



**The Schools' Buying Club**  
**An outstanding supplier opportunity**

Supplier Onboarding Messaging

# THE SCHOOLS' BUYING CLUB AN OUTSTANDING SUPPLIER OPPORTUNITY



The Schools' Buying Club (SBC) is a unique, independent buying and category management function which is focused entirely on improving purchasing practices in education. Every year, schools across the country spend in excess of £9 billion on the procurement of goods and services - and we help thousands of these schools to ensure their buying activity is as efficient, compliant and transparent as possible.

As part of this procurement service, we have invested in the development of our own e-tendering portal. This not only helps with procurement for the schools, but also provides a reliable and extremely efficient route to market for suppliers - significantly reducing your costs when it comes to administering a tender. In addition, the portal ensures that each purchasing activity remains compliant with the Department of Education and OJEU (Official Journal of the European Union) policies, in response to the increasing need to evidence compliance.

All areas of non-pay expenditure are covered, including but certainly not limited to:

- Project management and educational support
- Legal services
- Marketing and branding
- HR and payroll
- ICT
- Finance systems and support
- Fixtures, fittings and equipment
- MIS systems and support
- Catering
- Cleaning
- Energy
- Insurance
- Grounds maintenance
- Broadband and telecoms
- Reprographics
- Learning resources
- Admin supplies

## Why register as an SBC supplier?

The Schools' Buying Club can help to provide you with great exposure for your business, at a time which is right for the customer, when they are specifically looking to buy! So whether you are already an established supplier to the education sector or looking to break into this new, high-value market, then we can help you.

Our only source of income is based upon success and we are totally transparent in our charges. We don't believe that schools should pay for our services, and we certainly don't believe that suppliers should use already stretched marketing budgets to register with us. As such, if you are appointed to provide services to one of our customers following a successful tendering exercise, we charge just a small percentage of the overall contract value. Depending on category and market conditions this fee can alter on a per procurement basis, and is clearly outlined in each tender document.

## THE BENEFIT FOR SUPPLIERS



The vast majority of schools in England and Wales are funded by Government, and as such they are required to ensure every procurement activity they undertake is conducted in a fair, open and transparent manner.

At SBC, we realise that school buyers cannot be specialists in all areas of school purchasing, and this can cause issues when approaching the market - as potential requirements are often confused and supplier suggestions, or bids are rarely comparable with each other. By working as an expert facilitator between the school and these potential suppliers, we help both parties by:

- Defining specific requirements and specifications
- Devising the procurement strategy
- Conducting a controlled, competitive tender
- Providing clear evaluation of supplier submissions
- Formally awarding the contract
- Providing an enhanced level of feedback
- Assisting in the management of the contract to its natural conclusion

### How we work

Each tender is created to meet the exact needs of the individual customer and is conducted and managed by a specialist SBC resource. We only approach the market when a customer has a live requirement and we are not a '3rd quote' service, so you can be sure that each tender we conduct is a credible lead.

We only tender to the number of suppliers that the tender warrants, and we provide feedback for every procurement undertaken. It's also important to note that registration on our tendering portal is completely free and is also instant, and you can also be assured that we will never sell or pass on any of your data.

## WHY DO SCHOOLS USE SBC?



As a member of the Schools' Buying Club, each school can tap into benchmarking data, procurement support and advice, best value contracts, spend assessments and training. Our service saves time and money, giving schools access to procurement support by phone, email and live chat - as well as the ability to use any of the national and regional frameworks which have been set up specifically for schools. These frameworks enable our member schools to collaborate with other schools to take advantage of some of the best deals in the marketplace.

In addition to this, our experienced school procurement experts ensure that all of the schools' buying decisions are legally compliant with Financial Regulations and EU Procurement Directives, ensuring total peace of mind and avoiding any potential legal action.

Being a member of the Schools' Buying Club makes a great impact on how a school operates, not only by offering the value as outlined above, but also by saving the school buyer a significant amount of time and money in the process - and the best bit for these schools is that it's FREE!

It's also completely transparent, and on every transaction or contract that we set up or negotiate on a school's behalf, we will always tell them exactly what our percentage fee will be, before issuing a tender.

It's also worth mentioning, both for schools and suppliers, that the core values by which we work are:

- Simplicity
- Expertise
- Independence
- Honesty
- Integrity
- Transparency

### How to register

If you would like to register as an education sector supplier on the Schools' Buying Club e-tendering portal, please call us on **0845 257 7050** or email [contact@schoolsbuyingclub.com](mailto:contact@schoolsbuyingclub.com) for more information. If you would like to have a look at the portal, this can be found at <https://in-tendhost.co.uk/schoolsbuyingclub>

To find out more about the Schools' Buying Club, visit [www.schoolsbuyingclub.com](http://www.schoolsbuyingclub.com)