

# procurement matters

**A New Era for Leasing**  
Navigating IRFS 16 with Confidence



Pg5

Navigating the New  
Procurement Act 2023



Pg9

**UK Higher Education**  
What's changing and what  
comes next?



Pg11

**BLACK  
HISTORY  
MONTH**

# Contents

A New Era For Leasing:  
Navigating IFRS 16 With  
Confidence

From Classrooms to  
the Cloud: Digital  
Security in Education

Powering the Future:  
How EV Infrastructure  
Drives Net Zero Goals

Finding Procurement  
Lessons In Unlikely  
Places

Page

5

Page

7

Page

16

Page

23

\*Please note that some articles have been written or checked with the aid of AI.



## Vehicle Managed Service:

- Complete fleet management
- Leasing
- Purchase
- Daily hire
- Routine servicing and MOTs
- Insurance management
- Fuel cards
- Telematics
- Salary sacrifice schemes
- And so much more!



"The customer service we get is very good,  
there's no them and us, we work together"

Read more about how our Vehicle Managed  
Service benefitted Kent County Council Highways

[procurementservices@csLtd.org.uk](mailto:procurementservices@csLtd.org.uk)

0808 281 9439

[www.procurementservices.co.uk](http://www.procurementservices.co.uk)

# How to Solve a Problem Like Procurement

The August 2025 edition of Procurement Matters introduced the Commercial Services Group research report 'Procurement at a crossroads: Readiness for transformation in the UK public sector', where over 500 senior executives and procurement leaders across local government, health, housing, education, and blue light services were surveyed.

In this edition we take a look at some of the findings from the report.

## Leadership: The Missing Link?



One of the findings illustrated that there is a disconnect between strategic intent and leadership engagement.

While 55% of CEOs say the Act is high on their agenda, only 40% of Heads of Procurement feel their senior teams are fully engaged.

And this matters. Embedding a culture of transparency, collaboration, and social value requires visible commitment from the top. Without it, any aim for reform risks being left as an operational task with the opportunity to drive meaningful change missed.

And as the drive to deliver social value is sitting centre stage, here are some questions to ask:

- Who is setting the objectives for your procurement strategy and how involved are all the relevant stakeholders?
- How well does your strategy reflect the requirements of the NPPS?

If senior leadership is not closely engaged with the Procurement Act and NPPS they need to be. A clear, well communicated strategy will help set direction and purpose for the organisation whilst ensuring future compliance.

## Collaboration: A Welcome Challenge



The NPPS aims to encourage collaboration to improve service consistency, community impact, and value for money for the public purse. Encouragingly, 80% of organisations surveyed plan to collaborate.

But there is evidence that barriers persist:

- Nearly a third are unsure if they have the resources.
- 32% cite a lack of internal expertise.

Procurement has the chance to step up and go beyond simply cost management. Partnerships will need to be forged not just with suppliers but with other public sector organisations to bring collaboration to reality.

The findings show that procurement teams will need to continue to invest in skills and possibly new resources made available.

Our Procurement Delivery Solutions team provide strategic and practical support across the whole procurement process from initial advice, through to tendering and even providing the full procurement function required for running a compliant procurement process.

We work with all public sector organisations including local authorities, schools, social housing providers, blue light services and many others. A lack of resources or access to the right expertise will be no excuse under the legislation for non-compliance, so seek help and advice when it's needed.

To read the full report [Click Here](#)

**Tarryn Kerr** and **Simon Davis** recently joined **Grahame Steed** of **BiP Solutions** and **Kevin Lewis** of **Delta eSourcing** to discuss the key findings from the research report.



Tarryn Kerr



Simon Davis



Grahame Steed



Kevin Lewis

To listen to the Delta Talks podcast [Visit Here](#)



# Do You Need Financial Funding?

At Procurement Services Leasing, we can support your organisation with financial capital purchases in innovative ways. We do this by advising finance leaders on how to structure and procure their financing at the most competitive rates and under the best possible terms. With access to leading finance providers, we can help you to secure what your organisation needs under manageable payment terms.

## What we offer:

**New Lease Procurement:** We simplify procurement by reviewing all funding options at the outset and throughout the contract term. We assess lease types for each department and run compliant mini competitions to secure the best deal.

**Accountancy changes IFRS 16:** With the introduction of IFRS 16, new leasing options are now available. Our team offers expert guidance to help you adapt, providing support for business cases that maximise the effective use of both capital and revenue budgets.

**Negotiation Expertise:** Using industry insight and trusted lessor relationships, we negotiate favourable terms on your behalf—saving time and money.

**Portfolio Review:** We review your lease portfolio to identify opportunities to restructure agreements for better terms and cost savings.

**Lease vs Purchase Analysis:** We provide tailored comparisons to support well-informed decisions and ensure best value.

**Capital Planning:** We analyse key data to create transparent replacement plans that identify funding gaps, evaluate options, and support cost-effective equipment decisions.

[psleasing@csltd.org.uk](mailto:psleasing@csltd.org.uk)

## How we can help:

- 1 Deliver a unique and strategic approach to lease procurement, securing contracts that protect your interests and minimise costs.
- 2 Actively manage leases to ensure all changes - such as extensions or terminations are handled correctly and efficiently.
- 3 Provide market insights and benchmarking data to support internal business cases and decision-making.
- 4 Compare lease options against capital purchase costs, factoring in IFRS 16 accounting treatment.
- 5 Ensure a consistent, compliant, and transparent approach to all leasing activities.
- 6 24/7 access to your lease information via our online portal, OPTIMiSe.

