



**BUSINESS  
MANAGERS  
VICTORIA**

**BUSINESS LEADERS IN STATE SCHOOLS**

# Summary of Business Partnership Options

BMV Partnership Options & Benefits 2020/2021:	Platinum \$50,000 (plus GST)	Gold \$30,000 (plus GST)	Silver \$20,000 (plus GST)	Bronze \$15,000 (plus GST)
<b>Endorsement &amp; Advocacy</b>				
Exclusivity within industry category	✓ Not including annual state conference	✓ Not including annual state conference	✓ Not including annual state conference	✓ Not including state conference and state and regional meetings
Meeting with BMV President &/or VP to support your business area with education insight/feedback (initiated by Business Partner)	✓	✓	✓	✓
Logo on BMV email signature/s	✓	✓	-	-
Permission to use BMV logo	✓	✓	✓	✓
Descriptor on BMV Website & Link to Business Partner Website	✓	✓	✓	✓
Logo included in e-Bulletin	✓	✓	✓	✓
<b>Professional Practice</b>				
<b>Committee Meetings</b>				
Attend and provide brief introduction at BMV meetings (initiated by Business Partner)	✓ (3)	✓ (2)	✓ (1)	✓
Regional meetings (initiated by Business Partner)	✓ (1)	-	-	-
<b>State Meeting</b>				
Attend State-wide General Meeting lunch	✓ (3 guests)	✓ (2 guests)	✓ (1 guest)	-
Exhibition display	✓ (priority area)	✓	✓	- (additional costs apply)
Logo included on meeting agenda and President presentation	✓	✓	✓	✓
Presentation to members	5 minutes	-	-	-
<b>Annual General Meeting</b>				
Presentation to members at AGM	10 minutes	5 minutes	(Handout distributed)	-
Logo included on meeting documents at AGM	✓	✓	✓	✓
Ability to display company banner in registration area and on speaker platform at AGM	✓	✓	✓	✓
Invitation to AGM lunch	(4 guests)	(2 guests)	(1 guest)	(1 guest)
<b>Annual Leadership Conference</b>				
Exhibition Booth	✓ (Premium position)	✓ (Business Partner area)	✓ (Business Partner area)	-
Conference registration/s	4	3	2	-
Presentation to delegates	✓ (3 minutes)	✓ (90 sec video presentation)	-	-
Logo and advertisement included in conference handbook	✓ (Premium position)	✓	✓	✓
Advertisement in conference satchel insert	✓	✓	✓	✓
Advertisement in conference App	✓	✓	✓	✓
Permission to display company banner in main meeting area/room	✓	✓	✓	-
Invitation to attend social events	✓ (3 guests)	✓ (2 guests)	✓ (2 guests)	-
Delegate list supplied	✓ Pre & post conference	✓ Post conference	✓ Post conference	-
<b>Communication and Collaboration</b>				
Adding value Newsletter E.g. entry/ad/editorial	✓ (8)	✓ (6)	✓ (4)	✓ (3)
e-Bulletin logo representation	✓ (weekly)	✓ (weekly)	✓ (weekly)	✓
New Member Kits collateral insert	✓	✓	✓	✓
Social Media support (to be discussed)	✓	✓	✓	✓
Opportunity to send Business Partner survey link to members (initiated by Business Partner as approved via BMV President)	✓	-	-	-
Member focus group session (initiated by Business Partner and as approved by BMV President)	✓	-	-	-
Scholarships / Award program support – (Business Partners given first option, additional costs apply)	✓	✓	✓	✓
Other opportunities can be raised as negotiated with BMV President	✓	✓	✓	✓

To learn more about our professional Business Partnership opportunities please contact:

**Kristen Skinner, Sponsorship Matters** on **0423 262 665** or email **kristen@sponsorshipmatters.com.au**

**Business Managers Victoria Inc (BMV) is a growing professional association of over 900 members. We offer Education Support staff - who perform the Business, Administration, Finance or Personnel Management in Victorian Government Schools - the opportunity to be part of an Association in touch with the needs of its members.**

Our vision is to raise the profile of all Business Managers as business leaders in education, recognising their exceptional leadership, dedication and professionalism. BMV promote the highest standards of school business practices through appropriate qualifications, ongoing professional learning and effective management of resources to improve student performance.

