HE Apple Equipment & Services Framework Agreement – ITS6003-HW

Update – 23rd May 2017

In an effort to improve communication, and to support your purchasing choices through the framework agreement we are working closely with the resellers to provide regular updates of any supply chain issues that occur. This may include, for example information on products that are approaching end of life, constraints on supply, current lead times etc. but may change depending on the issues faced.

The information will be shared with the participating consortia and published on HE Contracts/APUC Sharepoint.

Academia

We are pleased to report no known supply issues across the Apple. We are therefore encouraging institutions to get their orders in as early as possible to benefit from the current stock holding.

We have two service updates for members which are as follows:

Academia – ReviveIT Apple Trade in Scheme

We are able to offer member organisations discounts on new Apple purchases when they trade in legacy Apple equipment. The scheme provides data erasure and WEEE compliant certification, whilst reducing the total cost of owning a new Apple device. We have highlighted below the discounts we are currently offering and there is no limit on the number of devices so if members are refreshing a lab they could save £1000’s.

21.5’ iMac
4 Year old Device £320 credit
5 year old Device £280 credit

Macbook Pro 15’
4 Year old Device £335 credit
5 Year old Device £285 credit

For more information or to request a trade in price see our website:
http://edu.academia.co.uk/reviveit-returning-value-asset-disposal/
**Individual Purchase Store – studentsuperstore.co.uk**

We have updated our individual purchase store with a new look. Offering time limited promotions above and beyond the framework pricing we encourage staff and students to make sure they register if they are looking to purchase a personal device.

We are looking to run promotional campaigns with member institutions so that your students can benefit from the improved pricing and 3 year warranty position. If you are interested in supporting this please contact your account manager.

---

**Insight**

A new price list is available from 12th May 2017 and can be viewed at [https://www.hecontracts.co.uk/agreements/283](https://www.hecontracts.co.uk/agreements/283)

**Stone Computers**

Discussions are ongoing with Stone regarding its return as an active supplier under the framework agreement. Following a meeting held on 16th May 2017 during which Stone presented its proposals for servicing the agreement, it is hoped that Stone will have completed all outstanding matters by mid-July 2017. The intention is then to have a “soft” launch with a limited number of customers prior to opening up to all institutions.
XMA

Marketing update:

As of 1st April 2017, all Mac and iPad purchased from XMA under the HEPCW Framework include 4 Year Warranty as standard. This includes purchases made by both Institutions and Individual Staff/Student Sales.

XMA have been marketing this free 4 year warranty upgrade on Mac and iPad to staff and students through the EDUstore. This has comprised of digital marketing through Google paid search, email campaigns and affiliate marketing with student discount sites such as Student Money Saver.

We are imminently launching the EDUstore Resources, a portal containing marketing collateral to enable faculty members to distribute the message to their colleagues and students.

Constraints:

Generally product availability is very good on most stock items (including the recently introduced iPad 9.7"), but with the exception of iPad Pro.

Whilst not formally in constraint, we are seeing heavily reduced availability of all iPad Pro models for the remainder of this month.

Howard Allaway
Framework Agreement Manager
23rd May 2017