



SUMMER BUSINESS INSIGHT DAY

THURSDAY 4 JULY 2024

#SBID2024

THE OVAL CRICKET GROUND, LONDON



wonde



School data, simplified

Transforming how data is
maintained, managed and accessed.

Schools can have total confidence in the security and reliability of their technology while Apps can focus on delivering valuable content and services with instant access to timely, accurate data.

Providing solutions at scale

30k+

schools
trust Wonde

600+

leading
EdTech apps

60+

countries

97%

CSAT score



Exhibitions 2024

EduTech Australia: 13-14 Aug

South Africa Trade Mission: 14-22 Aug

DIDAC India: 18-20 Sept

Bett Asia: 2-3 Oct

GESS Dubai: 12-14 Nov

L&T Expo: 11-13 Dec



The best education show in the *WORLD!*



14,000 buyers responsible for 65+ million learners



7,522 unique institutions



6/6 exhibitors and sponsors choose Bett UK



Subscribe to **The Bett Buzz** newsletter for a monthly update on industry news, must-views and exclusive updates about Bett 2025.
HAPPY READING!

PROGRAMME

09.00 – Registration, tea and coffee

09.30 – Welcome and introduction

Julia Garvey, Acting Director General, BESA

09.35 – Operational Excellence in the UK and USA

As a natural evolution from their work on Professional Standards, ISBL has commissioned unique research into Operational Excellence, which looks at the ingredients for the success of any organisation, including but not limited to people, culture, and systems and their effective deployment. Stephen will be comparing and contrasting well-developed industry practices with what ISBL observe in this country's education system and a sample of districts from across the United States

Stephen Morales, CEO, Institute of School Business Leadership

10.10 – Panel discussion: Bridging the procurement gap between suppliers, schools and MATs

The education landscape is rapidly evolving, and the collaboration between education suppliers, schools, and Multi-Academy Trusts (MATs) plays a pivotal role in shaping the future of learning. This panel discussion aims to foster dialogue, share insights, and explore strategies for effective collaboration between education suppliers and institutions regarding effective procurement. The discussion will be enriched by the diverse perspectives of our esteemed panellists representing schools, MATs, and suppliers.

- Chair: Stephen Morales, CEO, Institute of School Business Leadership
- Trudy Spillane, Executive Principal, Drapers' Multi-Academy Trust
- Sarah Morgan, CEO, Great Learners Trust
- Simon Hill, Managing Director, YPO and Chair of BESA Executive Council
- Lana Stoyles, Head of Business Transformation, Nexus MAT

10.40 – Insights on the General Election

In association with the Education Policy Institute, this presentation will explore the upcoming EPI report on the education manifestos of various political parties, highlighting their commitments and proposed policies for the education sector. This comprehensive evaluation aims to inform stakeholders about each party's priorities and potential impact on the educational landscape.

Jon Andrews, Head of Analysis and Director for School System and Performance, Education Policy Institute

PROGRAMME

11.20 – Coffee and networking

11.30 – Engaging with Educators!

These roundtable discussions will be facilitated by subject and aspect leaders who have purchasing power from primary and secondary schools, as well as Multi-Academy Trusts (MATs). During these discussions, they will share insights into current challenges and opportunities across a range of topics. This is a valuable chance for peer-to-peer interaction, allowing you to ask questions, share best practices, and network with school leaders and fellow BESA members.

- **Martin Bailey, Senior Teacher, Ellington Primary School**
 - Collaboration between schools and suppliers. How can we build partnerships to enhance educational outcomes?
- **Pip Bhol, Digital Learning Lead, Kings Cross Academy**
 - EdTech Evolution: Strategies for Effective Integration and Impact in Education.
- **Julia Burns, Headteacher, Mowlem Primary School**
 - How data can support behaviour change and better attendance?
- **Emma Darcy, Director of Technology for Learning, Denbigh High School**
 - AI – How can we prepare schools for the AI revolution?
- **Alison Day, Executive Director, LEO Academy**
 - Tools for School Improvement – what works and why – and what's still needed?
- **Alexandra Lakhan, Head of MFL, Frances Bardsley Academy for Girls**
 - What opportunities are there to enhance the teaching of foreign languages in secondary schools?
- **Nicola Maher, Learning Skills Leader, Woodford Green Preparatory School**
 - Practical strategies for a neurodiversity-inclusive classroom.
- **Kajol Miah, Computing Lead, Rush Green Primary School**
 - Does it still Compute? – Ten years on. Has the National Curriculum for Computing still got more room to grow?
- **Sarah Morgan, CEO, Great Learners Trust & Toya Willmot, Challenge and Support Partner, Great Learners Trust**
 - Parental Engagement in the Digital Era.
- **Katy Potts, Primary ICT and Computing Service, Islington Council**
 - The importance of play for learning in Early Years.

