

Looking for quality education products and services?

BESA members sign up to our Code of Practice, so you can be confident of spending your budget wisely with companies you can trust.

Always look for the BESA logo when buying for your school or MAT to be assured of the best quality products and services.

Read the BESA Code of Practice at
besa.org.uk/code-of-practice

Browse our Supplier Directory at
besa.org.uk/supplier-directory

 @besatweet

 British Educational Suppliers Association (BESA)



BESA Buyer's Guide for Schools

The British Educational Suppliers Association (BESA) is the trade association for the entire UK education suppliers sector.

Representing around 400 educational suppliers in the UK, including manufacturers and distributors of equipment, materials, books, consumables, furniture, technology, ICT hardware and EdTech, we constitute around 80% of the market in terms of the amount spent by UK schools on products and services. BESA is focused on promoting and providing support and advice to our members, the industry and to schools.

As a school, there are multiple benefits to buying from a BESA member

- ✓ Before joining, applicants must undergo a stringent membership process, which assures you of a high standard of quality in both product and customer service
- ✓ We have a Code of Practice to which all members must adhere and in case something going wrong, we have a robust complaints procedure - this allows us not only to rectify any problems, but ensure they are not repeated
- ✓ Schools know that BESA members can be trusted
- ✓ We are plugged in to Government, Parliament and organisations such as Ofqual and Ofsted. We therefore know what schools will need to demonstrate progress, due diligence and care when inspected, as well as ensuring students can follow the National Curriculum and prepare well for public examinations, and can provide that support and assistance

"BESA membership gives us instant external credibility as a company who've passed the entry criteria and accepted the Code Of Conduct."

Matthew Koster-Marcon, Founder & CEO,
Learning Ladders Education

Questions we suggest you ask suppliers about their products

- **Quality** - is it robust and suitable for institutional use? For some products, it might be appropriate to ask if it is durable and can withstand 'abuse' from students
- **Drill down into the cost** - it is not just about the annual cost, but looking at the whole lifecycle cost. When considering after sales service, you might find that UK manufactured products have a more convenient serving process
- **Compliance with BS/EN standards** - are the products safe and fit for purpose?
- **How do they comply with GDPR?** We know how important data protection is in a school environment
- **Are the products made sustainably?** Particularly for furniture, are the materials safe for children, is the wood responsibly sourced and are the products long lasting and therefore could be considered more sustainable
- **Look at the small print** - are you 100% sure you are confident that you are not being tied into something for longer than you want or that you are signing up to more than you need?
- **How does the product fit in with your existing systems/suppliers?** - make sure there is no conflict before signing on the dotted line



School Business Managers

We want to help you to make the buying process as seamless as possible, here are a few suggestions from us:

- Be clear on what you need
- Produce a handy list for suppliers to include requests such as payment schedules, PO number requirements
- Tell the supplier if there is anything specific you need on a quote
- Talk to the supplier if the quote you receive does not fit with your requirements - our members are adept at providing bespoke services and can tailor their products to meet your needs
- This saves time as they will be able to supply you with the correct information immediately
- Have a direct point of contact for any queries - and they will do the same for you

Awards and Government Approved lists - are they a useful guide for schools?

As we are sure you are aware all companies, including our own members, are keen to demonstrate their success in winning awards - but how useful are they as a metric for schools to determine whether the award-winning product is actually what you need?

Our advice is simple - awards that are judged by industry practitioners such as the BETT awards and the BESA Awards - should be an excellent guide for you. The judges assess the merits of the entries with knowledge that they have built up over years of working with teachers and school business leaders, often having worked in schools themselves. However, other awards that are not assessed by those with expert knowledge are less useful to schools. As for Government procurement lists, companies often have to go through a rigorous process to be included. For very small companies, they simply do not have the time and resources for such an undertaking, but could still offer you the ideal product.

Product Trials

Whilst this always sounds like a great idea, we have a few pointers and tips for you to make sure you get the most out of the trial and can really see what the product can do for your staff and students.

- ✓ Make sure the length of the trial does not run during school holidays - and if it does, ask us for an extension!

- Before the trial begins, be sure that all staff who might use the product are fully briefed - this enables the provider to get the product to as many staff as possible for maximum benefit. Our members are happy to run in person or zoom briefings to suit you as they do understand time is so pressured for teaching staff

- On-going support is vital during the trial - please do ask our members for this as we consider it to be essential

- Don't forget LendED.org.uk as well. This is a BESA initiative to allow schools to search for EdTech products, read teacher reviews and request a free trial. We understand that investing in new products can be a big commitment and we want to make the process as seamless and informative as possible.



For further information, please get in touch at besa@besa.org.uk

**Be sure to meet our members during your visit to the Bett Show.
Visit BESA's supplier directory to find more details at
besa.org.uk/supplier-directory**

3P Learning UK Limited (SS58)
Action Mats Limited (NL63)
Admicity (SJ45)
Arbor Education Partners (SJ31)
BlueSky Education (SH62)
Britannica Education (SL40)
Bromcom Computers Plc (SG20)
ClickView (Sponsorship)
Compass International Limited (SG41)
Data Harvest Group Ltd (NM10)
Educake Ltd (NB10)
Education Shed Ltd (SN73)
EduLink One (SM51)
Elastik Learning Ltd (SM72)
Everybody Counts (SL63)
Exa Networks Ltd (SE10)
Fiction Express Education (NC10)
Google UK Limited (SJ20)
Hachette Learning (SM40)
Happy Confident Company (NC10)
HarperCollins Publishers (SK80)
ICT Direct (NH21)
InVentry Ltd (SE40)
Inversity Ltd (FS4)
IRIS Capital (SE50)
JellyJames (SR10)
Juniper Education (SH41)
Kami App (SK20)
Learning by Questions Limited (SP70)
Learning Labs LTD (SN70)
LEGO Company Ltd (ICC Suite 16)
LGfL (SP30)
Lightspeed Systems Limited (SH80)

LJ Create (NM01)
Logitech UK (NF50)
Mimeo Ltd (NK60)
Netsupport Ltd (SH50)
Olex.AI (SL70)
OxEd and Assessment (NB10)
ParentPay Group Limited (SJ50)
Promethean Limited (NK30)
Readspeaker Limited (SL74)
Renaissance (NB10)
RM Education (SD32)
SalamanderSoft Ltd (SL41)
Schools Broadband (SG61)
Scirra Limited (SS13)
Secure Schools (SL54)
Skolon UK Ltd (SP50)
SMART Technologies (SP20)
Spaceforme Limited (Sponsor)
Sphinx AI Limited (FS9)
Spyro Global Ltd (SM21)
Sumdog Ltd (SP62)
Talk Think Do (SM12)
Teacher Tapp (SS54)
Texthelp (SK41)
The National College (SK22)
TOP-TEC (NH61)
TOP-TEC Esports (NH62)
TTS Group (NK50)
VenturEd Solutions (SG50)
ViewSonic Europe Ltd (NK10)
White Rose Education (SM64)
Wonde (SL60)