

BREAKING **News**

2024

Our Quality Pledge

Upcoming
Developments

CHOOSING AN MIS
Comparison Chart

WHITEPAPER
Corinium
Education Trust

Meet our
new CCO
Chris Kirk

Historic Contract Win

Bromcom to supply Cloud MIS to 1,100
Northern Ireland schools.



Message from our CEO

Our new partnership with Northern Ireland Education Authority was our biggest win of the last 12 months, and you can read more about this exciting development on pages 4-5. We also entered many other major partnerships in 2023, including large MATs such as GLF, Greenshaw, and LA-wide procurement by Brighton & Hove City Council and Coventry City Council, as well as various ex Arbor MATs such as Corinium Education Trust who are delighted since making the switch.

As we advance in our third decade as leaders in the EdTech sector, we understand the importance of evolution and growth better than most, especially when it comes to innovative technology. As Artificial Intelligence charts a new era in education, Bromcom is perfectly positioned to help schools take advantage, having launched the UK's first AI-powered MIS personal assistant in 2023. Bromcom AI can assist with writing and translating emails, drafting lesson plans, identifying trends, analysing data, and so much more. It is truly revolutionising the way schools work, and we invite you to find out how it can transform your data management and education opportunities.

Looking ahead to 2024, we have many exciting developments and enhancements planned for our MIS, including AI powered Cloud Timetabling, which will make lengthy clash resolution a thing of the past, and new Bromcom AI workflows, which will allow our users to harness Bromcom AI to carry out and streamline operations.

Thank you all for your continued support and I hope you all have a wonderful year.

Ali Guryel, *Executive Chairman and CEO*



Chris Kirk *Chief Commercial Officer*

Who could have foreseen the way that the pandemic, political instability, cost of living challenges, a recruitment crisis, poor mental health and industrial unrest would impact the work of our schools over the last 3 years? There are however, opportunities created by technology, especially AI, by new understandings in assessment, a Chief Inspector who plans to focus on nurturing “*a professional, caring, empathetic Inspectorate that people trust*”, the ever-present hope of a system which can increasingly lead itself through institutions such as CST, the College of Teaching, our professional associations.

I started my interim role as Bromcom's Chief Commercial Officer in November 2023. Since then, I have sought to bring my decades of working in the school sector to contribute to the agenda for Bromcom's partnerships.

This has included working with colleagues in Local Authorities across England and Wales to make sure schools have systems which can truly meet their requirements for information management, insight, and a seamless user experience for their school leaders, staff, pupils and parents.

I have been listening to Bromcom's Multi Academy Trust clients and their journeys. Most trusts are facing the need to revolutionise their operations and associated workflows on a frequent basis, and they need solution partners such as Bromcom who can respond to these challenges. They need information ‘everywhere, all at once’, alongside integrated workflows: Bromcom's commitment to a ‘One-Stop Shop’ of MIS, Assessment, Finance and HR, as well as an openness to working with providers of those solutions in an integrated way, helps them to achieve this.

Whatever the ups and downs that 2024 will bring to our sector, I am proud to be part of Bromcom, a company which has been working with schools for over 30 years, and always a leader in innovation and quality.



Historic contract win



“We could not have started 2024 on a better note, with the news that the Education Authority in Northern Ireland have chosen Bromcom to provide cloud MIS services to their schools. It is a huge project, and credit to all involved at Bromcom and our partners for their hard work during the tender process. We are delighted that our One-Stop Shop solution will deliver benefits to learning communities, and ultimately help enable better education outcomes.”

Ali Guryel, Executive Chairman and CEO



Northern Ireland Partnership

Munir Ismet

Bromcom chosen to deliver MIS services to 1,100 schools in Northern Ireland

In 2022, the Education Authority (EA) Northern Ireland tendered to replace the School Management System in all their 1,100 schools and expand to other educational settings. With the EdIS Strategic Partner and School Management System, EA has secured the implementation of a world-leading, cloud-based, functionally rich solution to replace the current on-premises solution. New benefits will be tailored and customised for Northern Ireland's Education sector in order to enhance the functions that schools currently utilise.

The comprehensive procurement process completed in December 2023 sees Bromcom play a key role in the overall solution delivery alongside a range of partners.

The objectives of Bromcom's One-Stop shop solution include:

- Putting the learner at the centre of the service
- Enhancing stakeholder communication across the education sector
- Supporting improved collaboration across all schools and stakeholders
- Reducing duplication of data and the administrative burden of the system for all users in Northern Ireland

The goal of the project is to provide high quality, sustainable, core education technology services to schools and to ensure that they are appropriate to meet the current and future needs of school children, young people, teachers, school leaders, parents, and guardians in Northern Ireland.

Bromcom AI

The Future Of Cloud MIS



Last year at Bett 2023, we officially debuted the UK's first AI powered MIS assistant, Bromcom AI.

Fast forward to Bett 2024, and Bromcom AI has now helped with tens of thousands of queries, saving countless hours for our wonderful users. But how?

Open AI integration

Harnesses the AI features offered by Microsoft Azure and Open AI to provide secure access to AI models.

Integrated within the MIS

By your side to support and streamline key tasks such as communication, reporting and lesson planning.

Multi-lingual capabilities

Uses the power of the Large Language Models to provide accurate text translation to various other languages, in seconds.

Bromcom AI has several key features that set it apart from traditional school management systems. These features and impact on the school life include:

- **Intelligent Data Analytics:** Bromcom AI uses AI to analyse large amounts of data in real-time, providing school leaders with valuable insights into student performance, teacher effectiveness, and overall school operations
- **Predictive Analytics:** Bromcom AI can predict future student outcomes based on current data trends, allowing school leaders to intervene and provide targeted support to students who may be at risk of falling behind

- **Automated Reporting:** Bromcom AI can automatically generate reports on student performance, teacher effectiveness and other key metrics, saving school leaders valuable time and resources
- **Streamlined Communication:** Bromcom AI offers a central platform for communication between school staff, parents, and students, making it easier to coordinate efforts and keep everyone informed with added benefit of breaking down language barrier

Check out our full Bromcom AI product portfolio by scanning the QR code above.

