

# ICT Procurement: New Perspectives

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## Cashflow

- Aim for a constant spend in Opex and Capex, as % of revenue
- Define life-cycles for each type of asset
- Write a green-fields budget for all equipment on site, and project forwards for replacement

## Structure

- Give responsibility to Senior ICTS Staff to manage the cashflow
- Make these staff find the budget savings, including over traditional non-IT areas
  - power, phone, photocopying
- When you need to make a cut, let them solve the problem

## High Street Resellers

- On account 'walk-in' purchases are generally inefficient
- Some may offer corporate accounts with substantial discounts, but ordering process can be different

## How many resellers?

- "One throat to choke" or several competitive resellers?
- Split your IT spend between them, give a number a slice of the pie, keeping them hungry, and allocate spend according to specialty or expertise

## Licensing models

- The "Site-license" is often not a blanket cover-all-machines agreement
- Numbers of machines on-site are increasing, but increase in rolls are not, so
- Licensing according to FTE enables license costs to be fixed as % of revenue
- Often a volume license according to FTE is cheaper than licensing by seat for a fixed number of computers
- Be careful with licensing. Often a separate license is needed for devices owned/allocated to students

## MinEdu programmes

- These are worth considering, but don't cover students' machines
- Independent schools can generally get the same level of discount that the state sector receives.

**GROUP DISCUSSION NOTES FOLLOWING ANDY PARKER'S FORUM  
PRESENTATION: ICT Procurement**

How are they able to supply at same rate as MOE?

Smaller schools probably need to go to single supplier

Sharing between schools important.

No IT Director makes diversifying more difficult