



VENUE MANAGEMENT

Your lettings transformed

A MESSAGE FROM OUR LEADERSHIP TEAM

Hello, and thank you for taking the time to get to know us.

Schools Plus was founded in 2004 and we have just celebrated our first decade serving schools.

Very simply, we transform school lettings into professionalised venue management, enabling you to increase your income and reduce the operational headache.

The sums can be substantial - in the last twelve months we have generated in total more than a million pounds for schools, money which has gone directly into paying teachers' salaries, improving facilities and enhancing provision.

We have the privilege to count schools and academies nationwide amongst our clients, and are the approved supplier to the Harris Federation for the management of community use.

We hope that these pages will give you an idea of how we might be able to support you.

1. **James Woods** - *Managing Director*
2. **Ernest Coll** - *Deputy Managing Director*
3. **Sarah Topping** - *Speaker*
4. **Mike Deakin** - *HR & Development Director*
5. **Mike Goodman** - *ICT Director*
6. **Simon Kidby** - *Area Manager*



EACH SCHOOL IS UNIQUE

Each school is unique – and so are your needs. Schools vary greatly in ethos, size, stage, location and objectives.

Consequently we don't have a one-size-fits-all approach for school lettings. Instead, we approach every school on a case by case basis, seeking first to understand your context and your priorities. Only then can we evaluate your potential for school lettings and community use, and whether we can make a contribution to your success.

We have a range of different service offerings, and even within these there is ample scope to customise what we can do to meet your needs.

"Pimlico Academy has been pleased to work closely with Schools Plus over the last five years and to see the use of our academy grow fantastically during this time. Schools Plus have shown a dedicated and conscientious approach, maximising community use while minimising disruption to the academy. We look forward to continuing to work in strong partnership in the future."

Ken Robb,
Director of Finance & Operations
Pimlico Academy



**"I AM VERY
HAPPY WITH
THE EXPERIENCE"**

Steve Wilks, *Headteacher*
Oaks Park High School, Ilford

FULLY MANAGED SERVICE

Our core service is the fully managed service, in which we take full responsibility for every aspect of community lettings at your school.

We have developed a unique set of procedures and tools which enable us to maximise your school's potential for extended use, whilst minimising the administrative burden to you.

MAXIMISING YOUR INCOME

In these times of austerity, it has never been more important for schools to secure income to invest in teaching and learning.

We offer:

- An impressive track record of growing income for schools
- A unique revenue share arrangement which guarantees you increased payment for every new customer
- Full responsibility for covering the costs, including all staff wages
- Financial guarantees to maintain your net income, so that the only way is up



**"EVERYONE'S
A WINNER"**

Times Educational
Supplement





VENUE MANAGEMENT

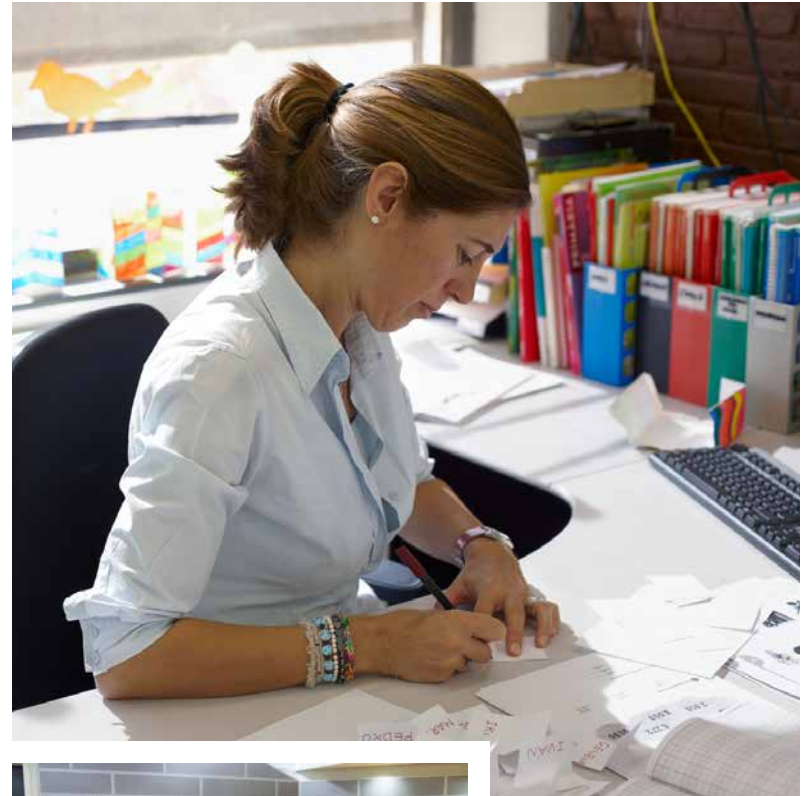
The entire operation is run by your Venue Manager and their team, including recruitment, marketing, facility preparation, cleaning, service delivery, security, and payment processing.

