

Advanced Procurement for Universities & Colleges

Annual Report 2019/20

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"To maximise the value of Scotland's investment in further and higher education by working in partnership with institutions to support and enable sustainable innovation in procurement and shared service optimisation"



Introduction from the Chair of APUC Limited.

On behalf of the Board of APUC Limited, I am delighted to introduce APUC's Annual Report for the year 2019-20.

This year has again been one of substantial development and significant challenges for the sector and APUC, and also another one of significant achievement. The format of the Annual Report is again in line with the themes in the company's Strategic Plan.

The COVID-19 pandemic has meant that APUC successfully switched to entirely homeworking for the final months of the 2019/20 financial year, while maintaining full 'service levels' to the sector. Procurement Strategy Groups, AGM and Board meetings (as well as all other operational meetings) have all been conducted via MS Teams and the format has worked very well. With the exception of a small number of tenders that have been rescheduled to ensure full market engagement, the contracting activities have not been negatively impacted by the COVID-19 situation. APUC has also ensured that the opportunities for economies that this has presented within its internal operations have been retained and savings achieved from this, deferred into the 2020/21 financial year for use in strategically important projects that will bring collaborative benefit to the HE/FE sectors. The Heads of Category actively liaised with suppliers to understand the impact COVID-19 was having on the supply chain. APUC's Supply Chain Management (SCM) tool was enhanced by eSolutions to log this information and all UKUPC consortia are now using the tool to record information both in relation to COVID-19 but also focussing on the impacts on PPE and other priority goods and services across the supply chain. I would like to pay tribute to our Chief Executive and the whole APUC team for the magnificent way in which they have responded to these unprecedented challenges.

Brexit has again played a significant part in the workload of APUC during the year with ongoing work being undertaken to obtain information from suppliers for medium/high risk Framework Agreements on their process in the event of a 'no deal' Brexit and what mitigating actions they have put in place, encouraging action where concerns occur. APUC is working with other consortia to provide a full picture to the sector on the Framework Agreements that are promoted to ensure a consistent approach is being taken across the UK. APUC has also been liaising with the other consortia as to the common approach being taken to liaise with the supply chain across the UK. It has been agreed that the APUC Supply Chain Management (SCM) tool will be used for this purpose. Over the coming months contact will continue with the supply chain to understand the risks and issues, and work through solutions / mitigations going forward as specific impacts become clearer.

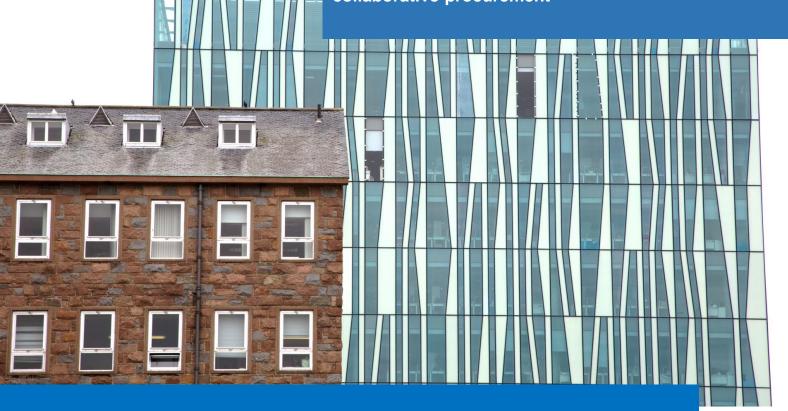
Further to the UK and Scottish Governments Declaration of a Climate Emergency, APUC and stakeholders from member institutions have materially increased the focus on addressing the issues associated with climate change. Supplier Climate Change Emergency Response information will be collected through Section 1 of the SCM tool as gaining an understanding of supplier targets and actions on lowering their impact on climate change, including how they are planning to achieve targets and by when, is required to effectively manage relationships and Responsible (collaborative) Procurement Action Plan (RPAP) goals. Champions and/or Heads of Category are representing their category area within the Climate Emergency Procurement Working Group (Chaired by the CEO of APUC) and its subgroups to compile guidance information in six identified (HE/FE) Priority Impact Areas of Climate Change (PIACC). From March 2020, the subgroups, all chaired by the Head of Responsible Procurement, have met on a 4-6 weekly basis to compile guidance information on aspects that can be considered in applying action to reduce the impacts on climate emissions on goods or service procured by institutions. The first version of the guidance information is now published on SharePoint. Demand from institutions for support from APUC in this area is increasing, with APUC now adjusting resourcing to ensure emerging needs and expectations can be met.