Trusted by over **3.3 million** users within the education community.

Since the start of 2023, 407 schools switched from their existing MIS over to Bromcom.

Thanks to our diligent onboarding & training processes, coupled with intuitive software that can be used anywhere, anytime, from any device, schools can hit the ground running when they choose Bromcom.



3.3M+
Users



1.1M+
Students



214k+
Staff



2100+
Schools





Find the right package for you

Our versatile cloud MIS solution can be tailored to suit a variety of different scenarios or establishment types, including but not limited to:

- Nurseries
- Primaries
- Secondaries
- Academies
- All-throughs
- Local Authorities
- Single/Multi Academy Trusts
- Pupil Referral Units
- Alternative Provisions
- Special schools



Standard

- ✓ Core MIS
- ✓ Attendance
- ✓ Assessment
- ✓ Reporting
- ✓ Dinner
- ✓ Clubs & Trips

Plus

In addition to Standard:

- ✓ Analysis
- ✓ Classroom Management
- ✓ Student Portal
- ✓ Communication
- ✓ Primary Tracker
- ✓ Parent & Student Portal

One Stop Shop

In addition to Plus:

- ✓ Parent Portal Plus
- ✓ Safeguarding
- ✓ CPD
- ✓ Google Integration
- ✓ Office365 Integration
- ✓ Advanced Reporting & Analytics
- ✓ Options



The Bromcom Difference.

Not all MIS are created equal, and it is important to understand what you are getting with Bromcom that other suppliers may not be able to offer.

We are proud to have developed the most comprehensive cloud-based MIS and Finance solution on the market.

Module	Bromcom	Arbor	Scholar Pack	Iris	Juniper	RM	SIMS
Core MIS	✓	✓	✓	✓	✓	✓	✓
Timetable	✓	✓	✗	✓	✗	✗	✓
Exams	✓	✓	✗	✓	✓	✓	✓
ePayment	✓	✓	✗	✓	✓	✓	✓
Trips and Clubs	✓	✓	✓	✓	✓	✓	✓
Meal Management	✓	✓	✓	✓	✓	✓	✓
Teacher App	✓	✗	✗	✓	✓	✗	✓
MAT Access / Reporting	✓	✓	✓	✗	✓	✓	✓
Parent Comms	✓	✓	✓	✓	✓	✓	✓
Assessment	✓	✓	✓	✓	✓	✓	✓
Finance	✓	✓	✗	✓	✗	✓	✓
Safeguarding	✓	✓	✗	✗	✗	✗	✗
Seating plans	✓	✓	✗	✗	✗	✗	✗
HR	✓	✓	✗	✓	✓	✗	✗
Power BI	✓	✓	✗	✗	✗	✗	✓
365/ Google integration	✓	✓	✗	✗	✗	✗	✓
Student Portal	✓	✓	✗	✗	✗	✗	✓
Shared 6th Form	✓	✓	✗	✗	✗	✗	✗
Shared Campus	✓	✗	✗	✗	✗	✗	✗



Product focus: MIS



Following decades of evolution, our market-leading cloud MIS solution is the perfect platform to help schools achieve success. Below, we list just some of the key features that our MIS offers to streamline daily processes for our users.

Teacher Dashboard

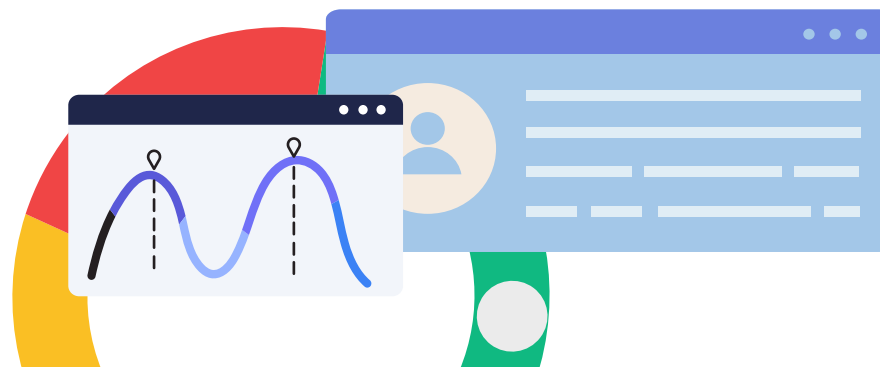
Our Teacher Dashboard provides teaching staff with all the essential functions and features they need at their fingertips. Log behaviour events, contact parents, take a dinner register, view timetables and much more, all with a single click.

Integrated AI

Our AI personal assistant, Bromcom AI, can draft emails, translate text, obtain statistics, identify trends, create lessons plans and more, saving you crucial time for student engagement and teaching.

Benchmark Data

Bromcom gives you the ability to benchmark data, both against national standards and in-house data. Compare and contrast historic statistics from your maintained School. Assess the differences between key pupil groups across academies or take a deeper dive and examine the changes in progress over the last few years in a particular subject.



Bromcom Apps

To support our market leading MIS, we also offer 3 intuitive apps that give teachers, parents and students a bitesize version of Bromcom on the go. Available for IOS and Android devices, parents can communicate with schools, teachers can take registers or send alerts and students can submit homework or view reports, and that's just the tip of the iceberg.

