



# Unlocking Growth Together

14<sup>th</sup> November 2024

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| <b>Questions and Answers</b>                         | <b>All</b>                           | <b>15.15</b> |

# Meet The Team



**Charlotte Rudd**  
Head of Procurement



**Daniel Dunbar**  
Procurement Manager



**David Shields**  
Chief Executive Officer



**Euan Chan**  
Lead Consultant – Sustainability, Human Rights & Social Impact



**Jared McComie**  
Head of Managed Solutions



**Jephthe Doguie**  
Procurement Manager



**Laura Davies**  
Director of Supplier Services



**Lindsay Rosul**  
CEO / Director of Procurement Services



**Louise Loates**  
Head of Procurement



**Nazmul Islam**  
Asst. Head of Supplier Services



**Taalish Hussein**  
Data Analyst



**Zoe Court**  
Supplier Relationship & Procurement Manager





# Shared Service Model and Progress



# Procurement Shared Services

Procurement services delivering efficiency, value and improved outcomes by optimising their **strategic procurement, category management, supply chain, and risk management processes.**

Leveraging in-depth **commercial insights** gained from structured analysis of spending, contracts, and market trends, delivering tailored solutions to drive efficiency and cost savings.

Comprehensive suite of services includes **procurement outsourcing, category management, strategic sourcing, and supplier/contract management**, enabling businesses to enhance their competitive edge and achieve sustainable growth.

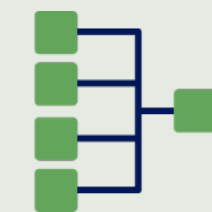
Working in **partnership with key suppliers** to deliver improved and sustainable outcomes, Value for Money.



**Access to the Public Sector**  
UK's first Ethical & Sustainable DPS with thousands of sustainable suppliers providing a wide range of goods and services



**Social Value**  
Creating Social Value in local communities by contracting and managing outcomes



**Category Management**  
Deep market knowledge across a broad range of categories, developed category management strategies across the public and private sectors



**Supplier Relationship Management**  
Contract and supplier management best practice delivered across many industry markets, with long-standing positive supplier relationships established

# How We Operate

1. We are **service led**.
2. We are the **embedded procurement team** within MAT's working as part of the central teams, **on-site and integrated**.
3. Taking procurement **private sector best practice** and embedding this into a public sector regulatory environment.
4. We believe suppliers are partners and are integral to delivering positive impact and Value for Money.
5. We are acting as an **aggregator** and over time we will **directly contract for sector expenditure**, our aim is to simplify how to provide goods and services **increasing amounts of public** ces into schools from engagement to delivery.
6. We are doing this through **designing our own solutions**, whether they are DPS's, Frameworks or acting as a Managed Solutions Provider e.g. Mobile Phone Managed Solutions or Energy Managed Solutions working with partners.
7. We need to create **operational and financial efficiency for customers and suppliers** due to the large number and diverse nature of schools.

# Education Sector - Snapshot



This table shows the education sector gross and capital procurement expenditure over the previous five years.

| Category of MATs                   | Average Exp. Per School (£) | % increase on previous year |
|------------------------------------|-----------------------------|-----------------------------|
| Primary School Budget              | £1,162,000                  | 3.1%                        |
| Secondary School Budget            | £4,914,000                  | 1.9%                        |
| Primary School Resource Spending   | £42,970                     | 0.6%                        |
| Secondary School Resource Spending | £179,780                    | 1.4%                        |

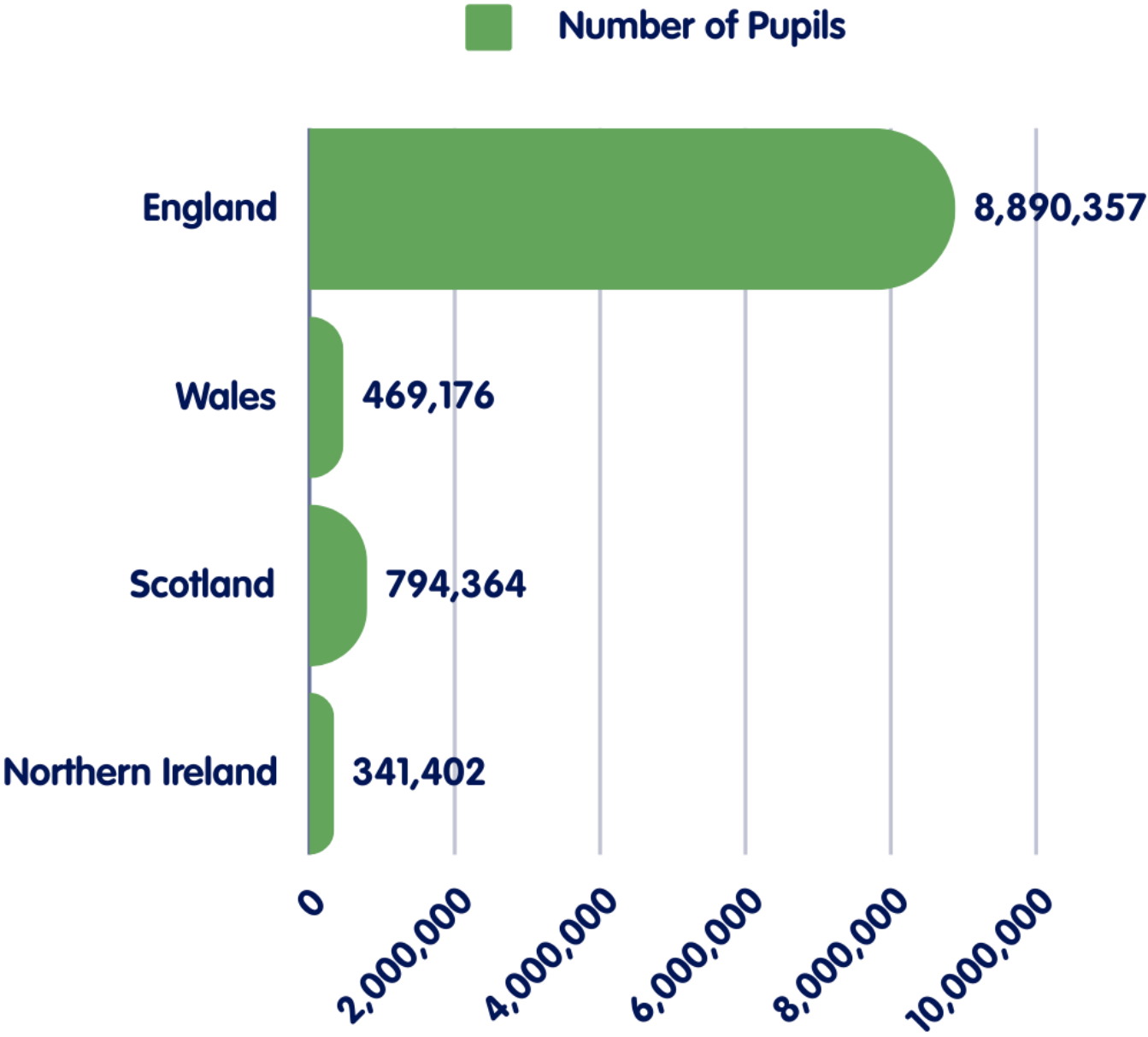
Primary and secondary schools have seen modest increases in budget and resource spending, reflecting a commitment to sustaining and enhancing educational resources.

