

# Professional Services Focus: Agreement Updates

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**#lupcsupc17**

# Today's Agenda

- Introduction on the activities in the Professional Services Category (5 min)
- Global Mobility Framework Agreement (15 min inc. Q&A)
- Legal Services Framework Agreement (15 min inc. Q&A)
- Executive Recruitment Framework Agreement (15 min inc. Q&A)
- Update on Framework Agreements in the pipeline (10 min inc. Q&A)

# Introduction on the activities in the Professional Services Category

- Key category for the Consortia
- Various opportunities to capture spend have been identified
- Strategy is being developed

# Global Mobility Services

- Tendered by NWUPC with engagement from other UKUPCs
- First iteration
- Start date: 1<sup>st</sup> October 2016 (3 years + 12 months extension)
- Full details on HE Contracts



# Global Mobility Services

- Initially referred to as International Employment Services
- Helping organizations manage the complex tax, planning, operational, and strategic aspects of deploying an international workforce.
- Examples: delivery of offshore validated or franchised programmes, opening of branch campuses overseas – anything that may require organisations to employ staff outside the UK
- Endorsed by:
  - ✓ Universities & Colleges Employers Assoc (UCEA)
  - ✓ British Universities Finance Directors Group (BUFDG)
  - ✓ Universities Human Resources (UHR)
  - ✓ Payroll Employment Group (PEG)

Description	Appointed suppliers
<b>Lot 1</b> Legal Services	1. KPMG 2. Weightmans 3. PwC 4. Eversheds 5. Ernst & Young 6. Veale Wasbrough Vizards
<b>Lot 2</b> Taxation and Accountancy Services	1. PwC 2. Deloitte 3. KPMG 4. Ernst & Young 5. IPM Global Mobility Ltd
<b>Lot 3</b> International Payroll Services	1. PwC 2. KPMG 3. Ernst & Young 4. IPM Global Mobility Ltd
<b>Lot 4</b> Domiciliation Services	1. Ernst & Young 2. PwC 3. KPMG 4. IPM Global Mobility Ltd
<b>Lot 5</b> Relocation Services	1. Crown Worldwide Ltd 2. IPM Global Mobility Ltd 3. PwC 4. Lexicon Relocation Ltd 5. Relocation Support Services Ltd

# Global Mobility Services

- Direct Award
- Further Competition

# Global Mobility Services

Award Criteria	Weighting				
	Lot 1	Lot 2	Lot 3	Lot 4	Lot 5
<b>Quality</b>	70%	70%	70%	70%	70%
Relationship Management	15%	15%	15%	15%	5%
Project Management	5%	5%	5%	5%	5%
Lot Specific Management	25%	25%	25%	25%	25%
Value Added Services	5%	5%	5%	5%	5%
Scenario Method Statement	15%	15%	15%	15%	15%
Price & Discount Structure	5%	5%	5%	5%	5%
Sustainability (Lot 5 only)	N/a	N/a	N/a	N/a	5%
Order & Payment Procedures (Lot 5 only)	N/a	N/a	N/a	N/a	5%
<b>Commercial</b>	30%	30%	30%	30%	30%
<b>Total</b>	100%				



# Global Mobility Services

## Pricing

- Hourly rates
- Daily rates
- Package rates for pre-specified services
- Discounts available for specified thresholds of expenditure
- Ceiling rates: Bidders cannot exceed\* but you can compete for lower rates!