# A New Era for Leasing

## Navigating IFRS<sup>®</sup> 16 with Confidence

A recent HFMA roundtable highlighted that NHS organisations face increasing complexity in leasing due to IFRS 16, which requires the majority of all leases to be reported on the organisation's balance sheet, changing the way the NHS fund medical equipment.

Leasing remains a flexible way to access vital resources. At Procurement Services Leasing, we help organisations lease strategically, stay compliant, and achieve long-term value.

The HFMA roundtable explored how IFRS 16 is reshaping leasing. Perceptions of leasing have shifted due to more complex rules, not because the model is less effective.

Here's what's changing:

- Leases now count against Capital Department Expenditure Limits (CDEL), increasing pressure on already constrained capital budgets.
- Accounting treatment is significantly influencing procurement decisions, sometimes at the expense of clinical or operational priorities.
- Many organisations lack the resources and specialist expertise required to manage leases effectively throughout their full lifecycle.
- Uncertainty around the impact of new accounting rules is causing hesitancy towards leasing.

Despite these shifts, leasing remains valuable when supported by expert guidance, offering a flexible route to obtain medical equipment without large upfront costs. Our team works with NHS organisations to make leasing work.

### Our team can help to:

- Develop robust business cases that align with both revenue and capital budgets.
- Navigate accounting requirements without compromising operational goals.
- Maximise value for money through compliant and sustainable lease arrangements.
- Stay in control of your leasing portfolio across its full lifecycle.

With expert guidance, leasing remains not only a suitable option, but essential to achieving long-term value.

Contact Us



# Is your organisation protected against ransomware?

Ransomware is one of the more insidious tools cybercriminals are using to compromise the public sector; now more than ever, it's vital to defend your business against attacks.

With our solution, you'll access the technology to proactively detect, react, and respond to threats, to recover with your data and reputation intact. Find out why over 500 public sector organisations decided to protect themselves with Ricoh's unique solution, [click here to learn more.](#)

Ricoh Cybersecurity experts are ready with intelligent solutions aligned to your hybrid working practices.

For a friendly chat and expert guidance, why not speak to our public sector cybersecurity lead via **Procurement Services**.

We're here to help! \_\_\_\_\_

Ricoh is an awarded supplier on our **Audio Visual Solutions, Managed Services for Business Solutions, Multi-Functional Devices and Digital Solutions and Records Information Management frameworks.**

**RICOH**  
imagine. change.

# From Classrooms to the Cloud: Digital Security in Education





October marks Cyber Security Awareness Month, a time to really focus in on the importance of cyber security, what it means and how we can all protect ourselves from digital threats.

Digital technology is a core feature of modern life. From online banking and shopping, to emailing, and social media platforms; it is more important than ever to take steps to prevent cybercriminals from getting hold of our accounts, data, and devices.

According to analysis done by Check Point Research, the education sector experienced more cyberattacks than any other industry in the second quarter of 2024, with 83% of those attacks targeting personal data.

Figures recorded in 2022 show that that 64% of schools in the UK have embedded technology into every-day teaching. Cyber security should be high on the agenda for any school with a reliance on IT and online systems.

Here are a few simple ways you can protect your personal data from cyberattacks:

-  Ensure you have a strong password for all your devices, consisting of numbers, letters, and symbols.
-  Enable Multi-Factor Authentication (MFA), which means you can have two or more methods of authentication before accessing any vulnerable information.
-  Use reputable Antivirus software to detect and block threats.
-  Regularly backup your data onto a cloud storage or other secure location, so you can recover data in the event of a cyberattack.

Explore Lot 2 of Procurement Services' **Multi-Functional Devices and Digital Solutions framework** to discover how our Account Specialists deliver tailored, cyber-safe digital transformation that boosts efficiency and supports agile, goal-driven outcomes.

[Visit the framework](#)



## A Next-Gen Government: UK meets AI

The UK government and OpenAI have recently entered a strategic partnership that aims to boost AI research, investing in infrastructure, and transforming public services across the country.

Announced by OpenAI CEO, Sam Altman, and Technology Secretary, Peter Kyle, who said, "AI will be fundamental in driving the change we need to see across the country – whether that's in fixing the NHS, breaking down barriers to opportunity or driving economic growth.

That's why we need to make sure Britain is front and centre when it comes to developing and deploying AI, so we can make sure it works for us."

**The key areas of focus for this partnership are:**

- **Public Service Transformation**
- **Economic Growth & Infrastructure**
- **Alignment with current National Plans**
- **Boosting the UK's role in Global AI**

This new partnership is a big step towards bringing powerful AI tools into everyday public services. It's not just about using AI, it's about making AI work for us and shaping it to fit the country's needs and values.

The collaboration has the potential to boost efficiency, improve public services, foster innovation, create jobs and ensure the benefits of AI are shared nationwide.

Take a look at our **Software Products and Associated Services framework**, to discover how you can utilise the AI services provided by our suppliers.

[Explore our framework](#)



# Explore Sharp's Virtual Showroom

Technology supplier Sharp launched their Virtual Showroom which lets you visit their interactive education and business 360-degree environments. Take a step inside and learn more about their products and solutions like IT services, audio visual equipment, managed print services, and much more.

The Virtual Showroom utilises augmented reality for enhanced product evaluation, allowing you to view their products in your own space.

