



Department
for Education

Schools
Commercial
Team

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Optimus Education & ISBL

IBIS ILEC London

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Buying For Schools

Supporting schools to achieve great value



GOV.UK

Search buying for schools



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

- **34 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'

 **GOV.UK** Search buying for schools



A dimly lit room with large, multi-paned windows. The walls are dark brick. Several round, glowing pendant lights hang from the ceiling. In the foreground, there are several leather chairs and small tables, suggesting a lounge or meeting area.

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...

- Portable and Fixed wire testing
- Construction Consultancy Services
- Facilities Management Market place
- Removal and Relocation services
- Provision of furniture
- Defibrillators DfE/NHS Deal

A man with short brown hair and glasses, wearing a blue textured sweater, is shown from the side, reaching up with his right hand to touch a glowing rectangular light fixture mounted on a ceiling. The light fixture is a bright white rectangle with a dark top edge. The background is a dark, textured ceiling with some pipes and wires visible.

**Facilities
management**



Current deals available...

- Electricity & 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

Utilities



'School Switch'

- [One 'stop shop'](#)
- Price comparisons
- Allows purchasing
- Simple to use
- Retains your site details

The screenshot shows the GOV.UK 'School Switch' interface. At the top, there is a green header with the GOV.UK logo and navigation links: Home, Login, Register, and About Us. Below the header, there are two royal crests. The main content area is a 'Compare Results' modal window. The modal has a left sidebar with navigation options: 'return to Sites', 'Contracts', 'Filters', 'Payment Method: All', and 'Supplier'. The main area of the modal displays three energy tariff options side-by-side:

Supplier	Contract Type	Tariff Type	Standing Charge	Unit Rate	Annual Cost	Payment Method	Action
corona energy	Fully Fixed	Standard Generation Mix	12.50 p/day	2.54 p/kWh	£807.63	Direct Debit - 14 Days	Generate PreContract
Squeaky Clean Energy	Fully Fixed	Standard Generation Mix	10.50 p/day	3.04 p/kWh	£950.33	Direct Debit - 14 Days	Generate PreContract
BRISTOL energy	Fully Fixed	Standard Generation Mix	48.44 p/day	3.52 p/kWh	£1,231.30	Direct Debit - 14 Days	Generate PreContract

At the bottom right of the modal, there is a 'close' button. The background of the page is dimmed, showing a sidebar with 'You can compare' and a 'Proceed' button.



Current deals available...

- 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...