PROGRAMME

- Hilary Power, CEO, The Tennyson Learning Community & Jo Quince, Director of Education, Tennyson Learning Community
 - What makes a good curriculum?
- Rachel Smyth, Head of English, Frances Bardsley Academy for Girls
 - Improving outcomes in English in secondary schools.
- Molly Vingoe, Science and STEM Lead, Drapers' Maylands Primary School
 - How STEM subjects are resourced and what the children of today need to be the doctors of tomorrow?
- Bukky Yusuf, Senior Leader, Edith Kay School
 - How can we further improve outcomes for learners with SEND?

12.30 - Insights from the prep school sector: What can BESA members glean from the characteristics and behaviours of prep schools?

As Chief Executive of IAPS, Dominic Norrish is closely connected to the views, priorities and concerns of the 650+ headteachers in membership. He came to this role following a decade as an executive at United Learning. His session will share insights from the prep school sector to help BESA members better engage and further understand its unique characteristics and behaviours.

Dominic Norrish, Chief Executive, Independent Association of Prep Schools

13.15 - Closing remarks

Julia Garvey, Deputy Director General, BESA

13.20 - Alfresco buffet lunch

14.20 - BESA Awards

15.30 - Reception and networking

17.00 - Close of event

SPEAKERS



Julia Garvey

Julia has worked in education publishing and EdTech for over 20 years, both in-house and as an external marketing consultant. She has worked for a number of BESA members over the years such as Rising Stars and GL Assessment, and alongside EdTech Exchange founder George Burgess as Marketing Lead at Gojimo. As poacher turned gamekeeper, Julia understands the needs of our suppliers and is passionate about ensuring that every company takes full advantage of the benefits of their membership.

In her spare time she runs (a lot!) and is Vice Chair of the Trade Association Forum.



Stephen Morales

Stephen has a 20-year career history in operations and finance, working at a senior level in the public and private sectors, both in the UK and abroad. Stephen presided over the development and implementation of nationally recognised school business leadership professional standards and led the transition from the National Association of School Business Management to the Institute of School Business Leadership. Stephen works closely with the Department for Education in areas of policy reform, and his commitment to research to aid our self-improving system includes ongoing engagement with international jurisdictions including Australia, Europe, the Middle East and the US.



Simon Hill

Simon joined YPO in July 2011 from former regional development agency Yorkshire Forward, where he was Executive Director. Previously, Simon was managing director of electronics automotive manufacturer Kostal UK Ltd. With experience across procurement, sales, and general management, he also has 10 years public sector and 20 years commercial experience. Simon is also an elected executive council member of BESA, the British Educational Suppliers Association and company secretary of YPO Procurement Holdings Limited.



Trudy Spillane

Trudy Spillane is an experienced leader with experience across all sectors of education. Currently the Executive Principal of two Primary schools within the Trust, Trudy has also been leading on projects across the Trust including Lead for Teaching and Learning with particular focus on the educational journey for pupils across Key Stages. Her career path is varied and has included leadership in a Secondary English Department of a large comprehensive school, lecturing and assessment for Further education and the creation of a Free School, recently recommended for Outstanding by OFSTED. For the past three years, Trudy has led on the English and Literacy Team across the Trust and the Network for Learning Beyond the Classroom with the Local Authority. Trudy is an innovative leader with a passion for equity in education and experience-led learning.



Lana Stoyles

Lana has over 10 years' experience working in education specialising in business operations & commercial. Proud to work for Nexus Multi Academy Trust in South Yorkshire as Head of Business Transformation. She began her career in banking before moving into a role in education as finance officer in a primary school. Later transitioning into school business leadership before joining Nexus Multi Academy Trust's central team in 2022. Lana has recently worked closely with the Department for Education and Chartered Institute of Procurement & Supply (CIPS) developing commercial capability within the education sector.



Sarah Morgan

Sarah Morgan is the CEO of Great Learners Trust. Sarah has worked within the education sector for over 20 years. Prior to the role, she was a Headteacher for 10 years. As a strategic leader, with a clear and ambitious vision to improve outcomes for all children, her school went from strength to strength and achieved two outstanding Ofsted judgements. She has a passion for technology in education and through laser-sharp focus and determination, the school was recognised as a Microsoft Showcase School and a DfE EdTech Demonstrator School. Sarah works closely with the DfE, presenting nationally on how technology can be driven within the education sector. Sarah has worked across the PiXL Partnership network, supporting many schools with raising attainment and improving learning opportunities. Sarah is passionate that everyone should be inspired to constantly evolve and remain ambitious, and will not rest until she has changed the world.



