

Table of Contents

FAQs for the Buyer2

What is this? 2

What do you mean by Deal? 2

What if I can't see any Deals?..... 2

Is the service free? 2

What does 'What are you looking to buy?' actually mean? 2

What is to stop me not telling you which supplier has been awarded? 2

Do you have any special relationships or preferences with certain suppliers and their products and services?..... 3

Do you use any of the data generated by the system such as selling it to third parties in order to analyse buying trends etc? 3

Who are Schoolquote?..... 3

FAQs for the Buyer

What is this?

This new service is a new partnership between the NASBM and Schoolquote, the online buying platform. Buyers put on items they are looking to buy and either view Deals previously requested by other buyers or broadcast new quotation requests to competing suppliers.

The service lets you manage quotations anonymously from competing education focussed suppliers and at the end allows you to give them a provisional order to contact you directly, and for you an audit trail and other documentation for your records.

What do you mean by Deal?

This is a quotation sent to another buyer that has been marked by the supplier as 'anyone else can use this'. We call this type of quotation a Reusable Deal because you benefit from any negotiations that have taken place by the original Buyer. If a Reusable Deal is available and the quotation is appropriate then you simply put on your own quantities and create a quotation for your self. At that point, it is as if the supplier sent you that quotation and you can manage it how you like.

Reusable Deals are great because:

- You get an instant response to 'What are you looking to buy?'
- You benefit from any previous negotiations the original buyer may have conducted
- You get to see what other specifications and models others are buying
- You may get inspiration from other buyers who may have knowledge in specialist areas
- You can have confidence if others have used a quotation and a supplier before
- They are easy to use

What if I can't see any Deals?

As a new service, the amount of Deals currently available will be small. As more requests and quotations are built up, more Deals will become available. It is worth remembering a Deal isn't just a supplier offer with unlimited shelf life, it is a quotation given to a genuine Buyer like yourself that may well have been negotiated and is time limited.

Is the service free?

Yes. We take a small commission from the winning supplier which is why we only ask you to tell us at the end who, if any you awarded the business to. Without this, there wouldn't be a service.

What does 'What are you looking to buy?' actually mean?

You can request a quotation for any product or service you are looking to buy. Some products are better suited than others and as suppliers are added all the time, some categories have more suppliers than others. Our aim is to get more suppliers in the most popular product areas.

When you submit a product or service from 'What are you looking to buy?' you will be shown any available Reusable Deals and a button to request your own quotations from suppliers.

What is to stop me not telling you which supplier has been awarded?

Nothing but we can only run a (free) service to the buyer if we get the small commission from the successful supplier. The supplier not only gets your business but also a greater potential for many new customers (an awarded quotation marked as a 'Reusable Deal' carries much more weight and is viewed by more people wanting the same or similar product than one not awarded).

We will also be introducing a 'loyalty' scheme in a future update where you will be able to earn points for the total value of each awarded quotation. You can start earning the points straight away as it will be back dated from your registration date.

Do you have any special relationships or preferences with certain suppliers and their products and services?

Absolutely not. We are completely impartial. If we did anything of this kind suppliers would very soon lose confidence in the service and we would have no service for you. Our service has been running very successfully in the UK education sector since 2004.

Do you use any of the data generated by the system such as selling it to third parties in order to analyse buying trends etc?

We do not sell any data to anybody. Because you access the service via a partner site the NASBM, they are entitled to see limited information about its usage. This information (to our partner site) is aggregated non-personal information unless otherwise clearly stated in the terms and conditions.

Who are Schoolquote?

Since 2004, we have provided an award winning service to the UK Education sector and have worked closely with schools, Local Authorities and the Department for Children, Schools and Families.

In 2007, the service was awarded a prestigious [Supply Management Award](#) when schools from Wiltshire used it as their platform for purchasing online. In July 2009 the County's work was also showcased in an [Audit Commission report](#) on economy and efficiency in schools.