1. HM Treasury. (2024). Public Expenditure Statistical Analyses 2024 (CP 1131). London: His Majesty's Stationery Office. Available at: <http://www.gov.uk/government/publications>  
 2. BESA. (2021). Key UK education statistics - BESA. [online] Available at: <https://www.besa.org.uk/key-uk-education-statistics/?form=MG0AV3>.

# Education Sector - Snapshot

| Multi Academy Trusts    |                |
|-------------------------|----------------|
| Category of MATs        | Number of MATs |
| MATs with 26+ Schools   | 29             |
| MATs with 12-25 Schools | 85             |
| MATs with 6-11 Schools  | 259            |
| MATs with 5 or Fewer    | 598            |
| <b>Total MATs</b>       | <b>1,170</b>   |

1,170 MATs managing at least two schools. This cooperative model ensures value for money and aligns educational goals with consistent quality and efficiency, with a substantial number of MATs (598) managing five or fewer schools.



UK's schools cater to over 10M pupils, with England accounting for the overwhelming majority. This highlights the extensive scale of the English education system compared to other parts of the UK.

1. BESA. (2021). Key UK education statistics - BESA. [online] Available at: <https://www.besa.org.uk/key-uk-education-statistics/?form=MG0AV3>.

# Education Sector – The Autumn Budget



The DfE's resource spending will grow by **£11.2B** from 2023-24 to 2025-26, marking a **3.5% real terms increase**



An additional **£1.8B** has been designated to continue expanding **government funded childcare**



**£44M** is allocated to pilot a **Kinship Allowance** and **support new foster placements**



Capital funding for education in England will be **£6.7B** in 2025-26, representing a **19% real terms increase** from 2024-25



Over **£30M** is being invested to **expand free breakfast clubs** in primary schools



An additional **£300M** is being provided for further education, along with investments to **reform the Apprenticeship Levy**



The government allocated **£1.4B** for the **school rebuilding programme**, with an increase of **£550M** over the prior year



An increase of **£1B** to the **SEND system**, equating to **6% real growth**, to improve outcomes and financial sustainability



From January 2025, **VAT** will be applied to **private school fees**, with funds directed towards state education improvements

1. AUTUMN BUDGET 2024 FIXING THE FOUNDATIONS TO DELIVER CHANGE. (2024). Available at: [https://assets.publishing.service.gov.uk/media/672232d010b0d582ee8c4905/Autumn\\_Budget\\_2024\\_\\_web\\_accessible\\_.pdf](https://assets.publishing.service.gov.uk/media/672232d010b0d582ee8c4905/Autumn_Budget_2024__web_accessible_.pdf).

# Procurement in Schools



25+ Trusts



350+ Schools



£560M+ Spend



42K+ suppliers



1.01M+ transactions

| Suppliers        |       |
|------------------|-------|
| £0 - £500        | 38.5% |
| £501 - £1,000    | 15%   |
| £1,001 - £10,000 | 34%   |
| £10,001+         | 12.5% |

| Transactions     |      |
|------------------|------|
| £0 - £500        | 80%  |
| £501 - £1,000    | 8%   |
| £1,001 - £10,000 | 7.5% |
| £10,001+         | 4.5% |



38.5% of suppliers invoice less than £500, yet account for 80% of transactions.



High tail spend and non-contracted suppliers are driving inefficiencies.



Annual price increases of 10%-19%, totalling 24%-35%+ over 3 years.



Average transaction value: £560; average supplier spend £15,900.

87%+ of suppliers under £10,000! Typically, 30-40% of supplier spend under £10,000!

80% of transactions under £500 demonstrating poor operational efficiencies



Lack of contract management and compliance with minimal social value or sustainability embedded.



Supplier profiteering and targeting schools, inflating costs.



Schools process too many low-value invoices, creating unnecessary complexity and admin burdens.



Unmanaged tail spend limits cost-saving opportunities and reduces supplier leverage.



Non-compliant procurement exposes schools to legal risks and missed negotiated benefits.



