

ITS2006 NE

Printers and Managed Print Services (NEPA2)

Contracting Authority **NEUPC**

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Key Information

Framework Start Date 01/03/2021

Current End Date 28/02/2025

Framework Suppliers

23

ASL (Epson Reseller)
ASL (Kyocera)
Altodigital (Epson reseller)
Apogee (HP Inc)
Aurora (Canon_Reseller)
Banner (Brother)
Banner (Epson)
CCS Media (HP Reseller)
Canon UK Ltd
DTP (HP)
Dynabook Europe GmBh (F/T as Toshiba)
Insight Direct (Epson)
Konica Minolta Business Solutions (UK) Limited
Kyocera Document Solutions
Landscape (HP Inc)
Ricoh UK Ltd
Right Digital Solutions (Kyocera)
Sensible Choice Ltd (Epson Reseller)
Sharp Business Systems UK (Dynabook formerly t/a Toshiba)
Vision (Canon Reseller)
XMA (Epson)
XMA (HP)
XMA (Kyocera)

Scope of Requirements

This agreement is intended to provide a full document print equipment supply with related services and peripherals. Included in this remit is office document print hardware, multi-functional devices, print production hardware, print management solutions and services (including Industry Print software solution if required) and additional peripheral hardware to enable fulfilment of managed print services i.e. user authentication hardware and money loaders. Large format printers are within scope of this agreement and may be supplied under lots 1-4.

Accessibility

The Framework may be used by members of;

North Eastern Universities Purchasing Consortium (NEUPC)
London Universities Purchasing Consortium (LUPC)
Southern Universities Purchasing Consortium (SUPC)
North Western Universities Purchasing Consortium (NWUPC)
Higher Education Purchasing Consortium, Wales (HEPCW)
Advanced Procurement for Universities and Colleges Limited (APUC)

Call Off Method

Call-off from the Framework Agreement is by means of (i) further-competition (mini competition) (ii) ranked (direct award) (iii) Desktop exercise.

Lot Information

1 : Lot 1 Non-Managed Print Equipment

Apogee (HP Inc)
Banner (Brother)
Banner (Epson)
CCS Media (HP Reseller)
Insight Direct (Epson)
Kyocera Document Solutions
XMA (Epson)
XMA (HP)
XMA (Kyocera)

2 : Lot 2 Supply of Managed Print Equipment and Services

Altodigital (Epson reseller)
Apogee (HP Inc)
ASL (Epson Reseller)
ASL (Kyocera)
Aurora (Canon_Reseller)
Canon UK Ltd
DTP (HP)
Dynabook Europe GmBh (F/T as Toshiba)
Konica Minolta Business Solutions (UK) Limited
Kyocera Document Solutions
Landscape (HP Inc)
Ricoh UK Ltd
Right Digital Solutions (Kyocera)
Sharp Business Systems UK (Dynabook formerly t/a Toshiba)
Vision (Canon Reseller)
XMA (Epson)
XMA (Kyocera)

3 : Lot 3 Print Production Equipment and Services

Altodigital (Epson reseller)
ASL (Epson Reseller)
ASL (Kyocera)
Aurora (Canon_Reseller)
Banner (Epson)
Canon UK Ltd
Dynabook Europe GmBh (F/T as Toshiba)
Konica Minolta Business Solutions (UK) Limited
Kyocera Document Solutions
Ricoh UK Ltd
Right Digital Solutions (Kyocera)
Sharp Business Systems UK (Dynabook formerly t/a Toshiba)
Vision (Canon Reseller)
XMA (Kyocera)

4 : Lot 4 One Stop Shop for Office Print Equipment and Services

ASL (Epson Reseller)
ASL (Kyocera)
Aurora (Canon_Reseller)
Banner (Epson)
Canon UK Ltd
Dynabook Europe GmBh (F/T as Toshiba)
Konica Minolta Business Solutions (UK) Limited
Kyocera Document Solutions

Responsible Procurement

- CSR issues considered in the evaluation including WEEE regulations, compliance with work time directives, carbon reporting and modern slavery.
- Sustainability and CSR issues considered in the evaluation.

Added Value

- The framework, as proposed, provides the availability of a full range of MFD and print related goods and services required for the HE environment as given as a priority by the TWP.
- Additional services available via the framework
- The framework provides access to key OEM suppliers in the respective market and an array of reseller partners. The framework provides access to most of the key suppliers in the respective markets
- Commitment from all suppliers in one form or another to support pricing on consumables for purchased equipment.
- MI reporting at consortia level will be direct and so within control, improving savings reports for members.
- Direct control of contract management and reviews at consortia level.
- The full cashable benefits have yet to be determined but initial benchmarking shows this framework is at minimum comparable to any alternative in terms of cash savings.
- Maximum click rates allowable provide additional value for money and control. Awarded supplier click rates are competitive, with awarded suppliers returning high quality bids.
- A rigorous evaluation has been carried out, ensuring suppliers are high quality.
- A good amount of print costing is available for benchmarking purposes via NEUPC.
- Suppliers have signed up to additional call off KPIs within the call off Contracts, Suppliers must be prepared to meet Key Performance Indicators for individual call off Contracts in the areas defined below, to reflect minimum standards of service delivery requirements as stated in the Specification. This list is not exhaustive.
- Speed of response to requests for print goods and services
- Positive approach to working and building working relationships with the Member Institution
- Maintenance of the appropriate level of qualified and experienced staff
- Timely and accurate Management Information
- Accurate, regular invoicing
- Communication and customer Interface
- Value for money
- Lease options
- Member Institutions may agree additional KPIs which may be negotiated at the award stage of the call off procedure chosen, as appropriate.
- Member Institutions should agree together the indicators that will decide whether service levels are being met at the start of any call off Contract.
- It shall be the Supplier's obligation to ensure that these are always adhered to and these will be the subject of contract review meetings with Member Institutions.

Ricoh UK Ltd

Right Digital Solutions (Kyocera)

Sensible Choice Ltd (Epson Reseller)

Sharp Business Systems UK (Dynabook
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Vision (Canon Reseller)

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5 : Lot 5 Independent Print Audit and
Consultancy

For further information, please refer to the [Buyers Guide](#)

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