ESPO

My Academy Trust

Buy together, Save together

"We have a long-standing relationship with ESPO and we have always been happy with the quality of products and service. We benefit from the My Academy Trust package by receiving a rebate on our purchases, taking advantage of the six week discount window and make savings on exercise books all year round.

"We would definitely recommend ESPO's MAT Package to other multi academy trust customers."

We select to have our 7.5% off discount window at the start of the academic year which is a high order volume period across the Trust. This enables us to take maximum advantage of the discounts on offer and provide our organisation with cost savings. We also have a dedicated Account Manager who supports us throughout the year and we meet with bi-annually. It is good to be reminded of all the offers across the range, as well as receiving a detailed purchasing report which helps us make even more savings across the trust.

We would definitely recommend ESPO's MAT Package to other multi academy trust customers. As well as the wide range of choice available, the customer service and value offered is very competitive; it is a service we can rely on."

Natalie Strong
Finance Manager

RISE
Flourish and succeed

Over **£1 million** saved by our package customers last year!

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"We have enjoyed many ESPO offers over the years and thought the development of The Academy Trust package ticked all the boxes. When ESPO shared details of this new package, we were very keen to get on board as soon as we could.

"...a great incentive for our schools and Trust overall"

As well as the standard savings from the offers and promotions across ESPO's range, we always take advantage of the annual 7.5% off discount window - this is a great incentive for our schools and Trust overall. We are always keen to ensure the discount window date is shared across the schools for any bulk purchases so they can make even further savings that supports their budget. Our schools tend to use autumn term windows where possible to bulk buy exercise books and stock ready for the new academic year.

Recently, we have received purchase data in a format which has been informative to share with Office Managers and helps them see what savings they have made through the MAT package. We are always provided with support from ESPO and communication is regular which helps if you are then tasked with an 'out-of-the-ordinary' order; we know who to contact and what information to give. ESPO is always open to providing samples too which helps decide on what products work best for the schools.

We happily recommend the MAT Package to other multi academy trusts as ESPO continues to provide value for money and reliable and friendly service, as well as a broad range of products which our schools enjoy."

Louise Barber
Director of Operations
DISCOVERY

Over **£1 million** saved by our package customers last year!

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"We have a very good working relationship with our ESPO Account Manager and when the My Academy Trust Package was introduced to us, the benefits of joining the scheme were very clear - it was a 'no brainer' moment.

"...we would highly recommend any multi academy trust to sign up!"

Numerous savings have been made throughout the year on ESPO stock products and the spend per pupil rebate helps to reduce the overall spend on school items. The 7.5% off discount window is very useful as all school budgets are continually squeezed and to get the best possible value for money, any discount that can be achieved must be taken into consideration. We usually take the first discount window available so that orders can be placed for the next academic year to ensure as much benefit as possible.

Our dedicated Account Manager is very proactive in letting us know the latest promotions across the ESPO range so that we can take advantage of the offers and services available. We have also been provided with support and advice on ESPO's framework offering for our Trust.

ESPO's MAT Package provides cost saving opportunities and a rebate on the spend per pupil which equates to a discount on the spend made in each year – we would highly recommend any multi academy trust to sign up!"

Dave Rushton
Operations Manager

CtKCC
Christ the King Catholic Collegiate

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