

Who are we?

- The University was established by Royal Charter in 2004 but we were founded in 1824.
- Our aims are: 'to advance education, knowledge and wisdom by research, scholarship, learning and teaching, for the benefit of individuals and society at large'.
- We are a global operation firmly based in Manchester.
- We are the largest single site university campus in Europe.
- We offer 400 degree programmes across the academic spectrum, both undergraduate and postgraduate.
- We are ranked 6th in the UK, 8th in Europe and 38th in the World (as at June 2018).
- We employ over 12,000 staff, have nearly 40,000 students and have 350,000 alumni in 190 countries across the world.
- We turnover £1bn annually and are investing £1bn in our campus over the next 8 years.
- We spend almost £500m annually across the whole range of categories.
- Our supply base is wide and complex with over 8,500 suppliers providing everything from aeroplanes to Yorkshire puddings and anything in between.

Where you can find us?

We are located on the south side of Manchester city centre with two main sites situated along Oxford Road and Sackville Street.

Our main address is:
The University of Manchester, John Owens Building, Oxford Road, Manchester M13 9PL

Travel details can be found on our webpages:

 www.manchester.ac.uk/discover/maps/

We also carry out teaching, and research at Jodrell Bank and many of the hospitals in the region.

We engage more widely with the public through our world class cultural assets including Manchester Museum, Whitworth Art Gallery, the John Rylands Library and the Jodrell Bank Visitor Centre. Details are available here:

 www.manchester.ac.uk/discover/open-public/

Full details about us and our activities can be found on our home pages, see main link within this document.

What is important to us?

OUR VISION

We aim to build on our worldwide academic reputation and, in addition to excellence in teaching and research, we are committed to be socially responsible. See:

 www.manchester.ac.uk/discover/vision

RESPONSIBLE PROCUREMENT

- We spend money to achieve our objectives and we need the right suppliers to help us to realise our goals.
- We try to be open, transparent and fair to suppliers and aim to reduce barriers to doing business with us.
- As a public body, we are bound by a variety of regulatory requirements that we have to meet.
- We need to deliver and demonstrate value for money across all our spending.
- We expect our suppliers to conform to all applicable legislation and work with us to demonstrate excellent practice throughout the supply chain.
- Reconciling all of these issues is challenging but is at the centre of Responsible Procurement; you can find out more about our journey and approach on our webpages:

 www.manchester.ac.uk/procurement

How do we know about you?

How do we know about you and what you can supply us with?

THE CHALLENGE

- Greater Manchester alone has 105,000 businesses; of these only 600 are large organisations, meaning that 104,400 are classed as SMEs.
 - We already have more than 8,500 suppliers on our finance system. Over 80% of these class themselves as SMEs.
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THE OPPORTUNITY

- We are keen to spend as much as we can locally and with SMEs either directly or within our wider supply chain.
- Most of our strategic spend is with the 10% of our formally contracted and centrally managed suppliers.
- However we are increasingly targeting these tier one suppliers to tell us about their supply chains and demonstrate how they deliver value for money from their suppliers – this might be you.

You have to maximise your chances to identify realistic opportunities to win business.

What are we doing?

We can't buy everything from everybody and we do not have a select supplier list.

However, we are keen to ensure that we maintain competition within, and diversify, our supply base by widening opportunities (especially for smaller organisations) to bid for work with us.

We recognise that SMEs can offer lots of benefits including more flexibility, innovation and value for money.

HOW ARE WE DOING THIS?

- By openly advertising our requirements.
- By constantly trying to simplify what we do, and how we do it.
- By dividing our requirements into lots where we can.
- By ensuring our Construction Framework Partners are required to be transparent in awarding sub-contracts and encouraging use of local and SME firms.
- By committing to more 'meet the buyer' events to publicise opportunities.
- By listening to feedback and providing bespoke guidance for SMEs.
- By measuring what we do: around 40% of our direct spend is with businesses with a GM invoicing address.
- By helping SMEs to develop their business, increasing resilience and encouraging them to widen their customer base.
- By an on-going commitment to all of these.

What help can we provide?

There is useful guidance, information and links, on our web pages which are constantly updated:

 www.procurement.manchester.ac.uk/supplying

We run our opportunities through our electronic tendering portal (In-Tend). Registering on this is free and will alert you to relevant opportunities.

 www.procurement.manchester.ac.uk/supplying/in-tend

We advertise on both the UK Government tender portal (Contracts Finder):

 www.gov.uk/contracts-finder

and higher value tenders on the European portal (TED- Tenders Electronic Daily):

 www.ted.europa.eu/TED/main/HomePage.do

Registration on both is free and will alert you not just to University tenders but opportunities across the UK and Europe should you wish to see them.

Other guidance, support and help can be accessed online, including:

UK Government  www.gov.uk/browse/business

Business in the Community  www.bitc.org.uk

Business Growth Hub  www.businessgrowthhub.com

GM Chamber of Commerce  www.gmchamber.co.uk