

STRATEGIC REVIEW OF ENTERPRISE

The Schools' Enterprise Association (SEA) offers a review of the enterprise/commercial operations of a school including the following:

- Review of facilities and opportunity
- Assessment of current enterprise activities/specific subject and related resource
- Analysis and benchmarking
- Opportunity and gap analysis

The results of this review are captured in a succinct document, which includes recommendations for the identification and development of the enterprise opportunities. An additional spreadsheet documents the possible potential revenues across the school's assets.

The strategic review of enterprises includes: a full site visit, extended interviews with additional members of the school's team including the Head, Deputy Heads and other key members of staff; review of enterprise set up and value within the school's income mix; and recommendations of required organisational and perception shifts in order to optimise the school's enterprise opportunities. The site visit is completed by one lead consultant.

The site visit will include but may not be limited to:

- Opening session with the school lead (Head/Bursar/Commercial Director)
- A site tour
- Short 1:1 sessions with each of the SLT members through the day
- A single wrap-up session with the SLT together at the end of the day

Pre-work is requested from the school prior to the site visit:

- A history of bookings over the past 2 years including numbers, rates and timings.
- A view of future bookings and current availability/opportunity.
- Ratecard(s) and an overview of currently lettable spaces
- Site plan/map if available
- Any notes on proposed capital development/refurbishment work within the next 2 years.
- A strategic site plan if there is one.
- Organogram showing the overall structure of the school staff, highlighting the SLT/SMT and the departmental structure

PRICING*

All prices exclude VAT at the prevailing rate. A 50% deposit is required. The remainder is due upon receipt of final report.

STRATEGIC REVIEW OF ENTERPRISES	£3000. Additional time, if required, is quoted in advance at £950 for a full day or £475 for a half day.
EXPENSES	Travel by road @ £0.45 per mile or a First Class train ticket/business class airline ticket and taxis as required. Overnight stay in suitable local hotel and related per diems if required.

* A 10% discount on the consulting fee is offered to current SEA members.

FILMING ON A SCHOOL SITE ASSESSMENT

Half a day (minimum) site visit by an expert to assess the opportunities that the school may have to attract filming and photography. The assessment will include guidance into the key types of locations frequently being scouted for and include advice on what else your facilities may have to offer. Considerations regarding parking, access, geographical location and if investment may be needed, along with the pros and cons, risks and rewards, safeguarding and the use of location agents will be discussed and included in the final report. On site location management for the first shoot is also available by request.

<p>FILMING REVIEW</p> <p>On-site assessment of filming opportunities</p>	<p>£475 for half a day.</p> <p>£950 for a full day.</p> <p>If there is more than one school in the group this will be quoted for in advance depending on size and proximity.</p> <p>On-site film shoot management and training is also available by request, price determined in advance dependant on nature and size of the shoot.</p>
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