



Managed Solutions for Education Providers

Specialist procurement support for schools, academies, and multi-academy trusts

 www.procurementservices.co.uk

A PROUD PART OF



Future-ready procurement for future-ready learners



Follow us on LinkedIn 

1 Abbey Wood Road, Kings Hill, West Malling, Kent, ME19 4YT

0808 2819439 | procurementservices@cs ltd.org.uk | www.procurementservices.co.uk

Who Are Procurement Services?

4

Welcome to a Smarter Way to Manage School Procurement

5

Procurement Support That Understands Education

6

End-to-End Procurement & Contract Management

8

Smarter Leasing for Schools and Trusts

9

End-to-End Digital Solutions

10

End-to-End Vehicle Solutions

11

Procurement Frameworks Made for Education

12

Testimonials

16

Who We Are and What We Do

17

Commercial Services Group

19

Who Are Procurement Services?

We are experts in providing compliant routes for the UK public sector to procure products and services from local, national and global suppliers, and we deliver the most effective contract management solutions. Working across all public sector verticals, our teams support buyers from local authorities, central government bodies, NHS trusts, educational establishments and many others, in identifying their procurement needs and offering a compliant route to deliver on their requirements.

Procurement Services is a proud part of the Commercial Services Group - the largest, local authority owned, trading organisation in the UK. Since its inception over 90 years ago as the supplies division of Kent County Council (KCC), it has grown organically to become one of the leading suppliers of products and services to the education and public sectors.

Tarryn Kerr - Procurement Services Managing Director

Together we bring a wealth of procurement skills, knowledge and expertise to help support public sector organisations maximise on their procurement, deliver value for money and achieve successful outcomes.



Welcome to Smarter School Procurement

For Headteachers, Business Managers, Bursars & Trust Leaders



Department
for Education

APPROVED FRAMEWORKS

Simplify processes. Cut costs. Stay compliant.

Procurement in education is tougher than ever, with tighter budgets, shifting regulations, and growing pressure to account for every penny. Without the right support, it's easy to lose time, money, and compliance.



Why It Matters

- Unnecessary costs drain budgets
- Compliance failures create exposure to risk
- Admin overload wastes valuable staff time
- And ultimately? Student outcomes can suffer



How We Help

- Compliant tendering & supplier management
- Trusted, education-focused frameworks
- Full support from planning to monitoring
- Real savings, reduced workload, and better outcomes



What's Inside This Guide

- Practical ways to simplify procurement
- Real case studies from schools like yours
- Tips to reduce spend and improve visibility
- A smarter approach to procurement in education

Let's Take Procurement Off Your Desk

Whether you're running a tender, tracking supplier performance, or just want to streamline processes, we're here to help. Explore what's possible when procurement works smarter.

Procurement Support That Understands Education

From individual schools to multi-academy trusts (MATs) and local authorities, our managed solutions are built around your unique structure, goals, and challenges.

Whether you're seeking a long-term strategic partner or help with a one off project, we offer expert, flexible support that saves you time, ensures compliance, and delivers real value.

Why choose us?

- We speak your language! Education is our focus.
- Proven compliance with PA23 and PCR 2015 regulations.
- End-to-end support, from tendering to supplier management.
- Strategies designed to drive savings and maximise budgets.
- A clear focus on social value and community impact.

Our services include:

- Compliant tendering & procurement (PA23 & PCR 2015).
- Further competition and direct award support.
- Supplier and contract management.
- Category planning and cost-saving strategies.
- Social value development and monitoring.

How can we help?



Flexible, Tailored Support

- One-off project help (e.g. catering, cleaning) or full procurement management.
- Services aligned to your school or trust's specific goals.



Time-Saving Delivery

- We handle tenders, supplier engagement, and documentation.
- You focus on operational priorities, we manage the admin.



Expert Education Procurement

- Strategy, planning, and execution by sector specialists.
- Deep understanding of school and MAT procurement challenges.

What can you expect?



Fully Compliant & Auditable

- Aligned with UK procurement regulations, including DfE & Find a Tender.
- Transparent reporting and documentation throughout.



Broad Category Expertise

- Facilities, ICT, curriculum resources, consultancy & more.
- Trusted by hundreds of schools and trusts.



Transparency & Long-Term Value

- Focused on supplier performance, cost-effectiveness, and sustainable savings.
- We look beyond short-term wins to deliver ongoing value.

End-to-End Procurement & Contract Management

Simplify supplier management.
Maximise value. Stay compliant.

