to their students' mental health and

wellbeing. This includes University of Roehampton, Exeter University, University of Leicester, and Newcastle University.

**Further Support for LUPC Members**

Throughout the term of the framework the suppliers have committed to engage with LUPC members on mental health and wellbeing issues for both staff and students. These events will be made available to members via the [events section of our website](#). We will also be arranging demonstration days so you can experience the variety of digital platform options available to you. To kick off, in September 2024 we will be providing a launch webinar alongside 1st Wellbeing.