The following pages provide a series of highlights on the work taking place across the various themes of the Strategic Plan and include information on the framework agreements led by or facilitated by APUC that are available for client institution use.

Through delivery of its work, APUC has continued to achieve considerable success for the sectors by working closely with its client institutions and, with them, forming a highly focussed collective team. I would like to extend my thanks to all institutional staff involved in procurement activity for their valued cooperation and to all staff in APUC for this outstanding example of sustained and highly productive collaboration. I should also like to convey my warm thanks to my colleagues on the APUC Board whose guidance and support for the development of APUC has been, and continues to be, extremely valuable.

to increase Efficiency and Collaboration

Circa 175 collaborative Framework Agreements were available to the sector throughout the year with high levels of utilisation with Category eBulletins issued quarterly to complement their use enabling the sectors to be on track in meeting the 2022 targets for collaborative procurement



- > Regional procurement teams (APUC or mixed APUC / institutional staffing) continued to develop with solutions tailored to suit each region's needs
- Circa 40 staff provided on-site procurement capability on a shared service basis across client institutions
- ➤ The <u>PRA Operational Procurement Strategy</u> was updated in line with the 2018 2022 Strategy
- ➤ The second new Procurement Development Workshop (PDW) format event took place in February 2020. This PDW new format annual event was again very successful in establishing the procurement priorities for APUC throughout the year
- ➤ The HE/FE Collaboration Catalyst (to assist in catalysing further potential shared services and increase collaborative working) continues to evaluate potential new services. Those live already include Moodle-Share, CISO-Share, DPO-Share, Change-Share and the UniDesk Helpdesk (in its new shared service form)

in delivering Sustainable and Responsible Procurement

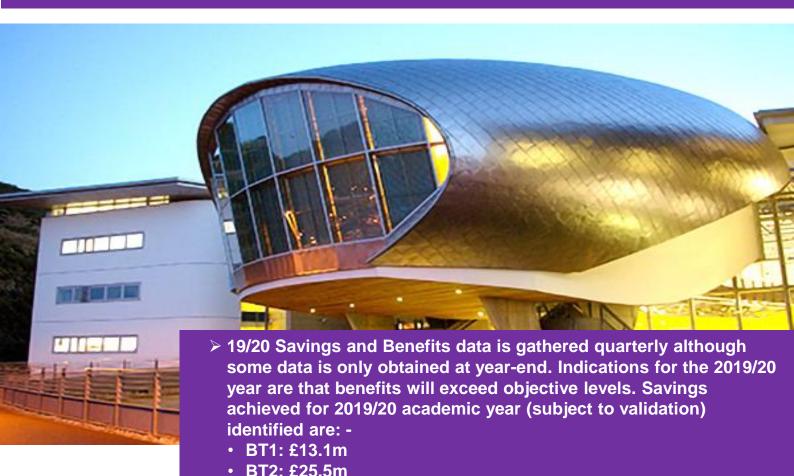


- APUC undertook a restructuring of its Sustainability related resources in order to provide a small but expert Responsible Procurement Team that will support the APUC core team and procurement teams across institutions in working across needs definition, tendering and contract management activity in order to maximise reduction in environmental /climate impacts.
- ➤ At a UK level, a "HE/FE Climate Commission" has been established, representing the leadership of all the UK HE and FE institutions. Climate Commissioners will lead this group and expert witnesses, made up of professional staff, academic staff, students and staff from collaborative bodies (including APUC's CEO), have been established to inform the commissioners and assist with implementation of the Commission's initial objective for all UK Universities and Colleges to be Net-Zero by 2030 for their on-site emissions.
- ➤ HE/FE Procurement and APUC are working cross functionally on both the Universities Scotland Responsible University Group Scotland (RUGS) and the CDN Climate Emergency Experts Group. Work is now taking place on defining collective objectives / aspirations for meaningful actions in increasing responsible business activities across the sector.

