

**Summer Term 2012**

# Education Update

**STAFF ROOM COPY**

## Risk-free framework contract to reduce print costs...

Benefit from cost savings through a fully compliant framework contract for multi-functional devices (MFDs) – or Photocopiers to you and me.

A brand new framework agreement is now available to help Schools and Academies make cost savings and best value for money for all print requirements through a fully EU compliant solution.

Procurement procedures for photocopiers and MFDs can be complex; through this contract you can benefit from accessing advice and support from ESPO.

Benefits of the new framework contract include:

- **Fully compliant procurement process**
- **Cost savings**
- **A single supplier option targeted specifically for the education market**
- **A number of well known brands and suppliers to choose from**
- **Full contract management from our team of procurement experts**

For further information please visit [www.espodealingdirect.org](http://www.espodealingdirect.org) and search for MFDs or email [mfd@espo.org](mailto:mfd@espo.org)



## More Phonics Resources and Training Programmes available...

ESPO was engaged by the Department for Education to procure systematic synthetic phonics products and training from multiple suppliers to provide a route through which Key Stage 1 Primary Schools can access 50% government match-funding. The catalogue produced by ESPO, was released in September and so far this has been a huge success, with more than 7800 schools taking advantage of the scheme.

In April, ESPO engaged the market for a second time with a view to expanding the number of resources and training programmes available.

In June we will release a supplementary list on the website providing schools with all details of newly approved resources and training programmes available.

Watch out for a special Phonics offer in June.

If you have not seen the current Phonics catalogue, a PDF version can be viewed or downloaded from [www.espo.org](http://www.espo.org).

Printed copies are available from [marketing@espo.org](mailto:marketing@espo.org)

## Contents...

Reducing print costs 1

More Phonics Resources and Training available 1

**A Smarter way to buy...** 2

Paper Washroom and Cleaning products 2

ESPO Green Star Awards 2

Cutting the cost of Catering 2

**New Products** 3

Special Frameworks 3

Focus on Furniture 3

**Keeping an eye on security** 4

The Academies Show 4

Visit our new website 4

New Catalogues/Mini catalogues 4

QR codes 4

Contacts 4

30 Years of  
**Smarter  
Buying**

[www.espocatalogue.org](http://www.espocatalogue.org)

## A SMARTER WAY TO BUY...

Schools are under pressure to make limited budgets go further and find better ways to buy essential resources products and resources.

ESPO is committed to working on behalf of our customers to find products and services that offer better value for money without sacrificing quality. This has resulted in the launch of a new range of own label products, called **SmartBuy**, that offer realistic, affordable alternatives to higher priced branded products. They also comply with all current local authority and EU guidelines.

These new **SmartBuy** products are clearly identified throughout the new catalogue by an orange icon representing Choice, Quality and Value. We will continue to source new products that meet this standard and intend to provide you with regular updates as they become available.

### SmartBuy Paper Washroom Products

ESPO has launched a new range of SmartBuy paper hand towels and toilet tissues with compatible dispensers.

Made from 100% recycled fibres, these quality paper products are designed to meet the exacting needs of education and public washrooms.

*See page 1102 of the 2012/13 ESPO catalogue.*

### SmartBuy Cleaning Products

The new SmartBuy cleaning materials include surface, glass and toilet cleaners, bleach, hand soap, washing up liquid and dishwasher tablets.



All provide the performance of top branded products at low prices to help your budget stretch further.

*See page 1103 of the 2012/13 ESPO catalogue.*

## Cutting the cost of catering...

ESPO has completed a new national framework that makes the procurement of managed catering services a quick, simple, cost effective and safe process. It will deliver savings on school meals for primary and secondary schools, including breakfast clubs and cash cafeterias, as well as a full range of catering services for the higher and further education sectors.

Developed with the assistance of a number of local authorities, the School Food Trust, the Department for Education, the National Association of Care Caterers, Defra, the Local Authority Catering Association and the Cabinet Office, it eliminates the need to undertake lengthy and costly EU-compliant procurement processes and the requirement to advertise or pre-qualify suppliers.

