



Advanced Procurement for Universities and Colleges

Delivering advanced procurement through partnership

APUC Waste Management Agreement

APUC – Our Role

What We Do:

- Collate the requirements of the HE/FE Sector into Framework Agreements for various products and services.
- This is done by creating User Intelligence Groups (procurement & technical representatives within different institutions across the sector) at the tender development stage to provide feedback and input into the Agreement.
- This creates robust and suitable Framework Agreements with multiple suppliers which meet many of the requirements of each individual Institution.
- Carry out routine contract management to manage the performance of the suppliers and the Framework Agreement to further improve benefits to institutions and ensure suppliers are performing as per agreed standards.
- Provide a consistent point of contact to institutions for any queries and issues throughout the tendering process.

Current Framework Position

Where We Are:

- The Current APUC Waste Management Agreement expires on 12th December 2019, this gives us 9 months to re-tender to further meet the needs of the HE/FE sector and capture any changes in the market.
- The current Agreement is set up as follows:
 - Schedule A - Non-special Waste & Materials, Recyclates and Recoverables (including 7 geographical sub lots)
 - Schedule B - WEEE & Associated Materials (Including 4 geographical sub lots)
 - Schedule C – Chemical Substances & Materials (Including 4 geographical sub lots)
 - Schedule D - Clinical and Biological Material & Waste (including 4 geographical sub lots)
- Each Sub Lot has between 2-6 Suppliers.
- Mini – Competition (inviting all suppliers on the Agreement to bid in a further competition for the individual Institutions requirements) is the only means of calling off from the Agreement.

Current Framework Position (Cont.)

- The evaluation was split Technical 70% : Price 30%
- The technical criteria was as follows:
 - Account Management (13%)
 - Service Delivery Management (37%)
 - Contract Management (4%)
 - Value-Added Services (3%)
 - Quality Assurance & Continuous Improvement (4%)
 - Complaints & Dispute Resolution (3%)
 - Sustainable Procurement (6%) e.g. Waste Initiative Proposals, Community Benefits linked to contract etc.

As a minimum contractors provide;

- Waste Management Services for the relevant waste streams (Non-Special Waste & Materials, Recyclates & Recoverables, WEE & associated materials, Chemical Substances & Materials and Clinical & Biological Materials & Waste)
- The provision of all suitable bins on site as well as the maintenance and cleaning of each bin
- Value Added services including Community Benefits, training, local employment, SME engagement, facility tours etc.

Upcoming Framework Agreement

Where We Want to Be:

- As we are in development stage of the re-tender a lot of market research, supplier engagement and sector research is still required which will hopefully answer this question.
- We are aware of the major push towards sustainability and would hope to capture this requirement within the Tender.
- Some of the feedback we've received to date include:
 - Possibility of separating out Waste streams further e.g. Food Waste or Confidential Waste
 - Re-use elements include Warp-It or Uni-Green
 - Circular Economy Initiatives
 - One Stop Shop for all Waste elements
 - Requirement of an Annual Waste Plan than is continually reviewed and updated



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Open Discussion: Experience, Considerations, Contacts, Case Studies

Comments will be taken to the UIG on the 11th April to help form the upcoming Agreement.