



Department
for Education

Schools
Commercial
Team

February 2019
Helen Lumb

Supporting schools to achieve great value

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Search **buying for schools** 

Today we will...



Look at how we can **save you time and money**

Talk about what **we** have done and are **doing** to help

Talk about the challenges we are faced with buying for schools



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Buying for schools

- **£6bn** Business Services
- **£3bn** Facilities
- **£0.7bn** Utilities
- **£0.5bn** IT

- 
- **24 000 Schools** 7000+ Academies
 - **1000's Suppliers** Local Authorities, Traded Services, PSBO, Limited Companies, Sole traders & Brokers
 - **SBPS** FDs, CEOs, CFOs, Business Managers, Support Managers, Office Managers, Finance Assistants, School Secretaries, PAs, Business Directors, Principals etc.
 - **Compliance** Academies Handbook, Scheme for Financing Schools, local policies & OJEU limits

Supporting & working with SBPS since January 2017



38

Deals for Schools



10,000

Transactions



72%

Increase in saving



40

Benchmark points



2

Regional buying hubs launched



100+

Events attended in 17/18



70+

Network leaders recruited



7,000

SBPs reached



60+

SBP users



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Strategy & Principles

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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'**

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Excellent School Resource Management

We already provide support, guidance and tools to help schools to make better use of their resources in driving up outcomes for pupils, and we want to go further in providing this support.

In August, we published the **Excellent School Resource Management strategy** which includes information on how to work collaboratively with other schools to drive down costs on things like stationery, energy and water bills, as well as supporting schools with staff recruitment and retention.

Across the system as a whole			
Transform the funding system Improve the infrastructure of the school estate Support partnership working between schools			
School-level support			
Areas of spend	Help schools to get the best value from their non-staff expenditure	Support schools in managing their workforce	
Cross cutting	Improve data and the transparency of information	Continue to develop schools' capability for effective financial management	Provide oversight, intervention & targeted support to schools at risk



Working with SBPs and Schools sector



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The importance of the School Business Professional

School business professionals have an important role to play in helping schools deploy their resources effectively. We will...

- continue to work closely with organisations such as the Institute of School Business Leadership (ISBL) to look at 3 key areas: **Supply, Skill and Status**
- work with the sector to champion the profession
- continue to improve our direct communication channels with SBPs
- improve entry routes into the profession

We have published a series of case studies which highlight the value of a good SBP from the perspective of headteachers.

“A good School Business Professional is crucial to the strategic running of my school. I would never go back to not having one.”



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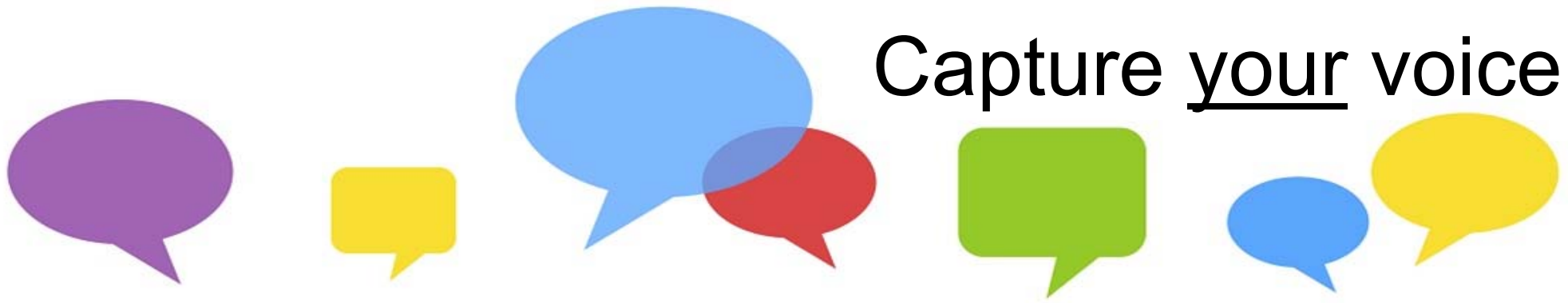
***Sam Eden, Headteacher,
Ancaster C of E Primary School, Grantham***

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Capture your voice



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Be part of what we do...

