

WIRRAL COUNCIL

WIRRAL SCHOOLS FORUM 28th September 2016

REPORT OF THE MANAGING DIRECTOR OF ESENTIAL

Update on Edsential Community Interest Company Ltd

1. EXECUTIVE SUMMARY

Edsential is now entering its first full academic year and is responding to the needs of schools with a range of new or improved services that deliver our commitment to providing the best value for money.

2. BACKGROUND

Edsential is a Community Interest Company and it exists to ensure that all of the money spent with us is kept within the education community. We will reinvest any profit we make in improving our services or investing in projects and initiatives within our schools. We understand that schools have the freedom to spend their budgets with whomever they choose and we are focused on providing the best value for money in every service.

Edsential has been given a mission to help **improve outcomes for children and young people** and we are driven to deliver this in everything we do.

Customer Focus

- Each school will now have an Edsential business manager who will be the single point of contact to access any of our services. The business manager will also ensure we understand each school and are delivering excellent customer service. They will visit every school on a frequency that is determined by the breadth of services purchased from us.
- A new website will be launched this month that will allow all EQP conferences, courses and residential visits to be booked online. Every school will have an account that they can use to manage and track their expenditure with Edsential.
- Jane Owens has been appointed Chair of the Board for Edsential. Jane will bring the voice of the governing bodies into the business. We will complete our board by seeking 3 head teachers to become non-executive directors. This reinforces our mission and ensures schools have a direct input into how Edsential develops and operates.

Innovation

- Primary catering is piloting a new meal selection and cashless system solution (ParentPay). This will be offered **free** to schools who sign a 3-year contract
- Ian McGrady now attends the All Party Parliamentary Group on school meals, giving Wirral schools a voice in this key forum
- A new 6th form/staff coffee bar concept has now been launched in 2 Cheshire schools and a new food hall concept is being developed for secondary school cafeterias



QUEEN'S PARK HIGH @qphschester - Sep 9

Q: Can I be swayed away from city #coffeeshops A: Yes I can
@qphs6thform cafe #convert #Lattes #pastries @EdsentialUK

- A new music centre has been implemented within Mosslands school and we are working with the Williamson Gallery to increase the reach of our arts service, both covering NE Wirral
- Our Residential Learning Experiences concept has been launched to provide a structured learning journey for a child throughout their school career, from reception to KS4. This gives Oaklands a clear, long term role in Edsential's residential service
- We are working with Professor Paul Gately who is advising on the 'Healthy Schools Rating Scheme' that Ofsted are introducing next September. Edsential are uniquely placed with our Health & Wellbeing offer to provide the scope of services to support a whole school approach

Best Value for Money

- EQ has been replaced by our Education Quality Partners (EQP) team who now offer all services on a pay-as-you-go basis. Each of these services has been built and market benchmarked to ensure we provide the best value for money
- This year, we have already absorbed over £500k of cost increases that would historically have been passed on to schools through price increases

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