Push Notifications

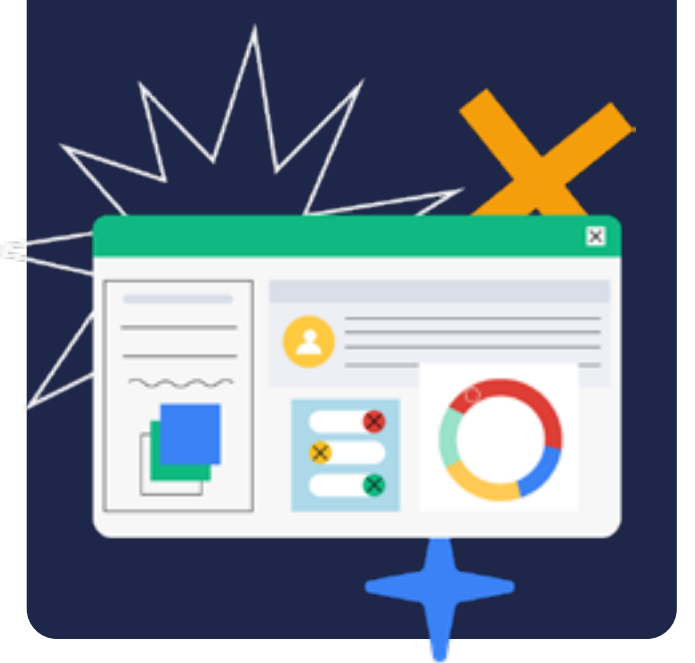
We allow you to deliver information in an instant. Our Push Notifications can be sent to primary caregivers through our MyChildAtSchool app, meaning you can share vital information about individual pupils or the entire school cohort without incurring the cost of an SMS Message.

Options Module

The newest module in Bromcom's repertoire provides secondary schools with the platform required to roll out and manage GCSE or Post-16 Options. Create an interactive setup with rules in place such as '*select 1 subject from each group*', or you can provide an Options Form for students to complete and submit in their own time.

Walk through tool

Within our MIS, a 'Need Help?' button can be found, which contains links to training, guides, and interactive walk-throughs. Simply find or search for the process you want, click on the walk-through and Bromcom will guide you through every step, ensuring mandatory fields and key data are completed.

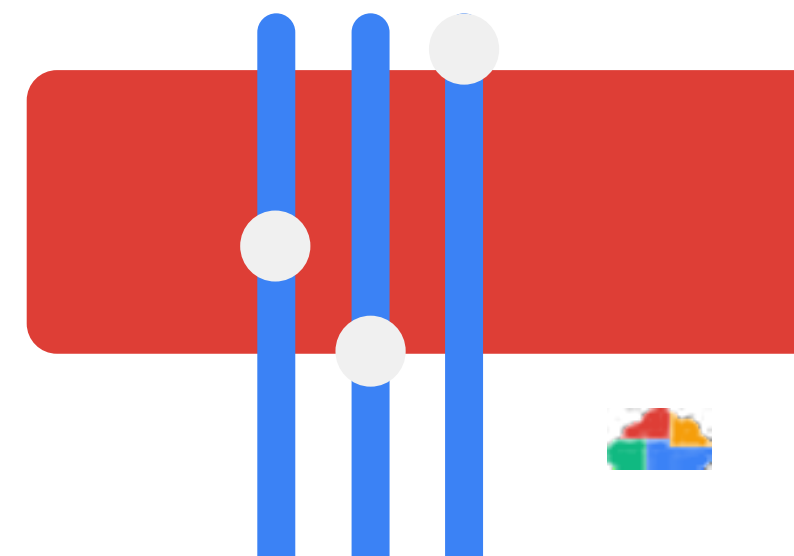


Intuitive Dashboards

To maximise visibility and accessibility, Bromcom MIS offers various live Data Dashboards, including Attendance, Safeguarding, KS2, KS4, KS5 & Budgeting. These allow for data drill downs and present crucial data in an appealing format.

Virtual or on-site training

The beauty of our all-in-one MIS is the support we provide alongside it. We have a plethora of training material like user guides, online courses and video demonstrations. Our Training team regularly conduct recorded Webinars (up to 3 hours) to demonstrate entire processes or Modules. For an additional cost, there is also the option of requesting a trainer to visit and deliver on-site training.



The Most Adaptable Solution On The Market



★★★★★ Customer Rating: 10/10

Bromcom has truly exceeded our expectations! We're thrilled to give it a 100% rating. It's a significant improvement from the SIMs we used previously. The intuitive interface and effortless installation make it stand out. Overall seamless experience. We wholeheartedly recommend Bromcom for its user-friendliness and smooth integration.

Stephanie Hinksman
School Business Manager
Riverside Primary School



★★★★★ Customer Rating: 10/10

The project to onboard 53 Oasis Academies to Bromcom in three months has been an overwhelming success. Working closely in partnership, we were able to deliver complex data migrations ahead of schedule.

Jim Gardner
Head of Strategic IT Projects
Oasis Community Learning



★★★★★ Customer Rating: 10/10

Our partnership with Bromcom has been game changing, a breath of fresh air. From start to finish, the process was smoother than I could have hoped for, and we are now in a place where all our schools are collaborating and helping each other, rather than depending solely on our support

Ollie Burnett
Systems Lead
Coventry City Council



★★★★★ Customer Rating: 10/10

One of the things, is the third-party functionality. So long term across the trust where you're not having to pick up different contracts and you can run them down, that was a real beneficial thing that we could see generating savings in the long run so that we could put more of that money into the education pot for the kids.

Kam Baines
Headteacher Designate
Thames Park

Case Study

Transforming Primary Education in Liverpool



A cluster of Liverpool schools transitioned to Bromcom in the past year, with the aim of having an integrated MIS that could streamline operations and enhance efficiency. Among this group were two distinguished Catholic Primary schools – Our Lady of Good Help and Our Lady of the Assumption.

We caught up with their respective MIS leads, Lynn Hopwood (Office and Facilities Manager), and Maureen Russell (School Business Manager), to talk about their journeys with Bromcom and find out what a change in MIS and Finance systems has meant for them.

The selection process

With SIMS contracts coming to an end, Liverpool council advised schools in 2022 to research and choose their preferred MIS supplier. With the support of the local business management association, Our Lady of Good Help and Our Lady of the Assumption independently assessed various MIS solutions and saw demonstrations from different suppliers.

For Lynn, Bromcom was a clear winner, particularly due to its fully integrated Finance solution, which is a ready-made replacement for FMS: "Both the head teacher and myself looked at it independently and Bromcom just stood out for me, mainly for the Finance side

of it. It was so easy and user friendly. It's a busy office here and I just needed something that wasn't going to take me months to get accustomed to."

