

# About us

London Universities Purchasing Consortium (LUPC) is a not-for-profit professional buying organisation owned and led by its Members, for its Members.

LUPC exists to generate savings and better value for our Members through the collaborative procurement of goods and services, without causing harm to others. We offer a range of framework agreements and contracts – all of which are compliant with EU public procurement regulations – and collaborate with five other higher education purchasing consortia on a national level to share agreements and maximise the benefits to our Members.

We currently have more than 70 full Members drawn from across London higher education institutions and other national not-for-profit organisations based in the arts, sciences and research sectors, as well as a number of Associate Members in further education. All our tenders are shaped and led by Members, for Members to ensure we deliver relevant, tailored agreements that save you both time and money.

For more information about membership, and how to join us, visit [www.lupc.ac.uk](http://www.lupc.ac.uk)



# Member benefits

Membership of LUPC gives you access to more than 100 professionally tendered framework agreements and contracts across a range of categories, as well as a number of added value resources.

**Savings for your institution:** Our Members' average return on investment is 120:1, with institutions collectively saving £33.8 million in 2015-16. There is also a reduction in tendering costs and time for both buyers and suppliers.

**Guaranteed compliance:** All LUPC framework agreements are tendered by professionals and are compliant with all relevant procurement rules and regulations, thus minimising the risk of legal challenge.

**Fully tailored to your needs:** Members are at the heart of all LUPC's activities and are involved in shaping and delivering all our agreements.

**Sustainability and responsible procurement:** LUPC has already reached Level 4 of the Sustainable Procurement Flexible Framework, and is at the forefront of improving worker conditions and tackling human rights abuses in its supply chains, through affiliations with organisations such as People & Planet and Electronics Watch.

## Other standard Member benefits include:

- Free EU procurement advice
- Free online credit referencing service (Creditsafe)
- Free membership of The Energy Consortium (TEC)
- Free Procurement Maturity Assessment from an independent consultant
- Annual Spend and Savings Report, and a free spend analysis tool for Members' own in-house use
- Low-cost training and workshops
- Regular news and communications to keep you up-to-date
- An annual Conference, free for Members to attend.

# Additional services

LUPC offers Members two additional, chargeable services to support Members' varied procurement requirements, whatever their size or budget:

## Procurement Consultancy Service

LUPC provides a low-cost procurement consultancy service to manage short-term procurement requirements for Members, including for mini-competitions. Members may find this useful when time or resources are stretched. LUPC's consultants are procurement professionals that we know and have used ourselves – so you can expect a very high level of service and expertise.

## Shared Service – Ensemble Purchasing

LUPC also offers a Shared Procurement Service, 'Ensemble Purchasing', which can provide professional, in-house procurement resource for smaller institutions on an ongoing basis. The service is owned and led by participating Members, while LUPC manages payroll, HR, training, accommodation and other needs of the staff. Several Members have already signed up to Ensemble and are benefitting from having a dedicated procurement professional working on their individual requirements on an ongoing basis.

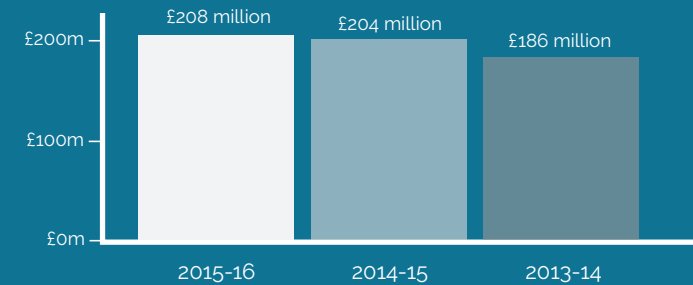
For more details: [www.ensemblepurchasing.ac.uk](http://www.ensemblepurchasing.ac.uk) or contact Andy Davies: [a.davies@lupc.ac.uk](mailto:a.davies@lupc.ac.uk)