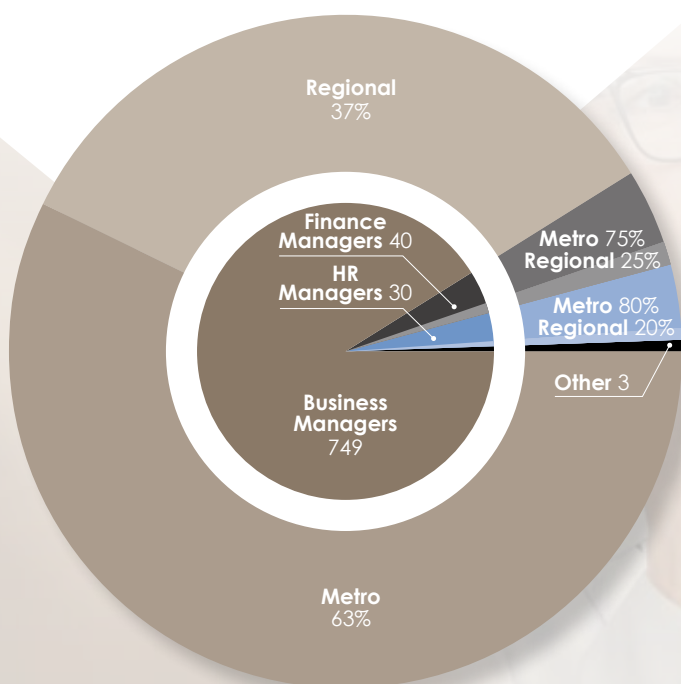
## BMV Goals

1. Raise awareness of the role and responsibilities of the Business Manager as professional school leaders
2. Increase and strengthen financial partnerships to support further professional growth
3. Develop and promote professional standards for school business leaders
4. Provide opportunities to participate in high level, structured and innovative professional learning opportunities

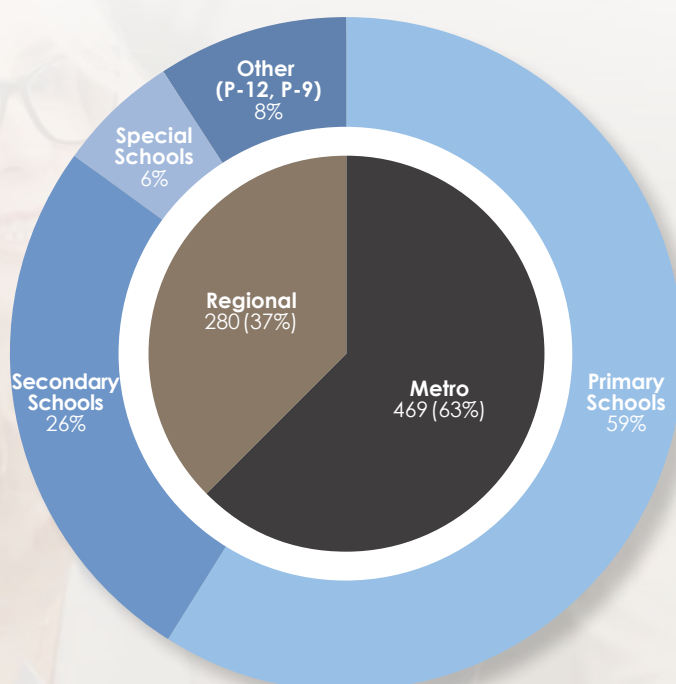


## BMV Member Profile

Members



Schools Represented



## Professional Practice

BMV is an affiliated member of the Australian School Business Leaders Association (ASBLA). We provide international collegiate networking opportunities as an affiliated member of the Association of School Business Officials International (ASBO USA and Canada). BMV has developed strong links with other professional bodies in the UK, New Zealand and Western Cape Education (South Africa).

BMV embraces all opportunities for local, national and international networking with like-minded colleagues to research and observe best practice, innovative school models, and build Business Manager Leadership capacity. This includes the Deakin University Graduate Certificate of Education Business Leadership qualification available to Business Managers.