Jon Andrews

Jon Andrews is Head of Analysis and Director for School System and Performance at EPI. He has published a wide range of studies including: 'The performance of multi-academy trusts and local authorities', 'School revenue balances in England', 'Access to special schools in England', and 'Grammar schools and social mobility' as well as leading EPI's work at the last two general elections. He worked in the Department for Education from 2003 to 2016 as a statistician.



Martin Bailey

Martin Bailey is an esteemed educator with over two decades of experience in primary school teaching and leadership roles across the North East of England. Currently, Martin serves as a part-time teacher and Senior Leader at Ellington Primary School in Northumberland.

Martin's academic journey includes lecturing roles at institutions such as Durham University and his current involvement at Sunderland University, where he educates PGCE and BA students on the Primary Education courses.

Martin's influence transcends the classroom; he's a frequent presenter at international conferences and also a regular contributor to educational publications. He has also served as a judge for prestigious awards like BETT and the ERA Awards.



Pip Bhol

Pip Bhol is the Digital Learning Lead for Digital Strategy at King's Cross Academy and the Computing Lead Consultant for the borough of Islington. Pip is recognised as a Google Champion, Seesaw Certified Educator, and Common Sense Media Ambassador, and also leads the #PrimaryESports project. With a focus on innovative digital education, Pip enhances learning experiences through strategic use of technology. An advocate for responsible media use in education, Pip actively shares insights and developments within the educational community. Connect with Pip on Twitter at @pip_bhol.



Julia Burns

Julia Burns is Headteacher at Mowlem Primary School.



Emma Darcy

Emma is Director of Technology for Learning at Denbigh High School in Luton, recognised as a UNESCO Digital Strategy Best Practice Case Study. In 2021 Emma joined the BETT Advisory Board and won the Gold Pearson National Teaching Award for Digital Innovator of the Year. In 2023, Denbigh earned the Edufuturists Award for Secondary School of the Year and Emma received the Global EdTech Award for Most Impactful Senior Member of Staff. She is now a Trustee for Apps For Good, a Workstream Lead for the A.I. in Education initiative and a member of the Digital Futures Group.



Alison Day

Alison Day is an Executive Director at LEO Academy Trust. She is passionate about school improvement and growing great teams of people. She has worked in education for over 35 years. Having served as a teacher, school leader and a headteacher, she is committed to making a difference in the lives of children. Alison currently works with schools new to the trust to help them improve their teaching and learning and raise standards. Alison is a strong believer in the power of education to change lives, and she works with schools outside the trust to provide leadership development and coaching.



Alexandra Lakhan

Alexandra studied English Language, Literature and Civilisation at the University of La Sorbonne Nouvelle in Paris, and completed her degree as an Erasmus student in London in 2000. She went on to qualify as an MFL teacher in 2002 from the Institute of Education, and has been a Head of Department since 2005. While still a NQT, she started her Master of Teaching and obtained a Post-graduate diploma three years later. She completed her NPQSL in 2023. She is a member of the Association of Language Learning (ALL).



Nicola Maher

Nicola is Learning Skills Leader at Woodford Prep School which was rated as excellent in all areas by the Independent Schools Inspectorate in 2023. She has worked both as a classroom teacher and as a senior leader in state and independent schools at primary and secondary level. She qualified as a SENDCO at the Institute of Education (UCL) and is a Youth Mental First Aid (England) trainer. She is Chair of Governors at Anglo European Secondary School, and has been selected by the Independent Schools Inspectorate to train as an inspector in 2024. She is motivated by the power of education to transform outcomes for all pupils but also to bring about a more equitable, caring and inclusive future for all.



Kajol Miah

Computer Science graduate with teaching experience in Primary and Secondary for over 10 years. Has written an engaging curriculum for Computing aimed at KS1 and 2 which benefits children as they embark on the next chapter of their education. Enthusiastic and passionate about people. Prior to teaching, worked in private banking and ran a chain of mobile franchise stores.



Katy Potts

Katy has worked for Islington Council since 1999, developing digital education services to schools and families. Before this she was a primary school teacher for 7 years. Katy specialises in Online Safety and sits on the LGFL Safeguarding and Editorial Board, has been an ICT Mark assessor and facilitated the NCSL Strategic Leadership ICT courses. Katy partners with national organisations championing the rights of children online inc. Beeban Kidron's 5Rights Charity, Childnet, and Common Sense Media. Katy spearheaded the introduction of Kids Judge Bett nine years ago. She has supported educational projects in Romania, Nigeria, China, Portugal and Japan.



