

# Driving Sustainable Growth in Multi-Academy Trusts

Delivered digitally across two modules

26 November 2020 | 09:00 –12:30

2 December 2020 | 09:00 –12:30

Expert speakers include:

**Claire Delaney**

Managing Director, Schools Buying Club

**Clive Hammond**

Head of Procurement, Academies  
Enterprise Trust

**Lee Miller**

Deputy CEO, Thinking Schools  
Academy Trust

**Peter Ware**

Partner, Browne Jacobson LLP

**GROWTH**

Practical strategies to grow your MAT  
in a sustainable way

**PROCUREMENT**

Establish an effective  
procurement strategy

**MANAGEMENT**

Focus on clarity of communication  
and embracing a singular culture

The benefits of being part of a multi-academy trust are varied, but the ability that trusts have to knowledge share and collaborate, in order to create strategies and solutions together is a standout advantage. Ensuring any growth this collaboration inspires is done in a sustainable and successful way is key to the advancement of any trust, whether you are looking to grow in size or to develop your current operational strategies to grow internally.

This conference provides a focus on finding efficiencies within procurement and ensuring that the correct processes and systems are in place to enable growth to be viable and productive, from a trust standpoint, while focusing on providing the best educational outcomes for individual children.

With the current Covid-19 situation affecting everyone, the opportunity for MATs of all sizes to come together and share what they have learned over the past 12 months to drive the sector forward in a sustainable way is invaluable and this digital event allows you to do that without leaving the office!



## **GROWTH:**

practical strategies to ensure collaboration is done in a productive and efficient way to further the vision of the whole trust

## **PROCUREMENT:**

establish an effective procurement strategy to find efficiencies and ensure economies of scale

## **MANAGEMENT:**

put the correct processes in place to manage capital and human resources effectively to drive your trust forwards



# **BOOK TODAY**

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## Programme includes:

### Module one – Thursday 26 November

#### Running an efficient and compliant procurement process

*Peter Ware, Partner, Browne Jacobson LLP*

#### Smarter procurement in uncertain times

Understanding the impacts of Covid-19 and Brexit so you can plan effective and compliant procurements – examples of how MATs have saved money

*Claire Delaney, Managing Director, Schools' Buying Club*

#### Fundraising and sponsorship

Approach fundraising and sponsorship in an ambitious and proactive way, in order to create opportunities for your learners

*Matthew Crawford, CEO, Embark Federation*

*Rosie McLaughlin, Marketing, Fundraising and Events Manager, Embark Federation*

#### Procurement strategy

Establishing an effective procurement strategy to ensure best value, as well as practical ideas and good practice to reduce non-staff spend

*Clive Hammond, Head of Procurement, Academies Enterprise Trust*

#### Marketing

The 3 step framework to results-driven marketing at your school or MAT

*Emily Richards, Founder, Stickman Consultancy*

### Module two – Wednesday 2 December

#### Centralisation

The benefits and pit-falls of centralisation, including GAG pooling and creating a cultural buy in, while knowing the systems and staffing areas that best benefit from a singular focus

*Tommy Cullen, COO, The Stour Academy Trust*

*Simon O'Keefe, CEO, The Stour Academy Trust*

#### Change management

Changing the culture of individual schools, with a view to buying into being a part of a MAT and embracing centralisation, while still allowing for a level of autonomy

*Lee Miller, Deputy Chief Executive, Thinking Schools Academy Trust*

#### Growth

A look at the drivers that affect the internal and external growth of a multi-academy trust and the process that needs to be put into place to ensure that any potential expansion is successful and sustainable

*Emma Hughes, Senior Associate, Browne Jacobson LLP*

*Claire Pritchard, Deputy CEO and COO, Academy Transformation Trust*

#### SRMA's and using your MAT resources effectively

*Stephen Mitchell, Keystone Knowledge*

#### Fraud

Fraud in the education sector has increased by 280% in a year. We explore the most common challenges and how MATs can reduce the impact of fraud on their growth journey

*Ian Buss, Education Banking Consultancy*

To see the full programme visit [oego.co/DrivingGrowth](https://oego.co/DrivingGrowth)

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Deputy CEO, Thinking Schools  
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**Clive Hammond**  
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**Claire Delaney**  
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To see the full list of speakers visit [oego.co/DrivingGrowth](https://oego.co/DrivingGrowth)

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*“One of the best events  
I’ve attended. Extremely  
informative and excited to take  
back lessons learnt. Fantastic  
networking opportunity for  
someone new to MATs”*

PROCUREMENT OFFICER,  
THE TWO COUNTIES TRUST

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020 8315 1506 or email [oe.conferences@optimus-education.com](mailto:oe.conferences@optimus-education.com)**