- 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

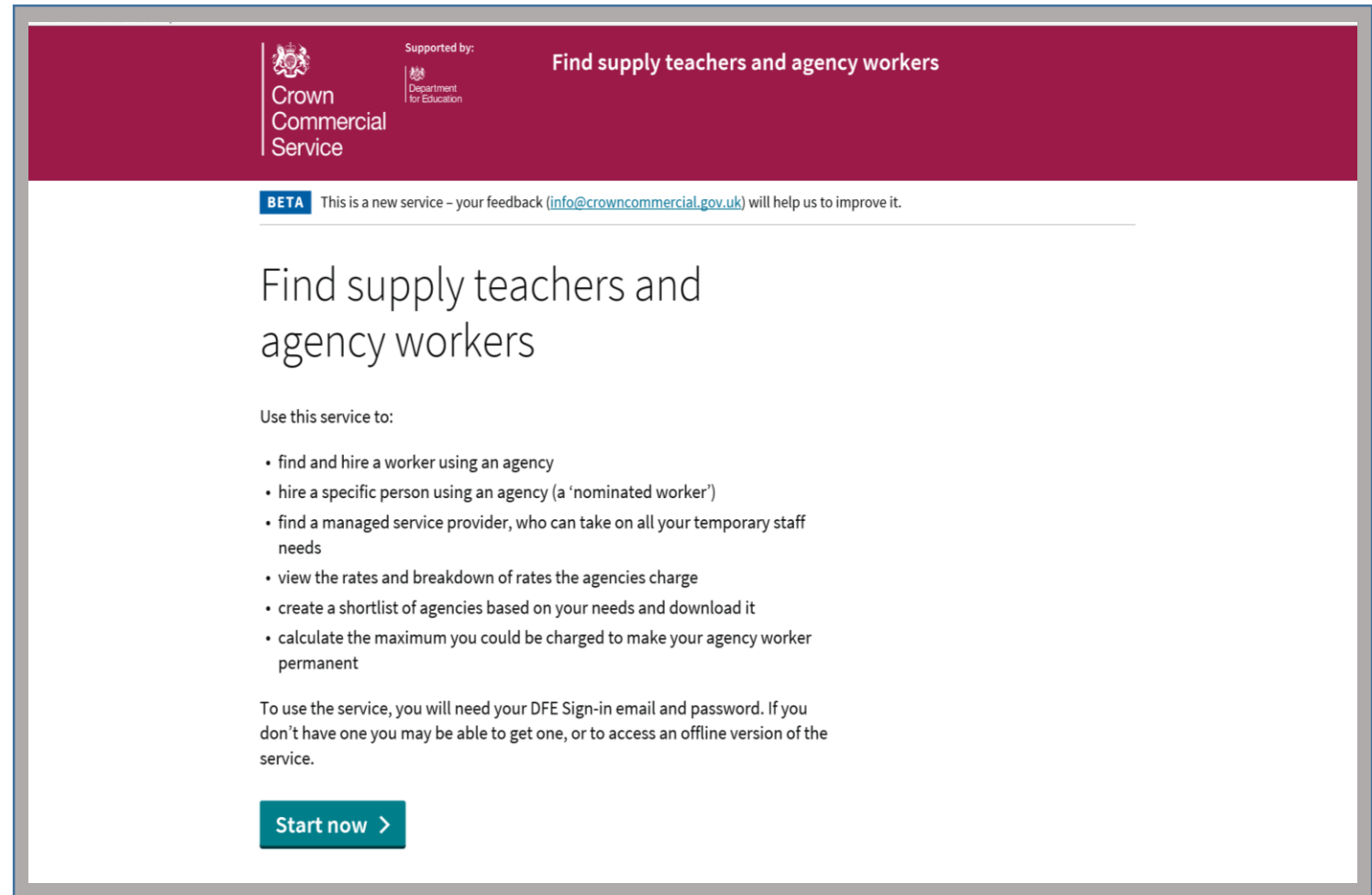
- Launched this academic year
 - Agency Supply Deal
 - Teaching Vacancies
 - Motor Insurance for Academies – express your interest

**School
business services**



Agency supply – further support

- You can access the agency deal via the [online tool](#)
- Questions can be sent to supplyteachers@crownccommercial.gov.uk
- Guidance on the deal can be located via the [link to the DfE web pages](#)



The screenshot shows the top of a web page with a maroon header. On the left is the Crown Commercial Service logo, and on the right is the Department for Education logo. The main heading is 'Find supply teachers and agency workers'. Below this is a 'BETA' notice: 'This is a new service - your feedback (info@crownccommercial.gov.uk) will help us to improve it.' The main content area has the heading 'Find supply teachers and agency workers' and a list of uses: 'Use this service to: find and hire a worker using an agency; hire a specific person using an agency (a 'nominated worker'); find a managed service provider, who can take on all your temporary staff needs; view the rates and breakdown of rates the agencies charge; create a shortlist of agencies based on your needs and download it; calculate the maximum you could be charged to make your agency worker permanent'. At the bottom is a 'Start now >' button.



- 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**

Risk Protection Arrangement (RPA)

What's new?

RPA aims to continuously improve our offer, therefore from September 2018 the RPA offer 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

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



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





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

[Give feedback about this page](#)

From: [Department for Education](#)
Published: 2 February 2016
Updated: 31 August 2018, [see all updates](#)

Search this manual

Buying for schools



[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
- 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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