



THE UNIVERSITY *of* EDINBURGH  
Finance

# ► Laboratories & Medical Category Strategy 2018 /21 30 November 2018

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# Executive Summary

## Commodities.

This Category Strategy sets out the procurement priorities for the following commodities over the next 3-years:

- laboratory (Proc HE code L)
- medical & veterinary (Proc HE code D)
- agricultural (Proc HE code E)
- engineering supplies (Proc HE code M)

## Objectives.

The key objectives of this document are provided below:

- bench marks against the previous 2016 to 2018 Strategy,
- a guide on how to implement our top three and other objectives,
- reports on success,
- provides an up dated 3-year plan to further develop the category,
- provides part of the University's Annual Procurement Report as required by The Procurement Reform (Scotland) Act 2014.

The top three objectives of our 2018/21 Strategy are as follows:

1. Strategic procurement. Increase our strategic procurement output to address future needs and influence, via our own Framework Agreements, piloting of small scale Dynamic Purchasing Systems, formally adopt, as may "useful" Consortia Frameworks as practical. Further, increase the end user buying opportunities via e-procurement solutions and direct call off mechanisms to ensure compliance, whilst lowering the time and the costs of acquisition.
2. Capital equipment procurement. Our support of Estates managed projects via equipment procurements shall continue as one of high priority areas. The acquisition of buildings and their contents directly influences the University's strategic priorities and spending decisions. This area of my team's activity is given a high priority to ensure projects are addressed on time and within budget.
3. Research procurement. Our research procurements can be the most challenging as they are difficult to plan. With our objective to move to a more strategic procurement output there will be a greater number of procurement solutions available for our end users.

We will face the challenges of "Brexit", working in collaboration with Partners within Edinburgh and South East Scotland City Region Deal, whilst addressing our increasing operational turn over particularly in Capital and research.



## Successes.

Over the 2016/18 strategy period, a selection of our successes are provided below.

- Bioresearch & Veterinary Services 8 year equipment framework agreement with a spend circa £20M has been completed and will support University translational research objectives over many key projects including Institute of Regenerative Repair, New Biology and many other bioresearch developments.
- Procurement supported a £1.3m collaboration between The Schools of Physics and Astronomy, Chemistry, and Engineering, and the Centre for Science at Extreme Conditions to purchase a versatile dual beam Focused Ion Beam/ Scanning Electron Microscope (FIB-SEM) with fast auxiliary detectors ( EDX, EBSD) & integrated Cryo-stage and TEM Cryo transfer. The instruments will be dedicated to the physical and engineering sciences, especially soft matter and formulations, with Edinburgh becoming the UK centre for this capability. The ‘three in one’ combination of cryo SEM, FIB and X ray CAT, is unique in the world which will attract users from Europe, America and beyond.
- Consistent contract management of our Life Sciences Framework Agreement has ensured price increases have been mitigated by over £200K this year alone, releasing valuable funds back into research. Increasing supplier enablement on e-procurement reduces cost of acquisition significantly and enabled 19 new labs suppliers on our e-procurement solution, in the last two years.
- Procurement of a veterinary MRI scanner within a relocatable building with a bespoke link corridor to the Small Animal Hospital. Managed by Procurement from the market research, costings, design concepts, to full facility hand over, which now supports a significant turn-over of referrals from private veterinary clinics and supports cutting edge vet imaging training for our students.
- Secured Community Benefits via research concessions through a series of imaging equipment tenders, including PhD funding, research Scientist provision and a partnership to develop vet clinical imaging equipment.

The above are a short selection of the benefit the team strives to achieve during each of their procurement projects.



## 2016 to 2018 Strategy & Success.

### Inputs, which set our previous strategy objectives.

- Dialogue with Colleges, Schools, Bioresearch & Veterinary Services & Estates.
- Retrospective spend analysis and review of repeat purchases.
- Review the use of existing consortia Framework Agreements.
- End User demand for improving contract access e.g. web based advice.
- Sustainability initiatives.
- Delivering an expert procurement service requiring specialist skills.
- Developing the Team's Category expertise.

The above inputs were used to identify our tasks to address our category output needs. These tasks were segmented to provide a Management plan and a focus in key delivery areas as shown in Table 1 Management Plan 2016. Our tendering tasks, the main stay of our operational demand, presented in detail in Table 2 Operational Plan.













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**Table 1 Management plan (2016/18).**

Strategy priorities were streamed into five segments, which provided our Management plan and a focus so that each segment could be reported on individually.