The head teacher loves it because he can find all the reports and info he wants really easily.

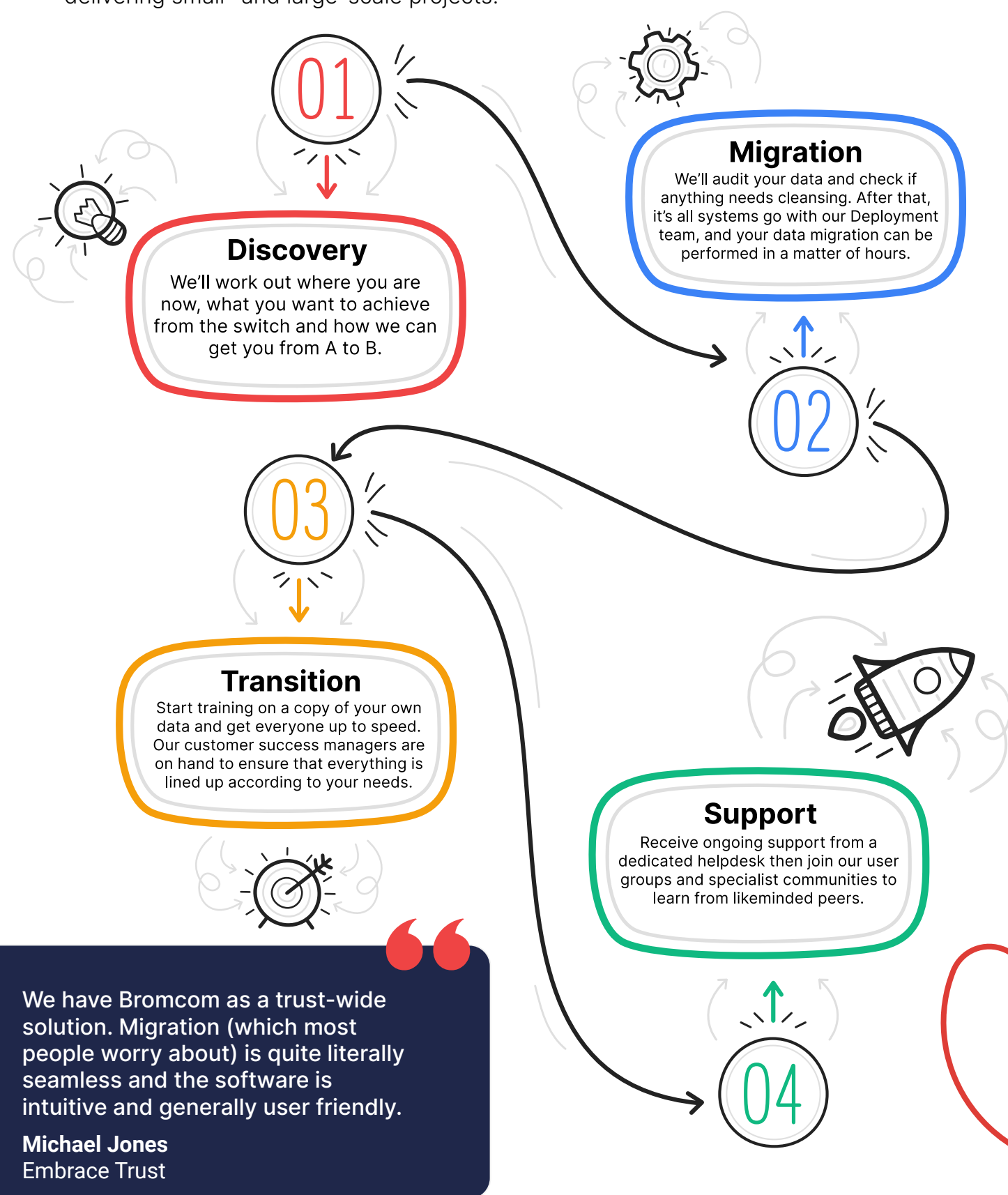
For Maureen, Bromcom's comprehensive offering was a compelling factor: "It looked easy to use and to get the information you needed, you had it all in one system. You just buy one system and you've got everything – you haven't got to buy a separate Finance the way you do with other suppliers."



Your journey to Bromcom

Data Migration

Bromcom's migration team are some of the most experienced figures in the MIS industry and all our project managers are PRINCE2 trained, working to this and agile methodologies, with a combined knowledge base and experience of well over 50 years delivering small- and large-scale projects.



The Working Life Of Teachers, How Can We Reduce Workload?

By Fergal Moane

Outgoing schools minister Nick Gibb, who has served in this role for 10 of the past 13 years, has undoubtedly been very influential for schools in England. From overseeing a dramatic expansion in the academies programme to the push behind phonics and the 'knowledge-rich' curriculum, Mr Gibb has been at the helm and should be credited with a clarity of vision, even if you disagree with the policies. Mr Gibb published an interview with the **I newspaper** in 2023 that was almost a valedictory speech, but included the admission that teachers will need to be paid more in order to avert a recruitment and retention crisis. It is a shame that he was not a stronger voice for this when in charge!

But with 2024 schools funding only growing at 1.9% and inflation still running at 4.7%, this suggests a very tight pay round to come, and it seems unlikely that a further tranche of HM Treasury cash will be available to make step change in teacher pay. So how can school leaders try to retain the staff they have and recruit the ones they need? The Department for Education is due to update their **recruitment and retention strategy**, last updated in 2019, so we must wait a little longer to see what is planned centrally. Recruitment continues to fall well short of targets in most areas, as the **NFER Labour Market report** underscores.

One thing that school leaders can act on right now is to making work/life balance for teachers and staff more manageable during term time.

This DfE report into the working lives of

teachers and leaders survey was carried out in spring 2022 with state schools in England. Two-thirds of teachers (66%) reported that they spent over half of their working time on tasks other than teaching, rising to 77% of secondary teachers. Most teachers and leaders disagreed that their workload was acceptable (72%) and that they had sufficient control over it (62%). As **SchoolsWeek** reported, progress on workload reduction after the 2015 'Workload Challenge' and 2018 Toolkit seems to have stalled, and workload of school leaders actually increased since 2019.