Engaging our customers and improving 2 way communication

Professional Bodies

User/ Reference Group

SBP Network Leaders

Increased presence at sector events

MAT Procurement Forum

LA Networking Events

Digital User Group



Supporting SBPs

- Published guidance to support those wanting to start an SBP network group
 - Provided seed funding to start network groups
 - Published the first national directory of SBP groups around the country
 - Working with SBP network leaders, to support the development of networks and the sharing of practice
- Improving communication - Sign up to our [Schools Business Professional contact list](#)



“I have also had someone request to join our group and other networks of SBMs wanting to share best practice. So I think it has started very well and is working as intended.”

Developing Deals

Is it what schools want?

Will it save schools time?

Will it save schools money?

Is the deal easy to access?



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Who we work with

Crown
Commercial
Service
(CCS)



Crown
Commercial
Service

- The buying arm of central Government
- Available to all schools



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Public Sector Buying Organisations

Central Buying Consortium (**CBC**)

North Eastern Purchasing Organisation (**NEPO**)

Crescent Purchasing Consortium (**CPC**)

Yorkshire Purchasing Organisation (**YPO**)

Eastern Shires Purchasing Organisation (**ESPO**)

Other PSBOs : NHS Shared Business Services, Fusion 21, Think IT and others.....

Benefits of PSBO – not profit making

- Aggregated purchases which should 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

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This means...

If you are concerned about

- Developing specifications
- Running competitions
- Being compliant
- Legal paperwork
- Dealing with brokers
- Paying unnecessary fees
- Receiving incorrect advice

Deals on Gov.UK are

- Are provided by PSBO's
- Are used by schools and are suitable for schools
- Have passed our benchmarking testing
- Suppliers have been subject to competition, against robust specifications
- All tendering has been completed compliantly
- Provide benefits of aggregation
- Developed according to industry standards



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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



**Facilities
management**



Current deals available...

- Electricity Supply
- Gas supply
- Water and waste water
- Energy Efficiency Salix 'interest free' Loans
 - £25m Fund for maintained schools
 - Salix Energy Efficiency Fund (SEEF)
 - Fund over 100 different technologies
- Energy retro fit efficiency improvements
 - Such as insulation, lighting & windows

Utilities



'School Switch'

- One 'stop shop'
- Price comparisons
- Allows purchasing
- Simple to use
- Retains your site details

The screenshot displays the GOV.UK 'School Switch' interface. A 'Compare Results' window is open, showing three energy tariff options for comparison. The window is titled 'Compare Results' and has a close button in the top right corner. The background shows a sidebar with filters and a main content area with a search bar.

Supplier	Contract Name	Contract Type	Tariff Type	Standing Charge	Unit Rate	Annual Cost	Payment Method
corona energy	TP_10112018_Test_SE	Fully Fixed	Standard Generation Mix	12.50 p/day	2.54 p/kWh	£807.63	Direct Debit - 14 Days
Squeaky Clean Energy	TP_10112018_Test_SE	Fully Fixed	Standard Generation Mix	10.50 p/day	3.04 p/kWh	£950.33	Direct Debit - 14 Days
BRISTOL energy	Bristol Energy Business 1 Year Fix Advance Issue 554 01Bb	Fully Fixed	Standard Generation Mix	48.44 p/day	3.52 p/kWh	£1,231.30	Direct Debit - 14 Days



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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

