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# Maximising the value of Framework Agreements & Contract Management

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NWUPC.

UNIVERSITY OF LIVERPOOL

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# About NWUPC

NWUPC

North Western Universities Purchasing Consortium

Delivering value through responsible procurement

NWUPC is a not-for-profit company **limited by member guarantee.**

## Our Vision

To be the trusted collaborative procurement partner for our Higher Education community and wider membership.

## Our Mission

We deliver exceptional value through responsible and innovative, member-led procurement. By providing trusted frameworks, expert guidance, and dedicated support, we strengthen our Higher Education community and wider membership, and drive continuous improvement. We engage alternative commercial models to ensure a sustainable business model and strengthen our position.

We have 31 full members from the Higher Education Sector - 6 Welsh members have also recently joined NWUPC from HEPCW.

We also have associate and affiliate members drawn from across the public sector.

### Community

#### Full Members



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Community

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# About UKUPC



- Six regional consortia develop Frameworks on behalf of HE and collaborate to remove duplication and enhance benefits to members

- Specialist Consortia

- TEC
- TUCO

- Other Partner Consortia

- CPC
- CCS



# Collaboration

- Strategic Procurement Group (SPG) - other national contracting groups including
  - National Category Groups – Estates, Corporate Solutions, ICT, STEM Ed and Libraries
- Local Consortia Category Member Groups
  - NWUPC: Audio Visual, Domestic, Estates, Furniture, ICT, Laboratory, Library Services, Office Solutions, Professional Services and Travel Services.
- Tender Working Parties/Agreement Management Groups
  - Supplier Review Meetings

# New Regulations - Procurement Act 2023

- Replaces the Public Contracts Regulations (PCR) 2015.
- Procurement Act 2023 (PA23) shifts the focus from rigid compliance under PCR 2015 to a more flexible, transparent, and outcome-driven approach.
- This applies to a Contracting Authority that is defined as:
  - “...either a **public authority** or, in the case of a utilities contract, a public authority, public undertaking or private utility, other than (in each case) an excluded authority...”
- Are Universities classed as a ‘public authority’?

# Principles of Public Procurement – PA23

- **Integrity** – act ethically in all procurements
- **Fair Treatment** – treat suppliers equally
- **Transparency** – share information openly
  
- Deliver **Value for Money**
- Maximise **Public Benefit**

Design procurements to:

- Enable **Competition**
- Remove **Barriers to entry**
- Be **Proportionate**

# What is a Framework Agreement?

A “framework” is a contract between a contracting authority and one or more suppliers that provides for the future award of contracts by a contracting authority to the supplier or suppliers.

# Who can use a Framework?

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- The Contract Notice

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/006805-2025>

Tender

## Global Mobility Services

North Western Universities Purchasing Consortium

F02: Contract notice

Notice identifier: 2025/S 000-006805

Procurement identifier (OCID): ocds-h6vhtk-04e6c2

Published 21 February 2025, 2:16pm

### Section I: Principles of Public Procurement...

#### I.1) Name and addresses

North Western Universities Purchasing Consortium

Salford Innovation Forum, Room 210, 51 Frederick Road

Salford

M6 6FP

Contact

Shelley Watson

#### VI.3) Additional information

The following organisations have committed to this procurement and intend to utilise the Framework Agreement as soon as possible after award:

NWUPC <https://www.nwupc.ac.uk/members/>

APUC <http://www.apuc-scot.ac.uk/#!/members>

HEPCW <https://www.hepcw.ac.uk/members/>

LUPC <https://www.lupc.ac.uk/member-list>

NEUPC <http://www.neupc.ac.uk/our-members>

SUPC <https://www.supc.ac.uk/about-us/our-members/our-members>

At some point during the life of the Framework Agreement the current members of the following may wish to utilise the Agreement and should have access at any point with the permission of NWUPC. This Agreement is not intended to replace any current Agreements that either participating or non-participating Institutions may already have in place. A list of the current members is available as follows:

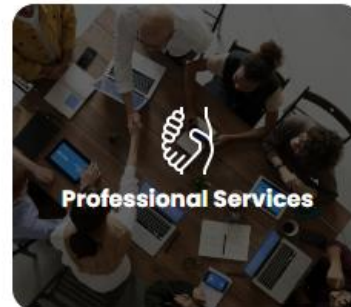
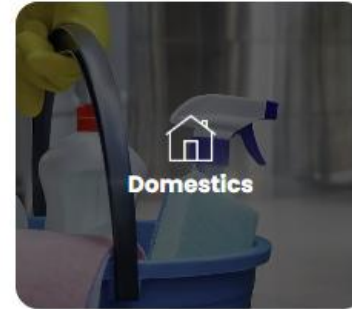
 GOV.UK

Find a Tender

Find a Tender

# UKUPC Frameworks

**UKUPC**  
UK Universities Procurement Consortia



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# Why use a Framework?