to maximise Savings & Benefits

Regular meetings were held with procurement professionals where requested to assist in developing Reporting and Contract Management processes within institutions using the APUC Hunter tool and related web based solutions. A new Supply Chain Management (SCM) web based tool (integrated with the other Hunter based systems) has been developed and launched by APUC for use both within APUC and within institutions.

APUC are including innovative routes to markets wherever possible in new tenders, additionally, APUC have commissioned and had delivered to procurement professionals across the sector, a course on "alternative routes to market" for its staff and institutional staff and delivered these across the final months of 2019. The course will be run again and in regional locations where demand exists.



- > The recently developed BT14 (sustainability etc) benefits reporting facility is being increasingly used to capture this key aspect of procurement deliverables
- ➢ Portal Based Spend and Benefits Data Reporting and Validation is now available for cross matched institutional and supplier MI data online, based on quarterly submissions with Real Time 19/20 Benefits Reports, is now live

to widen Access and enhance Supplier Development and performance

- > The core Collaborative Contracting teams are using the new Supply Chain Management Tool (SCM) to track and monitor their contract management meetings as well as record relevant documentation.
- ➤ An additional suite of functionality (known as "Section 1") of the tool requires suppliers to provide information such as living wage, SME status, modern slavery statements and climate emergency activity.
- New flags have been integrated into the SCM system to make information relating to COVID-19 and Brexit impacts easier to access and "Section 2" has been added to provide Sustain evaluation and scoring pages for supply chain managers. Suppliers are encouraged to provide feedback to further enhance the tool.



- ➤ UKUPC's SharePoint site went live and is being used by the UKUPC consortia groups to share information on UK projects. A simple UKUPC website is also under development by APUC for launch in Q4 2020.
- ➤ APUC is supporting institutions to implement the Scottish Government's elnvoicing tool and 6 institutions are now live. Implementations at other institutions are either in final testing phase or delayed due to COVID-19 constraints. All institutions now have at least a simple solution to enable compliance with the need to have e-invoice processing capability.
- > Online content (narrative and video) to Ensure Businesses of all sizes have access to and understand how to bid for sector business was provided.

increasing Capability and supporting Continuous Improvement

All Full and Medium Procurement and Commercial Improvement Programme (PCIP) assessments were completed, and the average score across both Full and Medium improved by 24%. Lite PCIPs were also completed by the end of 2019 and their average scores improved by 20%.

Operations Procurement Reviews (OPRs) were scheduled to be completed by early April but a small namber of institutions' assessments had to be postponed due to the COVID-19 lockdown. The OPR process has been adapted now to be conducted over video meetings and the process will be completed as early as possible within the 2020/21 AY



- Numerous eLearning Modules for Procurement Learning and Development are now available to institutions via the Buyers Portal. A Good Practice Hub is also available on the Portal.
- ➤ A new training needs gathering approach was implemented for face to face training at the end of the 2019/20 AY to enable the largest ever training programme to be delivered across the forthcoming 2020/21 AY.
- The Management Trainee Programme continues to be extremely successful, with 5th round trainees due to complete their training in Q4 2020. Recruitment of 6th round candidates will also commence in Q4/20

Corporate Services

APUC/UCSS Ltd. and HEFESTIS Ltd.) could not function without the continuing support from the CORPORATE SERVICES teams

- Support for IT, general administration, facilities and communications is now well established for each APUC office location.
- Continuing support for client facing media is delivered (eBulletins etc).
- Stakeholder and staff eZines are now well established as a popular means of communication.
- Full Finance support to the business, for staff and external stakeholders was provided from highly effective Finance resource which was strengthened in December with the addition of a Financial Accounting Manager.