Although employed by us, the team are deployed at your school and subject to your approval. In many ways, they operate as an extension to your existing team, so that they become as much a part of your operation as your directly employed staff.

SMOOTH RUNNING

Bringing hundreds or even thousands of people onto your school site carries with it the inevitable risk of things going wrong – damage to classrooms or equipment that are needed the following day; mess and dirt; clashes with school activities; and so on.

Our standard operating procedures are reinforced by on-the-job training, development opportunities and close supervision and guidance from very experienced area managers. Together these give you the confidence that the level of operational risk is reduced to a minimum.



“WE WERE DELIGHTED”

Leslie Morphy,
Chief Executive, Crisis

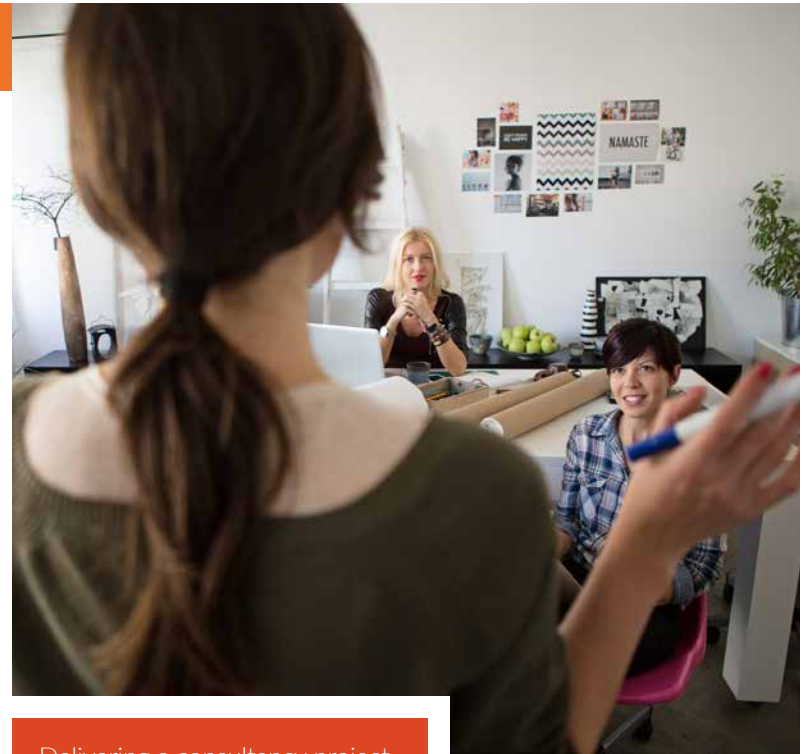
CONSULTANCY

Do you have a specific lettings issue that needs resolving?

With 10 years' experience of running school lettings across the country, we have a wealth of knowledge to draw upon, and this has allowed us to build a flourishing consultancy offer for schools. If you are not looking for our fully managed service, but would like our support to tackle a particular opportunity or challenge, then our consultancy service could be what you need.

Examples include:

- Recruiting a new lettings manager, including job description, person specification, recruitment, selection and appointment
- A staffing review to ensure both customer service and site safety
- A site security review
- Safeguarding advice, including how successfully to fulfil your obligations under KCSIE and the DPA
- Marketing consultancy, to design and deploy the most effective way to win and retain customers
- Pricing review – are you getting best value from your assets?



Delivering a consultancy project for a client school is always the responsibility of a member of our leadership team or a very experienced venue manager, so you can be sure of getting quality service from one of our senior professionals with a deep understanding of school lettings.



IT SYSTEM HIRE

Many schools are finding themselves overburdened with the administrative workload that comes with managing bookings on a day to day basis, and are looking for a school lettings software package that can help them manage the bookings, the customers, the diary and all the associated data.