*\*unless you require a more comprehensive services than in the main specification*

# Legal Services

- Tendered by LUPC with extensive engagement from other UKUPCs
- Support from UHR, AUDE, AULP, BUFDG, HE Shared Legal
- Replaces previous APUC agreement
- Start date: 19<sup>th</sup> May 2017 (3 years + 12 months extension)
- Full details on HE Contracts



# Legal Services

- Lot 1 Property (Estates)
- Lot 2 Human Resources (Including Human Resources dispute resolution)
- Lot 3 Dispute resolution (all dispute resolution/ litigation except Human Resources dispute resolution)
- Lot 4 Governance (constitutional, charity, higher education, academic registry)
- Lot 5 Commercial
- Lot 6 Student Matters
- Lot 7 One-stop-shop

# Legal Services

## **Lot 1: Property (Estates)**

1. Kent County Council (*LUPC and SUPC only*)
2. Veale Wasbrough Vizards
3. Shakespeare Martineau
4. Michelmores (*LUPC, SUPC and HEPCW only*)
5. Muckle
6. TLT
7. Watson Burton (*LUPC, NEUPC and NWUPC only*)
8. Mills & Reeve

## **Lot 2: HR**

1. Kent County Council (*LUPC and SUPC only*)
2. Veale Wasbrough Vizards
3. Shakespeare Martineau
4. Penningtons Manches (*LUPC and SUPC only*)
5. Watson Burton (*LUPC, NEUPC and NWUPC only*)
6. TLT
7. Weightmans
8. Eversheds Sutherland

# Legal Services

## **Lot 3: Dispute resolution**

1. Clarkslegal
2. Hewitsons
3. Michelmores (*LUPC, SUPC and HEPCW only*)
4. Capital Law
5. Hill Dickinson
6. Berrymans Lace Mawer
7. Turner Parkinson
8. Naphens (*NWUPC only*)

## **Lot 4: Governance**

1. Bond Dickinson
2. Capital Law (*HEPCW only*)
3. JG Poole
4. Eversheds Sutherland
5. Penningtons Manches (*LUPC and SUPC only*)
6. TLT
7. Hewitsons
8. Wright Hassall (*LUPC and SUPC only*)

# Legal Services

## **Lot 5: Commercial**

1. Michelmores (*LUPC, SUPC and HEPCW only*)
2. Bond Dickinson
3. JG Poole
4. Weightmans
5. Muckle
6. Mills & Reeve
7. Clarkslegal
8. DAC Beachcroft

## **Lot 6: Student Matters**

1. Penningtons Manches (*LUPC and SUPC only*)
2. CMS Cameron McKenna
3. JG Poole
4. Watson Burton (*LUPC, NEUPC and NWUPC only*)
5. Capital Law (*HEPCW only*)
6. Hill Dickinson
7. Berrymans Lace Mawer

# Legal Services

## **Lot 7: One-Stop-Shop**

1. Veale Wasbrough Vizards
2. Bates Wells & Braithwaite
3. Shakespeare Martineau
4. Muckle
- 5=Weightmans
- 5=CMS Cameron McKenna
6. Bond Dickinson
7. Mills & Reeve
8. Eversheds Sutherland
9. Burges Salmon

# Legal Services



Microsoft Excel  
Worksheet



# Legal Services

Call-off options:

- Direct award
- Desktop exercise
- Mini competition

# Executive & Senior Strategic Search and Recruitment

- Tendered by APUC with engagement from other UKUPCs
- Replaces previous APUC agreement
- Start date: 17<sup>th</sup> April 2017 (3 years + 12 months extension)
- Full details on HE Contracts



# Executive & Senior Strategic Search and Recruitment

- Structure:
  - *10 Lots! (5 specific to Scotland / 5 specific to England & Wales)*

Lot #	Title (all England and Wales only)	Example Job title
2	Exec / Senior Academic roles	Principal/Vice Chancellor / Deans / University Secretary
4	Professional Services Director roles	Chief Executive Officer / Secretary and Registrar / Director of Finance/Chief Financial Officer
6	Senior Professional roles	Procurement Manager/Category Manager / IT Manager/ Functional lead/specialist / Financial Accountant/Management Accountant
8	International roles in overseas campus locations	All
10	Longer term Strategic Partnership	All with additional services such as assisting with salary review and organisational benchmarking