<b>Segmentation of Tasks</b>	<b>Success @ October 2018.</b>		
1. Agreement Renewals, current projects & retrospective analysis	Renewals (in house)	UoE Life sciences renewed and re-enabled on our e-Procurement solution.	100% 
	Procurement projects (research).	14 from 17 (2 cancelled, 1 revised process).	82% 
	New Frameworks (small equipment to consumables & service on hold).	0 from 7 – capital & research procurements prioritised.	0% 
2. Future Capital Equipment Projects.	CVS 8 off Framework Agreements.	Complete.	100% 
	IRR multi tender project equipping.	Complete.	100% 
	LARIF MRI	Complete.	100% 
	HFSA MRI	Complete	100% 
	HFSA Linear Accelerator.	Complete.	100% 
	New Biology Plant dome	Complete.	100% 
	New Biology – capital equipping	Build project delayed.	TBA
3. Framework improvement.	Adoption of Consortia Frameworks.	Complete (now due renewal).	100% 
	UiG attendances with APUC Ltd.	All UiGs attended, contributions made.	100% 
	Bi annual meetings with key C1 partners (UoG, SRUC & NHS)	Recent SRUC and NHS collaboration	40% 



<u>Segmentation of Tasks</u>	<u>Success @ October 2018.</u>		
4. College Procurement Strategies & School Buyer enablement.	College Strategies	Reassigned to PRIME Groups.	N/A
	School based MCIPS students linked with Category.	5 School & 1 CSH based students currently studying	100% 
	Business case for Advanced School Buyer development.	Abandoned due to Service Excellence.	0% 
5 Pipeline & web content	Keep up to date Category pipeline.	Biased towards capital projects.	50% 
	Web advice reviewed and uploaded new material.	Adopted Frameworks added & Hunter quality improving.	20% 
	Projects prioritised in line with resource.	Resources improved during 2018.	75% 

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## Operational plan (2016/18)

The majority of the team's workload is tendering in specialist areas where our expertise is required to deliver high profile strategic projects.

Our priority has been to support Estates and Research projects as required, albeit in future years the team shall move towards strategic procurement.

Table 2 Operational report.

2016 – 2018 Tendering	Success @ October 2018	
New inclusive lab consumables & services Framework Agreements.	This output was not pursued due to capital & research project priorities.	0% 
Equipment Framework Agreements with a reduced supply base.	Our BVS Framework Agreements leading this initiative.	60% 
Capital equipment standardisation.	Our BVS Framework Agreements leading this initiative.	60% 
Shorter lead times to market.	Templates / protocol to use Framework Agreement Direct Calls & VEAT processes established.	50% 
Increase eProcurement enablement aim for £16M turnover (e-Procurement solution).	£13.4M achieved due to PECOS transfers to our e-Procurement solution and a limited number of laboratory e-enablements.  2017/2018 profile – see Appendix 1	40% 
Long-term service agreements releasing efficiencies & employment of local engineers.	Our BVS Framework Agreements leading this initiative.	
Secure research opportunities by innovative procurement approaches.	Significant imaging projects secured excellent added value.	












## Sustainability objectives.

During 2016 to 2018, the team have adopted Scottish Government and Corporate initiatives and made progress in a number of sustainability areas including delivery packaging return and pioneering Community Benefits in relation to capital equipment procurement.

Table 3 Sustainability report.

Sustainability Action Points	Success @ October 2018	
Utilise procurement leadership to promote sustainability and value for money	Order consolidation promoted to reduce the number of supplier vehicle deliveries.	
Identify collaboration and partnership opportunities.	Championing research partnerships agreements to enhance outcomes.	
Trade-in unwanted equipment and redeployment.	Redundant equipment trade-ins established as a standard practise in tendering.	
Led solutions to manage the sale of equipment, which is no longer required.	Selling equipment protocol under development, pilots underway.	
Include environmental considerations in assessment of suppliers, services and products.	Utility consumption analysed in decision-making. BREEAM requirements included in all appropriate tenders.	
Engage with suppliers to improve environmental performance.	<u>Sustain</u> has been instigated for the Category during September 2018.	
Utilise the Scottish Procurement Prioritisation and Sustainability Test tools on a commodity basis.	Outputs established for small equipment, large equipment, lab consumables and pharmacist products commodities.	



## Team Capability.

All of our team have or are now studying towards full Membership of The Chartered Institute of Purchasing and Supply, recognised as the industry standard for Procurement professionals. Many of those qualified to MCIPS will be progressing to Chartered Status during 2019 via the new CPD route.

Notably, the team actively supports School buyers to help enhance their procurement capability and qualifications.

