
SUMMARY

Start date: 7th August, 2020
End date: 31st July, 2023
OJEU Number: 2020/S 049-117467
Lead Consortium: NEUPC
Main contact: Mark Hayter
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Website: https://www.hecontracts.co.uk/agreements/836

Savings!
Collaboration!
Flexible call offs!

SCOPE

Goods, including but not limited to:

a) Amplifiers
b) Assistive Listening
c) Audio Distribution, Processing, switching, and scaling
d) AV Cabinetry
e) AV Lecterns
f) AV Mounting bracketry
g) AV Software
h) Cables/Connectors/ consumables
i) Collaborative meeting and learning
j) Control Products
k) Digital Signage
l) Induction loop
m) Installation cabling
n) Interactive Presentation
o) Large size Video Display
p) Lecture Capture
q) Lighting Systems
r) Loudspeakers
s) Microphones
t) Mixers & Consoles
u) PA / VA Systems
v) PC's desktop
w) PC’s laptop / notebook
x) PC’s surface
y) PC’s tablet

note: items v) to y) inclusive, when bought as a standalone product, should be sourced from the LUPC awarded NDNA framework

z) Projection screens - electronic
aa) Projection screens - manual
bb) Projector lamps
c) Projectors/Projection Products
dd) Racks, Rack mounts & Brackets
e) Recording and editing equipment
ff) Video Distribution, Processing, switching, and scaling

gg) Visualisers

hh) Wall/surface mount input plates (e.g. 1gang HDMI input)

Services, including but not limited to

a) Project Management
b) Account management
c) Systems Design
d) Systems Integration
e) Off-site rack build and system test
f) System programming
g) Carriage to site
h) Installation services
i) Snagging and hand over
j) Training
k) Warranty support
l) Planned preventative maintenance
m) Reactive maintenance
n) Benchmarking and continual improvement

AGREEMENT BENEFITS

Direct Price Based Savings

Due to market conditions on price, comparison of price offered versus last price paid may not be reliable, certainly not for a framework benchmarking. At further competition level, depending on contract requirements and timings, some cash savings may be realized. Institutions conducting repeat tenders may be able to report this benefit type.

Direct Price Based Savings

The framework agreement used two price comparators, being a basket of goods, and also a design scenario. This enables us to compare the proposed pricing from the awarded suppliers, against that of the unawarded tenderers:

11% Basket of Goods:
41% Design Scenario (Small contracts)
30% Design Scenario (Large Contracts)

Soft benefits include

- Compliance to Health and Safety legislation
- Provision to manage sustainable impacts via the Net Positives supplier action tool.
- Awarded to regional and SME
- Flexible call-off options
- Direct control of contract management and reviews at consortia level.

USING THE FRAMEWORK
The framework offers a flexible approach to calling off contracts, including:

- Direct Award
- Competitive Quotation
- Desktop Calculator
- Mini Tender

The suppliers are arranged in regional lots, and also by 'Large' and 'Small' contract size. The customer may use their own discretion to determine the lot and call off method most suited to their own contract requirements.

Please also see the Buyers’ Guide Document, which offers additional assistance and reassurance regarding selection of lots and call off methods.

### SUPPLIERS

<table>
<thead>
<tr>
<th>Lot</th>
<th>Suppliers</th>
</tr>
</thead>
<tbody>
<tr>
<td>1b North East of England – small contracts</td>
<td>AV2000 Ltd, GVAV (formerly GV Multi Media Ltd), IDNS Ltd, Roche Audio Visual, Universal AV,</td>
</tr>
<tr>
<td>2a Yorkshire – large contracts</td>
<td>AV2000 Ltd, Cinos Limited, Design AV Europe Limited, GVAV (formerly GV Multi Media Ltd), IDNS Ltd, Pure AV Ltd, Roche Audio Visual, StriveAV Limited, Universal AV, Visavvi (Trading Name of the Saville Group Limited),</td>
</tr>
<tr>
<td>2b Yorkshire – small contracts</td>
<td>AV2000 Ltd, GVAV (formerly GV Multi Media Ltd), Roche Audio Visual, StriveAV Limited, Universal AV,</td>
</tr>
<tr>
<td>3a Wales – large contracts</td>
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<td>3b Wales – small contracts</td>
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<tr>
<td>4b West Midlands of England – small contracts</td>
<td>GVAV (formerly GV Multi Media Ltd), Reflex Ltd, Snelling Business Systems, StriveAV Limited, Universal AV,</td>
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<tr>
<td>5b East Midlands of England – small contracts</td>
<td>GVAV (formerly GV Multi Media Ltd), Roche Audio Visual, Snelling Business Systems, StriveAV Limited, Universal AV,</td>
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<tr>
<td>6b East of England – small contracts</td>
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</tr>
<tr>
<td>7a South West of England – large contracts</td>
<td>Cinos Limited, Design AV Europe Limited, GVAV (formerly GV Multi Media Ltd), IDNS Ltd, Pacific Computers Ltd, Pure AV Ltd, Reflex Ltd, Roche Audio Visual, StriveAV Limited, Visavvi (Trading Name of the Saville Group Limited),</td>
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<tr>
<td>8b South East of England – small contracts</td>
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</tr>
<tr>
<td>9b Greater London – small contracts</td>
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### SUSTAINABILITY
All Tenderers were required to prove that they operated an audited Environmental Management System, such as ISO14001 or equivalent.

Awarded suppliers must participate in the ‘NETPositive Futures’ sustainability assessments and action plans.

All awarded suppliers have indicated their adherence to the Ethical Trade Initiative.

Customers may be able to overlay Electronics Watch terms and conditions in their call off contracts.

Institutions, integrators, manufacturers and distributors are to participate in a bespoke framework sustainability forum, with initial focus upon single use plastics, and improving the sustainable credentials of packaging in the supply chains.

**NEXT STEPS**

Please see the Buyers' Guide for more details about using this framework agreement.

Your Procurement Department, or the Agreement Manager will be able to assist with your purchasing questions.