



Crown  
Commercial  
Service

*Newsletter*  
October 2014

# Buying Goods and Services for Schools

Welcome to the third edition of our quarterly newsletter for schools

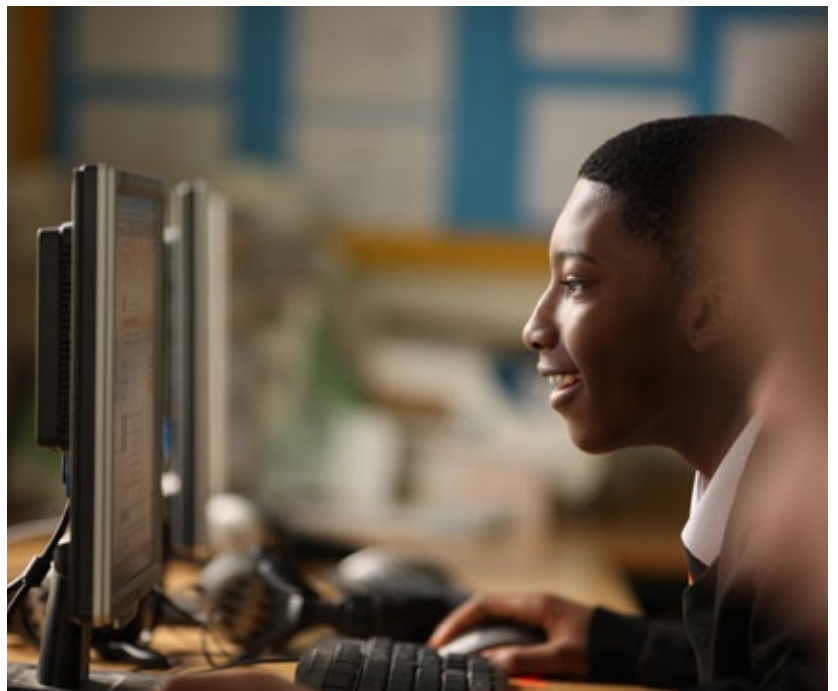
In this issue you will find:

- A special feature on Insurance Services
- Overview of our Microsoft deal
- Update on new ICT deals
- The latest guidance from the Department for Education
- How to get in touch

With the new school year well under way, compliant, money saving deals that save you time and allow you to focus as much as possible on frontline teaching might be just what you're looking for. If they are, this newsletter will be of interest to you.

## Did you know?

Our deals are free for schools to access, including academies, free schools and Local Authority maintained schools.



## Special Feature: Insurance Services

Our Insurance Services team, in collaboration with YPO, ESPO and NEPO (on behalf of Pro5), recently won the Best Public Procurement Project award at the CIPS Supply Management Awards for their work on the Insurance Services agreement.

This accolade is fantastic recognition of the team's commitment to constantly innovating to meet customers' needs, and the agreement has saved our customers in excess of £4.6 million so far this year.

As part of the agreement, the team has recently launched a new route to market for classes of insurance which fall outside of the Risk Protection Agreement, such as:

- Motor;
- Engineering Inspection;
- Overseas Personal Accident / Travel;
- Works of Art

If you are not familiar with the Risk Protection Agreement further information is available [here](#)

Product coverage can be tailored to your specific needs and takes only two weeks from start to finish. Access to the deal can be completed in two steps:

1. Fill in the questionnaire, available [here](#), and send it to [Academia.partners@aon.co.uk](mailto:Academia.partners@aon.co.uk)
2. Aon, the single supplier on the contract, will then make contact with you to discuss your tailored solution

If you have any queries, please feel free to contact [insurance@ccs.gsi.gov.uk](mailto:insurance@ccs.gsi.gov.uk). You can also find out more about the agreement in general [here](#)



## Microsoft deal

In conjunction with the Department of Education, we have negotiated with Microsoft to create an arrangement, known as a Memorandum of Understanding (MoU), which is enabling all schools in the UK to take advantage of improved discounts and better licensing terms across a wide range of Microsoft's academic software programmes.

The deal has pre-negotiated discounts on Microsoft products and has provision for schools to make certain changes during the course of their agreement, which they were not able to do before.

The deal is not a vehicle for the purchase of software licences rather it sets out key commercial terms between Microsoft and eligible public sector customers. If you wish to purchase any Microsoft products this should be done via an Authorised Education Re-sellers (AERs) or a Large Account Re-sellers (LARs) as Microsoft does not supply directly to schools.

For further information and advice please contact [softwarelicensing@ccs.gsi.gov.uk](mailto:softwarelicensing@ccs.gsi.gov.uk)

### Did you know?

A Memorandum of Understanding (MoU) is a document describing a bilateral or multilateral agreement between two or more parties to work to a common agenda. It is often used in cases where parties either do not imply a legal commitment or in situations where the parties cannot create a legally enforceable agreement.

## Upcoming solutions

### New ICT Deals

We are currently developing a deal specifically for the education sector - ICT Services for Education - which will be launched in spring 2015.

The deal will cover a wide range of ICT infrastructure solutions and services including design, specification, supply, integration, implementation and testing, training, support and maintenance. The flexible arrangement will enable you to buy services either together as a packaged solution or in any combination you require.

We are also developing new deals for commodity IT hardware and software requirements which will be available to schools, providing a clearer landscape for the purchase of commodity IT requirements:

- **Technology Products** - will help you address more complex or higher value requirements.
- **Corporate Software Solutions** - designed to meet common software business application solutions through specialist providers.

These new agreements are expected to go live in autumn 2014.

Further information on these new deals and all others that we are currently working on can be found here:

<http://ccs-agreements.cabinetoffice.gov.uk/procurement-pipeline>

A full list of all of our current live solutions is available [here](#)

## Upcoming Event

### Academies Show

We will be attending the next Academies Show in Birmingham on 26 November so if you are planning to visit please come to see our seminar session - **'Making Your Budget Go Further: Quality and Best Value Deals from Crown Commercial Service'** or visit us at our stand.



### Did you know?

We are an Executive Agency of the Cabinet Office and we are responsible for centralising Government's procurement in order to maximise government and public sector buying power and save money for the tax payer.

## Monthly update

Every month we publish a round-up of the latest news, events and training opportunities and you can view the latest issue [here](#)

If you would like to receive a copy of this regular update please email your contact details including email address to [education@ccs.gsi.gov.uk](mailto:education@ccs.gsi.gov.uk)

## Procurement guidance from the Department for Education

The Department for Education runs its own, free of charge, eLearning procurement course for schools through an online resource called '[Buyways](#)'.

The course consists of different modules which provide an overview of the procurement cycle, including updates on the forthcoming changes in legislation.

Details on how to register as a new user are on the sites [homepage](#). Once registered, users will receive updates of when new course content is available.



## Get in touch

We will help you manage your organisation's buying smoothly and efficiently; helping you achieve value for money and reduce the risk of complications. For advice and support please get in touch with our dedicated education team at [education@ccs.gsi.gov.uk](mailto:education@ccs.gsi.gov.uk)

We welcome your feedback and ideas on how we can develop this newsletter to ensure we provide the information, advice and news that helps you. Please email us at [education@ccs.gsi.gov.uk](mailto:education@ccs.gsi.gov.uk) with your thoughts, suggestions and questions.