The framework provides assurance that suppliers are financially secure, have a track record of supplying the education sector, meet the appropriate standards of food hygiene and operate in accordance with sound policies on health, safety and sustainability. This will speed up the tendering process and reduce procurement costs.

Further savings will be achieved as more customers take advantage of the framework contract because suppliers will offer more advantageous terms as the total business grows.

*For further information visit [www.espoleadingdirect.org](http://www.espoleadingdirect.org) and search catering services.*

### ESPO Green Star Awards

ESPO has introduced an innovative new range of cleaning and chemical products that minimise the impact on the environment.

After completing an extensive assessment of products that appear in our new catalogue, we have awarded an **ESPO GreenStar Award** to those that scored highest in a number of key criteria including biodegradability, low chemical environmental hazard, ozone friendly, eco labelling, environmental management systems, packaging and animal testing.

An informative leaflet can be downloaded to explain the overall impact of cleaning chemicals on the environment at:

[www.ukcpi.org/PDFs/Sustainable\\_Cleaning.pdf](http://www.ukcpi.org/PDFs/Sustainable_Cleaning.pdf)

*To find out more about the ESPO GreenStar products that can be used as part of a sustainable cleaning regime for a wide range of floorcare, kitchen, laundry, washroom and general applications, please see pages 1104-6 of the 2012/13 ESPO catalogue.*



## Special Frameworks

### Contract 209:

#### Event/Festival equipment & services

If you are planning an event this year to tie in with the London Olympics or the Queen's Diamond Jubilee, this framework agreement will be of particular interest.

It provides the hire, delivery, installation, dismantling and removal of equipment including fireworks, lasers and stage pyrotechnics, flags, bunting, banners, marquees, PA and audio equipment, power generation, emergency lighting, staging and toilets.

Details can be found on our Dealing Direct website:

[www.espodealingdirect.org](http://www.espodealingdirect.org)



### Contract 164:

#### Promotional Products

This framework agreement provides a quick and easy resource for awards and trophies.

Details can be found on our Dealing Direct website:

[www.espodealingdirect.org](http://www.espodealingdirect.org)



## NEW PRODUCTS

### Avery Sticky Stuff – Reward & Motivation for use with Inkjets, Lasers and Copiers...

This exciting range of sticky labels from Avery provides a new way for schools to praise and incentivise students. For years stickers have been the product of choice when rewarding children, but Avery "Create your Own" stickers take merits to the next level.

This collection of sticker shapes allow teachers to write or print their own personalised messages, comments, instructions or praise, tailoring each sticker to each child. Available as Stars, Circles, Speech and Think Bubbles.

*For more information see page 24 of the ESPO 2012/13 catalogue.*



### A new way of filing

We have added an innovative range of new products to provide an efficient and sustainable way of filing. The Secolor range, developed by Jalema, includes the Clip File which is perfect for the storage of punched documents. Featuring the same functionality as the common Transfer File, it has a flexible mechanism to ensure that holes don't tear and make copies without removing sheets from the file.

The Combi File is identical but has an additional pocket for loose-leaf storage.

Both products are made of strong Kraftliner cardboard that is FSC certified.



*For more information see page 86 in the ESPO 2012/13 catalogue.*

## FURNITURE FOCUS

### SmartTop Computer Desks

This new computer desk solution features a "SmartTop" that allows industry standard flat screen monitors of 16-19" to be fitted for every user. An innovative mechanism quickly folds the monitor, keyboard and mouse into the desk where it can be securely locked away to provide a completely clear worktop. Available in a range of single and double configurations, SmartTop computer desks are ideal for learning and teaching spaces, open access ICT areas, creativity zones and libraries.

*For more information see page 1465 of the 2012/13 ESPO catalogue.*



### Community Playthings

Community Playthings design and manufacture a comprehensive range of solid wood furniture drawing on input from early childhood professionals across Europe. The company is accredited by the Furniture Industry Sustainability Programme and products are certified to globally recognised forest management schemes.

The furniture is delivered fully assembled in two weeks with a 10-year warranty covering all components and a free design service is available.

