

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



MOXTON  
EDUCATION

## TOTAL COST OF OWNERSHIP & VFM SAVINGS PLAN

An advisory package to illustrate to schools their total cost of ICT and how an adjusted ICT solution can provide savings whilst also delivering the school's vision.

### BACKGROUND / AIMS

All schools, be they primary, secondary, academy, free or independent spend a significant amount of money on ICT each year. Increasingly, ICT is complex, involving multiple suppliers, outsourced contracts, multiple and multiform contractual arrangements and a mix of local/school support and large organisation maintenance contracts.

Over time, school ICT arrangements not only become more complex but technology and methods of support also move on, all of which leads to areas where costs savings can be made whilst the delivery of ICT is maintained or improved.

The aim of this package is to give the school a complete Total Cost of Ownership (TCO) and recommend real savings in both the short and long term whilst ensuring that the school solution can also effectively deliver its vision for ICT.

### WHAT YOU WILL GET

It is important that schools are getting **value for money** from what they do spend. The independent TCO analysis by Moxton Education provides an analysis of your school's spend on ICT against **national benchmarks**.

The analysis covers many areas such as:

- Broadband
- Printing
- Wireless
- Licensing
- Maintenance contracts
- Support Contracts
- Internal support costs
- Filtering, security & e-safety
- Training
- Infrastructure
- 121 Mobility Schemes

- Consumables
- Microsoft licensing
- Curriculum software
- Administrative software

We can also make suggestions regarding the financing of ICT so that it becomes sustainable in the years to come.

The outcome of this analysis will be a report against national benchmarks of your school's TCO both now and going forward. We will also make suggestions as to ways you can reduce your TCO and how to finance ICT to match your budgets going forward.

**Note** – We are extremely confident that in almost all the schools we work with we will be able to find savings and thus improve your schools TCO.

### HOW WE WILL WORK WITH YOU

There are four key stages to the TCO analysis.

- 1. Pre-visit information gathering**
  - a. The school supplies their vision for ICT to Moxton Education so that all evaluation is undertaken in the context of what the school is aiming to achieve
  - b. Moxton Education provides access to an online data collection tool for the school to begin to fill in some of its data – such as quantities of equipment etc

## 2. School visit

- a. A Moxton Education consultant visits the school for a full day. A tour of the school and meeting with an SMT member starts the day so context and school perspectives can be ascertained
- b. Approximately 50% of the day is spent with the finance department to qualify any information already populated in the online analysis tool and also add further data and information as necessary
- c. An initial impression is provided verbally to the assigned SMT member at the end of the day

## 3. Report & recommendations

- a. A report is produced by the Moxton consultant providing an overall cost analysis against national benchmarks
- b. Recommendations to achieve costs savings and why we make these suggestions
- c. Recommend solutions to achieve the development plan efficiently
- d. Potential supplier details and solutions that could support the school going forward

## 4. Review

- a. Once the report has been supplied a conference call is set up (at Moxton Education's expense) to verbally go through the report which will have been sent previously.

### Linked packages

The following packages are also provided by Moxton Education – associated to TCO analysis

- Full ICT Review for Primary and Secondary schools
- Delivery project management support for schools
- Procurement support
- Measuring the Impact of ICT in teaching and learning
- Utilities review & savings programme

## 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
- understand 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 children's homes
- managed key aspects of creation of new schools (Vision, ICT, procurement, CPD, curriculum models, classroom design)
- been commercially responsible for the broadband delivery into more than 5000 schools
- managed supply and customer side procurement
- worked in the supply side to Federations, Free Schools, Academies and UTCs
- 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 teachers 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 and customer side procurement
- worked on the client side with Federations and Academies.
- worked on over 150 projects with construction, M&E and architects