



Unity Schools Partnership Case Study

Multi-Functional Devices and Digital Solutions

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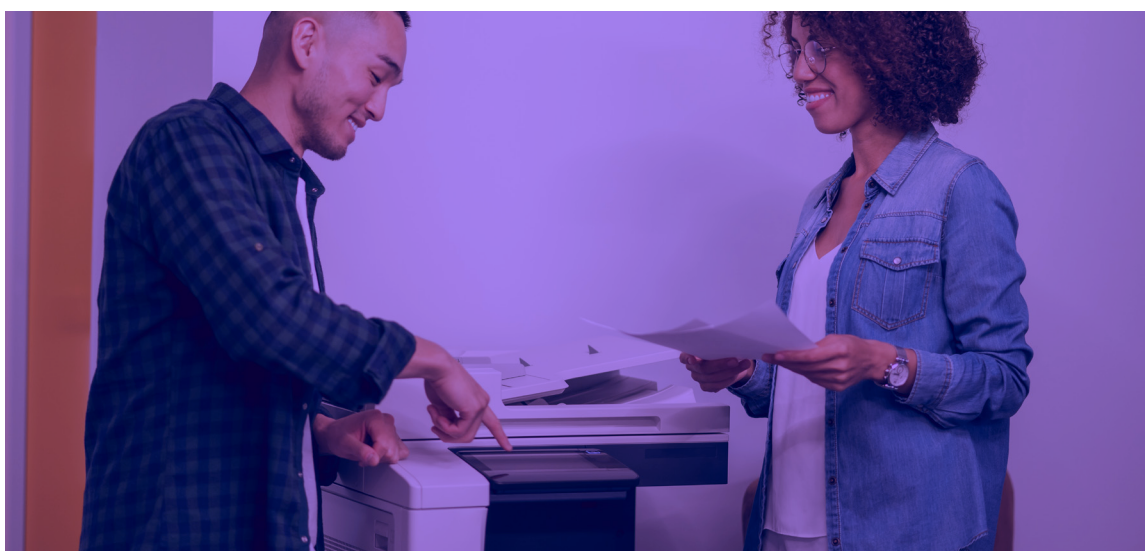
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The Challenge.

Unity Schools Partnership (USP) is a Multi Academy Trust made up of 32 schools including primary, secondary and special and are located mainly in Suffolk. Before reaching out to Procurement Services, USP had some ongoing issues with their multi-functional devices provider and were keen to change but firstly wanted to get some comparable quotes for contracts that were expiring.

As USP had also grown as a Trust, they were looking for a framework that was not only compliant to contract regulations but would also provide additional customer support.



The Solution.

After a recommendation from another Multi Academy Trust, USP decided to reach out to Procurement Services for some support and guidance on making the right decisions for their next provider. Throughout the process, our Key Account Specialist was able to pull pricing and quotes from each supplier on our MFD framework. This

information was then reviewed with USP to decide and confirm which supplier they wanted to award to. As a result, USP decided to award to Sharp UK for 3 schools across their Trust, which has since increased in number due to more contracts expiring and the great experience they have received.

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The Outcome.

Using Procurement Services has resulted in USP saving money across their schools, it has improved service levels and they were also impressed with the devices and the account management throughout the process. They have said they “wouldn’t hesitate to use Procurement Services again” and are currently looking into other frameworks that can support their schools and upcoming projects.

The Benefits.

- Great customer service
- No problems using the framework
- Easy to use
- Support throughout the process



“Stuart was really helpful, everything was simple and he took a lot of the pressure away”

“Sometimes you go to use a framework and you don’t get a lot of support but that wasn’t the case in this situation”



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