Over the past 3 years, I have assisted and advised some 10 members of the Corporate Services and School teams to secure funding to study for professional procurement qualifications from internal and external sources.

Table 4 Team procurement qualifications.

Category Team Laboratories & Medical			
Name	Role	MCIPS	Chartered Status expected
Andy Kordiak	Category manager	Yes	2019
Colin Miller	Procurement manager	Yes	2019
Sharon Green	Procurement manager	Yes	Attained
Andrew Helmn	Procurement manager	Yes	Attained
Gillian Bennett	Procurement officer	Yes	2019
Fergus Martin	Procurement officer	2019	2020
Tony Newjem	Supply Chain manager	Yes	TBC
Andy Oughton	Analysist	2019 - 2023	2024



## 2018 to 2021 Strategy

### Category Spend Profile.

Table 5 Spend analysis and trends, presents the category spend for 2017/18 compared with past years. As can be seen the total category spend has increased by over £9M during the two Financial years, since our last full Strategy report drafted 2015/16.

Reasons for the falling influence levels are:

- increasing number of new supplier being added,
- resource priority being given to capital and research funded projects,
- new legislation, tendering processes and procurement systems,
- staff turnover with in the team.

As highlighted in the Executive Summary, the analysis behind the spend data will help to achieve our Objectives, especially strategic procurement, which in turn will help increase our influence levels.

Analysis of spending, balanced with our client's needs have helped us to prioritise the procurements we undertake. A balance needs to be struck between client need in business critical areas against high turnover spending, in some these coincide.

### Table 5 Spend analysis & trends.

Metric/ Commodity	2012/13 Spend	On Contract 2012/13	2015/16 Spend	On Contract 2015/16	2017/18 Spend	On Contract 2017/18
<b>Total Category</b>	<b>£ 28,189,970</b>	83%	<b>£48,735,833</b>	77%	<b>£57,802,060</b>	68%
ON Contract	£ 23,421,978		£37,735,136		£39,377,799	
OFF Contract	£ 4,767,992		£11,000,696		£18,424,261	
<b>Laboratories</b>						
<b>Sub Total</b>	<b>£ 23,746,523</b>	90%	<b>£42,369,388</b>	83%	<b>£47,929,490</b>	75%
ON Contract	£ 21,440,698		£35,172,549		£35,745,629	
OFF Contract	£ 2,305,824		£ 7,196,839		£12,183,860	
<b>Medical</b>						
<b>Sub Total</b>	<b>£ 2,669,670</b>	29%	<b>£ 3,262,464</b>	49%	<b>£ 4,600,405</b>	46%
ON Contract	£ 779,666		£ 1,595,322		£ 2,103,142	
OFF Contract	£ 1,890,004		£ 1,667,142		£ 2,497,262	
<b>Agriculture</b>						
<b>Sub Total</b>	<b>£ 1,772,876</b>	68%	<b>£ 1,600,970</b>	20%	<b>£ 2,275,674</b>	3%
ON Contract	£ 1,200,713		£ 312,737		£ 60,000	
OFF Contract	£ 572,163		£ 1,288,233		£ 2,215,674	
<b>Workshops</b>						
<b>Sub Total</b>	<b>Not reported.</b>				<b>£ 2,996,489</b>	49%
ON Contract					£ 1,469,026	
OFF Contract					£ 1,527,463	



### Procurement plans.

Future projects are identified and reported under the following headings.

### Contracts / Frameworks to be extended.

None of our current Contracts or Framework Agreements, are planned to be extended over the 2018/21 period, at the time of draft.

### Contracts / Frameworks to be renewed.

Three of our current Contracts or Framework Agreements are to be renewed over the 2018/21 period, at time of draft.

### Contracts / Frameworks which are new.

Thirty-six of our projects are identified as new, at time of draft.

### Contracts / Frameworks Agreements.

Framework Agreements adopted:	8
Frameworks to be adopted:	18
Frameworks not to be adopted:	1

### Project Segmentation.

The Laboratories and Medical Category Teams' procurement projects can be segmented into the following four main headings.

Capital equipment procurements. This is where the Laboratories and Medical team use their expertise to procure high value high-risk systems, which may be incorporated into major new buildings or refurbishments.

This segment normally results in one off contracts and increasingly Frameworks Agreements.

The Estates Project manager often adopts the contract management for the installation of the equipment during specific projects. Contract management normally defers back to procurement for warranty and service contracts after hand over.



Research funded procurements. This where the Laboratories and Medical team use their expertise to procure high value high, often high risk systems and often project management, contract management and many other responsibilities in conjunction with the School.