Technology



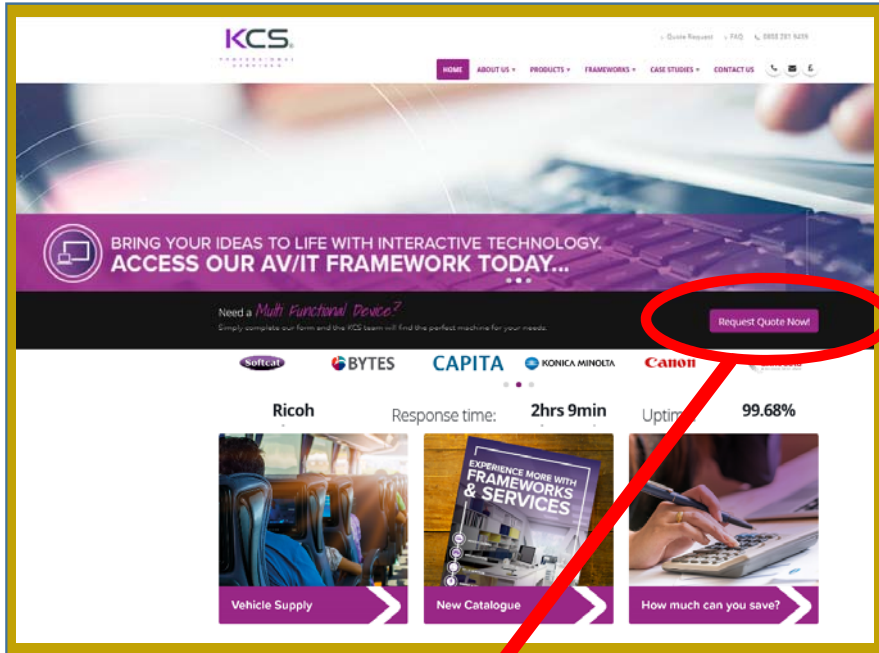
Current deals available...

- Agency Supply Deal
- Insurance
- Copiers / Scanners MFD
- Commercial Insurance
- Audit Services
- Spend Analysis and recovery services
- Books & Materials
- Library resources
- Specialist Professional Services
- Legal Services
- Leasing Services
- Office supplies
- Recruitment – Employee screening
- Teaching Jobs service

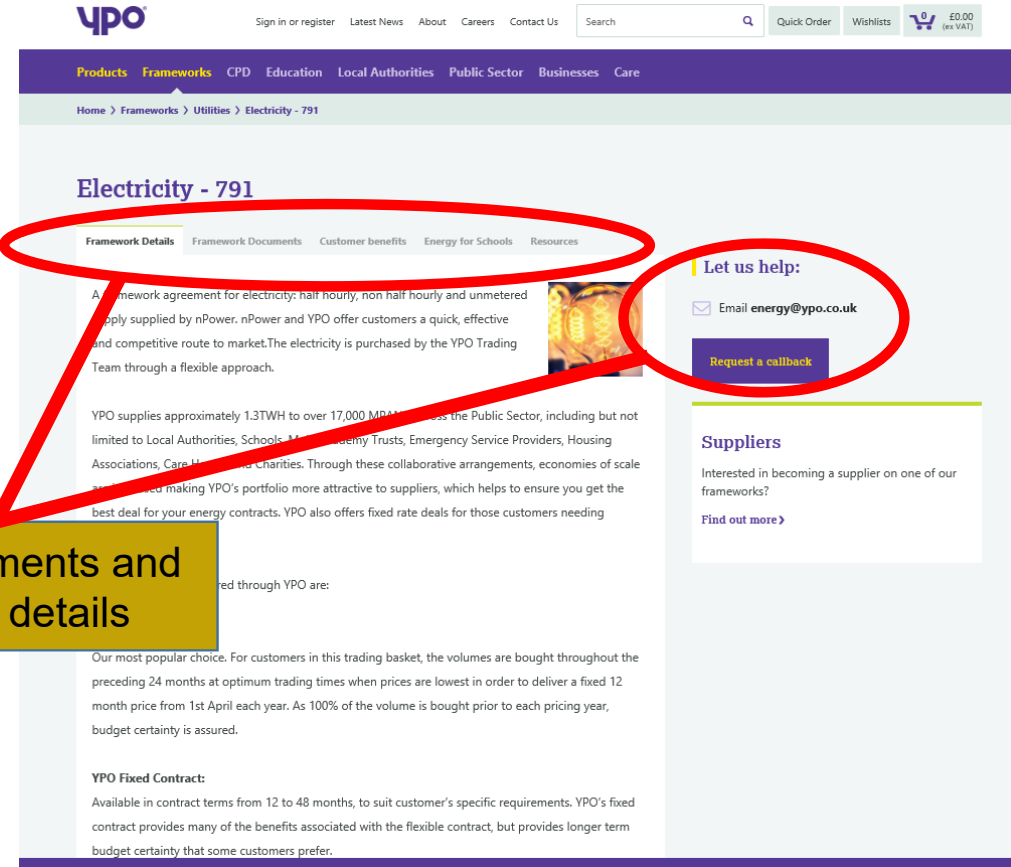
**School
business services**



Accessing Deals....