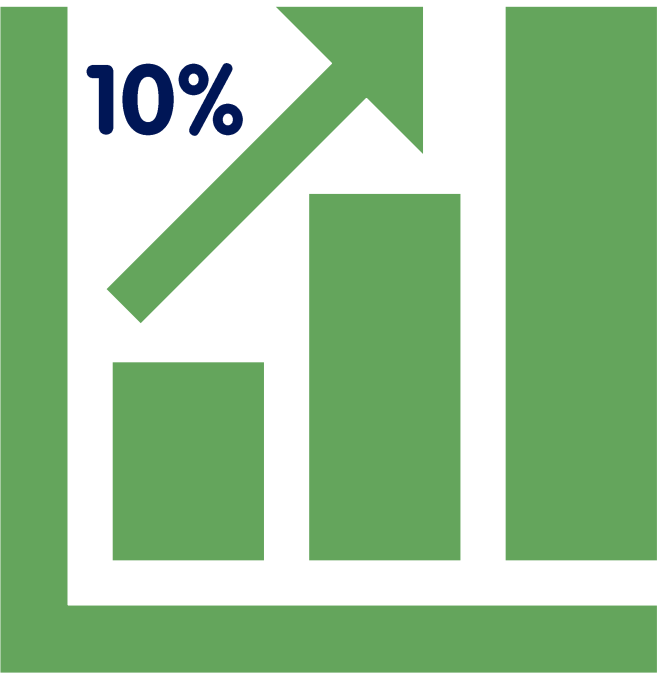
# Growth and Positive Impact



# Procurement Projects Growth

| Year         | Customers | Projects | Spend Under Management | Savings |
|--------------|-----------|----------|------------------------|---------|
| March 2022   | 2         | 5        | £6M                    | £800K   |
| March 2023   | 6         | 74       | £16M                   | £3M     |
| March 2024   | 11        | 138      | £48M                   | £6.2M   |
| October 2024 | 16        | 199      | £98M                   | £10M    |

|              | Aug-24     |                | Sep-24     |                | Oct-24     |                |
|--------------|------------|----------------|------------|----------------|------------|----------------|
|              | Projects   | Spend          | Projects   | Spend          | Projects   | Spend          |
| Analyse      | 18         | £27M           | 18         | £28M           | 19         | £16M           |
| Plan         | 12         | £12.5M         | 12         | £19M           | 8          | £24M           |
| Procure      | 6          | £1.5M          | 8          | £2M            | 14         | £5M            |
| Award        | 20         | £26M           | 13         | £16.5M         | 14         | £16M           |
| Manage       | 81         | £34M           | 96         | £55M           | 96         | £55.5M         |
| Complete     | 42         | £24.5M         | 43         | £24M           | 48         | £27M           |
| <b>Total</b> | <b>165</b> | <b>£125.5M</b> | <b>190</b> | <b>£144.5M</b> | <b>199</b> | <b>£143.5M</b> |



# Why Procurement Impact Matters for Schools



158 projects delivered, ensuring full compliance with Public Contracts Regulations (PCR 2015) and optimising procurement efficiency across schools.



Achieved a 10% savings rate, aligned with Value for Money objectives, redirecting funds to frontline education.



For every £1 spent, schools receive £17 in value, maximising public funds and delivering.



Contracts support DfE Sustainability goals and the Social Value Act 2012, helping schools meet climate commitments while saving costs.



Dynamic Purchasing Systems (DPS) ensure compliance, reducing legal risks and supporting social and environmental policies.



Best Value Frameworks manage 70% of spend, consolidating suppliers, cutting administrative overhead, and ensuring compliance.



£125K forecasted to be returned to Education over the last 3 years, driving sustainable financial benefits.



39 full-time equivalent (FTE) employment opportunities



2401 hours of learning interventions



2252 hours to deliver subject matter training or raise awareness



147 Number of training opportunities (Level 2, 3, and 4+) created or retained under the contract.



51 Number of apprenticeship opportunities (Level 2, 3, and 4+) created or retained



197 hours supporting local community integration such as volunteering or community lead initiatives



390 hours to support embedding improvements into ways of working and driving efficiency or increase productivity



1034 hours protecting and improving the environment

# Commercial Discovery

Our **free Commercial Discovery** identifies commercial opportunities through analysis of spend data, contracts, working and operational practices over a number of previous years with the aim of identifying areas for improvement.

The Commercial Discovery provides schools with a holistic overview of four primary areas:

- **Savings & Efficiencies**
- **Improving Outcomes**
- **Assurance & Compliance**
- **Reviewing added value and social value initiatives through current contracts**

All MAT's receive a detailed report within 4 weeks of initiating a Commercial Discovery and providing spend data with recommended actions and an implementation plan.

# Summary of Priorities: Cost Savings

**£755,451 - £1,429,912**  
Potential savings

We have identified several potential priorities that represent the opportunity to drive operational efficiencies, improve outcomes and release cashable savings. In addition, we recommend implementing structured contract management to improve current contractual arrangements that will realise improved outcomes and realise financial benefits.

| Category of Spend                            | Spend                | Proportion of Total Spend | Count of Suppliers operating within each category | Invoices                                | Average Saving for Category Procurement | Potential Saving based on your data |
|--|----------------------|---------------------------|---|---|---|-------------------------------------|
| Building Improvements, Repairs & Maintenance | £3M                  | 20%                       | 179   | 1891                                    | 0-10%                                   | £0 - £300K                          |
| Trips and Travel                             | £1.5M                | 10%                       | 231   | 1218                                    | -                                       | -                                   |
| Cleaning Services                            | £10M                 | 6.7%                      | 7   | 69                                      | 4-6%                                    | £40K- £60k                          |
| Food & Catering                              | £10M                 | 6.7%                      | 71  | 4229                                    | 15-20%                                  | £148k - £197K                       |
| Supply Staff                                 | £10M                 | 6.6%                      | 35  | 1340                                    | 8-10%                                   | £789K - £98K                        |
| Electricity Charges                          | £9.5M                | 6.3%                      | 6   | 512                                     | 20-30%                                  | £187K - £280K                       |
| Classroom Resources (Excluding Workplace)    | £550K                | 3.6%                      | 374   | 3033                                    | -                                       | -                                   |
| Miscellaneous                                | £500K                | 3.4%                      | 258   | 1326                                    | -                                       | -                                   |
| Gas Charges                                  | £480K                | 3.2%                      | 4   | 262                                     | 20-30%                                  | £96K - £144K                        |
| Exam Fees                                    | £470K                | 3.2%                      | 30  | 312                                     | -                                       | -                                   |
| Workplace Solutions                          | £475K                | 3.2%                      | 289   | 3369                                    | 15-30%                                  | £65K - £142K                        |
| ICT Hardware & Software                      | £460K                | 3.1%                      | 133   | 715                                     | 15-25%                                  | £69K - £115K                        |
| Staff Absence Insurance                      | £300K                | 2.1%                      | 6   | 70                                      | 20-30%                                  | £71K - £92K                         |
| Sub-total                                    | £11.5M               | 78%                       | -   | -                                       | -                                       | -                                   |
| Remaining Tail Spend                         | £3M                  | 20%                       | -   | -                                       | -                                       | -                                   |
| <b>Total</b>                                 | <b>£14,729,273.6</b> | <b>79%</b>                | <b>1408 (Total Number of Suppliers)</b>           | <b>21511 (Total Number of Invoices)</b> | <b>-</b>                                | <b>£755K - £1.4M</b>                |