The 2019-20 Financial Statements and associated reports are available on the <u>corporate information page</u> on the APUC website.

Summary Update on Governance Changes (full list of Directors is on page 12):

- Margaret Cook, Perth College, joined the Board on 21/11/19 to replace Carol Turnbull, Dumfries and Galloway College.
- Douglas MacKellar, non-sector director stepped down on 21/11/19
 after a long and distinguished service on the Board. The Board
 wishes to express its sincere thanks for his excellent contribution to
 the APUC Board since its inception in 2007.
- Sheena Stewart, Abertay University kindly agreed to extend her current term as an HE director on the Board to the end of calendar year 2020.
- Phil McNaull re-joined the Board as a non-sector director to replace Douglas MacKellar.
- Veronica Strachan, Robert Gordon University, joined the board on 1/6/20 to replace Sheena Stewart when she steps down in December 2020.

Fig 1a - Collaborative Framework Agreements available with Buyers' Guides

ESTATES	Natural Gas	Personal Protective Equipment (PPE)
Recycling Bins & Street Furniture	Condition Surveys	NDEE Project Support
Door Maintenance, Repair, Inspection and Including Supply	Trade Materials	ICT
Water Coolers 1317	Vehicle Purchase (CCS Ref RM6060)	Broadcast Equipment & Installation Services Lot 2 Supply - Vision Equipment
Pest Control	 Lift Maintenance, Installation & Refurbishment Services 	Servers, Storage and Solutions National Agreement (SSSNA)
Electrical Sundries Supply of	Sustainable Timber Products & Materials	Software Licence Resellers Agreement (SLRA)
White Goods & Associated Products & Services	Building Materials	Printers and Managed Print Services (NEPA)
Washroom Services & Associated Products & Services	Asbestos related Works & Services	Broadcast Equipment & Installation Services Lot 8 Supply & Integration - Audio, Vision & Lighting Equipment
Vehicle Hire & Leasing - Lot 1 Vehicle Hire	Window Coverings	Broadcast Equipment & Installation Services Lot 3 Supply - Lighting Equipment
Cleaning Materials and Disposable Paper Products	Estates Professional Services (RM3816)	Broadcast Equipment & Installation Services Lot 4 Supply - Audio, Vision & Lighting Equipment
Supported Businesses - Furniture	Soft Drinks and Associated Products and Services	Broadcast Equipment & Installation Services Lot 5 Supply & Integration - Audio Equipmen
Catering Disposables & Sundries (Scotland Excel)(0915)	Salt for Winter Maintenance SXL2917	General Stationery and Office Paper
Fresh Fruit and Vegetables	Sandwiches and Associated Products	Shared Data Centre, Jisc
Fresh Fish & Seafood	Sandwiches and Associated Products	Apple Equipment & Services (National)
Waste Management	Innovative Food & Drinks Concepts	Mobile Client Devices (National Framework for)
Fresh Butcher Meat	Catering Light & Heavy Equipment	National Framework for Workstation Client Devices
Project Management and Full Design Team Services RM3741	Signs and Signage	Similarity Detection Systems and Associated Services
Plumbing Consumables and Commercial Heating Products	Water & Wastewater Billing Services	Virtual Learning Environment (VLE) Systems Framework
Floor Coverings	 Fire Safety Products and Services (SXL 16- 17) 	Finance, HR/Payroll Systems Framework
Postal Services	 Washroom Solutions and Sanitary Products (3217) 	Assistive Technology, Hardware, Software & Consumables
Domestic Furniture & Furnishings (including White Goods) (SXL 08-15)	 Security Services and Cash Collection (0719)(SXL) 	Office, Computer & Library Supplies - Lot 1
Water Quality Management - Lots 1- 5 – Risk Assessment Services	Grocery, Frozen & Chilled (incl Onestop)	IT Consumables
Franking Machines	 Road Surfacing & Minor Civil Engineering Works 	Desktop & Notebook (NDNA)
Fresh Dairy Products	Vegan & Vegetarian Food	Student Information Management Systems and Associated Services
Catering Consultancy Services	Laundry Services	Paper - Print & Specialist
Air Filters - Lot 1 - Air Filters & Associated Products	• Liquid Fuels SP-19-009	Professional Buying Tools - PCS Tender
Catering Outsourced Services	Construction Works and Associated Services (RM6088)	National Job Evaluation for the Further Education sector
Supply of Electricity (HH, NHH and Domestic)	Vehicle Lease (CCS REF: RM6096)	Office Equipment
Furniture (Supply, Delivery & Installation of)	• Non-Domestic Energy Efficiency Services > £1M	Audio Visual Equipment - Supply of Equipment and Consumables
Soft Furnishings - Lot 1 - Bedding & Bathroom Textiles & Associated Student Accommodation Packs	Courier Services	Broadcast Equipment & Installation Services Lot 6 Supply & Integration - Vision Equipmer
Fresh Bakery Products	 Disposable Products, Kitchen Chemicals, Allergen Labelling and Associated Products and Services 	IT Peripherals (SP-17-021)