OUR CUSTOM BUILT SCHOOL LETTINGS SOFTWARE

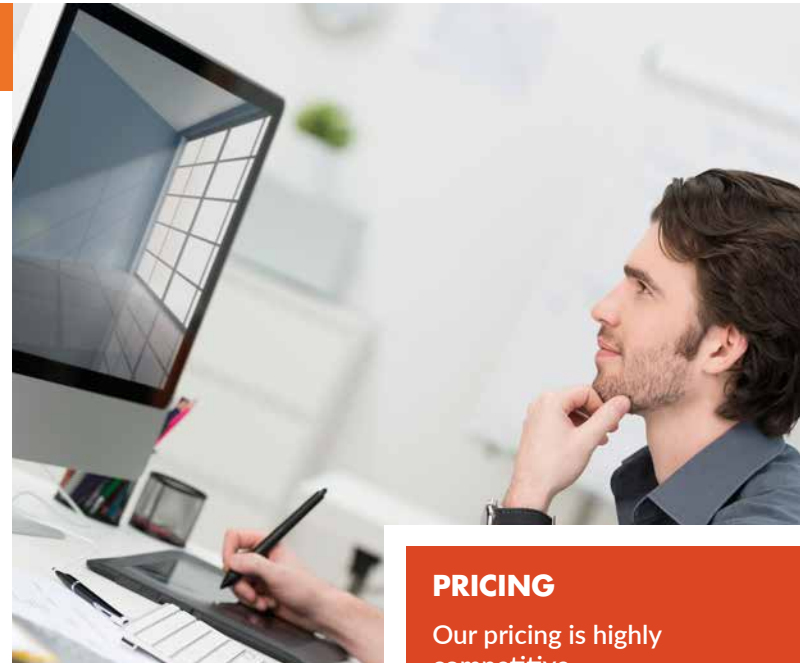
We at Schools Plus have commissioned our own school lettings software package, designed to our exacting requirements and continuously improving in line with our needs and experience across the country. This powerful tool is now available for you to use at your school. Features include:

- A customisable diary
- Dedicated sections for customers, facilities and staff
- Check sheets for issue to your team on the day

The product is already in use by schools large and small, who have all found it to be the ideal solution for their school lettings software needs.

SYSTEM REQUIREMENTS

- The product is hosted online and is accessed through your internet browser
- No software downloads - it can be taken live rapidly at any location



"The system is of great use to me and my role would be almost impossible without the diary & booking system in place. Thank you for your assistance!"

Vanessa Streete
Venue Manager
Clacton Schools

PRICING

Our pricing is highly competitive

- A simple monthly fee, based upon the number of users you wish to deploy
- There is no increment based on turnover, which gives you absolute certainty as to your costs
- You can increase and reduce your user numbers at your discretion

CAPITAL INVESTMENT

Plenty of schools have both the need and the desire to invest in their facilities, but are hampered by capital constraints.

It can be anything from new goals to an entire all weather pitch. If this is your situation then Schools Plus has a capital investment solution that may suit you.

Without the restrictions of government budgetary controls, but endowed with a deep understanding of schools and able to take a long term view, we could be your perfect partner to help make your vision a reality. Every school has specific requirements, so our capital investment solutions are tailored to your needs.

So if you have the ambition and appetite to invest in your facilities, and are looking for a fresh approach to capital investment, we would be happy to hear from you.

"The Academy is proud to work with Schools Plus. Having all of our community facilities taken care of by an experienced organisation gives us time to focus on providing a first-class education to the young people of Stoke-on-Trent."

Lynn Hadfield

Vice principal, Director of Finance and Operations
The Co-operative Academy of Stoke-on-Trent



**"I HAVE BEEN
IMPRESSED
BY THE
PROFESSIONAL
AND WELL
MANAGED
SERVICE"**

Jason Hindley,
Jujutsu Instructor, Essex

THE SAFEGUARDING CHALLENGE

Safeguarding in schools is of the highest priority.

During the school day, the school is a highly secured environment, with every adult on site subject to rigorous approval. Even a one-off guest is subject to visitor management protocols operated by the school to ensure that unapproved individuals cannot have unsupervised access to children.

But when the school is opened up to the community, the operational context changes dramatically. How can safeguarding be ensured in these circumstances?



THE SCHOOLS PLUS APPROACH TO SAFEGUARDING

We acknowledge our duty of care to safeguard and promote the welfare of children when they are on site. We are committed to ensuring that our safeguarding practice fulfils our statutory responsibilities and is in line with our client schools' requirements. Indeed, we have set ourselves the challenge of establishing best practice in safeguarding out-of-hours, and our safeguarding policy reflects this goal.

Please do not hesitate to ask for further information on this critical subject when you meet us.

NEXT STEPS

Please feel free to contact Mike Deakin, our Development Director, if you would like to explore any of these ideas further.