Working collaboratively with Sharp, we have our very own Virtual Showroom, you can visit the products and services on our frameworks here.

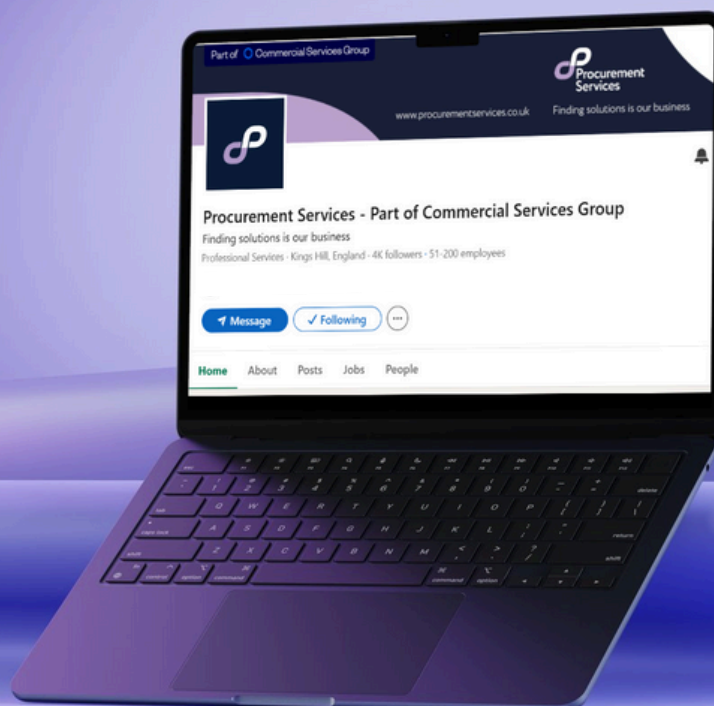


# SHARP

Visit the Showroom

Sharp is an awarded supplier on our Audio Visual Solutions and Multi-Functional Devices & Digital Solutions frameworks.

Follow our LinkedIn for more insights



# Navigating the New Procurement Act 2023: **What It Means For You**

The **Procurement Act 2023**, effective from 24 February 2025, marks the biggest reform in public procurement in a decade. Whether you're a contracting authority, supplier, or SME, here's what's changed and how we can support you.



## Contracting Authorities

- **Greater flexibility:** A new competitive flexible procedure allows tailored procurement approaches.
- **Stronger oversight:** The Procurement Review Unit ensures fairness and transparency.
- **Value-focused:** Contracts prioritise best overall value, not just lowest price.
- **Digital-first:** All opportunities are published on the Central Digital Platform.

**How we help:** Our frameworks simplify compliance, and our Procurement Delivery Solutions team can deliver end-to-end tendering for you.

## Suppliers

- **Simplified Bidding:** Less red tape, more standardisation.
- **Open frameworks:** More accessible and flexible opportunities.
- **Prompt payment:** 30-day payment terms across the supply chain.
- **Clear feedback:** Understand how your bid performed and improve for next time.

**How we help:** Our SME-friendly frameworks are transparent and accessible. We offer guidance on registration and Bidding—whether you're new or experienced.

## SME's

- **Fewer barriers:** Bureaucracy is reduced to help SMEs compete.
- **More visibility:** Easier access to tenders and flexible frameworks.
- **Support for growth:** Greater emphasis on SME participation, directly or via subcontracting.

**How we help:** SMEs are central to our supplier base. We design proportionate frameworks, reduce entry barriers, and ensure visibility of new opportunities.



As a trusted procurement partner to hundreds of public sector organisations, we're already supporting teams to adapt confidently under the Procurement Act 2023. If you'd like a second opinion on your approach or want to understand how others are responding, let's have a conversation.

Get in touch with our Associate Director of Procurement [simon.davis@csltd.org.uk](mailto:simon.davis@csltd.org.uk), who is our expert in this field.

# Introducing the New School Estate Management Standards from the Department for Education: A Clear Path to Safer, Smarter School Sites

The Department for Education (DfE) has launched a new set of **School Estate Management Standards**, a vital resource designed to help school leaders and estates professionals manage their sites more effectively and confidently.

In a recent blog on GOV.UK, **David Fugurally**, Head of School Estate Management Standards, Competencies & Skills, outlined how these standards will benefit schools across the country.

## Why Estate Management Matters

Managing a school site is no small task. It involves a wide range of responsibilities, from health and safety compliance to sustainability planning, all delivered by skilled professionals. While many schools already do excellent work in this area, feedback has shown that the sheer volume of guidance and regulation can be overwhelming - especially for those just beginning their estate management journey.

## What's New?

To address this, the DfE has published the **School Estate Management Standards**, a concise, easy-to-understand document that brings together key points from existing government guidance, regulations, and expert advice.

These levels help schools assess current practices, identify areas for improvement, and document progress for governors, trustees, and inspectors.

As a trusted partner to hundreds of educational establishments, Procurement Services is committed to helping schools with their estates management, whether through our frameworks, strategic advice, or end-to-end delivery.