# Growth and Pipeline

Value Match has been fortunate in having both **customers and suppliers actively refer other MAT's** to our service as well as developing our own growth plans:



2 new MAT's about to be on-boarded



3 Commercial Discovery reports completed and being presented to leadership teams



5 commercial discoveries agreed and at various stages of data collection and analysis



Ad-hoc projects are currently being carried out for 2 MATs



250+ schools within the pipeline



Approximately £300M of spend across the targeted MAT's

# Working in Partnership



Collaborating closely with suppliers to ensure **impactful outcomes** and **Value for Money**.



Contracts represent **tangible, committed investments**, not just gateways to the sector.



Building a portfolio of **key suppliers and partners** for national delivery through **Regional Hubs**.



Launched with **single supplier frameworks** and **Managed Solutions**.



Committed to **100% compliance**; **non-compliant spend** reported monthly to each customer.



Supporting partners develop **efficient processes** and **maximise managed spend**.



# Banner – Insight and Growth



# ECS & Value Match Presentation



 **valuematch**  
sustainability services

# Collaborative Approach



- » **Commercial Discovery** - Unprecedented access to data allowing us to shape our product range
- » **Compliance** - Embedded Procurement Team providing live feedback on challenges and successes
- » **Collaborative Pipeline** - Owing to the Framework being sole strategic supplier led, both Teams work together to find new opportunities and develop current opportunities
- » **Sole Supply Framework** - **One** Supplier, **One** delivery, **One** invoice
  - Time to focus on delivering both **Cost** and **Social Value** initiatives & efficiencies

Connected thinking. Consolidated supply.

# Value Match Framework Vs the Market

*“Banner holds the largest market share on every Public Sector **compliant Framework** available to Education Sector”*

## **No other Framework in the industry:-**

- » Provide embedded procurement resource
- » Analyses the data available to shape the Framework to the Customers complete buying needs
  - Other Frameworks only cover circa 1000 products missing items such as **Exercise Books, SEN, Arts and Crafts**, etc
- » Proactively seeks to evolve the core list to include emerging ranges such as SEN range
- » Communicates as regularly with its members and suppliers (*just collect rebate*)
- » Proactively seeks to onboard member to the framework (*left to the suppliers*)

*“**NHS** are the only other entity that try to analyse the data available to them to target **non-compliant spend**. The problem they have is that all their frameworks have **multi supplier** choice so they cannot give preferential treatment to one supplier over another to actually do something with the data”*

## **Main challenges within the Education Sector**

- » **Behaviour** of long-standing incumbents that have had it too good for too long! (*We all know who they are!*)
- » **Profiteering!** Non-compliant suppliers targeting schools with inflated costs
- » **Low Quality Products** that aren't audited to ensure Modern Slavery doesn't exist within the supply chain, from companies that aren't held to the same CSR standards as companies trying to improve our social, economic and environmental impact
- » **Small orders values** driven by lack of consolidation and rationalisation of supply

# Lessons Learnt

1. Our range was nowhere near good enough! I will share progress in later slides.

Onboarding an existing customer (*of 10+ years*) to the Value Match Framework last week was an eye opener. . .

- » We only had 60% of our core office products range
  - **£80,000** spend elsewhere
- » Owing to our previous lack of range they were
  - Buying over **3000** unique lines from other suppliers
  - **83** non compliant suppliers used
  - **£120,000** spent

2. Our eSupply platform was not fit for purpose (*New version launches Dec*)

- » New product category created for Educational Supplies
- » Categorising new and Re-categorising existing ranges that resonate with our customers (*eg SEN below*)
- » Introducing seasonal offers and classpack product sizes

The screenshot displays the Banner eSupply platform interface. At the top right, there are links for REGISTER, HELP, and CONTACT US. Below these are input fields for username and password, and a LOGIN button. The breadcrumb trail shows Home / Educational Supplies / SEN. A search bar contains the text 'Enter Search Term...' and an ADVANCED SEARCH button. A sidebar menu lists Departments: Educational Supplies (highlighted), Personal Protective Workwear, Books & Pads, and Business Print. The main content area features six category tiles: Communication Skills (speech bubbles), Dyscalculia (head with numbers), Dyslexia (head with letters), Inclusion (people with a heart), and Mental Health & Emotional Wellbeing (head with a heart). The Banner logo is visible in the bottom right corner.

# Continuous Development

1. Now that we've developed the range of Exercise books and Arts & Crafts, we are focussing on **SEN items**. We will look to expand our current range by identifying and building **strategic relationships** with market leading manufacturers and suppliers that provide 'solutions' for the 'problems'.
  - » Lots of schools don't understand the 'requirement' for SEN products and nor does the vast majority of our general population of parents.
  - » Funding of an **extra £1b** the from gov to support, but if we as suppliers don't truly understand the how the products support the 'solution', how can we support our customers buying decisions
2. Launch of our first key Social Value initiative
  - » I'm very proud of the engagement and ideas put forward by my team, and we hope to launch one of those incentive in Q2 2025
  - » With support of our evo Foundation (*Group Charity focussed on Education and Poverty*), Value Match and other willing participants, Banner are hoping to build on/contribute to the Dept for Education **National School Breakfast Programme**
  - » Kellogg's do need credit for the idea, but other brands are available! Also not all kids eat cornflakes!
  - » Early engagement with Family Action, but we hope to roll out to all Value Match customers ASAP
3. Potential Acquisitions
  - » Banner Group are in advanced talks to acquire a well-known Education Supplies Manufacturer that will further advance our market position and widen our product range to include ranges we don't supply today!
  - » £10m+ Acquisition potentially complete by Q1 2025

