

The supply, design, and installation of energy efficient audio-visual equipment



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APUC

- APUC Procurement COE for Scotland's Universities and Colleges
- Collaborative Contracting
 - Estates Category
 - Information Services Category
 - Laboratories Category
 - Professional Services Category
 - HR Category
- Institutional Procurement Services
- eSolutions
- Responsible Procurement and Development

Overview

Sustainability & responsible procurement was embedded into the tendering approach

2 Product Lots:

- AV Equipment (supply only)
- Design, Supply & Installation

Whole Lifecycle Costing

Energy Efficiency

Community Benefits

Secondary uses for products/Rebates

Supply Chain Transparency



50%

of people say better lighting used in the area they live has made them feel safer

I.C.L.E.I
Local Governments
for Sustainability



Whole Life Cycle Costing

- Item cost
- Energy rating
- 5 year running cost
 - Assumptions no. of hours with power
 - Power consumption cost per unit
 - Units used in low power
- Rebate for return of equipment
- Warranty costs



Supply Chain Mapping

Item	Item Description	IND MODEL NUMBER C	Country of Origin (Finished Goods)	Manufacturing site	Major Tier 2 Suppliers (name, location)	Tier 3 Suppliers Name & Location	Tier 4 Suppliers Name & Location
1	Digital Light Processing (DLP) 3 chip laser diode light source high specification projector for large venues. WUXGA resolution 1920 x 1200 with 12,000 lumens brightness. 12,000:1 contrast ratio. Support for HD Base T. No lens included.	Panasonic PTRZ12K	Japan	Kadoma	Panasonic UK, Maxis 2, Western Road, Bracknell, Berkshire, RG12 1RT	Midwich Ltd, Vince's Rd, Diss IP22 4YT	Sahara PLC Europa House, Littlebrook DC1, Shield Road, Dartford DA1 5PZ
2	Liquid crystal on silicon (LCOS) mid-range projector for seminar rooms and small lecture theatres. WUXGA resolution 1920 x 1200 with 7,000 lumens brightness. 4000:1 contrast ratio. Support for HD Base T. Supplied with no lens.	Canon WUX7500	Japan	Ota	Exertis Technology House, Magnesium Way, Hapton, Burnley BB12 7BF	Midwich Ltd, Vince's Rd, Diss IP22 4YT	Sahara PLC Europa House, Littlebrook DC1, Shield Road, Dartford DA1 5PZ
3	Short throw interactive projector with laser diode light source for small meeting and tutorial spaces. WUXGA resolution 1920 x 1200 with 4,000 lumens brightness. Capable of projecting a 100-inch image on a flat wall.	Epson EB-710UI	Japan	Nagano	Epson Westside, London Rd, Hemel Hempstead HP3 9TD	Sahara PLC Europa House, Littlebrook DC1, Shield Road, Dartford DA1 5PZ	Midwich Ltd, Vince's Rd, Diss IP22 4YT
DISPLAYS							
4	High specification LED backlight 98-inch (+/- 2") LCD screen for public display. 4k resolution with 500 cd/m ² brightness. Protective glass. Support for HD Base T.	Panasonic TH-98LQ70W	China	shenzen	Panasonic UK, Maxis 2, Western Road, Bracknell, Berkshire, RG12 1RT	Midwich Ltd, Vince's Rd, Diss IP22 4YT	Sahara PLC Europa House, Littlebrook DC1, Shield Road, Dartford DA1 5PZ
5	Interactive LED backlight 86-inch (+/- 2") LCD screen for small seminar rooms and large meeting spaces. 4k resolution with 370 cd/m ² brightness. 4000:1 contrast ratio. OPS slot. Up to 20 point touch interface.	Avocor E8610	China	Shenzen	Quatro House, Lyon Way, Frimley Road, Camberley GU16 7ER	Quatro House, Lyon Way, Frimley Road, Camberley GU16 7ER	Quatro House, Lyon Way, Frimley Road, Camberley GU16 7ER



Supply Chain Mapping

Item	Item Description	BRAND AND MODEL NUMBER QUOTED	Country of Origin (Finished Goods)	Manufacturing site	Major Tier 2 Suppliers (name, location)	Tier 3 Suppliers Name & Location	Tier 4 Suppliers Name & Location
6	LED backlit 55-inch LCD screen for signage solutions. Full HD resolution 1920 x 1080 with 400 cd/m² brightness. 4000:1 contrast ratio. RS232 control. Integrated media player. Rated for 24/7 operation.	Panasonic TH-55SF2E	China	shenzen	Panasonic UK, Maxis 2, Western Road, Bracknell, Berkshire, RG12 1RT	Midwich Ltd, Vince's Rd, Diss IP22 4YT	Sahara PLC Europa House, Littlebrook DC1, Shield Road, Dartford DA1 5PZ
	BLU-RAY PLAYERS						
7	Blu-Ray Player , HDMI output. 1U rack mounted Professional Blu-ray player. Balanced XLR and unbalanced RCA audio outputs, Dolby 7.1 surround sound compatible. Serial RS-232C and IP control.	Denon DN500BD	China	Shenzen	Midwich Ltd, Vince's Rd, Diss IP22 4YT	Leisuretec Cherrycourt Way, Leighton Buzzard LU7 4UH	Louis Grace 25 Langside Pl, Glasgow G41 3DL
	SPEAKERS						
8	Bookshelf speakers, 2 way 100mm (4"), frequency response 50Hz - 20kHz +/- 3dB, RMS, wall mountable with fixtures and fittings. Passive speakers.	Apart Mask 4	china	Shenzen	Midwich Ltd, Vince's Rd, Diss IP22 4YT	Leisuretec Cherrycourt Way, Leighton Buzzard LU7 4UH	Louis Grace 25 Langside Pl, Glasgow G41 3DL
	AMPLIFIERS						
9	Audio amplifier, D Class, 15 watts per channel with 3 inputs.	Monacor SA50	china	Shenzen	Midwich Ltd, Vince's Rd, Diss IP22 4YT	Leisuretec Cherrycourt Way, Leighton Buzzard LU7 4UH	Louis Grace 25 Langside Pl, Glasgow G41 3DL

