



Crown
Commercial
Service

The Crown Commercial Service and Department for Education join forces to help schools buy tablet devices.



Background

Many schools routinely purchase tablet devices as and when they need them. The Crown Commercial Service (CCS) aggregation team and the Department for Education (DfE) wanted to help schools bring together their requirements and achieve savings through using 'sector collective buying power'.

Sector collective buying power allows a group to negotiate better discounts thanks to the larger size of the requirement.

“ We took part in a joint procurement earlier this year as we were setting up a new Learning Resource Centre for our school.

The application process was very straightforward and CCS offered us support all the way.

The total saving to the school was just under £1,200, which has enabled us to purchase much needed books for our new centre. We would be happy to recommend this to other schools looking to use the service to save money in times when budgets are tight.”

Val Williams,
School Business Manager at Arundel CE Primary School





The solution

CCS managed a procurement on behalf of a group of schools, who had submitted their interest in the project.

Using the CCS Technology Products agreement (contract number RM1054), the schools selected the items and volumes which they wished to purchase from a choice of tablet devices.

The schools were also able to choose from a range of associated items e.g. security marking, covers and charging stations.

The rest of the process was managed by CCS, meaning schools did not need to run any part of the procurement themselves. Running regular procurements for multiple customers based on standard specifications is a tried and tested approach for CCS. Combining volumes helps attract more interest from suppliers and is proven to achieve better value for customers.

We run these projects as a fully managed, best practice service. Customers just need to complete a form to express their interest, provide details of their requirements before we go to market and sign a contract with the successful supplier.



The results

The project brought together the common tablet device requirements of 95 schools. A total of over 2,200 devices were specified with savings of up to 36% against pre auction value.

These results clearly demonstrate that by combining volumes and using a standard specification for a commodity product or service, significant cost savings can quickly be achieved.

“The process was very smooth. Once we had completed the template with our requirements we were able to sit back and allow the process to happen and we were informed each step of the way.

As budgets are squeezed further every year, the fact we were able to save 20% on each device meant that this money could be reinvested into the IT infrastructure of the school, which benefited the pupils and staff by being able to purchase some new laptops.” Ross Crichton, Infrastructure Manager at Ashington Learning Partnership





Get involved

We have listened to the feedback from the schools involved in this pilot and further simplified the process to make joining an aggregation opportunity even easier.

We would like to hear from customers across the education sector who are interested in securing savings by combining their requirements with other organisations on a range of common goods and services including IT hardware, mobile services and other telephony services.

Find out more about future opportunities on our [technology aggregation pipeline](#)

 technologyaggregation@crownccommercial.gov.uk

 Call: 0345 410 2222