# Product Range Expansion - £150k Investment

**Exercise books** - Circa 450 Rhino lines now live with **40** high volume lines **stocked**. **40** Silvine lines also **stocked**

**Arts & Crafts and SEN** - Circa **200** high volume product lines now **stocked**

BRIGHT  
**ideas**  
INSPIRING ARTS AND CRAFTS



MAJOR  
BRUSHES



West  
DESIGN



GHP GROSVENOR  
HOUSE PAPERS  
education stationery



Silvine



Profile Education

**Drop Ship Model** - Significantly reduce reliance, but continue to utilise sensibly

- » The 'Drop ship' model is an important element of our service that we utilise to reduce the cost of managing inventory for low usage/tail end products or bulky items such as furniture

Thank you



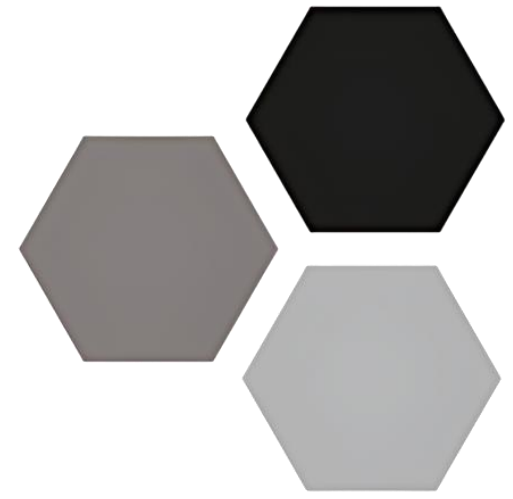
**LUNCH**





# ODIN Services – Unlocking Growth Together





ODIN

Unlocking growth together



DAN POPE

Presented For  
ECS/Value Match



# Working alongside ECS



## The approach



The collaborative approach has been especially effective in building trust and creating stability. In real terms, meaning minimal disruption and impact on the learning environment. Prioritising clear communication channels enables us to provide a seamless experience for the Trusts we serve.

## The result



Support from ECS has complemented our team's knowledge and technical expertise, allowing us to deliver high quality services aligned with regulatory expectations. By providing consistent, reliable support across multiple Trusts, we're building lasting relationships and making a tangible, positive impact on the learning environments within each facility.



# Strong, long-term working relationships



**Effective communication**



**Reliability & consistency**



**Collaboration and personalisation**



**Continuous improvement**

# Case Studies

## Our Success Stories

### BWCET

Successfully delivering projects on the Minor Works contract initiative. Having already delivered on three projects over the summer of '24, we're in the process of planning works for '25.



### ALP

Delivering Planned and Reactive maintenance on Mechanical and Electrical across all sites. with a commitment to a 4-hour emergency response.



### Melrose Learning Trust

Covering services across all sites, including: mechanical, electrical, fire, security, BMS.



# Social and community impact

## investing in our community

From delivering workshops for our clients' on site teams, to sponsoring local women's footballers and allowing our employees time off to help out in local initiatives, we take pride in how we contribute in our community.



## Career Growth

Throughout our time as a regional supplier for ECS, we have been able to invest further in our Engineers, as well as employ new Engineers. In addition, we've created opportunities for apprentices both in our field team and in our offices.



# benefits

## as a regional supplier



Greater stability through diversifying our client base on longer term contracts. Enabling growth and better future planning. With ourselves as well as our dedicated supply chain benefitting.



Achieving enhanced business credibility and industry reputation. Working with ECS signals reliability and expertise. Successfully delivering strengthens our reputation within the sector.



Consistent long-term projects provide a solid foundation to invest in training and expand our service offerings.



# Supplier Services – How Can We Help You Grow?



# Supplier Services Vision

Our focus at Value Match Supplier Services is to **establish strong collaborative relationships, developing a mutual understanding of customer and suppliers' values and strategic objectives and supporting them to optimise performance and impact.** Working with customers and suppliers to create sustainable prosperity.

Our aim is to be seen as a trusted advisor to provide high quality, meaningful and impactful service delivery. By embracing our values of people, environment, relationships and sustainable prosperity we aim to **maximise positive sustainable and social impact** for both customers and suppliers and the wider communities we serve.

- **To support all customers and suppliers that interact with Value Match in an efficient way, so they are enabled to optimise strategic procurement and supply chain processes, perform to the highest standards and realise their full potential.**
- **To support customers and suppliers across prospective commercial opportunities to enhance their competitive edge, develop the growth of their profitable revenue and generate positive social impact.**
- **To enable customers and suppliers to design and engage in positive procurement processes and succeed, maximising their growth aspirations, revenue and driving up efficiency and cost savings.**

# Investing in our Suppliers – shared success

## Enhanced Collaboration

- Strong relationships facilitate open communication and trust, leading to improved collaboration and better impact and outcomes whether that be social, sustainable or financial.

## Supply Chain Stability

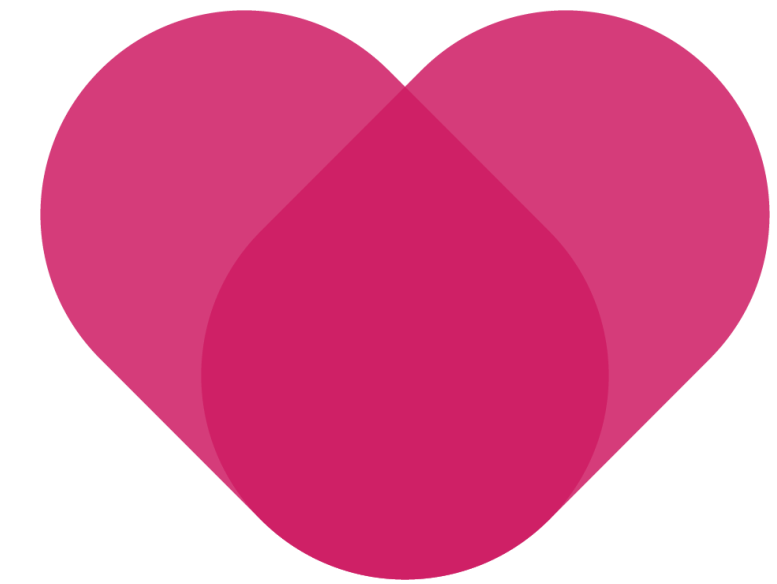
- Reliable relationships help ensure consistency in quality, availability, and timeliness, reducing the risks of disruptions. This means better project delivery and outcomes for suppliers and buyers.

