

# Member case study

## Royal College of Music: Benefits of LUPC's consultancy services.

"The Royal College of Music (RCM) has used LUPC's consultancy service for the procurement of Cleaning, a collaborative project with the Royal College of Art and Heythrop College; and a One-Stop-Shop M&E and Fabric Maintenance Service.

"The professional support available from LUPC was valuable as these were unfamiliar contracts on high value services. The RCM does not have a full time procurement manager, and we were keen to reduce the risk of challenge and realise savings.

"The consultant provided by LUPC was a highly qualified procurement professional capable of adapting to an institution's requirements. The relationship was easy to manage as we established a project programme with client and consultant tasks clearly marked.

"For Cleaning, the service allowed us to re-tender a collaborative project despite heavy internal workloads, and through the consultant's management and scrutiny of tender returns, RCM saved a further £9,000.

"Over its first two years, our Estates Maintenance contract has combined all of RCM's separate suppliers under one main LUPC contract. The consultant's support in achieving this was paramount.

"It's worth noting that cost is just one of the holistic added value benefits that LUPC's consultancy can provide. Others include legislative compliance; sound contracts advice; LUPC team support; supplier review meetings; and access to pre-vetted and professional suppliers."

**Matt Nicholls, 2013**

*Matt Nicholls is Head of Estates at the Royal College of Music, a HE member of LUPC.*

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