

ISBL North Wales Conference 2018 – Workshop Summaries

Effective contract and supplier management – Simon Herne, ESPO

In this session delegates will learn about how procurement can be made easier with the many free to access, compliant PSBO frameworks that are already in place for schools to use. We talk about Smarter procurement - using frameworks as an integral part of procurement policy and empowering the School Business Manager by providing advice and guidance about how to plan and prioritise procurement around spend levels and procurement thresholds, freeing up valuable time and budget.

All delegates will get free access to template documents for drafting school procurement policies and contract management schedules.

Leadership collaboration for school improvement – Tim Pratt, ASCL

In this workshop, Tim Pratt, (Director of ASCL Cymru) looks at practical strategies to encourage schools to work together. Based on real examples from across Wales, the workshop will examine how well planned collaboration can not only improve financial efficiency, but also contribute to each school's own educational improvement journey.

A practical guide to GDPR compliance – Sally Isaacs, Legal Director, Eversheds Sutherland

This session will look at how schools should be managing the ongoing risks associated to data handling and ensuring that they are meeting the demands of the new regulations covered by the introduction of GDPR in May 2018.

Increase your success rate in generating income – Richard Manville, Managing Director, Community Inspired Ltd

Guidance is stripped down to the basics to help develop confidence and increase success rates for those who are new to income generation, whilst also providing inspiration and practical solutions for more experienced fundraisers. The FundEd seminar will address the following:

- Overcoming the barriers to income generation – lack of time and experience, etc
- Writing a fundraising strategy – in order to deliver your School Development Plan
- Brainstorming potential solutions – beyond sweating assets and grant funding, how income generation plans can help address wider goals
- Engaging stakeholders and harnessing support – identifying and utilising potential supporters effectively
- Marketing to maximise opportunities – promote your school's needs and help might appear in unexpected places!