The DfE have created a workload reduction taskforce (September 23) with the aim to reduce workload by five hours per week over the next three years. There isn't a date yet published for this team's conclusions, but there was a very useful review conducted by Richard Churches and Rachael Fitzpatrick from the Education Development Trust that was published in July 2023 called **'Workload Reduction in schools and England'** that I have drawn from to make suggestions on how data, EdTech, AI and Bromcom may begin to make some inroads into reducing workload for teachers and leaders:

- **Data Management**
- **Feedback and Marking**
- **Curriculum Planning And Resources**
- **Behaviour Management**
- **Communications**

For full, in-depth detail on how Bromcom MIS assists with the above and helps reduce Teacher workload, read the rest of my blog by scanning the QR Code!



Hear from the team

In the next section, department leaders from within Bromcom share insights from their respective departments and look ahead to what the market holds for 2024.

Technical Developments <i>Zarina Khan</i>	Page 17
Strategic Partnerships & Bromcom AI <i>Fergal Moane</i>	Page 18-19
Schools and Academies <i>John Condon</i>	Page 20-21
Multi Academy Trusts <i>Jason Pattinson</i>	Page 22-23
Local Authorities <i>Dave Leaker</i>	Page 24-25
Bromcom Community <i>Darren Moody</i>	Page 26



Technical Development Roadmap

By Zarina Khan

Throughout 2023, our development team have been listening to feedback and working hard to enhance our MIS solution even further. Below are just some of the features that we delivered in the last 12 months.

Latest Product Updates in 2022/23

- **New** - Integrated Timetable
- **New** - Single Central Record
- **New** - Create bespoke online forms/surveys
- **New** - Staff/Student Pronouns
- **Student Portal/MCAS** – enhancements to include Fine Assessments.
- **Document Management** – Improve Search mechanism, introduce Shared Folder concept.
- **Power BI** – MAT Analytics enhancements to include Staff and Finance and Improve UI/UX.
- **MAT Finance** – DfE API, Credit Card Refunds, support of multiple Purchase/Sales Ledgers.
- **MAT Vision** -
 - Admin Settings, Whole Trust Communication and Transfer of Students.
 - Central Management Distribution of Behaviour and Dashboard Enhancements including Behaviour and Detention as well as other improvements.

- **School Finance** – Work began in the latter part of the year to make further improvements in the school Finance module.
- **Integrated Timetable** - Initial release went out early December, further enhancements to do auto scheduling is planned in early 2024.

Planned developments in 2024

After listening to our users over the past year, we have noted the requests and are focused on improving the following areas;

- **Vision/Power BI** –
 - Centralising the system more at Trust/LA level.
 - Finance dashboards and oData end points.
 - Improvements of sharing information centrally.
- **MCAS** – Improvements in MCAS such as better communication between parents and school.
- **Clubs and Trips**
- **SEND**

Over the coming 11 months, our technical 2024 Roadmap will begin to take shape and we are very excited to bring many highly requested changes to our users. To view our full 2024 Roadmap, scan the QR Code below.





Strategic Partnerships

Bromcom AI

Fergal Moane

I've joined Bromcom after my earlier career in technology at investment banking and the past 15 years spent as a teacher, leader and headteacher in English state schools. My team is part of Bromcom's commitment to working closely with schools and MATs and how we can align our product development to your needs.

Plans for 2024

As well as the Roadmap for 2024 that announces the substantial product developments across our suite of products, my team continues to feed client requirements to the software team to ensure that new developments are relevant, features are added, and any glitches resolved. There are two initiatives in 2024 that will secure this:

1. A dedicated development team to work on existing customer requirements. These will include small items from our Ideas Portal (e.g. making clubs/trips and detentions more visible to students, parents and teachers) as well as more substantial items such as a reengineering of our mobile apps for parents, students and teachers to improve their functionality and reliability.
2. 'Quality2024', an initiative that stretches across the whole organisation, from the sales and onboarding processes to renewed commitment to software functionality and reliability, backed up by outstanding customer support.

2023 – The Year of AI experimentation

Bromcom became the first AI-powered MIS system with the integration of Chat

GPT features, accessible from all parts of the system, in Spring 2023. Harnessing the features offered by Microsoft Azure, Bromcom AI allows secure access to the large language model offered by Chat GPT, offering roles and permissions, auditing and the commitment that data is not used to train the models, making this far more suitable for school use.

In 2023, we also integrated AI into some of the key workflows in the MIS. Anyone can benefit from AI support in the communications module, from quick letters to emails and SMS messages, and with multi-lingual support from the outset.

We also thought about teacher workload and how AI can help with planning and resourcing. Bromcom AI can provide support for creating lesson plans, homework assignments and quizzes. In a matter of moments, the AI can generate a set of lesson topics with accompanying resources, or a quiz with answers that can be instantly assigned to students to check their understanding and that will be automatically marked.

2023 also saw the publication by the Department for Education in England of their guidance document for using Generative AI in schools. This balanced advice is the starting point for any policy design in school and ensures that staff and students consider the ethical implications of using AI and has 'human at the centre' to mitigate against the hallucinations that AI sometimes has. The Joint Council for Qualifications (JCQ) also published guidance on the appropriate use of AI in assessment to avoid malpractice.

