



Southern Universities Purchasing Consortium 2010/11 Report



Everyone  
Working  
Together

# Introduction

SUPC continued to deliver outstanding value to its members (see back page for list of members) and through working closely with the other regional purchasing consortia and purchasing bodies in the sector has, over the past two years, increased the number and range of collaborative agreements available to members by 50%. The SUPC Procurement Shared Service Project had a very successful pilot year enabling it to expand its services next year. There is no doubt that the new funding regime for students, combined with external pressure from Government, the funding council and the public at large, will drive us all to look at delivering the best possible service to students at the most economic rate. Improved procurement is seen as a primary means of achieving this. Procurement has a higher profile in the sector than ever before but the pressure to deliver on SUPC and all those engaged in procurement is also higher than it has ever been.


In this report we outline SUPC's key achievements for the year and give an overview of the challenges we face and how SUPC intends to support its members through these in future years.

**Philip Waters**  
Chair SUPC



# Key achievements

Cashable savings of **£16,724,977**  
representing a return of **£39** on every pound  
spent on subscriptions

  
Quantifiable savings of **£30,178,680**  
representing a return of **£70** on every pound  
spent on subscriptions


  
**£129,144** marketing premium  
from suppliers returned to members

  
Membership continued to grow -  
**55** HE members and **62** FE members

  
Project lead for the national tender for GeM -  
contract awarded on time and within budget

  
**£26.12** million increase in spend on SUPC  
agreements to a total **£244.4** million

  
**15** Procurement Maturity Assessments  
completed and a benchmarking day held  
for participants

  
**75** Agreements offered to members -  
increase of **25** over the past two years

  
Fully supported ENP in raising the  
profile of procurement

# Key challenges

Government Higher Education White Paper - establishing a reduction in public funding, increased student fees and private sector competition.

The funding shift toward student loans may bring many institutions outside the scope of EU procurement directives.

The UUK Efficiency and Effectiveness in Higher Education (Diamond) report - recommends that 30% of institution spend is through collaborative procurement and that HE procurement in England moves towards Advanced Procurement.

To work with the other English Regional Purchasing Consortia to deliver a seamless national outstanding collaborative procurement service to English HEIs.

To increase the scope of collaborative procurement agreements to cover new areas of spend.

Through the procurement shared service to deliver procurement maturity assessments to all English HEIs as recommended in the Diamond report.

To promote and support e-technology such as e-marketplaces that will deliver process efficiencies for institutions.

## Glossary

SUPC	Southern Universities Purchasing Consortium	<a href="http://www.supc.ac.uk">www.supc.ac.uk</a>
ENP	English National Procurement	
UUK	Universities UK	<a href="http://www.universitiesuk.ac.uk">www.universitiesuk.ac.uk</a>
HE	Higher Education	
FE	Further Education	
HEI	Higher Education Institution	
GeM	Contracts Database and E-marketplace	<a href="http://www.gem.ac.uk">www.gem.ac.uk</a>
CSR	Corporate Social Responsibility	

# The year ahead

The Efficiency and Modernisation report has suggested a target of 30% of institutional spend via collaborative procurement agreements. This is an ambitious target. SUPC is the major collaborative procurement partner for its members and will need to expand its portfolio of collaborative agreements to cover what have historically been perceived as more difficult commodity areas. To achieve this we need to continue to deliver good value framework agreements that meet members' requirements.

## ***NEXT YEAR WE WILL:***

**Analyse** member non pay expenditure to identify more areas that are suitable for collaborative procurement and will deliver more savings to members

**Adopt** category management principles to ensure that contracting activity delivers best value

**Develop** closer liaison with members to better understand their procurement requirements so that we can introduce procurement contracts that better meet their needs

**Raise** the profile of our contracts to increase and widen buyer awareness

**Promote** sustainability and work towards achieving level 3 in the flexible framework

**Have** regard to CSR issues and work with contracted suppliers to promote CSR best practice

**Review** and continue to develop the resource and skills of SUPC staff to ensure that SUPC can continue to meet the expectations of the sector and deliver increased benefits to its members

# SUPC Members

## FULL MEMBERS

Anglia Ruskin University  
Aston University  
University of Bath  
University of Bedfordshire  
Bournemouth University  
University of Brighton  
University of Bristol  
Brunel University  
Buckinghamshire New University  
University of Cambridge and  
Cambridge Colleges  
Canterbury Christ Church University  
Birmingham City University  
University College London  
City University  
Coventry University  
Cranfield University  
University for the Creative Arts  
De Montfort University  
University of East Anglia  
University of Essex  
University of Exeter  
University of Gloucestershire  
University of Hertfordshire  
Kings College London  
University of Kent  
University of Lincoln  
Middlesex University  
University of Northampton  
University of Nottingham  
University of Oxford and  
Oxford Colleges  
Oxford Brookes University  
University of Plymouth  
University of Portsmouth  
University of Reading  
University of Southampton  
Southampton Solent University  
University of Surrey  
University of Sussex  
University of West London  
University of Warwick  
University of the West of England  
University of Wolverhampton

## ASSOCIATE MEMBERS

Arts University College at Bournemouth  
University of Chichester  
University College Falmouth  
Universities & Colleges Admissions  
Service (UCAS)  
Newman University College  
University College Birmingham  
Quality Assurance Agency for HE (QAA)  
University College Plymouth St Mark  
& St John  
St Mary's University College, Twickenham  
University of Roehampton  
Royal Agricultural College, Cirencester  
University Campus Suffolk  
University of Winchester

## AFFILIATED ASSOCIATE MEMBERS

Amersham & Wycombe College  
Anglo European College of Chiropractic  
Berkshire College of Agriculture  
Bournemouth and Poole College of FE  
Brockenhurst College  
Central Sussex College  
Chelmsford College  
City Academy Bristol  
City of Bristol College  
City College Norwich  
City College Plymouth  
College of North East London  
College of Traditional Acupuncture  
Cornwall College  
Dudley College of Technology  
East Berkshire College  
East Surrey College  
Epping Forest College  
Exeter College  
Farnborough College of Technology  
Filton College  
Franciscan International Study Centre  
Gloucestershire College of Arts  
& Technology  
Halesowen College  
Harlow College  
Hartpury College  
Hertford Regional College  
Highbury College

Leicester College  
London School of Theology  
Lowestoft College  
Luton Sixth Form College  
Merchants Academy  
Moulton College  
Northampton College  
Norton Radstock College  
Oaklands College  
Oxford & Cherwell College  
Peterborough Regional College  
Petroc  
Plymouth College of Art  
Solihull College  
Somerset College of Arts & Technology  
South Devon College  
South Essex College  
Strode College  
Suffolk New College  
Swindon College  
Tresham College of F&HE  
Truro College  
Uxbridge College  
Waltham Forest College  
West Herts College  
West Thames College  
Wiltshire College  
Worthing College  
Yeovil College

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