# Executive & Senior Strategic Search and Recruitment

Lot	Description	Supplier
2	Executive /Senior Academic roles (England & Wales)	<ol style="list-style-type: none"> <li>1. Veredus</li> <li>2. Perrett Laver</li> <li>3. Saxton Bampfylde</li> <li>4. GatenbySanderson Ltd</li> <li>5. Harvey Nash Group Plc</li> </ol>
4	Professional Services Director roles (England & Wales)	<ol style="list-style-type: none"> <li>1. Veredus</li> <li>2. Perrett Laver</li> <li>3. Hays Specialist Recruitment Ltd</li> <li>4. Saxton Bampfylde</li> <li>5. Penna Plc</li> </ol>
6	Senior Professional roles (England & Wales)	<ol style="list-style-type: none"> <li>1. Badenoch &amp; Clark</li> <li>2. Harvey Nash Group Plc</li> <li>3. Hays Specialist Recruitment Ltd</li> <li>4. Aspen People Ltd</li> <li>5. Perrett Laver</li> <li>6. Penna Plc</li> </ol>

Lot	Description	Supplier
8	International Executive/ Senior Academic and Professional Service Director roles into overseas locations (England & Wales)	<ol style="list-style-type: none"> <li>1. Perrett Laver</li> <li>2. Saxton Bampfylde</li> <li>3. Executive Headhunters Ltd</li> <li>4. Witt/Kieffer Ccentric</li> <li>5. SearchHigher</li> </ol>
10	Longer Term Strategic Partnership (England & Wales)	<ol style="list-style-type: none"> <li>1. Perrett Laver</li> <li>2. Veredus</li> <li>3. Badenoch and Clark</li> <li>4. Witt/Kieffer Ccentric</li> <li>5. SearchHigher</li> </ol>

# Executive & Senior Strategic Search and Recruitment

- Pricing
  - Flat fee linked to salary band and whether a part or full service is required
  - Discounts available for multiple roles
  - Lot 10 (Strategic Partnership) quarterly retainer (for additional services) plus flat fee
  - Ceiling rates: Bidders cannot exceed\* but you can compete for lower rates!

*\*unless you require a more comprehensive services than in the main specification*

# Executive & Senior Strategic Search and Recruitment

- Call-Off Options
  - Award to top ranked Supplier on the relevant Lot (providing they can meet your requirements)
  - Further Competition (on a role by role basis OR to appoint a sole supplier)
  - Desktop exercise (weightings can be varied by up to 20 percentage points)

# Executive & Senior Strategic Search and Recruitment



- Tender Evaluation
  - Focus on quality with quality/price ratio of 70%/30%
  - Quality Criteria:
    - 30% Service delivery and methodology
    - 15% Equality, Diversity & Inclusion
    - 15% Key Personnel, experience & approach CPD
    - 10% Quality Assurance

# Executive & Senior Strategic Search and Recruitment

- Resources available on HE Contracts ([www.hecontracts.co.uk](http://www.hecontracts.co.uk))
  - Buyers Guide
  - Pricing information
  - Supplier contact dashboard
  - Full specification issued with the tender
  - Tender questionnaire and evaluation criteria
  - Copy of the OJEU Notice
  - Desktop evaluation information



# Framework Agreements in the pipeline

- Training Services tender (NEUPC led). *Expected to go live in September 2017* 
- IPR Services tender (NEUPC led). *Timetable being reviewed*
- Debt Collection Services (LUPC led). *Expected to go live in August/September 2017*
- Accounting, Audit and Tax (NWUPC led). *Timetable being reviewed*
- Gowning services (LUPC led). *Expected to go live in January 2018* 

# Don't forget we already have these agreements...

- National Education Recruitment Advertising and Recruitment Services (NERARS)
- Temporary Agency Staff Services (separate agreements for SUPC and LUPC)
- Audit Services
- Cash & Valuables in Transit
- Occupational Health Services
- Neutral Vendor SPS (SUPC only)

**QUESTIONS?**