- Compliance
- Time
- Purchasing Power
- Terms and Conditions
- Refine Requirements
- Contract Management Support

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# Creditsafe - Managing Risk

- Company Credit Check & Reporting
- Membership benefit for NWUPC members
- Collaborative agreement between several UKUPC members

## Score Banding

- 71-100 – Very Low Risk
- 51-70 – Low Risk
- 30-50 – Moderate Risk
- 21-29 – High Risk
- 1-20 – Very High Risk



← Credit Score

← International Score

### Financials Filed / Established

Score	Description
71 - 100	Very Low Risk
51 - 70	Low Risk
30 - 50	Moderate Risk
21 - 29	High Risk
1 - 20	Very High Risk
Not Scored	Please see report for description

### Newly Incorporated

Score	Description
51 - 100	Low Risk
30 - 50	Moderate Risk
1 - 29	Caution - High Risk
Not Scored	Please see report for description

### International Score Band

Score	Description
A	Very Low Risk
B	Low Risk
C	Moderate Risk
D	High Risk
E	Not Scored

# Choosing a Framework Agreement

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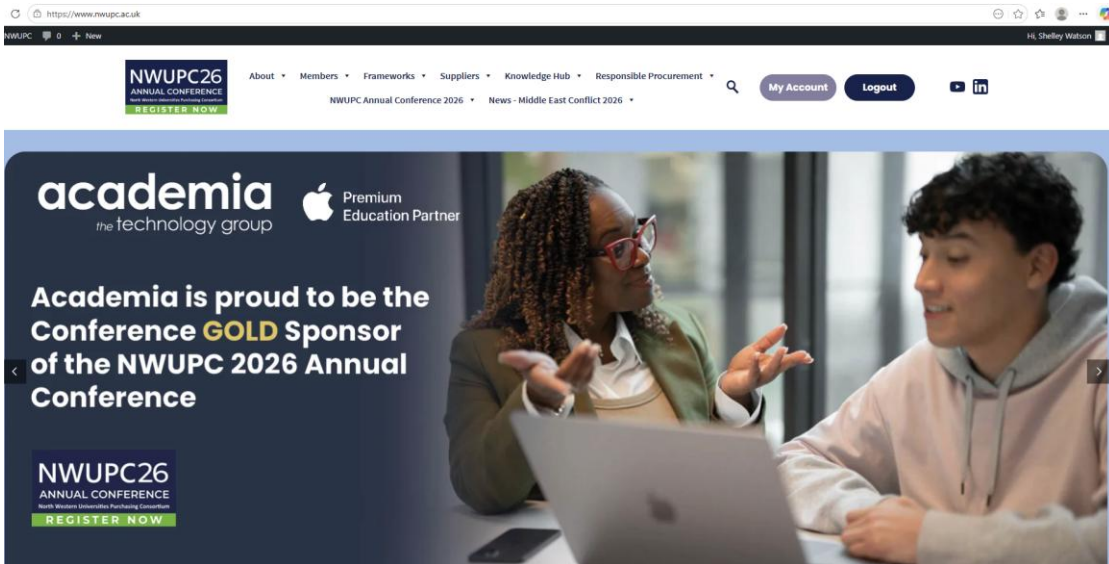
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- NWUPC Website, Hunter (Buyers Portal)



Contract & Supplier Management

- Access Considerations- **Contract Notice**
- Commercial Considerations
  - Supply base
  - Scope
  - Competitive
  - Terms and Conditions



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# Using a Framework Agreement- Some Common Terminology



# The Risks of Incorrect Use-Supplier Remedies

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## Contract not yet entered into:

- Order setting aside any decision/action
- Order that contracting authority amend document(s)
- Award of damages to an economic operator

## Contract has been entered into:

- Declaration of ineffectiveness of tender contract
- Penalties imposed on contracting authority

# Calling Off- Multi Supplier Framework

- This is where the contract is formed
- The principles of public procurement must be adhered in line with the relevant regulation:
  - Given most of UKUPC's current frameworks were tendered under the old regulations PCR 2015, the below principles apply to this act:

Equal  
Treatment

Non-  
Discrimination

Transparency

Proportionality

# Calling Off- Multi Supplier Framework

- Call-off options:

## Direct Award

- Scored Agreement
- Ranked Agreement
- Desktop Exercise

## Further Competition

- Mini Competition

# Direct Award

- Direct Award
  - Ranked Agreement
  - Scored Agreement
- Desktop Exercise

Award Criteria	%
Price	60%
Case Study	20%
Sustainability	20%

# Direct Award- Desktop Exercise

<u>ORIGINAL WEIGHTINGS</u>	Maximum Weighting Available	Supplier A	Supplier B	Supplier C
Price	60.00%	60.00%	53.33%	56.67%
Case Study	20.00%	11.13%	13.33%	13.33%
Sustainability	20.00%	16.67%	20.00%	16.67%
<b>Total</b>	<b>100.00%</b>	<b>87.80%</b>	<b>86.67%</b>	<b>86.67%</b>
<u>ALTERED WEIGHTINGS</u>	Maximum Weighting Available	Supplier A	Supplier B	Supplier C
Price	54.00%	54.00%	48.00%	51.00%
Case Study	22.00%	12.25%	14.67%	14.67%
Sustainability	24.00%	20.00%	24.00%	20.00%
<b>Total</b>	<b>100.00%</b>	<b>86.25%</b>	<b>86.67%</b>	<b>85.67%</b>

# Conducting a Mini Competition

- Reopen Competition - Specific requirements
- Requirement
  - Products/Services?
  - Location?
  - Time frame?
- Contract Specific Terms
- Award Criteria
- Writing
- Publication Period

# Mini Competition – Dos and don'ts

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- Don't re-evaluate
- Do invite all suppliers on the lot
- Don't invite non-framework suppliers
- Do give a reasonable amount of time
- Do observe a voluntary standstill period

# Forming a Contract

- Purchase Order (Contract Order Form)
- Terms of the Mini Competition
- Terms and Conditions of Supply and/or Service (Call off T & C's)
- Length of Call Off
- Remember...
  - awards under a framework agreement >£30,000 (inc VAT) must be advertised on Find a Tender Service and e-Notices

# Framework Contract Management

- Due Diligence
- Supplier Review Meetings
- Supplier Site Visit Audits
- Price Increase Mitigation
- A point of contact for members

You can contact us at:



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# Thank you...

Questions?