Managing multiple contracts, suppliers, and compliance demands is complex, especially across MATs. Our **procurement and contract management service** takes that burden off your shoulders, so you can focus on student outcomes.

What we deliver:

- **Spend insights & planning:** Identify cost savings, reduce duplication, and streamline supplier relationships.
- **Fully managed procurement:** From specification development to compliant tendering and contract awards.
- **Education category expertise:** ICT, cleaning, facilities, asset finance, transport, leasing, and more.
- **Ongoing contract oversight:** We monitor supplier performance, resolve issues, and ensure long-term value.

Whether supporting internal teams or acting as your outsourced partner, we ensure every procurement is efficient, compliant, and aligned with your goals.

Smarter Leasing for Schools and Trusts

Essential equipment. Affordable payments. Fully compliant.

In today's tight financial climate, our leasing management service offers a smarter way to fund vital assets, from IT and servers to furniture and minibuses, without draining capital budgets.

Why choose our leasing service?

- **Budget friendly:** Spread costs over time with manageable, school-friendly payment plans.
- **Independent advice:** Make informed, whole-life cost decisions, not just based on the lowest price.
- **Fully compliant:** Leases run through an approved framework with mini competitions for best value.
- **Protected terms:** No hidden fees, caps on extensions, flexible return options, and full clarity at lease end.

What can be leased?

- IT devices for students and staff.
- Servers and network infrastructure.
- Furniture for classrooms and offices.
- Specialist SEND and curriculum equipment.

Let us take the complexity out of leasing, so you can invest wisely and protect your school's future.

End-to-End Digital Solutions



“

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

”

Modern devices. Smarter service. Fully supported.

We help schools unlock the power of technology through cost-effective, DfE-approved Multi-Functional Devices & Digital Solutions framework, tailored for education. Our Procurement Services Digital Team take the stress out of procurement and device management, so you can stay focused on learning outcomes.

What we deliver:

Lot 1 Leased and Purchased Multi-Functional Devices and Digital Solutions

- **Multi-functional devices (MFDs):** A4 & A3 printers and copiers, standalone or networked including wide-format and high-volume options.
- **Full contract management:** From quote to delivery, and full lifecycle support with no hidden surprises.
- **Expert account support:** A dedicated Account Specialist to guide you at every stage, from procurement to renewal.
- **Reliable, responsive service:** 98% device uptime, 4-hour engineer SLAs, all consumables included.
- **Cost-effective procurement:** Leased or purchased devices with pre-tendered suppliers and built-in benchmarking.

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 school digital strategy.



End-to-End Vehicle Solutions

Safe. Compliant. Ready for the road.

From daily school runs to off-site enrichment trips, we know how important reliable transport is in education. Our vehicle solutions make it simple to source and manage the right vehicles for your school, without the admin burden.

What we deliver:

- **School-ready vehicles:** Lease or purchase minibuses and other vehicles suited to educational settings.
- **Full contract support:** From initial quotes to delivery scheduling and ongoing service oversight.
- **Dedicated account management:** Expert guidance on compliance, insurance, leasing terms, and renewals.
- **Flexible procurement routes:** Quick access to pre-approved suppliers and user-friendly frameworks.
- **Whole-life vehicle management:** We manage contracts end-to-end, ensuring peak performance and peace of mind.

Whether you're replacing a single minibus or looking at fleet-wide solutions, we help you stay compliant, reduce downtime, and make every journey easier, so you can focus on students, not steering logistics.

Procurement Frameworks Made for Education



APPROVED FRAMEWORKS

Fast. Compliant. Built for your needs.

Navigating public sector procurement can be complex but our frameworks make it simple. Designed in line with UK procurement regulations, our pre-approved frameworks give schools, academies, and trusts a faster, fully compliant way to source essential goods and services.

What we deliver:

- Straightforward procurement routes: Choose either direct award or further competition dependent on your purchasing strategy.
- Ready-to-go suppliers: All suppliers are pre-vetted through rigorous, regulation-compliant tender processes.
- Support from education specialists: Our team helps you remain compliant throughout the process.
- Flexibility and choice: Access national, regional, and specialist suppliers across multiple categories.
- Savings and added value: Reduce procurement time, drive down costs, and embed social value in every purchase.
- Future-ready compliance: All our frameworks are fully compliant for your needs now, and in the future.
- Social value: Our frameworks drive social value, benefiting communities, environment, and public services.

Whether you're sourcing ICT, vehicles, print solutions or financial leasing, our frameworks provide the foundation for smarter, simpler procurement, without the tendering headache.