## What Do the Standards Cover?

Developed in collaboration with schools and sector experts, the standards provide a structured approach to estate management, helping schools:

- **Prioritise projects**
- **Build on good practice**
- **Meet legal requirements**

## Key areas include:

- Strategic estate planning
- Resource organisation
- Health and safety compliance
- Sustainability and carbon reduction
- Digital technology integration

## Four Levels of Progression

The standards outline four clear levels of estate management maturity:

1. **Baseline** – Essential practices, including legal requirements
2. **Transitioning** – Key steps towards good practice
3. **Fully Effective** – Comprehensive estate management
4. **Advanced** – Sector-leading practices

Get in touch with an expert today to find out how we can support you in managing your school sites more effectively with our solutions:

[pscustomerenquiries@csltd.org.uk](mailto:pscustomerenquiries@csltd.org.uk)

Visit our website to access our frameworks:

[View our frameworks here](#)



# UK Higher Education

## What's changing and what comes next?

As the UK higher education sector navigates a period of transformation, Universities UK have published an article which highlights some of the trends that pose significant challenges to the current higher education model.

### These include:

- A decline in non-UK student enrolments due to Brexit and the lasting impact of COVID-19.
- The reduction of EU funding streams that once supported research and innovation.
- Rising living costs which are affecting both students and staff.
- Increasing scrutiny over the value of degrees relative to their cost.
- Budgetary constraints leading to reduced investment in IT services and facilities maintenance.
- Escalating cybersecurity threats targeting academic institutions.

### What this means for universities:

- Mergers between local institutions are becoming more common.
- Recruiting and retaining top-tier academic talent is increasingly difficult.
- Estates, facilities, and IT infrastructure are deteriorating due to underinvestment.
- Redundancies - both voluntary and compulsory - are leading to the loss of critical skills.
- Course offerings are shrinking, and student numbers are declining.
- Research and development cuts impact institutional reputation and academic progress.
- The UK is experiencing a "brain drain" as talent seeks opportunities abroad.

By proactively addressing these issues and embracing innovative operational models, universities can not only weather the current storm but also emerge stronger and more resilient. To discuss how we can support your institution in navigating this evolving landscape, contact our experts today!

[Book a meeting](#)

## Empowering Vulnerable Youth Through Inclusive Play: A Strategic Approach to Physical Activity Access

A recent report from the Local Government Association highlights the urgent need to improve access to physical activity for care-experienced children, who often face systemic barriers to participation.

To address this gap, public sector bodies can leverage the **Playground, Fitness and Sports Equipment and Leisure Facilities framework**, which offers a streamlined, cost-effective route to procure inclusive play and fitness infrastructure tailored to educational and recreational environments.

By utilising this framework, councils can create safe, engaging spaces, such as adventure trails, SEND-friendly equipment, and multi-use game areas that directly support the wellbeing and development of vulnerable youth.

[Visit the framework](#)



# Navigating the Future of Social Housing

## A Commercial Perspective on Public Sector Reform Across the UK

The UK is entering a transformative era in social housing. With the £39 billion Social and Affordable Homes Programme (SAHP), the government aims to deliver 300,000 new homes between 2026 and 2036—at least 60% for social rent. This marks the most significant investment in a generation and sets the stage for renewal.

Delivery is shaped by a devolved policy landscape, with England, Scotland, Wales, and Northern Ireland pursuing distinct strategies. For commercial organisations, understanding these differences is essential to delivering value and impact.

### Supported Housing: A National Priority Under Pressure

The Local Government Association (LGA) calls for urgent reform and investment, citing:

- **£71 million in NHS costs due to delayed mental health discharges.**
- **Potential £6 billion savings through expanded provision.**

Supported housing is vital for care leavers, people with disabilities, and those facing homelessness or mental health challenges. The LGA urges:

- **Reform of housing benefit subsidy rules.**
- **Full funding for new council burdens.**
- **Sustainable commissioning and licensing schemes.**

Commercial providers play a critical role in delivering flexible, high-quality models aligned with local priorities.

### England: Scaling Up with Strategic Reform

SAHP targets systemic issues:

- **165,000 children in temporary accommodation.**
- **1.3 million on social housing registers.**
- **Rising rents and poor housing quality affecting 15% of households.**

### Devolved Nations: Lessons in Innovation and Delivery

- **Scotland** abolished Right to Buy, committed to 110,000 affordable homes by 2032, and leads in energy efficiency and Housing First.
- **Wales** targets 20,000 homes by 2026, prioritises community-led housing, and supports early homelessness intervention.
- **Northern Ireland** aims for 2,000 new homes annually, backed by a cross-departmental strategy and centralised housing executive.

These models offer insights to strengthen England's commercial sector.

### Key reforms include:

- A 10-year rent settlement (CPI+1% from 2026).
- Competitive Bidding for housing providers.
- Flexibility for supported housing, rural homes, and regeneration.

### Conclusion: Commercial Leadership in a Fragmented Landscape

The UK's housing crisis demands bold action. Success depends on collaboration, adaptability, and innovation. For suppliers and service providers, the opportunity lies in aligning with devolved frameworks, delivering scalable solutions, and supporting councils with strategic procurement and delivery. As a trusted partner to hundreds of public sector organisations, we're committed to helping navigate this new era.

[Read more here](#)

Get in touch with our experts today to find out how we can support your procurement journey through frameworks, strategic advice or end-to-end delivery.



# Transport Funding Boost puts Local Communities in Control

The government has announced a **£104 million funding boost** through the **Local Transport Grant**, as reported by Public Sector Executive News.

This grant will empower local authorities to invest in transport schemes that matter most to their residents, giving councils the flexibility to deliver essential improvements. Individual allocations have been confirmed for each local authority, with significant boosts for regions including the Northwest, Yorkshire and the Humber, East Midlands, and West Midlands.