Email: mike.deakin@schoolsplus.co.uk

Tel: 07985 412142

Main Office:

Schools Plus
26 Minford Gardens
London
W14 0AN

 @schoolsplus

 Find us on Facebook: Schools Plus Ltd

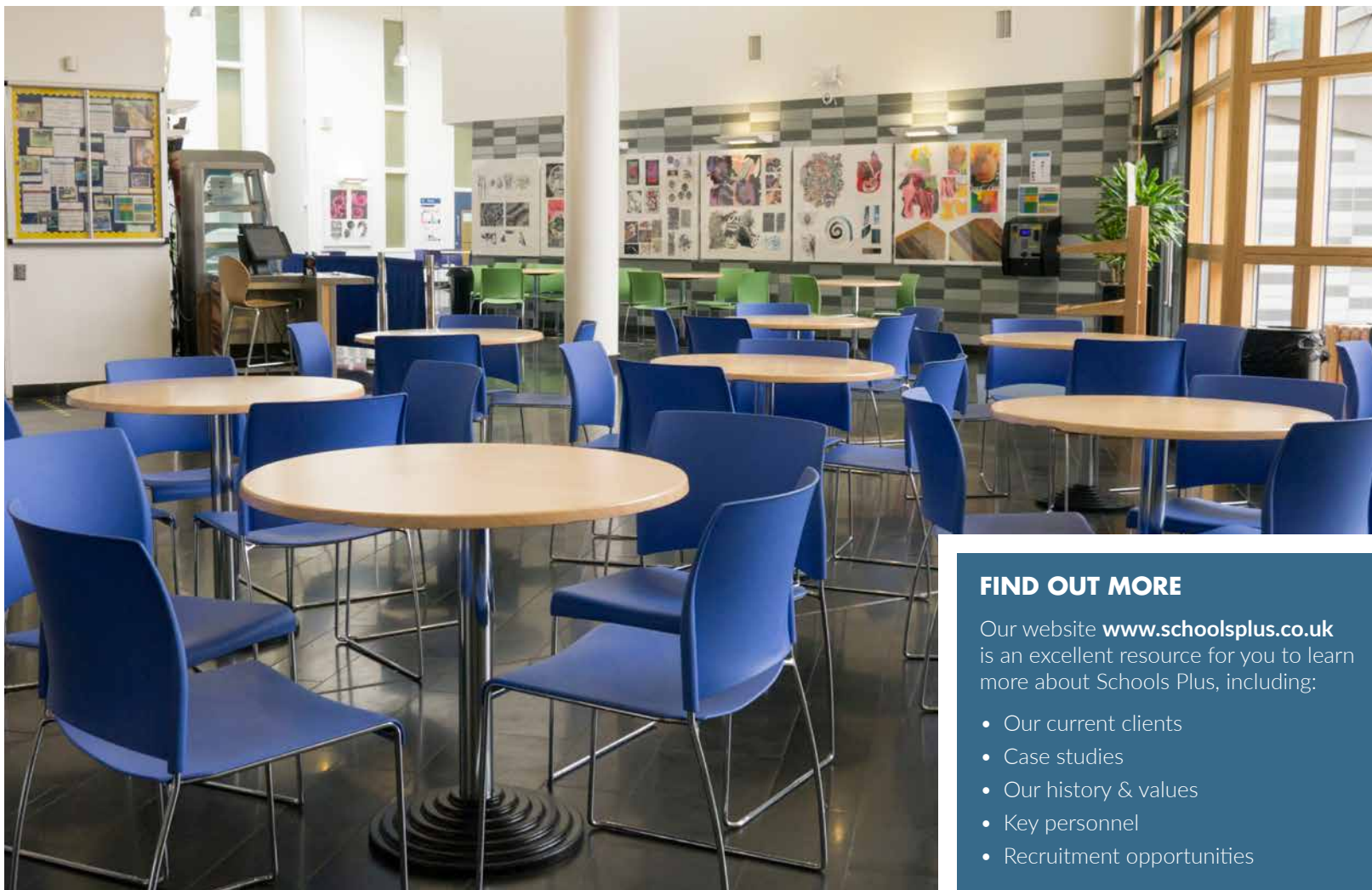
www.schoolsplus.co.uk

IT'S MORE THAN BUSINESS

Please feel free to make contact even if you are not looking to enter into a business relationship with us. Many schools talk with us simply to exchange ideas, ask for advice, or share best practice.

So go ahead and pick up the phone or drop us an email. We are proud to be on the forefront of school lettings, and are always pleased to support schools both formally and informally.





FIND OUT MORE

Our website www.schoolsplus.co.uk is an excellent resource for you to learn more about Schools Plus, including:

- Our current clients
- Case studies
- Our history & values
- Key personnel
- Recruitment opportunities



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