This segment normally results in one off contracts and occasionally Frameworks Agreements.

Strategic Procurements. This is where the team use retrospective spend data and forecasts to put into place Framework Agreements or other mechanisms to address future procurement / buying needs. This is for a wide range of goods and services, some with high turnovers such as Life Sciences (£13M). These projects require considerable contract management once established.

This segment would normally result in University Frameworks or Dynamic Purchasing Systems being instigated. Accurate management information e.g. past spend data is key to this segment of procurement.

Adopted Framework Agreements. This is where Framework Agreements, created by HE Sector Procurement Consortia and other Public Bodies such as the NHS make their Framework Agreements available to other organisations governed by Public Law.

Where deemed beneficial to the University, these Frameworks can be “adopted” following a university due diligence process. Framework Agreements are then used to facilitate call offs via, mini competitions or direct call offs.

Adopted Frameworks are then be summarised on the University Buy@ed web site to allow End Users to access the Framework.

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## Category Challenges & Risks 2018/21.

### Research procurement.

Many of our challenges have come from the unplanned nature of research-funded projects where time scales to deliver the procurements have been extremely short, sometimes due to unpredictable nature of grant applications and awards. A high value or urgent grant award can often result in re-prioritisation of tasks. In particular, strategic procurements have suffered from unplanned research procurements.

The pipeline for research funded procurements are not as well identified, quantified, predicted as our other the procurement pipelines, where we have some insight of future procurements. We have strived to secure insight into grant applications and awards, however the detail we are seeking is not readily available. To achieve our objective, unplanned procurements will be scheduled into plans as opposed to constantly driving them.

### Brexit.

Our plans towards managing the possible outcomes of a “Hard Brexit” currently envisaged to be the end of March 2019, have been segmented and prioritised as below.

Brexit Priority 1. A “basics needs approach”, where the health and welfare of our students, staff, research animals and veterinary clinical animals are given priority in the actions we plan to take with our supply chain. This focuses in on food, bedding, shelter, healthcare and other welfare related commodities. Greater priority will be given to engage and liaise with these supply chains provide detailed plans.

Brexit Priority 2. Business sensitive, bottle, neck or niche supply chains will be examined with key Colleges and School contacts to understand which items could have a disproportionate effect on our ability to operate normally.

Brexit Priority 3. A Pareto approach to our overall Category spend will be undertaken and the “20% of suppliers that supply 80% of our goods and services” from the analysis will be contacted and asked what mitigation steps they will take to help ensure that during a Hard Brexit, they will be in a position to supply The University goods and services unhindered.

Brexit Priority 4. Through key contacts in the Colleges and Schools we plan to discuss undertaking some practical actions such as bringing forward or putting back important work to avoid the Hard Brexit period.

Brexit Priority 5. Capital goods on order for building projects during the Hard Brexit Period. These projects are well identified and are currently part of our operational tasks. Engagement with the supply chain may require goods to be delivered early or late or placed into storage as required.





## New Procurement plan 2018/21.

(All dates and values are approximate).

Table 6 Renewals.

Project name	Tender type	Tender period	Value
<b><u>Renewal.</u></b> Genomics renewal of platforms.	<b>Direct call of from Consortia Framework Agreement.</b> Equipment for genomic analysis	January 2019 to March 2019	£5M
<b><u>Renewal.</u></b> Anti bodies	<b>OJEU multi lot Framework Agreement ( or DPS)</b> Existing University framework due for renewal by end July 2019.	Jan. 2019 to July 2019	£2M PA
<b><u>Renewal.</u></b> Life Sciences Framework	<b>OJEU multi lot framework</b> Existing University framework due for renewal by end July 2019.	Jan 2019 to July 2019	£10M PA

Table 7 New Procurements.