We aim to ensure that professional standards are enhanced and maintained through the ongoing provision of high-quality professional development and training.

A key strength of BMV is the highly engaging and well attended events provided for members where they are provided the opportunity to contribute to informed discussion and debate. The collegiate nature of these meetings is highly valued by our members.

## Annual Events Calendar

Activity	Format
Regional Group Meetings	Annual 15 network groups within region
State-wide General Meeting (SGM)	March annually 1 day 250 delegates
Annual General Meeting (AGM)	October annually 1 day 250 delegates
BMV Committee Meeting	4 meetings annually
Annual Residential Leadership Conference	May annually 2.5 days annual event Over 250 delegates
Leadership Day <i>sells out quickly every year</i>	Bi-annually 1 day 200 delegates
Education Support Schools Relief Program in conjunction with DET	4 meetings annually held in regions
Scholarship Program	20 - 30 professional development membership scholarships
Awards Program	Recognising excellence and development in our profession

## Endorsement and Advocacy

The Association continually works to bring the needs of our members to the attention of DET and to pursue better support for School Administration Staff.

Inter-professional links with our Principals' Associations; Victorian Principals Association (VPA), Victorian Association of Secondary School Principals (VASSP), State Schools Relief (SSR) and School Council organisations School Governance Australia Ltd (SGAL) and Greater Schools Network continues to strengthen our stakeholder collaborations.

## Communication and Collaboration

Our Committee of Management consists of dedicated and passionate colleagues, committed to 'making a difference', they are prepared to 'look outside the square' and take that next step - wherever that may lead - to benefit our members.

BMV communicates regularly with our members to ensure collaboration and best practice.

## Communications Calendar

Activity	Format
e-Bulletin	Weekly (and daily as needed)
Adding Value Newsletter	Monthly (8 editions per year)
Annual Leadership Conference pre/post communications	November – June annually
Website	Consistent updates and information resource area / confidential members area
Network Meeting BMV Presidents Address	Twice per term

*“A Business Partnership with BMV provides a unique opportunity to engage with influential education professionals.”*



# Business Partnerships with BMV

BMV values partnerships with reputable businesses to provide mutually beneficial opportunities for BMV members and stakeholders and participating businesses.

We support our members to strategically lead and inspire high-quality **professional practice, effective advocacy, communication and collaboration**. Key business partnerships help BMV to achieve this mission and in turn offers direct access to our profession which provides insight to assist **your** business goals.

## Business Partnership Options

Four annual partnership options are available to approved businesses, *Platinum / Gold / Silver / Bronze*.

Platinum	Gold	Silver	Bronze	*Conference Supporter
\$50,000 (plus GST) p.a.	\$30,000 (plus GST) p.a.	\$20,000 (plus GST) p.a.	\$15,000 (plus GST) p.a.	A range of packages are available
Exclusive benefits across 4 school terms (excluding conference)	Exclusive benefits across 4 school terms (excluding conference)	Benefits across 4 school terms (communications exclusivity only / not at BMV events)	Benefits across 4 school terms (communications exclusivity only / not at BMV events)	One annual event only - sells out same week of launch to market
12 month partnership	12 month partnership	12 month partnership	12 month partnership	2 day event

Partnerships for two and three years can be arranged with participating businesses.

\*Annual conference sponsorship can be arranged independently of business partnerships.

## Benefits for your Business

A BMV Business Partner Agreement is based on building strong and supportive relationships and is highly respected within the education sector. The establishment of a formal agreement with BMV provides a unique opportunity to engage with a specifically targeted and highly influential audience. The partnership can assist your business to positively build brand awareness, increase demand for products and services and support your team to build trusted relationships. Business Partners receive special acknowledgement and priority at all BMV events.

*“We are delighted to be partners with Business Managers Victoria. Funds provided as a part of this longstanding relationship supports initiatives that assist Business Managers and Education Support staff through their professional development and support of their industry association. As we continue to maintain a strong relationship with BMV, we recognise that the support and trust you place in us is the foundation of our success.”*

**Adrian Wilson**  
Bank First





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