

Member case study

University of Greenwich: Involvement in the tender process for LUPC's Sustainable Waste Management agreement

“The tender for Sustainable Waste Management came at just the right time for the University of Greenwich; our current contract is coming to a natural end and we were looking to up our game for the next contract period by building on the steps made with our incumbent on reporting, increasing recycling rates, etc.

To ensure this new agreement would meet our needs we gladly participated on the tender working party. We were pleased to be part of a very enthusiastic group alongside representatives of some quite varied institutions and from the Estates, Sustainability and Procurement roles.

The make-up of the working party ensured that a high level requirement specification was produced which would meet the needs of the LUPC membership, whether in specialist areas of waste management or as a one-stop-shop. The buying power of LUPC ensured that objectives that we, as an individual institution, would want as desirable could now be realistically approached as essentials.

The tender process was intense at times, but far less demanding than running our own tender and with the added benefits of some expert advice from WRAP and the input of other LUPC members.

We are now planning to run our mini-competition under the framework agreement. LUPC has ensured the mini-competition process is going to be simple and straightforward, using the criteria and scoring from the main tender process as much as possible. We are confident that, with the quality and performance elements of the service more than adequately taken care of at the framework level, we can concentrate on getting the services we require, when we need them and secure improvements on the framework's maximum pricing – and the process allows us to readjust the selection criteria weighting to ensure the suppliers offer their best pricing for our specific requirements.”

Ian Husson, August 2014

Ian Husson is Procurement Officer at the University of Greenwich.

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