2024 – The year of AI breakthrough

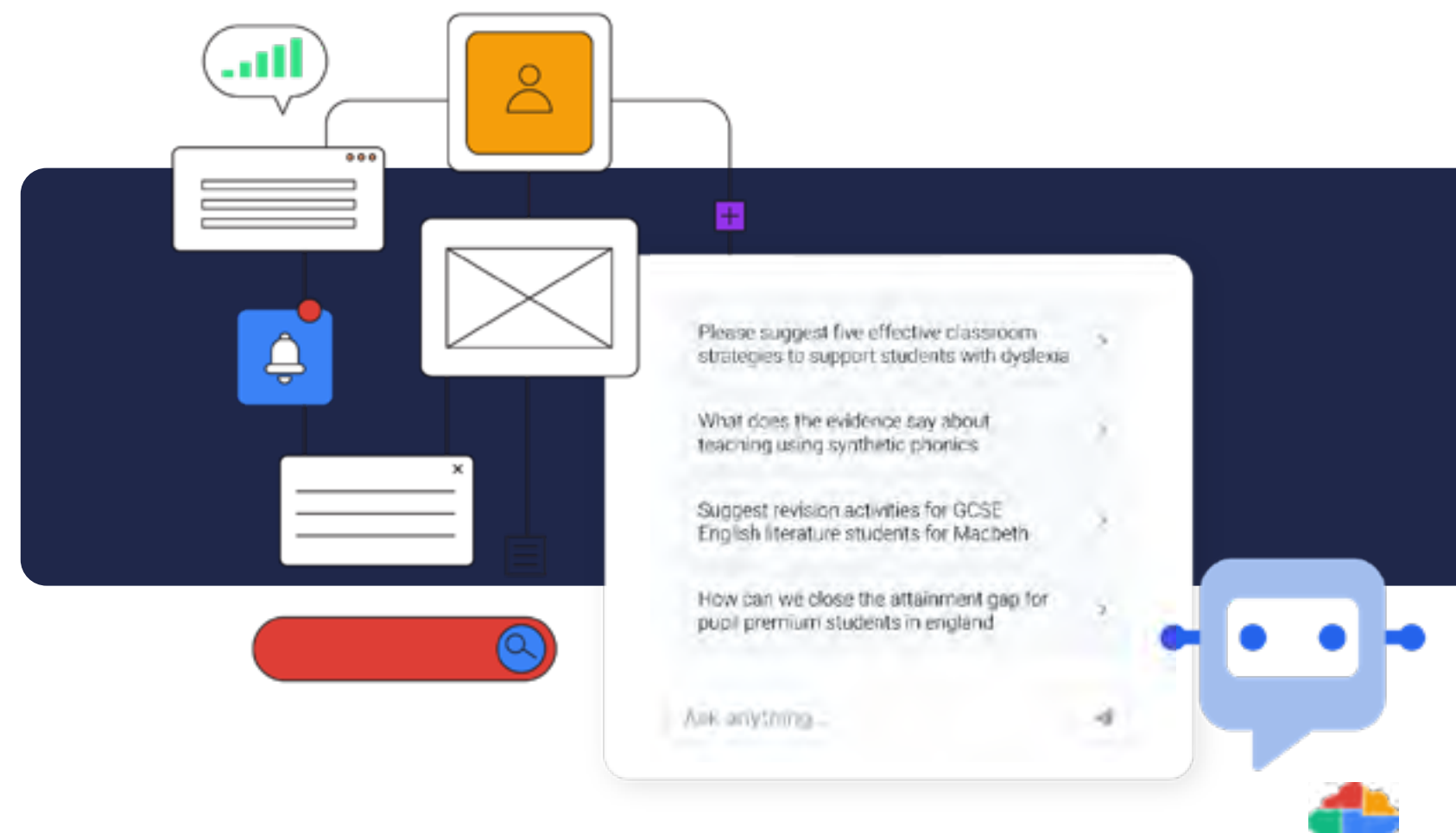
In January, Bromcom will be opening up AI for school data for a limited set of trial users. This harnesses the natural language power of AI to be applied to school data, allowing a much easier dialogue to discover actionable insights about your schools. Finding out which pupil premium students are in detention this week, or who the students in year 10 that have less than 80% attendance are simply one question away. The unique design means that no data ever leaves the Bromcom database,

so you can be assured that GDPR and Safeguarding are fully observed. We will also provide further time saving support to teachers in analysing assessment data and providing support for written comment writing in termly or end of year reports.

The set of tools on offer to teachers is set to explode (check MagicSchool.ai or Diffit.me to see what is possible right now!) and schools will catch up with policy frameworks that will facilitate safe and appropriate use in schools.

"Schools themselves must seize the initiative to ensure rapidly developing generative AI technology is in the interests of learners, because schools cannot rely on or trust anyone else to do it for us. We slept on social media; teachers must help to shape AI."

Sir Anthony Seldon, Historian, Biographer, Head of Epsom College and Founder of AI in Education, a globally pioneering cross sector body committed to ensuring that AI benefits everyone involved in education.





Schools and Academies

John Condon

How the market looks for 2024

I've seen a fair few "upheavals" in the MIS sector during my quarter century at Bromcom. The inception of the various government frameworks to make things easier for schools, the Building Schools for the Future scheme, the scramble to provide schools with MIS services over the pandemic. All of that seems to pale in comparison to where we now find ourselves. The situation being created by the wholesale drive of schools away from an incumbent supplier through the management action of the aforementioned supplier.

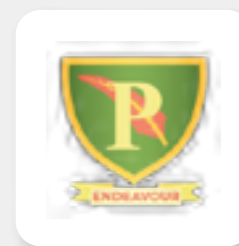
Whether you agree with the decisions of that group or not,, you cannot argue that it hasn't been the engine behind some of the greatest churn in EdTech in as long as I can remember. The historical glacial pace of change in our industry has been replaced with a pell mell rush towards the open sea. It doesn't seem likely to slow either, with Support units being told that their relationship with the supplier will be changing and schools being encouraged to extend already stretched contracts in the promise of a software revolution that

is almost a decade in the making. Schools have some important changes to consider in the coming terms and we are ready to listen, act and deliver.

Buy Back offering

We've never considered cost to be a barrier to change, for a school that wants to implement a better MIS there should be as few reasons not to move as possible. The cost of your incumbent system is one of those costs you need to consider, and a lot of people look at that as a reason to not move, or to only consider moving when their existing contract is approaching its end.

We want you to get your preferred MIS in place as quickly as you want, whether this is at the end of your contract cycle or not. So, simply let us know what your existing supplier contract is going to cost for the remainder of your contract term and we will take that off the charge for our own top level, One-Stop Shop solution. So to confirm, you'll be getting back all of the extra charge you would have otherwise been handing over to your existing provider AND getting to engage with a modern, feature rich MIS.