## Cost Efficiency

- Preferred partnerships often lead to better pricing, reduced procurement costs, and more robust contracts and service delivery because there is a shared understanding of the project goals.
- Enable suppliers to optimise all procurement opportunities driving positive social impact and revenue growth targets

## Quality Improvement

- Suppliers engaged in long-term relationships are more willing to invest in quality improvements and adjust to specific requirements because they understand what is trying to be achieved.
- Act in a positive & responsible way to enhance our Environment through the way we operate, championing social & environmental best practices through service delivery



We value Relationships that are built on integrity, mutual support, trust and a sense of purpose.

# Sustainability, Diversity & Social Impact

Our experienced Sustainability and Social Impact team work with customers to **create strategies and solutions** around sustainability, diversity and social impact, and help them to become more responsible organisations.

Our **Social Impact & Improvement model**, verified by our expert partner network, helps all organisations to understand their **baseline** across 6 category areas e.g. where they are against best practice and requirements of existing and upcoming legislation.

Following the assessment, we provide a detailed report containing **target improvement areas**, solutions and recommendations, all prioritised to meet the organisations needs and goals, structured in an actionable plan.

Our solution will provide **assurance** with **legal, policy** and **regulatory requirements** ensuring private and public sector organisation can not only be compliant but can demonstrate they are responsible and sustainable organisations.



**Environmental Management**  
Embedding a net zero approach across Scopes 1, 2 & 3



**Human Rights & Labour Standards**

Implementing standards to protect and enhance the rights of workers



**Diversity, Equity, Inclusion & Belonging**

Harnessing uniqueness and breaking down barriers to success



**Resource Use & Circular Economy**

Applying knowledge, tools and techniques to eliminate waste



**Social Value Delivery**

Creating positive impact in the community



**Health & Wellbeing**

Ensuring employees and communities thrive

# Our Social Impact Model

Whether your organisation needs help with just one area or you need to understand how responsible and sustainable you are overall, our unique model has been developed to assess where you are against best practice, and is proportionate to the size of your organisation.

We perform a detailed assessment across 6 key categories with 4 levels of maturity aligned to the UN SDGs, the UK Government Social Value model, legislation and policy:

- Environmental Management
- Human Rights & Labour Standards
- Equality, Diversity, Inclusion & Belonging
- Resource Use & Circular Economy
- Social Value Delivery
- Health & Wellbeing



# Why is making a valued & sustainable impact important for organisations today?



## Inequality

The UK is grappling with severe inequality that disproportionately impacts poverty-stricken individuals, disabled people, and ethnic minorities. This inequality is poised to worsen due to the cost of living crisis, energy, and food price surge, threatening families with destitution.



## Climate Change

Climate change is causing irreversible damage, increasing the vulnerability of half the global population to extreme weather events. This displacement due to climate impacts and conflicts worsens the risk of servitude situations.



## Human Rights Violations

Different life experiences contribute to poverty and unemployment, impairing quality of life, future opportunities, health, and life expectancy. COVID-19 has exacerbated these issues. Those already struggling bear the most significant cost, becoming extremely vulnerable.

# Bid Management

Matching buyers and suppliers, advising all parties how best to design and engage in a positive procurement process and **deliver the outcomes intended** based on our people's experiences, who have previously worked in leadership roles for Central Government, the NHS, and some of the UK's major Public Sector Procurement organisations.

Helping suppliers design **strategies and successfully compete** through the Public Sector and successfully manage responses to **frameworks and bids**.

Working with buyers and suppliers to maximise the delivery of **social value** and meet other **policy, statutory and regulatory** requirements.

Provide suppliers with a **readiness assessment tool** that will help identify strengths and weaknesses prior to any bid or as part of a strategic assessment of capability.



## Experienced Team

Our team have previously held leadership roles for Central Government Departments, the NHS & some of the UK's major Public Sector Procurement organisations.



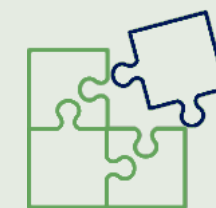
## No. of Bids

Over 1,000 bids successfully supported



## Total Value of Bids

£11B+ in total contract value



## Support Challenges

Successfully challenged numerous procurement decisions and evaluations including legal settlements



## Customers

60+ customers, from SME's to global companies, all categories of spend from IT & Digital, professional services, construction, FM to common goods



## Training

Online and face to face training provided to improve bid management outcomes

# Bid Management - What We Offer



## Auditing & Evaluation

Identifying areas of improvement, assess compliance against bid requirements.



## Horizon Scanning

Monitoring, analysing and identifying emerging trends, changes and developments within your market to create opportunities.



## Supplier Assessment & Capability

Assess capabilities and suitability of potential suppliers, subcontracts for collaborative bidding.



## Bid Writing

Creating compelling, well-written bids that win you new business, specific to your bid requirements.



## Opportunity Monitoring

Proactively identifying potential tendering opportunities about upcoming procurements and market developments.



## Strategy Development

Working with your team to develop a comprehensive strategy aligned with your business goals.



## End to End Management

Comprehensive support throughout the entire bid management process, from strategy to project management.



## Resourcing & In-house Expertise

Need in-house expertise? Tap into our database of 8,000 procurement professionals actively looking for new opportunities!



## Training

Classroom, virtual, blended and online accredited training to meet your teams skill gaps.

# Unlock Public Sector Opportunities

The UK Government spends **£300B annually**, and securing work with the Public Sector relies on submitting winning tenders, due diligence and aligning your business with current and ever changing legalisation and policies.

The Public Sector includes the **NHS, Law Enforcement Agencies, Central Government Departments, Local Authorities, Education**, and more, encompassing numerous diverse organisations and bodies.

Winning contracts can provide **revenue for up to three years**, ensuring stability for your organisation. Effective bid management is crucial, involving multiple stakeholders and time-consuming processes.