Fig 1b - Collaborative Framework Agreements available with Buyers' Guides (continued)

ICT

- Broadcast Equipment & Installation Services -Lot 1 Supply - Audio Equipment
- Student Module Evaluation Systems Framework
- Short Massage Text
- · Telephony Services
- Data Centre Management Equipment and Infrastructure
- Networking HE, Supply & Services (HENSS) LOT 1 Equipment Only
- SCURL Library Systems and Associated Services
- Software Value Added Re-seller (VAR)
- Internet of Things (IoT) Dynamic Procurement System
- · Cloud Services
- Web Based and Proprietary Client Device Framework (National Framework for)
- Desktop Client Devices (National Framework for)
- Dynamic Purchasing System (DPS 2.0) for Digital Technology Services
- Network Equipment, Jisc
- · Photographic Equipment and Consumables
- Mobile Voice and Data Services Framework'
- Technology Products and Associated Services

LABORATORIES

- Laser Equipment, Supply of
- Healthcare Student Uniforms
- 3D Printers, 3D Scanners and associated equipment, Supply of
- Laboratory Equipment Supply, Installation, Delivery and Post Installation Services
- IUPC Lab Gases
- Laboratory Plastic-ware, Glassware & Sundries, Supply of
- Liquid Handling Robotics & Laboratory Automation Systems
- · Microscopes & Imaging Equipment, Supply of
- Mass Spectrometry & Chromatography Equipment, Supply of
- Laboratory Chemicals, Supply of
- Antibodies and Sera (and other related matrices) IRLA
- Veterinary Supplies

- Multi-Modality Imaging Equipment
- · Pipette Calibration, Repair and Servicing
- LABORATORY EQUIPMENT ONE-STOP-SHOP
- High Value Laboratory Equipment (HVLE) -Lot 01 Sequencers
- Molecular Biology Research Services (Next Gen Sequencing)
- Electronic Components Lot 1 Electronic Components incl. Development Boards
- · Life Science Equipment
- · Life Sciences Reagents, Kits & Consumables

LIBRARIES

- Arts and Craft Materials
- Periodicals (The Supply of) Sole supplier of Periodicals to members of APUC, Northern Ireland Institutions, National Library of Scotland and National Museums of Scotland
- · eBooks and eBook Collections for HE/FE
- Print Books and Standing Orders (the Supply of)
- Library Security and Self-Service Equipment, Software and Maintenance -Lot 1
- Library Books, Educational Textbooks and Multimedia Supplies (Supply and Delivery)
- Library Security and Self-Service Equipment, Software and Maintenance

