



North Eastern Universities Purchasing Consortium:  
saving you time, money and resources through  
collaborative procurement

**Spring clean your contracts to meet your corporate, social and environmental responsibility goals whilst becoming more efficient**

North Eastern Universities Purchasing Consortium (NEUPC) member Durham University has engaged in innovative research to meet its corporate social responsibility goals, support the environment and achieve significant efficiencies at the same time.

This successful research was carried out with a supplier awarded via the NEUPC Cleaning and Janitorial framework – a new and improved version of this framework has just been launched this month (July 2015).

Durham University Category Manager Linda Joyce led this piece of innovation research with an awarded supplier following a mini competition.



She asked awarded supplier Bunzl to investigate innovative ways it could meet the University's corporate, social and environmental responsibility (CSER) goals. She shared the Procurement Service's CSER policy with the supplier. She also asked the supplier to meet



with end users to understand their priorities and concerns, as part of this work.

Linda Joyce explains: "Following this research, we asked Bunzl to arrange trial days with our end users to test an innovative range of eco-friendly products which meet our needs. This was done on a range of surfaces. The supplier also provided end-user training to show how our cleaners could get the best out of the eco-friendly products, allaying fears they would not perform.

"The results of this work are significant, demonstrating how we can become significantly more environmentally friendly in terms of our cleaning products, whilst being more efficient at the same time. Our end users involved in this research were pleased with the products and the results."

Benefits acknowledged by Durham University include:

- Significant cash savings – one eco-friendly re-fillable trigger spray would be supplied with a large container of product. The difference when compared with the cost of several non-refillable trigger sprays containing the same amount of

product is 90 per cent. This is when compared with the purchase of non-eco-friendly trigger sprays containing the same amount of product.

- Reduced packaging which can also be recycled. This reduces waste going to landfill, the amount of storage space required by the University, the frequency of deliveries and CO2 emissions. This also impacts on cost, and value for money.



Linda Joyce adds:

“We have made full use of our contract management systems to bring us the best from this framework. We always aim to use a framework if they are suitable to achieve the maximum efficiencies possible as addressed In the Diamond report and to maximise our resources for all our work.

“In addition to working with the Consortium, we share resources and contracts with other institutions to collaborate effectively and efficiently.

“It is great to see sustainability was considered in this framework already. Using our internal processes, we have now taken this to the next level.”

Further research will now be carried out and communications across the University to inform key stakeholders about this new approach.

Chris Westgate at Bunzl Cleaning & Hygiene Supplies adds: “As a result of this work, the University are now using far more eco-friendly products which are extremely cost-effective in comparison to the 5L or ready-to-use chemicals they were previously using. Durham University is an extremely valued customer to Bunzl Cleaning and Hygiene Supplies, and we will continue to work with Linda and the cleaning staff to ensure that their high standards are met through the most innovative, eco-friendly and cost-effective products available.”

View details of the new and improved Cleaning and Janitorial Framework on the NEUPC website at [www.neupc.ac.uk](http://www.neupc.ac.uk)



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View full details of the agreement at:  
[www.neupc.ac.uk](http://www.neupc.ac.uk)