Buying for schools
The buying landscape in schools

Saves you time
Saves you money
Is what you want
Is a deal that is easy to access
Since January 2017

- **38** Deals published on GOV.UK
- **30 000** transactions 18/19
- RPA saving over **£23m**
- **2** Regional Buying Hubs pilots
- Over **7 000** School Business Professionals reached
Strategy & Principles

Schools’ buying strategy

January 2017

‘every type of school’
‘changes that schools want’
‘closer relationship between the Department and schools’
‘looking at the whole buying process from start to finish’
Benefits of PSBO’s

• Not profit making
• Aggregated purchases offer greater buying power and therefore better value for money
• Compliant deals which have gone through the full OJEU procurement procedure
• Simpler route to market – you may be able to direct award or run a further competition
• Pre-agreed contract terms – no need for you to renegotiate
• PSBO category expertise including deep market knowledge
• Any supplier issues you have under a PSBO arrangement can be escalated to PSBO for assistance in resolving
Extensive benchmarking

Crown Commercial Services (CCS)
Central Buying Consortium (CBC)
Crescent Purchasing Consortium (CPC)
Eastern Shires Purchasing Organisation (ESPO)
North Eastern Purchasing Organisation (NEPO)
Yorkshire Purchasing Organisation (YPO)
NHS Shared Business Services
Fusion 21
Kent County Supplies and Think IT
Current deals available…
- Building Cleaning Services
- Portable and Fixed wire testing
- Construction Consultancy Services
- Facilities Management Market place
- Removal and Relocation services
- Provision of furniture
- Defibrillators DfE/NHS Deal
Current deals available…
- Electricity Supply
- Gas supply
- Water and waste water
- Energy Efficiency Salix ‘interest free’ Loans
  - Fund over 100 different technologies
- Energy retro fit efficiency improvements
  - Such as insulation, lighting & windows

NEW
- Launched January 2019
  - School Switch
Current deals available...

- ICT Services for Education
  - Supply & fit
  - Support & maintenance
  - Managed services
- Desktop hardware
  - Hardware & portable devices
- ICT Cloud support and related services
  - Hardware & Software / Communications /Networking and Cabling
- Technology products 2
- ICT Solutions & network infrastructure
- Software licenses
- G Cloud 10
Current deals available…
- Copiers / Scanners MFD
- Commercial Insurance
- Audit Services
- Spend Analysis and recovery services
- Books & Materials
- Library resources
- Professional Services
- Legal Services
- Leasing Services
- Office supplies
- Recruitment – Employee screening

NEW
- Launched this academic year
  - Agency Supply Deal
  - Teacher Vacancy Service
  - Motor Insurance for Academies – express your interest

School business services

GOV.UK Search buying for schools
• Provides comprehensive risk protection to all academies including property damage; business interruption; employer liability; public liability; cultural assets and UK and overseas travel
• Currently £20 per pupil
• £18 per pupil from September 2019
• We will keep the cost at £20 per pupil or less until at least August 2022

What's new?
- RPA aims to continuously improve our offer, therefore from September 2018 the RPA offer now includes:
  - Overseas travel (including winter sports) cover
  - Cultural Assets (including a valuation service) cover
- You can find further information on this in our membership rules on Gov.uk
Don’t take our word for it...

- Scout Road Academy
- Hebden Bridge, West Yorkshire
- Academy
- Age 4 - 11
- 102 students
- Joined RPA 1/9/2014

We were initially drawn to the RPA because of its low cost and affordability compared to other school insurance on the market. Choosing to insure through the RPA has turned out to be a well-judged decision. The process of claiming from our policy has been simple, personal and hassle free.

Janine Webb, Academy Business Manager, Scout Road Academy
Compliant buying process
Simplify the buying process
Regional Buying Hubs

Provides
- Website portal
- Helpdesk facility
- One stop easy access
- Free service
  - North West
  - South West
Wellacre Technology College
Flixton, Manchester
Academy
Age 11-16
660 students
100 staff
Contracted out cleaning

Outcome:
- A **75K** saving over 3 years
- Fully compliant tender

- Registered with North West Hub
- Completed contract review
- Hub reviewed a Cleaning Tender
- Little experience of running competitions
- Hub removed usual administration
Working in partnership with you
The importance of the School Business Professional
SBP networks

- National directory
- Network leaders
- Network guidance
- Communication
Capture your voice
- National organisations
  - ISBL, ASCL, NAHT
  - Unison & NGA
- User Group
- External Events
- MAT Procurement Forum
- SBP Network Leads
- Local Authority networking
Rob Owens Trust COO
- A School Business Professional
- A buyer

- Regional Buying Hubs
- RPA
- MFD deal
- Agency deal

And....
- User Group member
Working together delivers benefits.....

…being part of the user group allows you to have a direct link to the DfE, to have your voice heard and to influence future developments that will directly impact on our profession. A very refreshing concept and one I would wholeheartedly encourage others to be involved in.....

I’ve found it very helpful to learn from other MATs about their procurement experiences and to share intelligence and case studies. It’s been helpful to understand the DfE’s agenda and to meet the various teams. I have been able to disseminate learning across my local networks…

...we are delighted that the Commercial team is in place to foster wider networking opportunities to realise local benefits. It is refreshing that the Commercial Team has been established to support the critical work of the SBM professional providing a two way communication to what is happening on the ground!

Matt Matthew, FISBL Trust Business Manager The Link Academy Trust

Steve Howell, Chief Financial Officer, Red Kite Learning Trust

Arlette Wells, School Business Manager, Hitherfield Primary School & Children’s Centre
Some how to’s
How to... keep ‘connected’

1. Sign up to the School Business Professional contact list
2. Sign up to the ESFA updates
3. Join a network group
4. Become a member of our User Group
5. Visit us at our stand
Buying for schools

How to buy goods, works or services for your school.

Following these guides will help schools to:

- find deals that are available
- get value for money
- comply with EU procurement law

Check our deals for schools first to see if they can supply what you need.

Before you start
How to prepare and research before buying things for your school to help you get the best deal and save money.

Find the right way to buy
When to buy from a deal or framework and when to get bids or quotes.
How to... get in touch

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