Project name	Tender type	Tender period	Value
<b><u>Capital Equipment.</u></b> Clinical Imaging Research Institute (3).	<b>OJEU Tender – one off</b> Aseptic dispensing cell Synthesizer hot cells (stacked) Synthesizer hot cells (stacked) Dispensing cell equipped with an autoclave	October 2018 to April 2019	£0.75M
<b><u>Capital Equipment.</u></b> Clinical Imaging Research Institute (3).	<b>OJEU Tender – one off</b> Radiotracer Synthesizers.	October 2018 to April 2019	£0.528M
<b><u>Capital Equipment.</u></b> Clinical Imaging Research Institute (3).	<b>Directly Negotiated Contract without a call for Competition (individual projects) one offs.</b> Ex research partner radio pharmacy unwanted equipment. Integrated radiation monitoring system Radiation fume cupboards relocation Radio nuclide delivery system expansion.	November 2018 to March 2019	£0.2M
<b><u>Capital Equipment.</u></b> LARIF life support & scientific equipment.	<b>Scottish Regulated Tenders – one offs</b> Food quality equipment. Vet medical equipment. Life support and surgical Scientific equipment. Sterilizer	January 2019 to June 2019	£0.25M
<b><u>Capital Equipment.</u></b> LARIF Equine Imaging tables.	<b>Directly Negotiated Contract without a call for Competition (individual projects) one offs.</b> Bespoke MRI / CT equine imaging table Radio pharmacy equipment.	January 2019 to June 2019	£0.1M
<b><u>Capital Equipment.</u></b> CVS BRF New Biology King's Buildings.	<b>Mini competitions derived from University Framework Agreement – one offs.</b> Hotel equipment. Cage washers.	January 2019 to August 2019	£1.6M



Project name	Tender type	Tender period	Value
	Bedding disposal.		
	Sterilisers.		
	VHP equipment.		
	Down draft tables.		
	Air showers.		
<b>Capital Equipment.</b> BVS Auto drinking water systems	<b>OJEU Framework Tender – 6 year</b> Framework Agreement derived from live tender, 6 years to cover extended series of CVS projects.	March 2019 to June 2019	£3.7M
<b>Capital Equipment</b>  LARIF – Dryden Farm CT relocation & recommission.	<b>Directly Negotiated Contract without a call for Competition – one offs.</b>  New CT scanner relocated to LARIF.	June 2019.	£50K
<b>Capital Equipment.</b>  Laboratory equipment for New Biology King's Buildings	<b>Mini competitions derived from Consortia Framework Agreement – one offs.</b> Containment systems. Refrigeration. Washing, disinfection and sterilisation. Incubation.	August 2019 to December 2020	£3M
<b>Capital Equipment.</b>  CVS BRF Chancellor's Refurbishment	<b>Mini competitions derived from University Framework Agreement – one offs.</b> Hotel equipment. Cage washers. Bedding disposal. Sterilisers. VHP equipment. Down draft tables. Air showers.	2021	£1.32M
<b>Capital Equipment.</b>  CVS QMRI Licensed Laboratories	<b>OJEU Framework – 4 years.</b> Electrophysiology equipment Surgical instrumentation. Maze equipment Physiological monitoring.	2021	£1M
<b>Capital Equipment.</b> CVS BRF WGH Refurbishment.	<b>Mini competitions derived from University Framework Agreement – one off.</b> Hotel equipment. Cage washers. Bedding disposal. Sterilisers. VHP equipment. Down draft tables. Air showers.	2021	£1.57M
<b>Capital Equipment.</b> CVS BRF WGH liquid nitrogen cell storage facilities	<b>OJEU Framework Tender – 6 years.</b> Cell storage liquid phase Cell storage vapour phase Safety instrumentation, PPE and ancillaries. VIP installation services Bulk storage tanks	2021	£0.4M