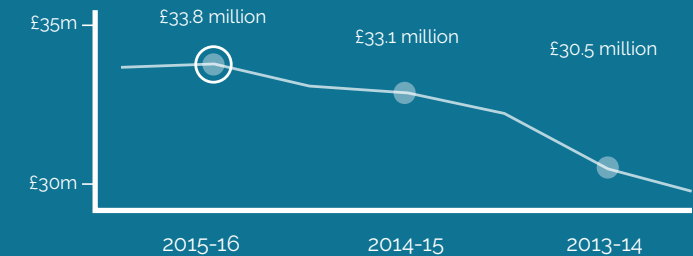
# Summary of results

2015-2016

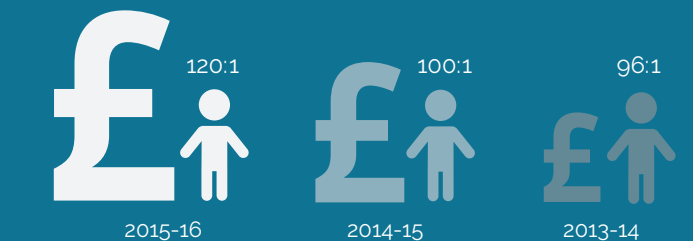
## Consortium expenditure



## Member savings



## Average member ROI\*



\*Every £ saved for every £ of membership fee

# LUPC agreements

## Typical savings\*

### Energy Typical saving %

Gas	Via TEC
Electricity	Via TEC
Non-Half Hourly	Via TEC

### Estates Typical saving %

Air Filters	18%
Audio Visual Products & Services	9%
Cleaning Services: Lot 1 - One-Stop-Shop - Cleaning & Associated Services	0%
Cleaning Services: Lot 2 - Residential Cleaning	8%
Cleaning Services: Lot 3 - Non-Residential Cleaning	2%
Janitorial & Cleaning Supplies	3%
Lifts - Consultancy, Maintenance & Installation	11%
Electrical Materials	29%
Estates Maintenance & Minor Works	10%
Floor Coverings	18%
Franking Machines	22%
Furniture - Office	5%
Furniture - Residential, Bespoke Teaching & IT	5%
Pest Control Services	36%
Photographic Equipment & Consumables	39%
Plumbing, Sanitary & Heating Supplies	12%
Portable Appliance Testing (PAT)	25%
PPE & Clothing	n/a
Recycling Bins	33-74%
Security Services, (Guarding & Reception):	
Lot 1 - Large (contracts over £250k p.a.)	5%
Security Services (Guarding & Reception):	
Lot 2 - Small (contracts up to £300k p.a.)	6%
Signs & Signage	7-33%
Smoke & CO detectors	via The Consortium
Soft Furnishings	9%
Sports, Fitness & Gym Equipment	15%
Sustainable Waste Management Services	13-31%
Washroom Services & Associated Products	39%
White Goods	29%

### Catering Typical saving %

Catering agreements are provided directly by The University Caterers Organisation (TUCO) [www.tuco.org](http://www.tuco.org)

### ICT Typical saving %

Apple Computers	16%
Computer Recycling & Disposal - WEEE	n/a
Computer Software Chest	n/a
Data Centre Management Equipment & Consultancy	15-21%
Desktops & Notebooks (NDNA)	14%
Finance Systems	22%
HR & Payroll Systems	n/a
IT-Related Accessories & Parts (ITRAP)	3%
Jisc/JANET Shared Data Centre	6%
Jisc/JANET Transmission Services	15%
Networking - Supply & Services	7-13%
Printers & Peripherals (NEPA)	14%
Routing & Switching Equipment	6%
Servers, Storage and Solutions (SSSNA)	16%
Software Licence Resellers	n/a

### STEMed & Laboratories Typical saving %

Electronic Components	33-51%
Engineering & Design - Consumables, Storage & Handling	22%
High Value Laboratory Equipment (HVLE)	10%
Laboratory Chemicals	31%
Laboratory Consumables incl. Pipettes	16%
Laboratory Equipment & Post-Installation Services	12%
Laboratory Gases	48%
Liquid Handling Robotics	n/a
Mass Spectrometry & Chromatography Equipment	n/a
Microscopes & Imaging	n/a
Radiochemicals	23%
Veterinary Supplies	7%
Lasers	23%

### Library Typical saving %

Books	3%
Serials	1%

### Office Typical saving %

Office, Computer & Library Supplies	16%
Paper	11%
PPI Envelopes	17%
Promotional Products	8%

### Professional Services Typical saving %

Audit Services	9%
Cash & Valuables in Transit	1%
Courier, Parcel & International Mail	3%
Childcare Vouchers	80%
Debt Collection	26%
Executive Recruitment	31%
Global Mobility Services	NEW
Insurance	30%
Legal Services (LUPC agreement)	12%
Legal Services (national for HE/FE sector)	6%
Occupational Health Services	20%
Pension Scheme Provision	<1%
Purchasing Cards	Via CCS
Recruitment Advertising (NERARS)	2%
Temporary Staff	3%
Intellectual Property Rights	25-27%

### Telecommunications Typical saving %

Ethical Smartphones	6%
Jisc/JANET txt - SMS for Education	25%
Jisc/JANET Telephony Purchasing	n/a
PSN Services - Mobile Voice & Data Services	Via CCS
SIP & IP Handsets, Licences & Installations	24%
Telecomms Equipment	16-35%

### Travel Typical saving %

Air Route Deals	n/a
Travel Management Services	19%
Taxi-type Services	15%
Vehicle Hire & Leasing	35%

\* List correct February 2017. Savings may be cashable or non-cashable, and are calculated differently across agreements. Some may be benchmarked against previous consortia agreements, other collaborative arrangements or against Members' existing contracts. We aim to be conservative in our typical savings calculations; these savings may vary for individual institutions.

Savings based on 15-16 data

n/a = data not available or applicable

CCS = Crown Commercial Service

TEC = The Energy Consortium ([www.tec.ac.uk](http://www.tec.ac.uk))

For further information contact [enquiries@lupc.ac.uk](mailto:enquiries@lupc.ac.uk)



# A Guide to Member Benefits