*For more information see pages 457-476 of the 2012/13 ESPO catalogue.*





## Keeping an eye on security

Schools, academies and other educational establishments wishing to install appropriate and proportionate security measures to protect students and staff alike should check out Contract 616A – Safety & Security Equipment (Personal). It provides a comprehensive range of CCTV cameras and digital video recorders (DVRs) for installation by approved suppliers in compliance with all regulatory requirements.

For more information, please visit [www.espodealingdirect.org](http://www.espodealingdirect.org)

## Have you visited our new website?

It has just been relaunched with a new, colourful and user friendly layout. With links to our Phonics and new Academy Procurement Solutions websites as well as the contact numbers of everyone you are likely to need at ESPO, it provides an informative resource for all our education customers. Visit [www.espo.org](http://www.espo.org)



## 2012/13 Catalogues

The new ESPO catalogue has just been distributed. It is smaller in size than the previous catalogue yet contains even more pages, packed with the latest products and services needed by schools, academies and colleges. We have added 136 extra pages whilst keeping the weight and volume of paper the same as last year – who said miracles couldn't happen! It is also available on disk, online and can be uploaded to back office systems for instant access throughout your school.

The Dealing Direct catalogue is also smaller and lighter because it now summarises more framework agreements on each page.

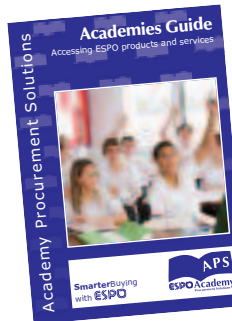
The latest detailed information is maintained on our Dealing Direct website [www.espodealingdirect.org](http://www.espodealingdirect.org)

## QR Codes



You may have seen that the new catalogues feature QR (Quick Response) codes which, when scanned by a smartphone equipped with a relevant app, will take you straight to the designated website.

Try it out for yourself and see what you think.



ESPO showcased its new portfolio of APS services and solutions at **The Academies Show** on May 16th at Olympia, London.

Please visit our new Academy Procurement Solutions (APS), a FREE online resource designed to cover most of your procurement needs in a single location.

It provides online access to our main catalogue and Dealing Direct contracts directory, a procurement healthcheck facility and Academies helpdesk.

Visit the new website now  
[www.espoacademies.org](http://www.espoacademies.org)



## Mini Catalogues

Watch out for our new mini catalogues that are being sent out to all ESPO schools now. These concise, quick reference catalogues will make it even easier to find specialist products and services you need.

Catalogues include:

Art & Design | Design & Technology | Early Years | Literacy  
Numeracy | Science | SEN | Site Manager | Sport & Leisure

Sales & Major Accounts Manager  
**David Thomas** 07768 376 459  
Staffordshire/Solihull  
**Lesley Almen** 07771 335 743  
Warwickshire/Coventry  
**Penny Bradley** 07899 060 914  
Cambridgeshire/Peterborough City  
**Simon Herne** 07770 704 177

Nottinghamshire/Nottingham City  
**Laura Higgs** 07500 097 600  
Norfolk  
**Peter Legind** 07787 128 778  
South Wales  
**Mike Pope** 07823 444 086  
Lincolnshire/North & North East Lincs  
**Tony Shepperson** 07880 787 744

Leicestershire  
Leicester City/Rutland  
**Oonagh Towse** 07768 376 463  
Birmingham/Dudley  
Sandwell/Walsall  
Wolverhampton  
**Anthony Warner** 07786 962 122  
London/Other areas  
**Steve Exley** 07827 881 641

For more copies of our catalogues contact Marketing Services Tel: 0116 265 7927/0116 294 4026 • Fax: 0116 294 4379 • Email: [marketing@espo.org](mailto:marketing@espo.org)

**Email [marketing@espo.org](mailto:marketing@espo.org) to receive future issues by email**



This newsletter is printed on 130gsm 9Lives Recycled Silk (80% recycled) paper.  
An electronic version is also available on [www.espo.org](http://www.espo.org)

**EASTERN SHIRES PURCHASING ORGANISATION**  
Barnsdale Way • Grove Park • Enderby • Leicester LE19 1ES  
[www.espo.org](http://www.espo.org)

FSC  
Mix  
badge  
here