



Web Application development, direct sales and customer support

Invitation to submit expression of Interest

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I. Introduction

I.1 About the Trust

Students First: raising standards and transforming lives.

Outwood Grange Academies Trust (OGAT) is a not for profit charity which sponsors primary and secondary academies. We are fortunate that our past performance has been recognised nationally and that we are regarded as one of the highest performing multi-academy trusts and the highest performing family of schools in the North of England. OGAT was one of the first multi-academy trusts first sponsoring academies back in 2009 and prior to this having a number of years' experience in running and supporting schools under National Leaders of Education (NLE) contracts. As such, we have developed, and continue to develop, our model for school improvement which is focussed on creating a collaborative pedagogical model and has a transformational effect on children's life chances within very quick timescales.

All academies within our Trust work closely with each other as a 'family of schools'. Indeed, each academy individually and collectively forms the Trust: the Trust as a whole is not a separate body or group of people but rather one single organisation made up of all our academies with one single vision and shared set of values. Together we all work to ensure that all children, irrespective of their starting points, receive an excellent education. We relish the opportunity to be part of the local communities in which we work.

We pride ourselves in meeting the needs of all children in our care, including those who are most vulnerable or indeed challenging. These groups of students are a priority to us and we work closely with parents/carers in helping to raise their children's self-esteem, resilience and subsequent achievement and attainment. We understand that by significantly raising attainment, instilling high standards of behaviour within a caring and safe environment that we will improve social mobility and provide children with life-choices and life-chances - a vulnerable child will remain vulnerable for life without this core entitlement. We are committed to helping our students go on to achieve meaningful employment.

OGAT comprises of 21 secondary schools and 9 primary schools, details of locations can be found at <http://www.outwood.com/our-family>

I.2 About This Opportunity

The Trust is seeking a partner to jointly develop a web based application, market and provide the necessary after sales support. The Trust believes it has identified a gap in the educational market to sell this product.

The partnership is intended to be permanent for as long as the product, and any future developments remains commercially viable to do so.

The preferred supplier will be appointed at the earliest opportunity to begin their contract from late January or early February

1.3 Overview of Requirements

The provider must have a proven track record in the education sector and be prepared to invest significant time working with Trust in or near its offices in Wakefield. In particular interested parties must have the following proven capabilities:

Full software and website development, design and testing
Significant direct and indirect sales
Hosting, data management, and maintenance of software and website
High quality customer support – both technical and non-technical.

Whilst the Trust has significant experience of the proposed product it does not possess all of the above capabilities in house. The Trust is therefore seeking a partner that can provide this capability to share the benefits and, critically the risks, of this opportunity.

1.4 Instructions to Interested Parties

If you are interested in this opportunity please submit an expression of interest to b.waterman@outwood.com by 5pm on the 25th of January 2019. The expression of interest should provide details of your capabilities in the areas identified above and demonstrate that all of these capabilities are of high quality and successfully deployed in the education sector.

1.5 Criteria

Due to commercially sensitive nature of this opportunity the Trust will select a supplier based further dialogue with any suitable parties that expresses an interest. These discussions will need to take place under a non-disclosure agreement. In selecting a partner the Trust will consider the capabilities of interested parties in the areas listed above and related areas, the resulting commercial proposal including risk sharing and corporate compatibility.

1.6 GDPR Information

The Supplier shall Process Personal Data in performing the Services as notified by Outwood Grange Academies Trust only for as long as required and for no longer than the term of this Contract.

The Supplier warrants that it shall:

- (a) Process the Personal Data in compliance with Law; and
- (b) Take appropriate technical and organisational measures against Data Breach.

The Supplier agrees to indemnify and keep indemnified and defend at its own expense the Outwood Grange Academies Trust against all costs, claims, damages or expenses incurred by the Trust or for which the Trust may become liable due to any failure by the Supplier or its employees or agents to comply with any of its obligations under this Clause.

1.7 Modern Slavery Act – Conditions of Supply

In expressing interest Suppliers and Contractors must confirm compliance with the Modern Slavery Act 2015 as a pre-requisite.