Request a quote



Key documents and contact details



Risk Protection Arrangement (RPA)

65%

Currently

- Provides comprehensive risk protection to all academies including property damage; business interruption; employer liability; public liability; cultural assets and UK and overseas travel
- £20 per pupil now fixed until August 2019

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



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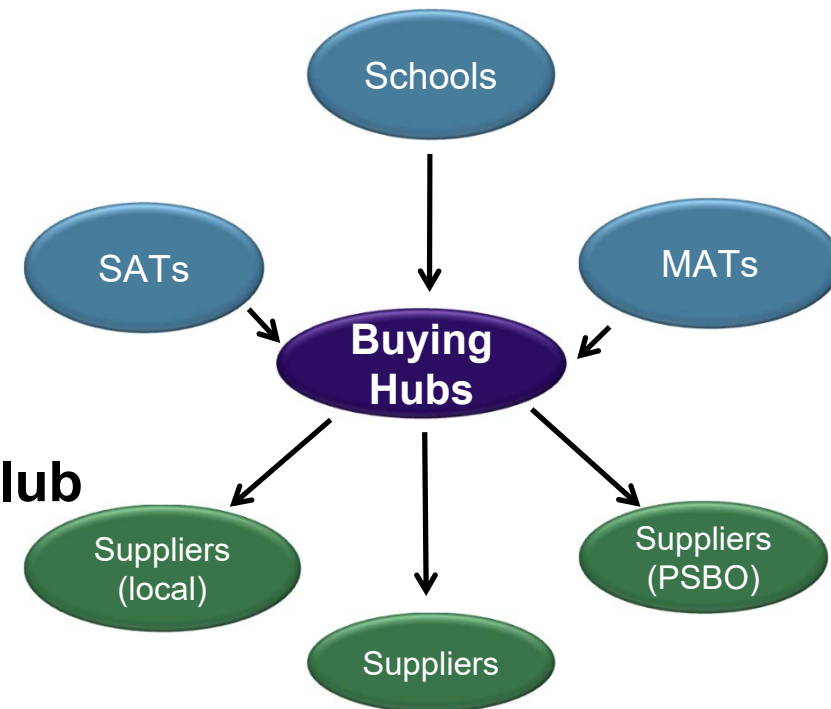
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Regional Buying Hubs

- Purpose
 - Complex buying made easier
 - Feb 2018 until April 2019
- Where
 - North West pilot region - **2Buy2**
 - <https://www.2buy2.com/schoolsbuyinghubnorthwest/>
 - South West pilot region - **Schools Buying Club**
 - <https://www.schoolsbuyingclub.com/schoolsbuyinghubsouthwest>
- Outcomes
 - Supporting schools in each region
 - Free service - join and leave at any time
 - Advice is not mandatory



- **Wellacre Technology College**

- Flixton, Manchester

- Academy

- Age 11- 16

- 660 students

- 100 staff

- Contracted out cleaning

- Registered with North West Hub
- Completed contract review
- Hub reviewed a Cleaning Tender
- Little experience of running competitions
- Hub removed usual administration

Outcome:

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



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How to...locate buying information

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Home > Education, training and skills > School and academy financial management and assurance > School procurement

Buying for schools

Give feedback about this page

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Search this manual

Contents

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

... apply 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.

Writing a specification
How to write a specification – the document you give to suppliers explaining what you want to buy.

Select a supplier direct from a framework agreement

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Over **35** Deals for Schools

Rigorous **40** point benchmarking exercise

Over **10 000** users



How to... get in touch



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Finally...when you get back...

We welcome your feedback please take a moment to

- complete our online evaluation
 - click here [online survey](#)
- Or complete our paper survey





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