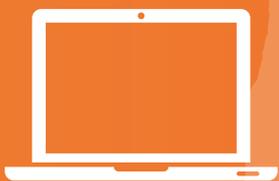


Maxxia

Asset Leasing ICT in focus



Asset Leasing – ICT in focus

As a school leader you know that ICT is continuing to be increasingly important for education. Gone are the days when it was just another short lesson in your students' weekly timetables; now it affects pretty much all subject areas in modern education and underpins most of your students' learning activities.

The current status of ICT in Schools

Ambitions for ICT are rising...

In his BETT conference speech in January 2014, Michael Gove encouraged schools to move towards providing a better ICT education, to support growing demands in later working life: "...demand for high-level skills will only grow in the years ahead. In work, academia and their personal lives, young people will depend upon their technological literacy and knowledge."

The government also asks schools to consider ...“an ICT curriculum that engages pupils and equips them with the skills and knowledge needed for further study and the 21st century workplace.”

...while school spending is tightening.

Even though the UK economy is starting to get back on its feet, school budgets are still suffering the fallout from the austerity measures put in place three years ago.

Things look set to get even worse - with any new budget gains in 2015-2016 being predicted to be overshadowed by rising staff and pension costs. The ASCL (Association of Schools and College Leaders) says that while the Schools Minister has pledged another £350m for schools, the current predictions of salary increases and pension premiums show that £340m of this resource will have to go to these areas. (Source: BBC News, 'School heads warn of budget 'snatchback' on pensions', March 2014).



Parents are paying for IT equipment...

A recent survey by Netmums of 1,577 parents found that **one in five** had been asked to subsidise IT equipment for their child. And **over 12%** had been asked to purchase an iPad. (Source: The Sunday Times, "State Schools ask parents for 200m subsidy" 2nd March 2014).

...as schools can't afford to.

Purchasing new IT equipment is often one item on a long shopping list of improvements for an education establishment. You may also be considering investing in building repairs, taking on new staff, better school transport or developing a new kitchen area (the list goes on). Purchasing a whole new raft of IT resources will put a big dent in a budget that's also badly needed for other things.

But in keeping hold of older technologies you run the risk of falling behind the competition, and also losing confidence from students, parents and governors who may be wondering if you can still deliver an excellent standard of teaching. Ofsted comments made in 2012 on the ICT education in schools (following the ICT subject surveys of 2008-2011) highlighted the fact that in lower graded schools, ICT equipment was often "...inadequate or outdated".

To achieve better results in the current educational environment you need better ICT equipment, but in light of school budget spending problems – how can you achieve this – without asking parents to pay or losing a significant chunk of your budget?

There's one solution that satisfies ambition with budget cuts in mind - and that's leasing.

Why choose leasing for ICT?

Five reasons...

- 1 You will get a fair deal – reputable companies aim to make operating leases honest, transparent, flexible and affordable.

- 2 You'll be well looked after – newer leasing companies aren't looking for a one-time contract, they want to create a long-standing relationship with you and help you to develop. They also ensure that there is help and customer assistance when you need it.

- 3 You can update when you want. It's relatively easy to upgrade your equipment without having to shell out a fortune on replacing everything.

- 4 You will have more freedom to spend your budget in other areas; you can use your money in a variety of other ways to improve your establishment.

- 5 You'll stay green and secure – modern leasing strategies ensure that there is a recycling scheme in place and also that thorough data cleansing occurs on any machines at end-of-lease.

What benefits will it bring to your stakeholders?



Your ambitions can soar
better technology can help to expand the ways that subjects are taught, and it can open teaching up with a whole new range of apps and other modern teaching tools.



You'll impress governors
Ofsted will see how you are integrating new technologies into your teaching practices and that you are no longer working with outdated resources; this can potentially raise your overall rating.



You'll satisfy parents
who will think that your school is forward looking and is providing their children with the right technology and teaching that better prepares them for the working environment of tomorrow.



You'll interest all types of students
more interactive, interesting ways of learning will really help to keep your students motivated and on track, as well as teaching them the building blocks of many tech industries such as coding and app design.

Case study:

The Green School chose leasing from Maxxia and saved almost £50,000

The Green School (a girl's secondary school in West London) chose ICT leasing with Maxxia. They were looking to replace almost £500,000 worth of ICT equipment, but they had tight spending controls:

“Due to budget constraints across many areas of the school, we needed a lease structure that was both affordable and sustainable. Maxxia came up with a structure that suited us perfectly; allowing us to proceed with immediate and on-going IT requirements.”

John Wiffen, Director of Finance at The Green School

The school had used another leasing company in the past and had allegedly accrued money owed from a historic leasing contract. Maxxia challenged this and managed to resolve the problem – resulting in saving almost £50,000 for the school:

“Without the help of Maxxia, the school would have been £48,000 out of pocket. What was refreshing was that Maxxia was not looking to gain anything out of it; it just formed part of their transparent and honest approach to relationship management.”

John Wiffen, Director of Finance at The Green School



To see how asset leasing could help you achieve academic excellence, contact Maxxia
Call 020 7520 9450 Email schools@maxxia.co.uk or visit www.maxxia.co.uk