According to Public Sector Executive News, the £104 million boost follows the government's £2.2 billion commitment to provide multi-year funding certainty for local transport, enabling long-term planning and delivery.

This investment marks a significant milestone in the UK's journey towards **greener, safer, and more accessible transport**, giving communities the tools to shape their own futures.

For any of your transport needs, our **Vehicles team** is here to support, get in contact today! [Click Here](#)



## The English Devolution Bill Update

According to GOV.UK, the government has confirmed that six regions—Cumbria, Cheshire & Warrington, Norfolk & Suffolk, Greater Essex, Sussex & Brighton, and Hampshire & Solent—will join its Devolution Priority Programme.

These areas are set to gain greater control over housing, transport, and economic growth, with the aim of improving services and outcomes for local communities. This expansion brings an additional 8.8 million people under mayoral devolution, meaning nearly 80% of England's population will be covered by this new structure.

To support the transition and make the process more efficient, nine local elections will be postponed until May 2026.

The upcoming English Devolution Bill will endorse new powers, helping local leaders deliver on the government's Plan for Change.

Regardless of any changes to come, Procurement Services is here to support the public sector with their operations - our solutions will always be accessible across the whole of the UK.



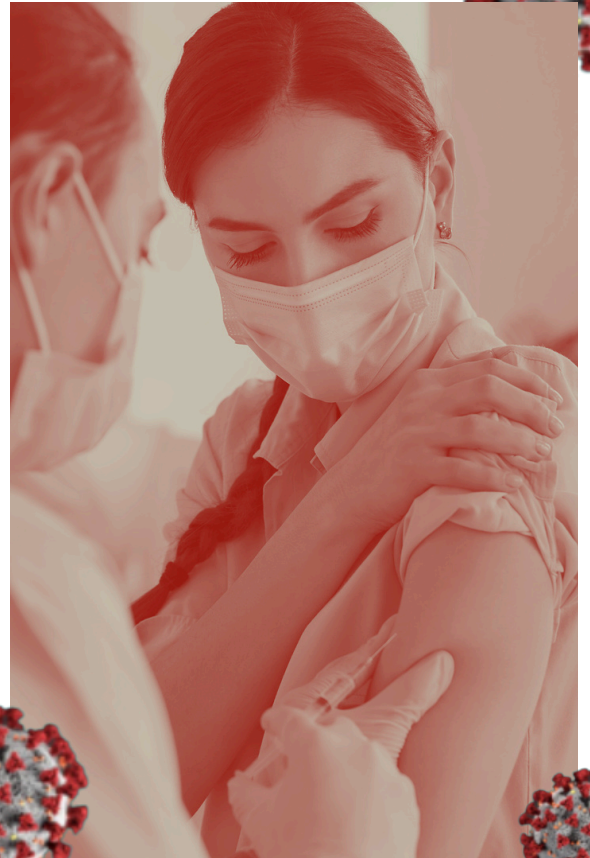
# Flu season is here – is your organisation prepared?

As flu season sets in, staff absences tend to rise, which can place additional strain on operations. By offering flu vaccinations, your company can help protect their staff from seasonal illnesses and maintain continuity throughout the busiest months of the year.

Lot 1 of our **Employee Support Services & Benefits framework** provides access to a range of occupational health services designed for public sector organisations. We work with trusted suppliers who can help you safeguard your workforce and keep your company running smoothly.

Find out how our framework can support you:

[Learn more](#)



## We're exhibiting at Procurement Act Live 2025 📣

14 October 2025 | ExCeL, London

Visit our stand to discover compliant, and value-driven procurement solutions tailored for the public sector.

Our dedicated team will be there to help you find the best route for your organisation.

STAND  
14

'Panel Session - Transparency and Accountability: Has the Act Delivered?'

📍 Live Debate Arena

🕒 12:15 - 12:55

👤 Nicola Monk

'Living With The Act - How Are Procurement Professionals Adapting?'

📍 Commercial Skills and Capability Zone

🕒 13:30 - 13:55

👤 Tarryn Kerr & Simon Davis

# BLACK HISTORY MONTH

Black History Month in the UK is celebrated in October and was founded in 1987. It aims to recognise and celebrate the history, achievements, and contributions of Black people in the UK.

“

Black History Month serves as a reminder that diversity is not just about representation—it's about recognition, respect, and the richness that comes from embracing every story. It reminds us that inclusion is not a moment, but a movement that strengthens our communities, our workplaces, and our shared future.

And building on the theme for this year 'Standing Firm in Power and Pride' - it is a time to honour the achievements, resilience, and contributions of Black individuals throughout history and today, while also reflecting on the work still needed to ensure equity and opportunity for all. Diversity means acknowledging that no one is lesser than—every voice matters, every experience holds value, and every person deserves to be seen, heard, and empowered. A powerful reminder that other than isn't lesser than.

— Ade Inubile, Chair of the Race and Ethnicity group for Commercial Services Group —”



Commercial Services Group will be celebrating Black colleagues throughout the month of October. It's about creating spaces for our colleagues and allies where they can feel they belong. Celebrations include: employee spotlights, historical trivia, cultural day, storytelling, newsletter features and more!

# Powering the Future: How EV Infrastructure Drives Net Zero Goals

With recent investments into electric vehicle infrastructure the UK is accelerating its transition towards net zero. In July 2025, the government announced a £63 million investment boost aimed at expanding access to electric vehicle infrastructure.

