

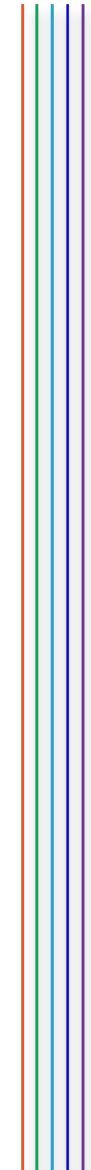
# 5 BIG Procurement Challenges

...and what schools (and suppliers) can do about them

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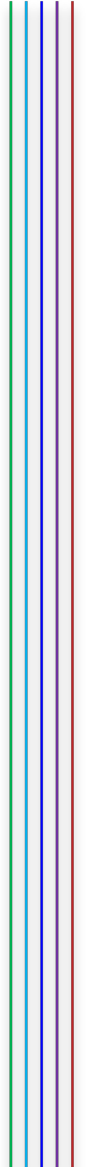
# The Tech-tonic plates are shifting

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## Moving to the cloud

- DfE Cloud Guidance
- Microsoft / DfE MoU
- Google Chromebooks



# Procurement Challenge 1

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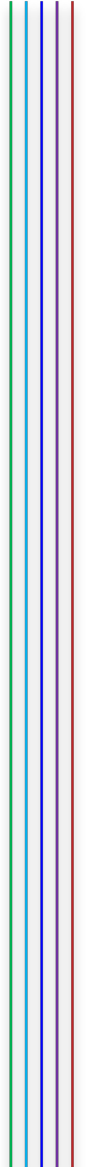


## Compliance

Understanding the rules

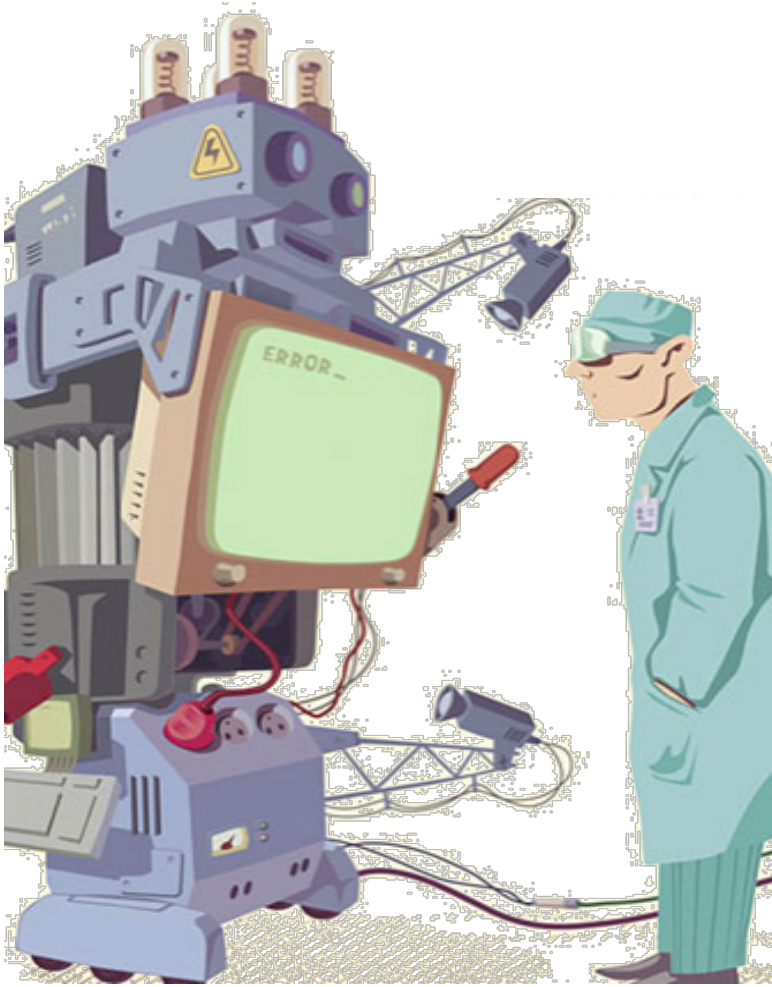
Delegation down

Theft & fraud



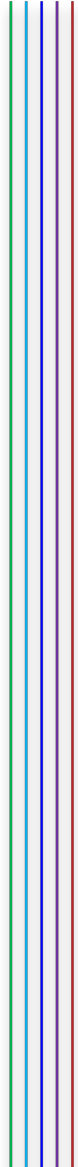
# Procurement Challenge 2

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## Complexity

- Pace of EdTech change
- Technical expertise
- Efficacy



# Procurement Challenge 3

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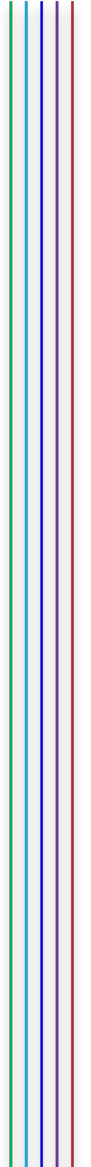


## Capability

Expertise & experience

Reactive buying

Decision making



# Procurement Challenge 4

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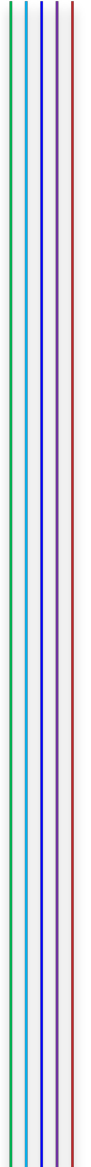


## Cash

Squeezed budgets

Utility not a luxury

Outcomes and VfM



# Procurement Challenge 5

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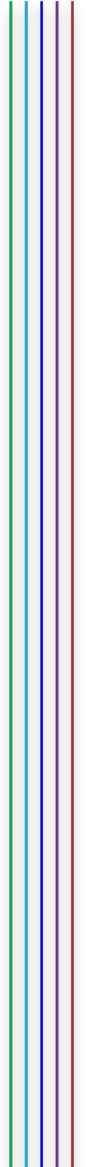


Trusted (suppliers)

Who are they?

Can they do the job?

WHEN things go wrong?



# Free ICT Strategy

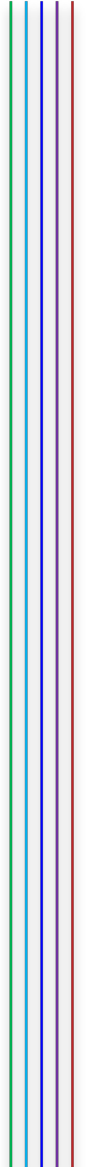
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## Vision

Give your staff the tools to be  
21<sup>st</sup> Century Professionals

AND

Give your learners the digital skills  
to thrive in the 21<sup>st</sup> Century





# What can schools do?

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## Top 4 recommendations

Have a strategy

Use free Naace tools

Use frameworks

**Build relationships**





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