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Segregation of Contracts - APUC

Route

1	Routine
2	Managed
3	Strategic

	H	2	3	3
Risk	M	1	2	3
	L	1	1	2
		L	M	H
		Value		

Select Contract	Audio Visual Equipment - Supply of Equipment and Consumables
INFLUENCE	2.00
SPEND	£12,144,465.84

KEY ISSUES/OPPORTUNITIES	Risk Rating
Climate Change	3.00
Biodiversity	1.00
Hazardous materials/ emissions	2.00
Heritage	0.00
Materials scarcity and security	2.00
Waste production	2.00
Water	2.00
Communities	0.00
Employment, skills and training	n/a
Equalities	1.00
Fairly and Ethically Traded	3.00
Health and wellbeing	2.00

Supplier Contract Management Toolkit



- Agendas
- Balanced Scorecards
- Key Performance Indicators (KPIs)
- Management Information
- SCM
- Sustain

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KPIS

KPI	Category	Measure	KPI Scoring
8	Sustainability	<p>Promotion of 'Green/Recycled' products - Opportunities to reduce number of deliveries (consolidate) - Initiatives that impact upon organisations green agenda</p> <ul style="list-style-type: none"> - use of services which use less resources <p>Reuse/Recyclable packaging targets achieved Registered for SUSTAIN Demonstrates an understanding of supply chain and working practices within the supply chain</p>	<p>2 = Meeting Expectations within the Framework Agreement</p> <p>1 = Improvement plan identified and in progress</p> <p>0 = supplier is not meeting expectations/does not respond / is slow to respond.</p>
9	Sustainability	Achieved Community Benefits	<p>2 = Meeting Expectations within the Framework Agreement</p> <p>1 = Improvement plan identified and in progress</p> <p>0 = supplier is not meeting expectations</p>



Sustainability Benefits Achieved – Yr 1

Employment Opportunities

- Work Placements for students
- Apprenticeships
- New role - AV Installations technician
- Work experience & Training for staff & Students

Circular Processes

- Take back of equipment with rebates
- Supplier to repurpose equipment for use to their nominated charity



Sustain – SC Evaluation Tool

- Online Portal
- 40 Questions with detailed instructions

Process total duration 3 months

From time of
invitation to final
scores

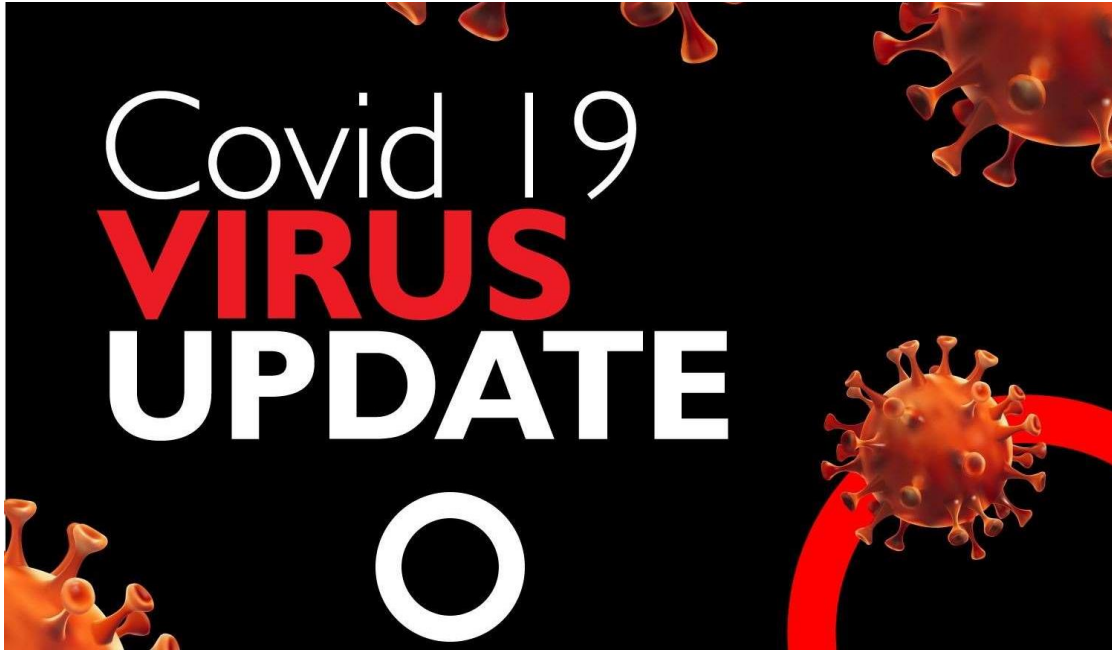
4 – 6 weeks

Supplier responds
to Questionnaire

4 – 6 weeks

Verifier evaluates
responses and
provides feedback

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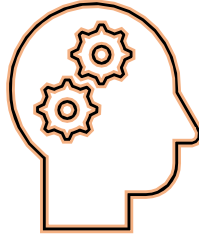


- Requesting Coronavirus Statements
- Proactive monitoring of supply chain & impact assessment
- Establish Service levels
- Supply constraints
- Order book and impact
- Capacity constraints on return
- Focus on financially weak suppliers

Lessons Learned



Supply Chain Mapping



Whole Lifecycle Costing



Award Criteria



Questions?

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