Project name	Tender type	Tender period	Value
<b><u>Capital Equipment.</u></b> Institute of Regenerative Repair 2.	<b>Mini competitions derived from Consortia Framework Agreement one offs.</b>	2021	£2M
	Containment systems.		
	Refrigeration.		
	Washing, disinfection and sterilisation.		
	Incubation.		
<b><u>Capital Equipment.</u></b> New medical School Little France	<b>OJEU Tender multi – one off.</b>	2021	£1M
	Cadaver cold storage.		
	Post mortem, room tables equipment.		
	Post mortem equipment.		
	Pathology histology equipment.		
<b><u>Capital Equipment.</u></b> King's Buildings nucleus hub	<b>OJEU Framework – 6 years.</b>	2021	£3M
	Fume cupboards for School of Chemistry expansion.		
	Pre-clinical ultra sound equipment		
<b><u>Research funded.</u></b> Chancellor's BRF	<b>Directly Negotiated Contract without a call for Competition.</b>	January 2019	£50K
	Metabolic analysis equipment.		
	Genomic analysis equipment		
<b><u>Research funded</u></b> School of Biological Sciences Plant Growth Room	<b>OJEU tender</b>	December 2018 to August 2019.	£1M PA
	Specialist climate control growth rooms, plant and control systems.		
<b><u>Research funded.</u></b> SEBI Project Ethiopia Cattle Mortality Consultancy	<b>Directly Negotiated Contract without a call for Competition (individual projects).</b>	November 2018	£0.1M
	Veterinary services		
	Veterinary disease studies		
	International veterinary services / consultants		
<b><u>Strategic.</u></b> Small medical devices and consumables	<b>OJEU Framework Agreement – 4 years</b>	February 2019 to October 2019	£0.3M PA
	Small medical devices and consumables.		
<b><u>Strategic.</u></b> Review of bulk cryogen plant rentals.	<b>Directly Negotiated Contract without a call for Competition one off.</b>	February 2019 to October 2019	£0.5M PA
	Review of current plant and rental agreement with a view of centrally managing bulk storage plant of cryogenics, gasses and related systems		
<b><u>Strategic.</u></b> Human Pharmacy	<b>OJEU concession contract – 6 years.</b>	October 2021	£1M PA
	Expand and up-date student pharmacy services.		
<b><u>Strategic.</u></b> Freight forwarding	<b>OJEU Framework Agreement – 4 years.</b>	Jan 2019 to June 2019	£0.2M PA
	Brexit and customs services ad hoc import, custom, tariffs, transportation, consultancy & related services. May need to be brought forward for Brexit.		
<b><u>Strategic.</u></b> Laboratory Benching	<b>OJEU Framework Agreement – 4 years.</b>	April 2019 to October 2019	£0.25M PA
	Design, supply & installation of laboratory benching systems – small projects.		
<b><u>Strategic.</u></b> Drug development and research (human)	<b>OJEU Framework Agreement – 6 years</b>	April 2019 to October 2019	£0.4M PA
	Specialist research support services for Clinical Research Facilities		
<b><u>Strategic.</u></b> BVS Bedding	<b>OJEU Framework Agreement – 6 years.</b>	October 2019 to July 2020	£0.5M PA
	Bedding for research stock.		
<b><u>Strategic.</u></b> BVS Food stuffs	<b>OJEU Framework Agreement – 6 years.</b>	October 2019 to July 2020	£0.5M PA
	Food stuffs for research stock.		
<b><u>Strategic.</u></b>	<b>OJEU Framework Agreement – 6 years.</b>		£0.5M PA



