

*Moxton Education is an independent boutique consultancy focusing in Education ICT and part of the Moxton Group.*



**MOXTON**  
EDUCATION

## TECHNOLOGY IN EDUCATION ICT PROCUREMENT SUPPORT

### BACKGROUND

The funding of ICT in schools is typically a very significant proportion of what a school spends after staffing costs. Many schools therefore ask questions such as;

- Am I buying a solution that is future proofed?
- Should I run an OJEU procurement and how do I do that?
- Will what I buy work with what I have?
- Will what I buy mean I can achieve all I want to?
- Am I really being charged the correct market price?
- Is there ICT solution out there that I don't know about but would be more suited to my school?
- Am I conforming to all the procurement rules?
- Are there frameworks that I could use that might save time?
- Will this procurement improve the TCO (Total cost of Ownership) of ICT in my school?

You maybe a single school looking to procure a service or an Academy federation looking to put in place a framework of services to call off to improve value for money of ICT Services across a range of different schools

You may also wish to run a mini-competition to enable full value for money and to ensure no costly legal challenge is forthcoming, but even with this there are guidelines, rules and regulations which must be followed to enable this to happen correctly.

At Moxton Education we have a range of consultants with the experience to help you establish the correct procurement process for your needs and ensuring the solutions aiming to be procured support your teaching, learning and management needs – ensuring value for money from your procurement and that it is performed legally.

The end result is a procurement which enables the school to get best value for their ICT service but which also is conducted fairly for all parties.

We can also ensure that which ever supplier is chosen the new solution is installed correctly and to the agreed time.

### AIMS

The Aim of this service is to support your ICT Procurement and if necessary run it for you. It is also to ensure the school or federation has visibility of solutions in the market, procures the most cost effective solution that meets requirements, follows procurement rules and that all interested parties are fairly treated during the process.

### WHAT YOU WILL GET

- Consultation to establish the correct procurement vehicle
- Support to develop ICT requirements
- Development of an procurement documents
- Support for soft market testing if required
- Support to Evaluate bids and inform bidders
- Management of the procurement process so you do not have to spend considerable time interfacing with bidders
- Support to fulfil the role of testing the solution and ensuring the installed solution meets the requirements

## HOW WE WILL WORK WITH YOU

This service is equally applicable to both smaller and larger procurements. We have therefore broken down this service into either

1. An advice service or;
2. Advice and delivery service

Typically, the **advice** service is a short piece of work to help identify options, develop a high level TCO so that a baseline is available to ensure VfM for the new developments and advise on frameworks, procurement options.

The **advice and delivery** service extends the 'Advice only' service to support the delivery of the procurement. This means that your school or federation get an end to end service. We will run the procurement for you, keeping you updated with progress and providing the relevant information so that you can make the decision on suppliers. We will then act on your behalf during the delivery stage so that any integration issues are dealt with and the supplier goes through thorough acceptance testing and handover procedure. If your procurement is also part of work to integrate with equipment supplied during construction we will manage the interface with the constructor as well for you.

## RELATED SERVICES

- ICT Project Management services
- Academy Chain Shared Service support
- ICT Mark Evaluation and Assessment support
- School building advisory services

See more at [www.moxton-education.com](http://www.moxton-education.com)

## WOULDN'T IT BE GOOD TO HAVE SUPPORT FROM...

- Staff who have each got in excess of 20 years experience in ICT in Education
- Supported literally hundreds of schools to facilitate change projects related to ICT
- Been senior leaders in all phases of schools
- Been responsible for Education businesses in the UK turning over been £10-£100m
- Access into senior staff in many of the UK's leading suppliers of ICT into schools
- Understands the complexity of BSF and Partnering contracts.
- Been teachers
- Managed key implementations as part of construction projects
- Rolled out school specific ICT support services to over 800 UK schools
- Integrated Education cloud solutions and delivered them into over 500 schools, youth centres, libraries and childrens homes
- Managed key aspects of creation of new schools (Vision, ICT, procurement, CPD, curriculum models, classroom design)
- Been commercially responsible for the broadband into in excess of 5000 schools
- Managed supply & customer side procurement
- Worked in the supply side to Federations, Free Schools, Academies, UTC's
- Managed the procurement of multi-million pound ICT equipment, software and service contracts
- Expertise in key educational trends such as 'flipped learning', Design thinking and Project based learning
- Been responsible for demonstrating improvement in ICT across groups of schools.
- Been a teacher so knows the 'stresses and strains', issues and opportunities in schools and academies
- Worked with over 120 very small schools in their unique environment
- Managed supply & customer side procurement
- Worked on the client side with Federations and Academies.
- Worked on over 150 projects with construction, M&E and Architects