Case Study

How Bromcom helped Penns Primary School manage their MIS and Finance in the Cloud

Why Bromcom

The Penns Primary school team decided to move to Bromcom as they found it easy to use and – importantly – it had an all-inclusive and fully integrated Finance package. Aspects of the Bromcom offering which were especially useful for staff included:

- The ability to communicate with different groups of parents, or individual parents, at the click of a button
- The 'My Child at School' portal, which enabled extremely smooth planning of parents evening
- The impressive support provided by Bromcom, which was available via email and phone.
- Bromcom's support portal, which enabled the school to log in and access training resources whenever required
- Additional functionality that retained similarities to the legacy system, making it familiar to end users

Bromcom support, coupled with a user-friendly interface made the change much more manageable.

Finance

Bromcom's Integrated Finance solution has proven to be a game changer for schools across the country, and when Penns Primary were looking at options its benefits stood out. They wanted a system that provided increased financial control across the board, and functionality such as online payments

and the ability to post invoices and get reports, which had not been possible with their previous system.

Following Penns Primary's switch to Bromcom, we caught up with them to find out how they have benefited from their new cloud Finance system.

Q – Which features about Bromcom Finance appealed to you the most?

A – What we like most about Bromcom Finance is that is easy to use and is integrated with the MIS System, meaning we have everything in one place

Q – Since using Bromcom Finance, what are the most tangible advantages?

A – Our financial control is much better all round. We have a clearer picture of what is going on and can quickly trace transactions back to the source because everything is under one roof.

Q – How did your previous Finance solution/product compare to Bromcom Finance?

A – My previous system was outdated and very difficult to use. The lack of functionality and flexibility are what drove us to seek an alternative solution, which is when we landed on Bromcom.

Q – How supported did you feel during the Finance training and implementation processes?

A – We felt very supported. We had very good training and support from Bromcom, specifically Janine Prosser, who I know I can contact if I ever have questions. The training showed me everything I need to get started, and I am now totally self sufficient.





Local Authorities

Dave Leaker

We have a team of professionals dedicated to building and maintaining relationships with both Local Authorities and Support Teams, having all been involved in various roles with both throughout our careers. We understand the challenges currently facing many support teams and can reassure teams that we want to work with you, not against you, and would also like to help you retain and grow your current business.

Support Centres

There is a lot of uncertainty for support teams regarding the longer-term plans for support of SIMS Next Gen which, coupled with ESS marketing of its own support and move to direct contracts, has caused SSUs we have spoken with to feel uncertain about their role. ESS has also stated that SSUs may not provide document stores or databases, code, data structures, links, so all migration must use ESS-approved APIs and processes. SSUs must also discourage or prevent schools from similar sharing and notify ESS if they become aware of it. This may or may not be intended to create switching friction, but we are confident we will continue to welcome those schools that want to make a change. At Bromcom, we are in favour of an open and competitive market. We also believe in the quality and added value of local support teams and want to work in partnership with you and your schools. We already work with thousands of schools and academies across the UK, providing them with a complete MIS and fully integrated Finance solution, and currently have many successful partnerships with LAs and support teams to deliver these services.

Finance

Our integrated Finance solution continues to go from strength to strength, and in 2023 we were delighted to be awarded the contract to provide financial management software to all maintained schools in Brighton and Hove Local Authority. Onboarding of these schools has already begun in readiness for April 2024. If your LA Finance team would like more information on how our solution can improve data flow between schools and the LA, please contact us to discuss further

Partner Accreditation

We are starting to work with more and more support partners, and place huge value on these partnerships as we see them as an important part of our future success. We have had the pleasure of attending many events alongside LA teams and support partners over the last 12 months. Members of the team have visited various locations across the country, including Kent, Hertfordshire, Birmingham, Leicestershire, Liverpool, Newcastle, and various parts of Wales too. We are currently in the process of updating our free accreditation schemes for MIS and Finance to ensure we are providing the best support to our partners so that they in turn can continue to provide their valued support to Bromcom schools. We would welcome the opportunity to speak to you about how we can work together to provide a high-quality proposition for your schools and help secure your support team's future in the process, so please contact us to arrange a meeting.



Case Study

Coventry City Council: Embracing Change With Bromcom

At Bromcom, we are known for innovation & ground-breaking partnerships, and our 2023 collaboration with Coventry City Council is no different. Together, we were able to migrate 45 of their 60 schools from SIMS to our own solution in a 3-week period – one of the largest projects of its kind ever undertaken in the UK.

Our partnership with Bromcom has been a breath of fresh air. From start to finish, the process was extremely smooth.

The benefits of Bromcom

All 45 maintained schools in the LA are now taking advantage of the cloud-based nature to enable teachers to take registers and access key information about students when they are out on school trips, allowing staff to work from anywhere, which was not possible with their previous MIS.

Many Coventry schools used SIMS before, which is a local application, and its performance would vary depending on each machine requiring lengthy updates, while our cloud updates are carried out periodically and do not affect our users in any capacity.

What prompted the change?

Our partnership with Coventry CC began in May 2022, when Bromcom emerged as the

winner of a robust procurement process. Systems lead, Ollie Burnett, was the leading figure from the LA and we worked together to ensure the project was a success.

When presenting to an audience at our 2023 Shard event, Ollie stated the need to provide direction to their maintained schools, who were considering their options due to inflexible future contracts being offered by SIMS. Schools with the capacity to move then unanimously voted in favour of an LA (Local Authority) lead procurement process.

A key part of the process for Ollie was to ensure each school were heard and had representation throughout. This culminated in a 'working party' of users being formed and submitting individual scores for each tender to EverythingICT, who recommended Bromcom's One-Stop Shop solution as the best option.

Bromcom's One-Stop Shop solution means we've saved money across the board on third party bolt-ons.

Once Bromcom was selected, our tailored training & onboarding process meant schools attended training together at reduced cost and subsequently require less ongoing support. We also provided numerous on-site setup visits at no cost and bespoke webinar sessions for key areas like Behaviour/ Census.