Hilary Power

Hilary is a highly experienced Executive Leader with a career in education spanning 50 years. Through exceptional leadership and exemplary teaching innovation, the strong personal belief that "every child can" was actualised as "every child does" with her teaching years culminating in leading Tennyson Road Primary to achieve National assessment figures far above National Average for many years, that are sustained still. As the Chief Executive Officer of the Tennyson Learning Community, Hilary now develops and drives the Trust School Improvement Strategy, maintaining close working relationships within the Learning Community as well as external sector leaders, who are all motivated by excellence in their work and striving to ensure that every child does.



Jo Quince

I am a Executive Multi-Academy Trust leader, working collaboratively with Subsidiary Academies and Partnership schools to implement the Trust School Improvement Strategy. I am experienced in accomplishing reform in the quality of education across varying settings, a firm believer in providing opportunities for children so that they experience a broad and rich curriculum and that 'every child can.'



Rachel Smyth

I have been Head of English for 5 years, having previously been Key Stage 3 Co-ordinator and Literacy Co-ordinator. I qualified as an English teacher in 2007, having spent some time working in the Financial sector following completion of my degree. I studied English and American Literature and History at the University of Kent. My main motivation in moving into the field of education was to try to foster a love of learning and motivate students into achieving the best possible outcomes. I completed my NPQSL in 2022.



Molly Vingoe

Molly is a classroom teacher with almost a decade of experience working in primary, as well as a Science lead and member of the Senior Leadership team. Molly is passionate about creating inspiring and captivating learning experiences for children, supporting teachers to feel confident in their delivery of Science as a core subject and working to ensure that children leave Key Stage 2 feeling motivated to pursue their ambitions and passions.



Toya Willmot

Toya Willmot is the Challenge and Support Partner at the Great Learners Trust. Toya is the Trust DSL and supports schools across all areas of the curriculum. Prior to the role, Toya has worked in education for over 18 years, was Deputy Head of an Outstanding school and has been a qualified SENDCO for over 12 years. She has a wealth of experience in school improvement and her passion is to ensure that every child has access to an incredible education.



Bukky Yusuf

Bukky Yusuf is an author, leadership coach and senior leader. She has undertaken a number of leadership roles within mainstream / special schools. Beyond the classroom, Bukky is a Thought Leader with a wide variety of Ed(ucation) Tech(nology) experiences and has been co-chair of the EdTech Leadership Group to support the Government's EdTech strategy. As part of her commitment to increase diverse leadership within education, she participates with several initiatives and organisations. These include her roles as an ambassador for Leadership Matters, and a Network Leader / coach for WomenEdLondon.



Dominic Norrish

Dominic is Chief Executive of IAPS (Independent Association of Prep Schools), the largest Heads' association in the independent sector, serving schools in the UK and globally. Prior to this, he was Chief Operating Officer at United Learning, with responsibilities spanning digital, HR and marketing for their then 90+ independent and state schools, his experience leading them through the pandemic capping a decade spent working at scale to create education-focused services to support school effectiveness. He began his career as a Year 5 teacher before moving into school leadership roles and time spent in the private sector.

Summer Business Insight Day Feedback 2023:

"What an incredible day we had at the British Educational Suppliers Association (BESA) Summer Insights Day. We were treated to a range of captivating talks on education from esteemed speakers such as Julian Duttall from Life Education Trust, Dr Jamie Dunlea, Ph.D. and Mina Patel from the British Council, Jason Gould from the Education Company, Alastair Falk from FED and Justine Stevenson, Elizabeth Kitcatt and the amazing Charlie and Daniyaal from the student voices at AQA. The terrace at the Oval provided a stunning backdrop for networking with fellow educators and sharing the remarkable progress of the National Read Aloud Challenge. Thank you, BESA, for organising such a truly wonderful day that left us feeling enlightened and grateful."

Auris Tech (Fonetti)

"The Summer Business Insight day is a highlight of the BESA calendar – always great, relevant content to help inform business focus, in a lovely venue and with the chance to meet connections from the industry in person rather than online. A great, well-organised event overall."

Texthelp Ltd

"Wonderful to be in attendance at BESA's Summer Business Insight Day and hear from a range of speakers on topics directly impacting the education sector today. AQA's student advisory panel was a particular highlight, offering an insight into young people's thoughts on mental health, social media and exams, amongst other things"

The Wellbeing Hub (Teen Tips Ltd)



BRITISH EDUCATIONAL
SUPPLIERS ASSOCIATION