Our experienced team consistently deliver winning tenders across a multitude of industries.

# Driving Business Success

Value Match consistently delivers **successful outcomes for customers**, whether one-off projects or long-term partnerships. We provide tailored services that meet each customer's unique business needs and objectives.

With dedicated project management support, we streamline bid processes and ensure seamless execution. Our **expertise in bid writing** and creating high-quality, compelling responses set our customers apart from their competition.

Partnering with Value Match provides our customers access to a comprehensive range of services that **drive business success**, enhance capabilities, and greatly increase their chances of **securing valuable contracts** in both the private and public sector landscape.



# The Procurement Act 2023

## Key Themes

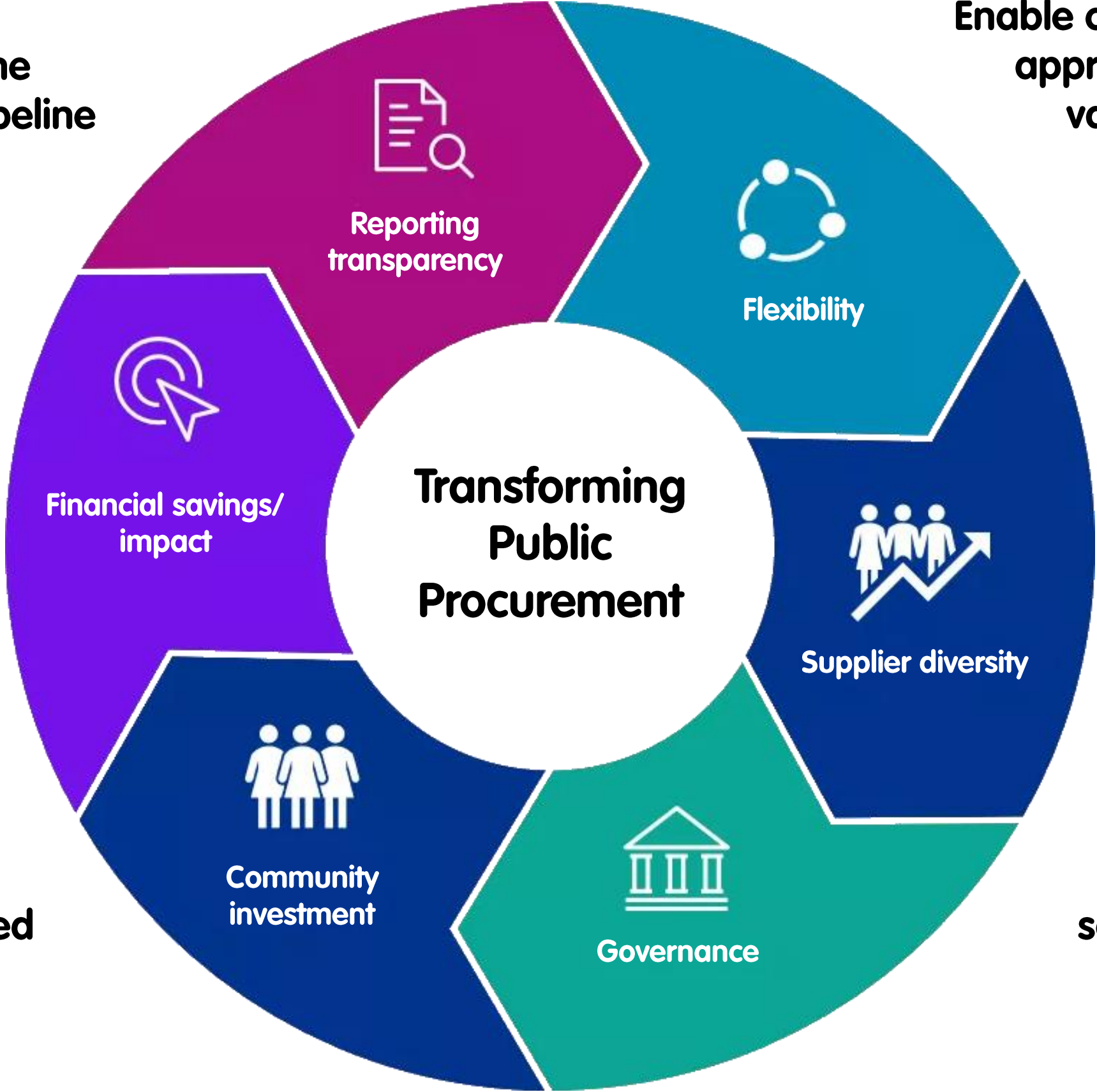


# Procurement Act 2023

Embeds transparency throughout the commercial life cycle. Additional pipeline publication requirements.

Encourages innovative solutions, potential to realise better value for money and greater savings.

Potential improve wider societal benefits including socioeconomic, minimum 10% social value mandated above certain spend. Move from MEAT to MAT.



Enable contracting authorities to tailor their approach to achieve better outcomes & value for money. Greater flexibility to modify route or contract.

Help new entrants (SME's) to compete for public contracts. Single digital tool for suppliers to register & reuse their details.

Central digital platform to publish opportunities, enable greater scrutiny of spend & monitor supplier performance.

# Procurement Act 2023 – Key Areas

1. Reduced number of procedures and single regulatory framework
2. Single supplier registration on the Central Digital Platform (CDP)
3. Most Advantageous Tender not MEAT!
4. Small Medium Enterprises
5. Pre-Market Engagement
6. Proportionate Participation Criteria
7. Supplier debarment managed by centrally
8. Contract Changes / Modifications – new grounds included and greater transparency on contract modifications (valued at over £5m)
9. Greater transparency across the board – additional notices (e.g. pipeline, planned procurement)
10. Social Value 10%



# Communications and Marketing



# Commercial Discovery

Our joint Commercial Discovery leaflet can be handed out at events or attached to e-mails to provide further information on how MATs can access their free Commercial Discovery.


1. Baseline and benchmark commercial performance against best practice across Multi-Academy Trusts for free.
2. Cash releasing savings baseline and assessment completed as part of our free Commercial Discovery and Report.
3. Compliance assessment and baseline completed as part of our free Commercial Discovery Review and Report.
4. Be assured that suppliers are effectively supporting your core purpose by undertaking a free Commercial Discovery Review and Report.