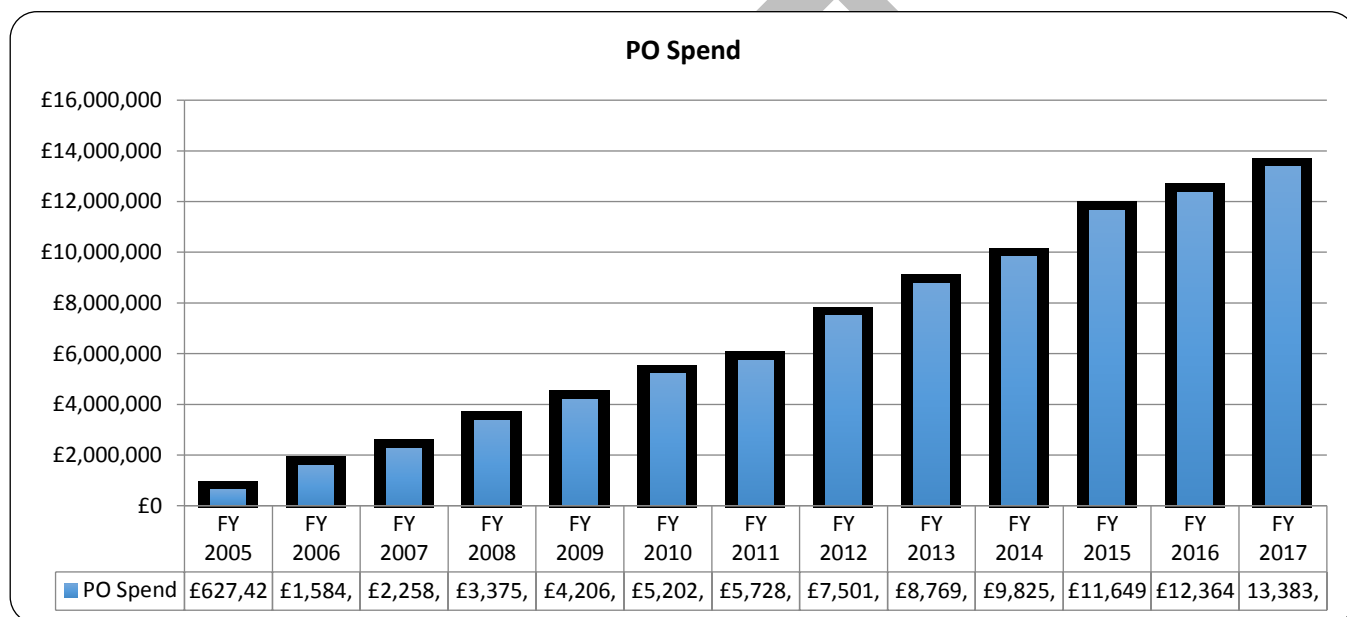
Project name	Tender type	Tender period	Value
Bioresearch & veterinary services special services.	Special scientific services in relation to research stock.	October 2019 to July 2020	
<b>Strategic.</b> BVS general ancillary equipment & supplies	<b>OJEU Framework Agreement – 6 years.</b> Establishing general catalogue supplier for broad ranging ad hoc spending	October 2019 to July 2020	£0.5M PA
<b>Strategic.</b> Disinfection, sterilization validation services.	<b>OJEU Framework Agreement</b> Specialist laboratory cleaning services for facilities and equipment.	October 2019 to July 2020	£0.25M PA
<b>Strategic.</b> Electrophysiology & related equipment.	<b>OJEU Framework Agreement.</b> Range of highly specific instruments and instrumentation. Inclusive framework to address diverse supply chain.	July 2020 to October 2021	£2.5M
<b>Strategic.</b> Laboratory & medical gases plant review.	<b>OJEU Framework Agreement.</b> Single consolidated catalogue supplier. Student may have alternative route to access.	July 2020 to October 2021	£1.0M
<b>Strategic.</b> Biological Containment systems - servicing, repairs, testing & validation.	<b>OJEU Framework Agreement– 6 years.</b> Service contract to allow end user to buy via e-procurement services in relation to a comprehensive range of containment systems.	October 2019 to June 2020	£1M PA
<b>Strategic.</b> BVS Service contracts with repairs and validation.	<b>Directly Negotiated Contract without a call for Competition one off</b> Cage systems Bedding systems Washing systems Sterilisers VHP sterilisation systems Barrier systems air showers & pass through hatches.	October 2019 to June 2020	£1M PA
<b>Strategic.</b> Agricultural equipment and supplies (collaboration with SRUC).	<b>OJEU Framework Agreement – 4 years.</b> Agricultural equipment and grounds maintenance. Feeds and bedding. Agricultural chemicals.	January 2019 to December 2019	£0.5M
<b>Strategic.</b> Veterinary Clinical Services.	<b>OJEU Framework Agreement.</b> Clinical chemistry Haematology Pathology	January 2019 to December 2019	£0.2M
<b>Strategic.</b> Veterinary Laboratory Services.	<b>OJEU Framework Agreement</b> Pathology Haematology Clinical chemistry	March 2019 to October 2019	£0.2M



## Appendix 1 e - Procurement.

The team predicted a £16M laboratory spend on our e-Procurement solution for the end of the 2016 to 2018 strategy, this objective partly achieved. This was partly due to the significant effort to move all PECOS supplier catalogues over to e-Procurement and the priority, which was given to Estates capital equipment and research funded projects.

The chart below presents the increase in spending via the University's eProcurement process for the Category. In the next three years a key objective to move additional commodities onto our e-Procurement solution to increase the number of e-orders to beyond £16M. Part of the objective is to enable a greater range of products available including medical equipment & consumables, specialist biological research equipment and services where these can be readily catalogued.





## Appendix 2 Framework Agreement Plan.

### Adopted Frameworks.

Code	Subject	In Buy@ed	Adoption docs	Adoption Complete	Summary of action plan	Renewal date
LAB1001AP	Mass Spectrometry and Chromatography.	Yes	Complete	Yes	Heavily used Framework. Intend to have full involvement with future UiG's	06/10/2018
LAB3051NW	HVLE - X-Ray & Elemental/Micro Analysis Lot 1- Diffraction Apparatus, Associated Accessories, Services & Equipment	Yes	Complete	Yes	Representation to be established on UiG.	31/07/2017 + 2 x 1 year option to extend Currently 31/07/2019
LAB3052NW	HVLE - Magnetic Resonance Equipment (MRI) Lot 1-Scanners-Clinical	Yes	Complete	Yes	Representation to be established on UiG.	31/07/2017 + 2 x 1 year option to extend Currently 31/7/2019
LAB3053NW	HVLE - Spectroscopy Lot 1- Atomic Spectrophotometers	Yes	Complete	Yes	Representation to be established on UiG.	31/07/2017 + 2 x 1 year option to extend Currently 31/7/2019
LAB3054NW	HVLE - Imaging/Analysis Systems & Microscopy Instruments Lot 1- Scanning Electron Microscopes, Associated Accessories & Equipment	Yes	Complete	Yes	Representation to be established on UiG.	31/07/2017 + 2 x 1 year option to extend Currently 31/7/2019