PROFESSIONAL SERVICES - GENERAL

- · Electoral Services
- Office & Special Moving Services
- Ceremonial Gown and Photography Services
- · Audit Services Internal External and Tax
- Training Provider Agreement Lot 1 IT and Project Management
- Legal Services
- · Debt Recovery Services
- Intellectual Property Rights Services Lot 1 Non patentable IPR services
- · Fitness & Sports Equipment
- Media Services Framework 2nd Generation
- Promotional Merchandise Lot 1 Merchandise & Clothing
- Management Consultancy Framework
- · Insurance Services
- Creative Services

- Public Relations
- · Digital Marketing
- · Marketing Research
- Events & Video Production Services
- · Cash and Valuables in Transit
- · Hair and Beauty
- Publishing Print Design & Associated Services
- Travel Management Services
- · Print & Associated Services Framework
- · Media Planning Buying & Associated Services
- · ePurchasing Cards
- · Teaching Qualification Further Education
- Management Consultancy Framework 2

PROFESSIONAL SERVICES - HR

- Employee Benefits
- · Recruitment Services
- Global Mobility Support Services Lot 1 Legal Services
- Executive and Senior Strategic Search and Recruitment Services
- Employee Counselling and associated services
- Admin, Catering & Manual Staff Services -North region
- Interim IT Staff Services National
- UK & International Domestic Relocation Services 2019
- Temporary and Permanent Recruitment
- Education Recruitment Advertising & Resourcing Services – National (NERARS) 2018
- Admin, Catering & Manual Staff Services -South region
- Interim Professional Staff Services National
- Recruitment Advertising and PINs

Annex A

Full members - HE Institutions (19)

Abertay University Edinburgh Napier University Glasgow Caledonian University Glasgow School of Art Heriot-Watt University Queen Margaret University Robert Gordon University Royal Conservatoire of Scotland Scottish Association for Marine Science (SAMS) Scotland's Rural College (SRUC) University of Aberdeen University of Dundee University of Edinburgh University of Glasgow University of St Andrews University of Stirling University of Strathclyde University of the Highlands and Islands University of the West of Scotland

Full members - FE Institutions (23)

Ayrshire College **Borders College** City of Glasgow College **Dumfries and Galloway College Dundee and Angus College** Edinburgh College Fife College Forth Valley College Glasgow Clyde College Glasgow Kelvin College Inverness College Lews Castle College Moray College New College Lanarkshire Newbattle Abbey College North East Scotland College North Highland College Perth College Sabhal Mor Ostaig South Lanarkshire College West College Scotland West Highland College West Lothian College

Associate members (7)

Argyll College
Fraunhöfer UK Research Ltd
Orkney College
Shetland College (including NAFC Marine
Centre UHI)
The James Hutton Institute
The Highland Theological College
HEFESTIS Limited

Associated bodies (4)

College Development Network The Scottish Funding Council Universities Scotland Colleges Scotland

Annex B

Directors for the year ended 31 July 2020

Jim McGeorge, University Secretary, University of Dundee David Beattie. Director of Finance. University of Aberdeen Sheena Stewart, University Secretary, Abertay University Janet Thomson, Deputy Principal, Glasgow Clvde College Pete Smith, Vice Principal - Finance and Resources, North East Scotland College Margaret Cook, Principal, Perth College¹ Fiona Gavine - non-sector director Maureen McCreath – non-sector director Douglas MacKellar – non-sector director² Phil McNaull - non-sector director3 Veronica Strachan. Assistant Chief Academic Officer and Secretary to the Board, Robert Gordon University⁴ Angus Warren - Chief Executive, APUC Ltd

¹ Margaret Cook was appointed as an FE representative on 21/11/19 to replace Carol Turnbull.

² Douglas MacKellar retired from the board on 21/11/19

³ Phil McNaull was appointed as a non sector director to replace Douglas MacKellar on 21/11/19

⁴ Veronica Strachan was appointed as an HE representative on 1/6/20 to replace Sheena Stewart who will retire in December 2020

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