

ESPO

By your side since 1981

40
YEARS

Buy together Save together

- ✓ Up to 5% rebate on annual catalogue stock spend
- ✓ Access to exclusive discounts throughout the year
- ✓ Free access and support using frameworks
- ✓ Professional procurement support



Our package for
Multi-Academy Trusts 2021/22

My Academy
 Trust

Buy together Save together

Harness the potential of your combined buying power through My Academy Trust. Designed especially for multi-academy trusts, of five or more we can provide an exclusive offering allowing you to maximise your savings.

By aggregating spend you can take advantage of up to 5% rebate on annual catalogue stock spend accumulated from across your multiple sites, meaning that the more your academy trust spends with ESPO, the more savings you'll get back overall.

As more of your academies use ESPO for their everyday buying needs, your MAT can increase its rebate level and therefore achieve greater annual returns.

Using ESPO as their main supplier, academy trusts can achieve significant savings:

| Number of Academies in Trust | Minimum SPP for retro £10-14.99 | SPP £15-19.99 | SPP £20-24.99 | SPP £25-34.99 | SPP £35-39.99 | SPP £40+ |
|------------------------------|---------------------------------|---------------|---------------|---------------|---------------|----------|
| 5-9 | 1% | 1.5% | 1.75% | 2% | 2.5% | 3% |
| 10-19 | 1.25% | 1.75% | 2% | 2.25% | 2.75% | 4% |
| 20+ | 1.5% | 2% | 2.25% | 2.5% | 3% | 5% |

Actual rebate payable is calculated on an average stock spend per pupil basis and calculated annually using DfE gov.uk data. Please contact us to find out the rebate potential for your trust.

*SPP - Spend Per Pupil

Celebrating 40 years by your side

ESPO is a professional buying organisation; 100% owned by the public sector, any surplus we make after recovering our costs is returned to the public purse. We strive to offer best value and procurement support for all walks of the public sector and this year we are celebrating 40 years in the industry!

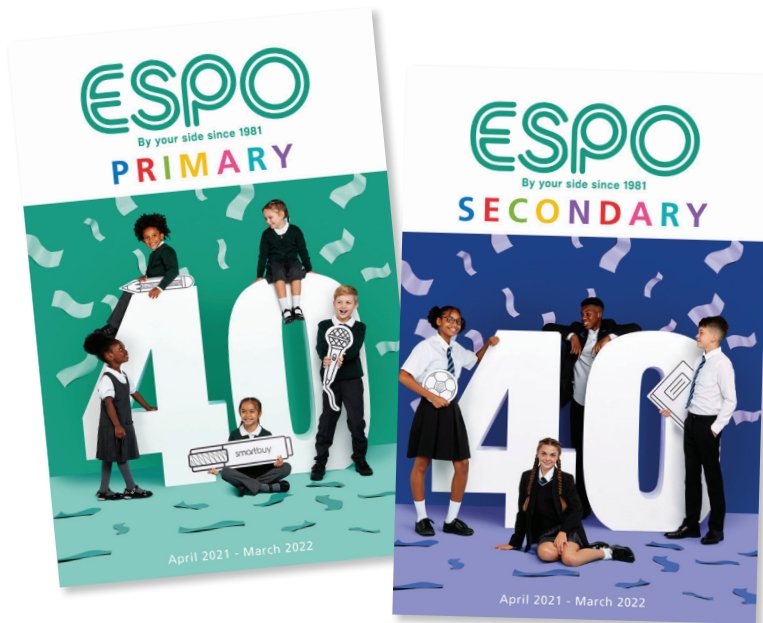
From humble beginnings, we've grown into one of the largest public sector buying organisations in the country - supporting over 12,000 customers from across the UK.

Jointly owned by six Member Authorities, we are committed to providing value-for-money for our customers by pursuing best practice in procurement, sourcing, supply chain management, contract management and compliance.

True best value

While some providers look to tempt you with inflated discount levels to draw you in, ESPO opt for an open and honest pricing strategy offering consistently low prices on our products every day. Along with your annual rebate potential, your multi-academy trust can achieve true best value overall through ESPO.





Why ESPO? We're your one-stop shop

With 40 years' experience supplying the education sector, ESPO truly can provide a one-stop shop solution including products, free-to-access framework solutions and bespoke support for large-scale procurement projects.

Our comprehensive catalogue boasts over 26,000 products at consistently low prices covering a wide range of resources:

EXERCISE BOOKS & PAPERS

CURRICULUM

STATIONERY

ART & CRAFTS

OFFICE EQUIPMENT

CATERING, WHITE GOODS,
HYGIENE & CLEANING

PRESENTATION

SITE & SAFETY MANAGEMENT

EARLY YEARS

FURNITURE

Support in key procurement areas

Have you heard of our framework solutions? ESPO want to make procuring services as easy as possible for your multi-academy trust, so along with access to all of our compliant framework solutions, My Academy Trust customers receive support from our expert procurement teams in key education procurement areas including energy, food & catering, building facilities and IT.

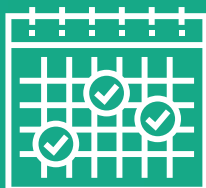
Professional support for Furniture and Equipment projects

For larger furniture and equipment requirements you might want an extra helping hand. That's where our very own F&E Projects team come in. Specialising in new build and refurbishment projects they can work closely with you to support and streamline the process and help ensure things run smoothly from start to finish.



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7.5% off

our stock range* for a six week period of your choosing from the following dates:

Window 1:
19/04/2021 - 30/05/2021

Window 2:
06/09/2021 - 17/10/2021

Window 3:
01/11/2021 - 12/12/2021

Window 4:
03/01/2022 - 13/02/2022

Window 5:
14/02/2022 - 31/03/2022

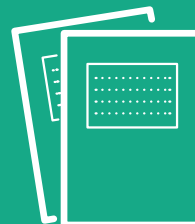
*Terms and conditions apply, head to espo.org/matoffer for more info

Put our prices to the test

We regularly compare our prices with other suppliers to make sure we remain competitive. We are happy to benchmark a previous order you have, to show just how much you could save by using ESPO.

Exclusive savings for your MAT

As a My Academy Trust customer you will receive exclusive discounts throughout the academic year, giving you the flexibility to utilise our offers in line with your budgets to make further cost savings:



5% off

our entire exercise book range*

smartbuy

5% off

stock items in our SmartBuy range*

Don't forget,
you'll also receive
our standard
Summer Holiday
Offer of 7.5% off
stock items!

For a consistent, high quality service across your entire multi-academy trust, get in touch today and start enjoying the rewards together.

T: 0116 294 4088

E: sales@espo.org

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espo.org/mat

My Academy
Trust