The leaflet features the logos for Valuematch Sustainability Services and Banner Education. The main headline reads 'Claim your free Commercial Discovery'. Below this, it states 'Join the group of schools that have achieved £5m+ in savings'. A circular graphic shows '42%' with the text 'Savings equivalent to two teacher salaries'. Another graphic shows '2857 invoices reduced to 12 annually, through a single supplier'. The text describes the service as identifying strengths and weaknesses through spend data analysis and provides a holistic overview of four primary areas: Savings & Efficiencies, Improving Outcomes, Assurance & Compliance, and How to create positive Social and Sustainable impact. The footer states 'The Commercial Discovery will provide you with a baseline to drive practical improvements'.

# Case Studies





- After each procurement we create a joint branded case study in collaboration with you.
- Uploaded to our websites, sent to our respective e-mail databases, celebrating our joint success.
- Relating the procurement and social value outcomes to current and trending real world issues that both schools, pupils and families are facing, bespoke to each case study.
- Finalised and agreed by both teams and shared through our marketing channels.


Enhancing digital learning in UK schools 


▪ Upgrading to full fibre broadband can be expensive and requires significant financial investment in new infrastructure and equipment, with UK Government targets outlining all schools should have access to high-speed internet by 2025 [1]

▪ Without adequate connectivity, schools struggle to integrate advanced educational technologies, leading to a digital divide that affects students' learning experiences and outcomes

▪ Addressing these challenges is critical for ensuring that all students have equal access to the educational benefits of high-speed internet

|  |   |
|--|---|
|  <p>Achieved <b>42% savings</b> across all sites on acquiring new broadband connections while <b>improving onsite speeds by 10x</b>, allowing reallocation of funds to educational resources.</p> |  <p>The new broadband service contract includes a <b>price lock for five years</b>, ensuring financial stability and predictability in budgeting.</p>    |
| <p>Promoted sustainability and environmental responsibility through the recycling of old IT hardware, <b>reducing e-waste.</b></p>    | <p>Provided training and support to both staff and pupils, significantly improving digital literacy and competency in using educational technology.</p>  |

 Developed career workshops and opportunities for pupils to participate in apprenticeship programs to upskill in IT infrastructure, providing practical experience and career development.



 Provision of FTTP failover lines across all sites ensures resilience and continuity of service.

- Primary schools upgraded from 100Mbps to 1Gbps.
- Secondary schools upgraded from 500Mbps to 1Gbps.
- Trust head office upgraded from a 50Mbps router to a 1Gbps connection.

The knowledge and expertise of Value Match has meant we have saved time and money with our procurement. We've found the right solution and been able to work on other major projects that otherwise wouldn't have been doable. Thanks to the Value Match team for all of their hard work and support. - Damien Johnson - IT Manager

References:  
[1] <https://www.gov.uk/government/news/all-schools-to-have-high-speed-internet-by-2025>

For more information, contact Lindsay Rosul  
07702 823 648  
Lindsay.Rosul@value-match.co.uk

# Sustainable Buying Guides

- Our downloadable co-branded Sustainable Buying Guides are lead magnets to capture the contact information of potential prospects.
- The guides provide detailed strategies on sustainable procurement practices against procurement categories.
- By emphasising sustainability, ethical sourcing and social value, we position ourselves as leaders in responsible sustainable procurement.
- The guides can be repurposed into blog posts, social media content, used as giveaways to promote webinars and within email marketing campaigns.
- Ultimately providing detailed, actionable insights that supports and educates prospects, build trust and credibility.



# E-Mail Marketing

- We have a database of 16,000 contacts throughout both the Public Sector and Private Sector.
- We actively send our databases quarterly newsletter updates.
- We celebrate success and send regular updates and can send emails to education leaders by job title and region.
- We have supported our suppliers with their marketing activity, emailing our database in a co-branded fashion, supporting their industry wide surveys, latest case studies and news.
- We have previously collaborated with a partners and increased their webinar attendance by 40% through email marketing and social media activity.

# Social Media and Related Channels

- Our main social media channel is LinkedIn
- We're developing video content through webinars and uploading this to YouTube and other social media channels.
- We're active members of the UKSSN (UK Schools Sustainability Network) – a huge network of school leaders with a passion for mitigating and educating on core topics around climate change and sustainability.
- We're starting to roll out regular webinars around key topics within education with an emphasis on DfE Sustainability & Climate Change obligations, circular economy, modern slavery and equality.

# Developing Marketing and Communications Together

- 1. How can we leverage our partnership to strengthen marketing and communication efforts in the education sector?**
- 2. What new approaches or platforms could we explore to reach a wider audience effectively?**
- 3. How can we work together to develop impactful case studies and best practice guides that resonate with both existing and potential customers? What role can each partner play in capturing, creating, and distributing these materials?**
- 4. How can we together develop our online presence to improve customer engagement and digital reach?**
- 5. What strategies could we introduce or optimise for platforms like LinkedIn and other social media?**
- 6. What additional content, tools, or campaigns could amplify our impact in reaching the education sector?**



# Questions and Answers



# Useful links and resources

## Education Commercial Services - DPS

Dynamic Purchasing System (DPS) for Sustainable and Ethically sourced Works/Construction projects (including professional services) delivering decarbonisation, biodiversity, energy efficiency, estate management and social value in local communities <https://cimple.uk/detail/279554>

A DPS for sustainable and ethically sourced goods and services, delivering social value in local communities- <https://cimple.uk/detail/237688>

## HEART Academies Trust - DPS

Dynamic Purchasing System (DPS) for the provision of goods and services to drive social impact and improvement - <https://cimple.uk/detail/339612>

Value Match Sustainability - <https://www.valuematchsustainability.co.uk/>

Case studies - <https://www.valuematchsustainability.co.uk/blog/category/case-study/>

Sustainable Buying Guides - <https://www.valuematchsustainability.co.uk/blog/category/free-sustainable-procurement-buying-guides/>

Education Commercial Services – <https://www.ecservices.org.uk/>