The NHS in England is receiving a major sustainability upgrade, with an £8 million fund to support the electrification of ambulances and medical fleets across more than 200 NHS sites. This is to ensure the savings from the electric vehicle transition are felt within the public sector.

Supporting the push for electric vehicle infrastructure, the UK government has revised its Zero Emission Vehicle mandate. Manufacturers are now required to ensure that 28% of their new car sales are electric vehicles by 2025, with this target rising to 80% by 2030. This will support the industry to achieve targets to produce electric vehicles, whilst delivering the commitment to end sales of new petrol and diesel cars by 2030.

## How do we support this?

Our Electric Vehicle Infrastructure & Associated Solutions framework facilitates the procurement of a full range of EVI services, including auditing of existing equipment, providing expert advice, and supply and installation, for public sector customers.



To find out more about how our **Electric Vehicle Infrastructure & Associated Solutions framework** can support your organisation:

[Visit here](#)

## Weather Warnings



As the winter months set in, the importance of safety in and around your organisation's building becomes increasingly apparent. To keep your staff safe, you need to be prepared for adverse weather conditions, such as heavy rain, flooding, and cold temperatures.

At Procurement Services, we have several frameworks to aid your organisation's winter maintenance needs.

Winter conditions can greatly affect a building, making it unsafe for staff during the winter months.

### It is important to:

- Check heating systems.
- Conduct pipe inspections.
- Regularly inspect roofs and gutters.
- Carry out general building maintenance and preparation.

Our **Total Facilities Management framework** includes services such as Building Maintenance, Building Services, and Grounds Maintenance.

[Visit our framework](#)

# Navigating School Funding Pressures with **Smarter Procurement**

Schools continue to navigate tight budgetary constraints. Total funding for English primary and secondary schools has risen to around £63.7 billion in 2025–26. This is an 82% increase since 2010–11. However, rising costs in special educational needs, energy, staffing, and other areas can add even more financial pressure, meaning schools aren't feeling the fiscal increase.

In this environment, leveraging established procurement structures becomes vital. Our **Education Services framework** offers a comprehensive, compliant route to source essential services like school improvement, governance support, safeguarding, consultancy, professional development, and more.

## Key benefits include:

- **Time savings & cost efficiencies:** Schools can compliantly bypass full tendering by using direct award or tailored further competitions, simplifying procurement and reducing administrative burden.
- **Built-in protections:** Compliant with the Public Contracts Regulations 2015, the framework provides safe contract terms and free expert support throughout.
- **Better pricing via aggregated spend:** By pooling demand across public bodies, even low-budget orders gain scale benefits and lower costs.
- **Social value baked in:** Supplier selection includes a mandatory 10% weighting on social value, ensuring procurement supports broader community goals.

By cutting time, reducing risk, and unlocking better value, this framework helps schools conserve precious funds and allows more resources to go directly toward teaching, rather than paperwork.

[Visit the framework](#)



## World Teachers' Day



On this day, we recognise the educators, who shape the future through knowledge, integrity, and inspiration.

Their influence extends far beyond the classroom, building the foundation for innovation, leadership, and growth across every industry.

We believe that great teaching drives progress. We honour the teachers, mentors, and coaches who have empowered us to think critically, lead confidently, and pursue excellence.

**Thank you, teachers!**

# Supporting Organisations with their **Vehicle Procurement**



As a public sector body - wholly owned by Kent County Council - we understand the current pressures on organisations to find compliant solutions that fit your budget.

We have a wide range of solutions aimed at supporting organisations with their vehicle procurement.

1

**Vehicle Purchase** – Use our easy ordering process for outright purchase of a wide range of vehicles and related equipment. We will provide you with a dedicated point of contact to help you with bespoke quotes and updates.

2

**Vehicle Lease** – We can provide a hassle-free and tailored maintenance package for the leasing of vehicles and related equipment, using a compliant framework.

3

**Fleet Management** – Our One Stop Service offer was created to simplify your fleet management and provide peace of mind that you remain compliant and road-safe. This is a budget-friendly set offering of £250 (excluding VAT) for a one-off annual cost per vehicle, which is negotiable depending on the size of your fleet.

4

**Coach Hire and Driver Service** – Specifically for the education sector, the Coach Hire and Driver Service provides peace of mind by arranging the lease of both a coach and driver for your school trips!

## Benefits of using our services:

- ✓ **Hassle-free Booking** – our Vehicles Team can make all the arrangements on your behalf.
- ✓ **Safeguarding Assurance** – all of our drivers are experienced and DBS checked.
- ✓ **Accessibility** – we have access to a range of accessible options (subject to availability).
- ✓ **Affordable Pricing** – we offer competitive rates.
- ✓ **Full Transparency** – we pride ourselves on our clear communication, ensuring there are no hidden costs.