Managed Solutions vs In-House Procurement in Education

Smarter buying, better outcomes.

It doesn't have to be complicated.

While in-house procurement teams work hard to meet the needs of their schools, they often face limited time, resources, and market visibility. With our Managed Solutions, you gain access to expert support, compliant frameworks, and pre-vetted suppliers, saving both time and money.

	In-House Procurement	Managed Solutions
 Compliance Risk	Varies depending on internal expertise.	Compliance guaranteed via public-sector frameworks.
 Time Investment	High – tendering, supplier vetting, etc.	Low – all procurement activity is managed for you.
 Market Access	Often limited to known or local suppliers.	Broad access to national, regional & specialist suppliers.
 Cost Control	Prone to duplication or missed savings.	Centralised spend analysis identifies efficiencies.
 Support	Limited capacity or sector-specific knowledge.	Education focused procurement specialists.



Book your free 20-minute
consultation today.
0808 281 9439



procurementservices@csltd.org.uk

Supporting Education Through Trusted Procurement

Through our wide range of fully compliant frameworks, schools, academies, colleges and multi academy trusts can access essential products and services tailored to education settings, all with ease, value for money and peace of mind.

A Selection of Our Frameworks



Audio Visual Solutions Y24003



Books, Downloads & Associated Services Y20018



Catering, Vending Machines & Water Cooler Solutions Y23009



CCTV & Access Solutions Y21004



Cleaning Services Y23005



Fire Safety Products Y23025



Grounds Maintenance & Associated Services Y23022



ICT Managed Services & Consultancy Y23038



IT Hardware Y21028



Playground, Fitness & Sports Equipment Y23064



Book your free 20-minute consultation today.
0808 281 9439



procurementservices@csltd.org.uk

Testimonials

"This is a great service. It gives us instant visibility of which suppliers are compliant, as well as the hard documentary evidence of service visits. Where suppliers are not compliant, Lifecycle chases them down and, if necessary, obtains a rebate where services have not been performed."

Simon Tighe

Deputy Director of
Estates and Facilities



**Northern Lincolnshire
and Goole**
NHS Foundation Trust

"KCC Highways were looking for consistency in service and a dedicated central team who would be able to fully manage all vehicles on behalf of them, ensuring the fleet was run effectively. The customer service we get is very good, there's no them and us, we work together. As far as I am concerned, they are part of the furniture"

Senior Highways
Manager



"Procurement Services' frameworks have improved our efficiency, reduced costs and ensured compliance."

"The procurement process has been streamlined."

Martin Leslie

Head of Coastguard
Resource

Jonathan Nicklin

Senior Procurement &
Contracts Business Partner



Who we are & what we do



Felicity Hobson

Business
Development Manager

Felicity.hobson@csltd.org.uk



Simran Pooni

Business
Development Manager

Simran.pooni@csltd.org.uk



Lucy Perrin

Business
Development Executive

lucy.perrin@csltd.org.uk



James Drury

Head of Commercial
Development

james.drury@csltd.org.uk





Stuart Whitehead

Senior Key Account
Specialist

stuart.whitehead@csltd.org.uk



Rosanna Maxted

Senior Account
Specialist

rosanna.maxted@csltd.org.uk



Andrew Armstrong

Senior
Procurement Manager

andrew.armstrong@csltd.org.uk





L.A.S.E.R®

LASER was established by Kent County Council in 1989 with a vision to help the public sector achieve the energy cost reductions made possible by newly deregulated gas and electricity markets.

LASER has grown significantly and delivers a broad range of energy and carbon reduction services. Now one of the largest energy buying organisations in Europe, purchasing over £500m of energy per annum and serving over 200 public sector customers.

laserenergy.org.uk


Commercial Services Group founded Lumina Energy in 2012 to help local private sector businesses reduce their energy spend, through effective procurement.

By harnessing extensive sector experience, leveraging supplier relationships and developing a focus on customer experience, Lumina has successfully grown to become an energy consultancy that works across the UK helping thousands of customers reduce their energy spend.

luminaenergy.co.uk


LASER and **Lumina** are supporting their customers to achieve decarbonisation goals under their Zero Carbon Future offering. They are doing this by:

Reviewing their current carbon footprint and building a roadmap for them to reach net zero emissions by their target date.

Reducing their carbon footprint through the procurement and project management of energy efficiency and carbon reduction initiatives.