Code	Subject	In Buy@ed	Adoption docs	Adoption Complete	Summary of action plan	Renewal date
LAB3056NW	HVLE - Refurbishment & Recycling & Disposal of High Value Laboratory Equipment - Lot 1	No	Complete	Yes	Representation to be established on UiG.	31/08/2017 + 2 x 1 year option to extend Currently 31/8/19
LAB3066NW	HVLE - Maintenance and Servicing of High Value Laboratory Equipment	No	Complete	Yes	Representation to be established on UiG.	31/08/2017 + 2 x 1 year option to extend Currently 31/8/19
LAB1011AP	Veterinary Supplies	Yes	Completed	Yes	Heavily used Framework. Intend to have full involvement with future UiG's	24/10/2020

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### Frameworks in the process of Adoption.

Code	Subject	In Buy@ed	Adoption docs	Adoption Complete	Summary of action plan	Renewal date
LAB1007 AP	Lasers	No	Completed	No	New Framework. Intend to have full involvement with future UiG's.	31/07/2019 + 1 year option to extend
LAB1015AP	Microscopes and Imaging Equipment	No	Drafting	No	Heavily used Framework. Intend to have full involvement with future UiG's	30/05/2021
BA LAB1017 AP	Laboratory Chemicals	No	Drafted for previous framework	No	Heavily used Framework. Intend to have full involvement with future UiG's	29/10/2020
LAB1021 AP	Laboratory Equipment - One-Stop-Shop	No	Drafted on the K: drive	No	Requested by Edinburgh to be rolled out	31/07/2020
BA-LAB033	Radio chemicals for use in Research and Teaching	No	TBA	No	Sole supplier to UK market.	31/12/2018
BA LAB046	Microscopes & Imaging	Yes	Drafted but due to expire. Lab1015 AP Microscopes and imaging contract currently in Progress	No	Heavily used Framework. Intend to have full involvement with future UiG's.	30/09/2021
BA LAB1013 AP	Laboratory Plastic-ware, Glassware & Sundries	No	Drafted for previous framework	No	Heavily used Framework. Intend to have full involvement with future UiG's	31/05/2020



Code	Subject	In Buy@ed	Adoption docs	Adoption Complete	Summary of action plan	Renewal date
BA LAB1014 AP	Liquid Handling Robotics & Laboratory Automation Systems	No	Drafted for previous framework	No	Moderately used. Intend to have full involvement with future UiG's.	13/08/2021
BA LAB5035 LU	IUPC Lab Gases	No	Drafted for previous framework	No	Heavily used Framework. Intend to have full involvement with future UiG's	31/10/2019
MAI3104 NW Lot 1	Electronic Components - Lot 1 Electronic Components	No	Drafted for previous framework	No	Heavily used Framework. Intend to have full involvement with future UiG's	31/10/2020
MED1001AP	Healthcare Student Uniforms	No	Drafted	No	Research required	08/09/2019
LAB1012NH	Multi-Modality Imaging Framework	Yes	Drafted	No	Direct engagement with Kate Henderson, NHS Framework Manager, to review price/quality ratio appropriate for HE use in future Framework	25/01/2019
LAB4020SU	Engineering & Design consumables and Storage & Material handling Products	No	Drafted	No	Research required – NEUPC Current agreement expired. No successor agreement yet.	17/11/2017
Lab4034 SU	Antibodies and Sera (and other related matrices) IRLA	No	-	Rejected	Conflicts with UoE objectives.	30/06/2019



Code	Subject	In Buy@ed	Adoption docs	Adoption Complete	Summary of action plan	Renewal date
LAB5028LU	Laboratory Equipment Supply, Installation, Delivery and Post Installation Services	No	Drafted	No	Research required	30/05/2019 + 1 year option to extend
SRUC	Agricultural Supplies	No	To be Drafted	No	New project for a range of agricultural feeds led by SRUC, UoE named as agreement user.	New project
UPCOMING	3D Printers and Rapid Prototyping Equipment	No	To be Drafted	No	Research required	N/A
LAB3096NW	HVLE - Gene Expression & Genotyping Analysis Equipment, Associated Equipment, Accessories, Consumables, Maintenance & Servicing: Lot 1 Sequencers	No	Completed	Yes	Not currently in use. Research required.	28/08/2017 + 2 x 1 year option to extend Currently 30/08/19



This publication can be made available in alternative formats on request.

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