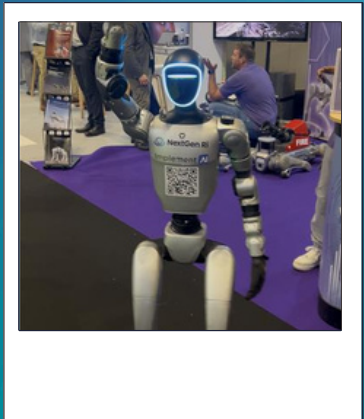
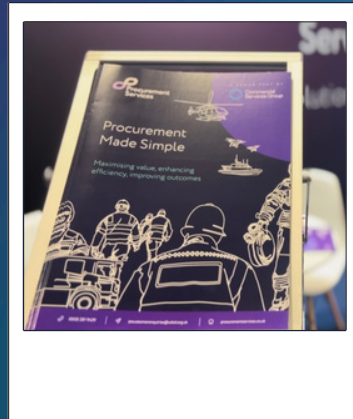
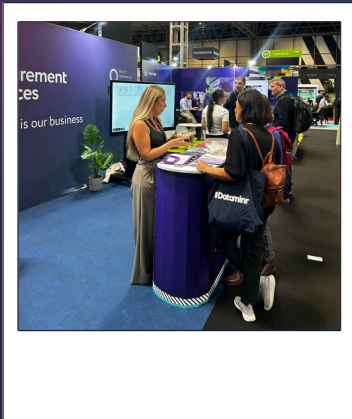
Visit our website for more information on our wide range of services and how we can help you.

[Discover more](#)



# THE EMERGENCY TECH SHOW

What a fantastic two days at The Emergency Tech Show 2025! We spoke to many insightful, interesting and intrigued companies looking to start their procurement journey in the emergency services sector. To hear more about the solutions we provide for this sector, please get in touch today!

[Email Us](#)
[Visit our website](#)


We raised  
**£291.50**

for Macmillan  
Cancer Support!

## Celebrating Macmillan's Coffee Morning

At the end of September this year, teams across Procurement Services got together for Macmillan's annual Coffee Morning event to raise money and spread awareness of the cause.

### This included:

- Wearing green to show our support (the charity's colour!).
- Bringing in baked goodies to the office.
- Hosting team quizzes with prizes.
- Fun activities such as a mini cookie decorating competition.

In 2024, Macmillan estimated that 2.4 million people were reached with their services, which shows just how much impact they have had, and the amount of people that need their support!

# Fuel for Learning: Why School Lunches Matter

According to the Food Research & Action Centre, school lunches are critical for student health, as they provide the necessary nutrition needed to get through the school day. Without access to a sufficient meal, this could affect a child's ability to focus, remain energised, and therefore learn effectively. For low-income households, catered school meals ensure that all pupils are free of this problem.

## Benefits to catered school lunches



### Helps reduce childhood obesity:

Catered meals are typically designed to meet nutritional guidelines, offering balanced portions and limiting intake of processed or high-sugar foods. This supports healthier weight management and reduces the risk of obesity-related conditions.



### Addresses food insecurity:

For many students, school lunch may be the most reliable meal of the day. A catered programme ensures consistent access to nutritious food, helping bridge gaps for families facing economic hardship.



### Improves overall health outcomes:

Regular access to well-prepared, nutrient-rich meals contributes to better physical and cognitive development. It can lead to fewer absences due to illness and improved concentration in the classroom.



### Encourages healthier eating habits:

Exposure to a variety of fruits, vegetables, and whole foods in a structured setting can positively influence children's food preferences. Over time, this can lead to better dietary choices both in and out of school.

## We have the tools to help make lunchtime easy and affordable.

Our **Catering, Vending Machines and Water Cooler Solutions framework** includes a lunchtime catering service. Lot 1 on our framework is an education-only service, allowing our awarded suppliers to work with schools on their specific catering needs.

[Read more about our framework](#)

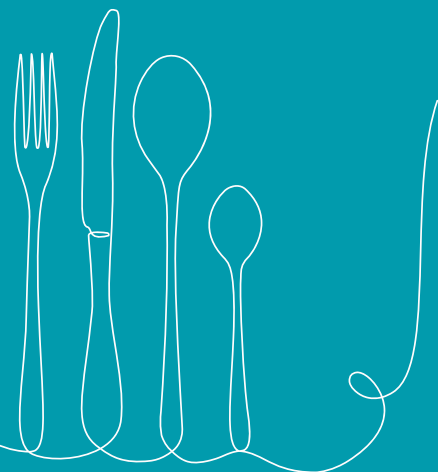
## Volunteering Update



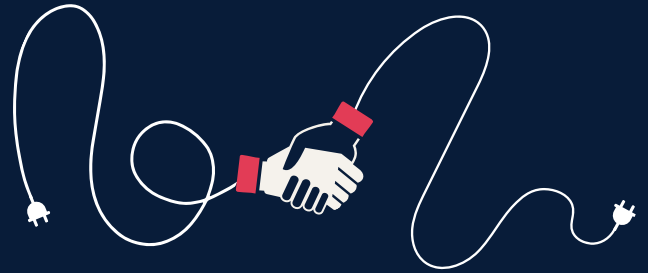
On Tuesday 29 July, some of the Brand Relationship Management Team volunteered their services to tidy the Kenward Trust site.

The team learnt all about the valuable work that goes on to support those struggling with addictions and those experiencing homelessness.

[Find out more](#)



# Smarter Solutions with our Digital Support



Here to help with all your digital needs, the Procurement Services Digital team offer comprehensive digital solutions to educational establishments with our DfE-approved, nationwide, **Multifunctional Devices & Digital Solutions framework** designed to support schools with cutting-edge multi-functional devices and digital services.

Take a look at our Lots and discover the range of services we can provide and let us be a trusted partner on your digital journey.

View Lot 1

Leased and Purchased Multi-Functional Devices and Digital Solutions

View Lot 2

Digital Transformation and Associated Services

Digital transformation isn't just a matter of buying new technology, it's about integrating that technology in a way that considers your whole business strategy and needs. The evolution of technology is happening fast, so make sure you're staying one-step ahead with the help of our Lot 2, Digital Transformation.