Multi Academy Trusts

Jason Pattinson

The Market

Having been at Bromcom for over 30 years, I am very proud to say that 6 of the 10 highest performing MATs in the country are currently using Bromcom MIS. This is in large part due to the flexibility and comprehensive features our software offers, including Vision, Power BI, MAT Finance, MAT HR and many more.

As we look ahead to 2024, we anticipate more SATs and MATs to be formed, as maintained schools go down the route of academizing. This in part due to lack of council funding in areas around the country, and due to schools seeking financial security.

That's why Bromcom is committed to providing a cost-effective MIS solution for SATs and MATs, to help you control your data and operate more efficiently. We deliver this in many ways, with the two most popular methods listed below.

- **TCO Calculator** - Our free TCO Calculator tool allows Trusts to see exactly how much Bromcom will cost them prior to switching, and how much they can save, with no unwanted surprises or fees later down the line. The price calculated is the price you will see when your quote arrives.
- **Buy Back Offer** - Our Buy Back Offer makes it even easier to leave your existing MIS provider. In a nutshell, we'll apply the amount you owe them as a discount to your Bromcom contract over 5 years. This means if you owe £5,000 to your current MIS provider, we will apply a £1000 discount to your Bromcom contract every year for 5 years.

Bromcom Events

2024 promises to be another exciting year for MAT events, with some amazing networking and engagement opportunities at no cost!

- **MAT Forum (Feb 29th)** - Leap into action and sign up for our exclusive MAT Forum webinar, themed around 'How Bromcom supports inspections', with keynote speakers from around the country providing nuggets of MIS wisdom.



- **Shard 2024 (June 12th)** - Our annual Shard event for MATs & LAs takes place in London's most iconic building, under the glorious summer sun. Register your interest early to secure a spot at our most in demand event of the year.



Case Study Corinium Education Trust: Taking The Plunge

Corinium Education Trust is a growing and forward-looking multi-academy trust based in Cirencester, Gloucestershire. It is currently comprised of a large mixed secondary school and three primary schools.

Corinium decided to move away from their legacy on-premises MIS during 2022 and knew that they wanted the flexibility and cost savings associated with a cloud-based MIS.

However, the first cloud MIS that the Trust selected - Arbor - did not meet the school's needs, and lacked the functionality/flexibility required to meet the overall Trust aims.

After a series of Bromcom deep-dive demos, the move proved too tempting to resist.

A second change in the space of 12 to 18 months

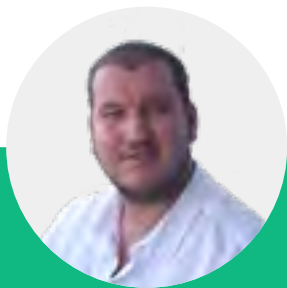
Having taken the very difficult decision to make yet another move, the Trust approached Bromcom in June 2023 to procure the One-Stop Shop package for all four schools, and the MAT Vision package to deliver the data that the central Trust team needs. The comments 'With Arbor we are on our knees' and 'It is like death by a thousand cuts' were being used during this process, articulating the frustration and difficulties experienced with Arbor, hence the desire and justification for changing providers a second time, within the space of 12 to 18 months.

I'm very grateful to the Bromcom team for the high level of support they provided for our schools, given the ambitious migration timeline

The timeframe to move all four schools before the 31st August deadline was ambitious, but the Bromcom onboarding and migration team swung into action and made sure that the schools were up and running with the core system for the start of the new term. Key to this was the project management from the onboarding team and the close involvement of the Bromcom Customer Success manager in ensuring that training was organised and any last-minute hitches with data or configuration were resolved in the first few days on the new system.

A key benefit of Bromcom for the Trust will be the use of MAT Vision to give visibility of key metrics and benchmarks to the leadership group, governors and trustees. This includes the ability to see metrics such as student absence, behaviour and attainment and staffing data in real time. The trust is considering how governors might benefit from permission-controlled access to Vision to be able to monitor KPIs dynamically rather than static reports generated at a moment in time. The ability to drill down to see underlying data and causes is a capability that will add significant value to Trust governance.

"Moving to Bromcom has been a breath of fresh air"



The BromCommunity

Darren Moody



To learn more about the Bromcommunity;

Scan me!



The Bromcom Community is our bespoke forum, exclusively for Bromcom users. Having ascended to 5000 members since its inception in 2021, the Bromcom Community has become a thriving platform, where members can find advice, solutions & information, from others in the same position at other establishments.

With designated topic channels, Web Wednesday training sessions and lots of daily activity, the Bromcom Community is a MUST HAVE for new & established Bromcom users alike.

Darren – ‘Having shot up like a rocket, the community has now become the user-driven, self-sufficient platform we envisaged. We still engage & provide updates from within Bromcom on a regular basis, but 9 times out of 10, answers & information are provided by the users themselves.


Our Bromcom champions like Elaine Harper & Marc Coyles do a sterling job of helping throughout the day & making sure those new to Bromcom are welcomed nicely. The community will continue to move forward, and we encourage all Bromcom users to get involved’.





Frameworks & Partnerships


Frameworks


Bromcom have established themselves on several Frameworks in recent years, with more on the horizon, including;


 Kent Framework


 Telford and Wrekin

 Hackney

 Herts for Learning

 Everything ICT

 CCS G-Cloud

 North Yorkshire

New partnerships

Here are just some of the key partnerships we have established with Trusts over the past year:









Brighton & Hove City Council (Finance)	62 Establishments
Coventry City Council	45 Establishments
Diocese of Ely MAT (DEMAT)	40 Establishments
Ark Schools (Primary)	39 Establishments
Cabot Learning Federation	25 Establishments
Pathfinder MAT	12 Establishments
Bordesley MAT	6 Establishments
Corinium Education Trust	4 Establishments



Let's Improve Education Together.

Now you have all the information you need,
it's time to take a test drive.



020 8290 7171



sales@bromcom.com



bromcom.com

**To begin your Bromcom
journey, scan the QR Code
below**