Replacing their energy supply with renewable energy and low carbon sources.

bit.ly/LASER-ZCF

Managed Services Joint Venture (in-sourcing) and Contingent Workforce solutions that help partners manage non-employee talent while maximising control and quality.


connect2kent.co.uk

connect2luton.co.uk

connect2dudley.co.uk

Specialist Recruitment CSG Recruitment Solutions & Connect2SocialWork deliver a variety of talent acquisition & consultancy services across public, private and third sectors.


connect2staff.co.uk

connect2halton.co.uk

connect2hampshire.co.uk

connect2surrey.co.uk

connect2dorset.co.uk

csgrecruitmentsolutions.co.uk



Cantium Business Solutions partner with UK local government, education, and private sectors to understand their business needs and challenges and provide tailored IT solutions.

Their focus on insight and collaboration ensures that they remain connected to these organisations to enhance their key business priorities such as IT strategy and architecture, project management and fully managed IT services, whilst driving social value through initiatives such as digital inclusion and transformation.

cantium.solutions



The Education People are a niche provider of education services, supporting the full age range from early years to young adults, and with a mission to support early years and childcare settings, schools and colleges, to improve learning, wellbeing and children's development in Kent and beyond.

Services include early years and childcare management, schools' financial management, governor services and clerking, professional development, outdoor learning advice and specialist employment services.

theeducationpeople.org



Invicta Law was created in 2016 by Kent County Council and is now one of the largest UK firms practising family law, with a specialty in Child Protection and Community Care.

In this capacity, Invicta Law has extensive expertise in securing the right outcomes for some of the most vulnerable people in society, including a recent increase in work supporting unaccompanied asylum seekers.

invicta.law



KCS Education are experts in sourcing, managing and creating the products and services required to run schools, nurseries or public sector organisations across the UK.

They are committed to delivering outstanding customer service, with a team of over 100 specialists who work with their customers from finding the right products, answering product queries to arranging special deliveries and providing advice and support.

kcs.co.uk



CES Holdings provide a 'one-stop-shop' for the supply of educational resources to international schools worldwide.

Working with suppliers and publishers from the UK, USA, Europe and Australia, CES Holdings offers its customers an unparalleled selection of books, classroom equipment, classroom resources and furniture all available from a single source.

cesholdings.co.uk



HR Connect offers an integrated HR solution, encompassing payroll, HR administration, pensions, and HR Advisory. The team partner with organisations to provide strategic HR support.

HR Connect works with over 1,000 customers nationwide, including schools, academies, Multi Academy Trusts, local authorities and multiple NHS Trusts.

By taking time to get to know the specifics of an organisation, the team recognise potential issues and offer practical solutions to prevent these from happening.

hrconnect.org.uk



Our **Employment Check service** provides customers with a fully hosted and compliant online Disclosure and Barring Service (DBS) solution, which is available 24/7.

This allows customers a flexible and versatile approach to initiating and managing their checks.

Our extensive experience of DBS legislation means we can provide guidance on eligibility or ID verification. Our intelligent validation and automated certified results means customers can process checks quickly, accurately and securely.

hrconnect.org.uk



Staff Care Services was established over 25 years ago to deliver Occupational Health and Wellbeing support services to Public, Education, Health and Private Sector customers.

The SCS team of professionals include clinicians, consultants, trainers and counsellors – all of whom draw from extensive experience working with hundreds of organisations, ranging from small primary schools to complex Academy Trusts, Local Authorities and NHS Trusts to deliver outstanding and expert customer experience.

hrconnect.org.uk

KENT-TEACH.COM

Founded in 2000 **Kent-Teach** deliver a cost-effective recruitment advertising solution to schools across Kent and the surrounding areas.

Working with 95% of Kent schools and by utilising an audience of 170,000 members, the Kent Teach site receives over 2 million visits each year.

They are the established market leader in Kent for education vacancies, supporting customers to fill their vacancies with talented staff members in a quality and timely manner.

kent-teach.com

HR Connect Prospects Payroll

Prospects Payroll provide professional and compliant payroll services specialising in the Education sector.

Our payroll offer makes managing your payroll easier and frees up time allowing you to focus on running your business.

The team deliver the full employee lifecycle, making sure customers employees are paid accurately, on time, every time. Giving the assurance that customer's payroll is compliant and all real time information submission and year end processing, including pension year end reporting, is all taken care of.

hrconnect.org.uk/payroll





Procurement doesn't
have to be complicated,
choose our **Managed Solutions.**

 www.procurementservices.co.uk

A PROUD PART OF