Our dedicated Account Specialists can help by understanding your needs and requirements, and find a digital solution that is both efficient and cost effective, with the support of a supplier of your choice!



They have been brilliant, very responsive and there when you need them. I trust their advice and guidance.

**Bright Futures**  
EDUCATIONAL TRUST



## Contact the Digital team today!

Call **0808 2819439** or email  
**procurementservices@csltd.org.uk**  
to get started on your digital journey.



# Driving Better Outcomes in Procurement and Contract Management for the Education Sector

Procurement Services Lifecycle offers a comprehensive suite of procurement and contract management solutions designed to streamline operations, ensure compliance, and deliver better outcomes across the education sector. Our proprietary platform, OPTIMiSe, underpins these services, providing real-time visibility and control over contracts, suppliers, and performance metrics.

Because every organisation is different, our services flex to the size, complexity, and priorities of each setting.

**Here's how they can be applied across different educational establishments:**



## Primary Schools

**Simplified Procurement:** Manage small-scale needs efficiently while staying compliant.

**Supplier Relationship Management:** Access vetted suppliers and reduce admin burden.

**Performance Monitoring:** Track supplier delivery to ensure value for money.

## Secondary Schools

**Contract Management:** Manage multiple contracts, from catering to IT, ensuring renewals and performance don't fall through the cracks.

**Cost Control:** With over 5,000 contracts under active management, we can help benchmark costs and identify savings.

**KPI Tracking:** Monitor performance to maintain service standards.

## Colleges

**Strategic Procurement Support:** Run further competitions to secure the best solutions.

**Compliance Assurance:** Align procurement with regulatory requirements.

**Customisable Services:** Choose which contract management activities to outsource, tailoring support to internal capacity.

## Universities

**Complex Contract Oversight:** Equipped to manage large-scale, multi-faceted contracts.

**Data-Driven Insights:** Use the Lifecycle Index™ and performance analytics to help make informed decisions and improve supplier accountability.

**Collaborative Tools:** Improve transparency across departments with OPTIMiSe.

## Multi-Academy Trusts (MATs)

**Centralised Contract Management:** Manage contracts across schools from one platform, enhancing consistency and control.

**Scalable Solutions:** Services scale to meet growing trust needs, with flexible outsourcing options.

**Governance and Reporting:** Boost planning and accountability with robust reporting tools to support governance and strategy.

If you would like to find out more information, please get in touch at [lifecycle@csltd.org.uk](mailto:lifecycle@csltd.org.uk)

Find out more



# Procurement Lessons in UNLIKELY PLACES

## PART 1

Introducing our thought-leadership series by our Associate Director of Procurement, Simon Davis. He uses everyday, unexpected words to spark stories and reflections about procurement.



### The Telescope

While we're managing this microscopic view, we also need to step back and take the telescopic perspective. Procurement demands both close scrutiny and long-term vision.



### The Lantern

A lantern doesn't illuminate the entire journey - it just makes the next few steps clear. Sometimes clarity on the next step is more valuable than a five-year plan.



### The Puzzle

Procurement has always been like solving a puzzle, but the Procurement Act 2023 has given us pieces that don't fit the old patterns.



### Procurement Glacier

Change in procurement moves like a glacier - slowly, steadily, but with immense power to reshape the landscape.



### Building Bridges

A good procurement strategy builds bridges between legal & operational teams, public sector buyers & suppliers - working under intense pressure to deliver.



### Managing Time

Procurement runs on deadlines. But chasing time isn't the same as managing it. Sometimes control over time is the real competitive edge.

To read all of the concepts in more detail, please visit our website

[Click Here](#)



Get in touch with our Associate Director of Procurement today for any concerns around Procurement Act 23 or the changing landscape and how to navigate it all.

simon.davis@csltd.org.uk  
077420 66460



# New Frameworks Launched

## **CCTV, Access Solutions and Security Services Y24007**

15th September 2025 – 14th September 2029

This framework provides a fully compliant, cost-effective, and high-quality route to procure CCTV systems, access control, and security services for the public sector. It includes three Lots: CCTV, Security & Access Solutions, Security Services and Total Security Solutions.

## **Asbestos Inspection & Removal Services Y23061**

1st September 2025 – 31st August 2029

This framework provides a fully compliant, safe, and cost-effective route to procure asbestos inspection, management, and removal services for the public sector. It offers a comprehensive One-Stop Solution including: Air Monitoring, Surveying, Sampling, Testing & Analysis and more.

## **Sensory Equipment and Associated Services Y23060**

1st October 2025 – 30th September 2029

This framework provides a fully compliant, competitively priced, and high-quality route to procure sensory equipment and associated services for the public sector. It includes three Lots: Sensory Rooms and Spaces, Sensory Pools and Sensory Gardens.

## **Recruitment Services Y25007**

1st September 2025 – 31st August 2029

This framework provides a fully compliant, flexible, and high-quality route to procure recruitment services for the public sector. The framework includes three Lots: Permanent and Contract Recruitment, Temporary, Interim and Contract Recruitment and Retained/Executive Recruitment.

## **Street & External Lighting Solutions Y23044**

1st Oct 2025 - 30th Sept 2029

This framework agreement will facilitate the procurement of Street and External Lighting Solutions, including central management systems, consultancy, as well as supply and installation, for all public sector customers. This framework includes three Lots.

Keep an eye out for more frameworks launching soon!

Visit Here

