

INTEGRITY INCLUSION EXCELLENCE ACCOUNTABILITY

“ Business Managers play a key role in the professional management of school business leading to school improvement by making schools more efficient, enriching experiences for students and strengthening teaching and learning ”



**BUSINESS
MANAGERS
VICTORIA**

BUSINESS LEADERS IN STATE SCHOOLS





BENEFITS FOR YOUR BUSINESS

A formal Business Partnership or Sponsorship with BMV is built on a two-way trusted and supportive relationship. They provide an opportunity to engage with school procurement decision makers who are well respected within their own school community and within our professional network.

BUSINESS PARTNERSHIPS

There are 2 levels of Business Partnerships with the Association to provide flexibility for your budget and activation purposes. Two plus year partnerships are preferred for both parties to allow effective onboarding, build awareness and gain maximum benefit - refer to table.

SPONSORSHIPS

Annual sponsorship of our events is also welcome. These are managed by an expression of interest process. Limited places are available at each event, therefore attendance is not guaranteed - refer to table.



Business Managers Victoria (BMV), is a professional association that supports Business Managers and Education Support staff performing the Business, Administration, Finance or Personnel Management in Victorian State Schools.

Aligned organisations can partner with us to help our Association to provide opportunities for our members to assist their growth in professional leadership, capacity and knowledge.

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

We aspire to support our members to strategically lead with high-quality professional practice, effective advocacy, communication and collaboration. Business partnerships and sponsorship helps the BMV to achieve this mission and in turn offers direct access to our professional network.





ABOUT THE BMV

Business Managers Victoria is a state-wide organisation that provides an opportunity for education professionals with a common cause to come together and gain support and knowledge from each other. BMV works with and on behalf of Victorian State School Business Managers and Education Support staff to ensure that professional standards are enhanced and maintained through the ongoing provision of high quality professional development and training.

Our membership has grown in excess of 970 members and continues to increase as Business Managers and Education Support staff realise the benefits of being a member of a proactive professional association. Our growing membership base enables improved opportunities for communication and collaboration with our peers and increases our influence, negotiation and agency with the Department of Education when dealing with current and future issues.

BMV works strategically with the Department of Education (DE); with interprofessional links to the Victorian Principals Association (VPA), Victorian Association of Secondary School Principals (VASSP), Principals' Association of Specialist Schools (PASS), Country Education Partnership (CEP) and Australian Principals Federation (APF) and through links to our School Council organisations – School, Governance Australia Ltd.

BMV is an active member of Network of Business Leaders in Education (NOBLE) which is the National Association of School Business Leaders previously known as Australian School Business Leaders Association (ASBLA). In the past we have provided international collegiate networking opportunities as an affiliated member of the Association of School Business Officials International (ASBO USA and Canada). BMV continues to develop strong links with 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 building Business Manager Leadership capacity. This includes the Deakin University Graduate Certificate of Educational Business Leadership qualification available to Business Managers.



PARTNERSHIP AND SPONSORSHIP OPTIONS

BMV BUSINESS PARTNER & SPONSORSHIP INCLUSIONS 2024/2025:	Business Partner Tier 1	Business Partner Tier 2	Meeting Exhibitor SGM/AGM	Conference Plenary Major Sponsor	Conference Exhibitor
	\$35,000 (PLUS GST) per year 2 Plus Years	\$25,000 (PLUS GST) per year 2 Plus Years	\$1,500 (PLUS GST) per meeting ◊ Per Event (Mar/Oct)	\$10,000 (PLUS GST) per event ◊ Annual Event (May)	\$4,000 (PLUS GST) per event ◊ Annual Event (May)
ENDORSEMENT & ADVOCACY					
Partnership announcement at commencement of new term*	•	•			
Industry insight meeting with BMV President or nominee*	2	1			
Company logo on BMV email signature/s (position relative to tier)	•	•			
Use of BMV logo in your business correspondence (as per approval by BMV)	•	•			
Descriptor on BMV Website & Link to Business Partner Website	•	•			
PROFESSIONAL PRACTICE					
COMMITTEE MEETINGS (HELD X 4 PER YEAR)					
Attend (in person or online) and provide a briefing on business products or services*	2	1			
State Meeting (1 per year)		Choice of either SGM OR AGM attendance (1 per year only)			
Presentation to members	5 minutes	2 minutes			
Exhibition display area provided	large	standard	•		
Display company banner in registration area and/or at speaker platform	2	1	•		
Attend luncheon networking event	up to 4 guests	up to 2 guests	up to 2 guests		
Business logo and link on official delegate meeting documents	•	•			
Logo on meeting agenda and BMV President presentation	•	•	•		
Annual General Meeting (1 per year)		Choice of either SGM OR AGM attendance (1 per year only)			
Presentation to members	5 minutes	2 minutes			
Exhibition display area provided	large	standard			
Display company banner in registration area and/or at speaker platform	2	1			
Attend luncheon networking event	up to 4 guests	up to 2 guests			
Attend social event for Business Partners at conclusion of AGM	up to 4 guests	up to 2 guests			
Business logo and link on official delegate meeting documents	•	•			
Logo on meeting agenda and BMV President presentation	•	•			
ANNUAL CONFERENCE (X 2 DAY EVENT)					
Exhibition Booth provided	selection preference	selection preference		•	•
Conference Registration/s (based on level of sponsorship)	up to 4 guests	up to 3 guests		up to 3 guests	up to 2 guests
Presentation to delegates (based on level of sponsorship)	5 minutes	2 minutes		3 mins at plenary	
Business profile and Link on Conference App	•	•		•	•
Ability to display company banner in main meeting room for duration of event	2	1		•	
Attend Social Events (tickets based on level of sponsorship)	up to 4 guests	up to 3 guests		up to 2 guests	
Delegate list supplied	supplied	supplied		supplied	supplied
CONFERENCE PLENARY SESSION MAJOR SPONSOR					
Co-Chair session (either a plenary or welcome event)	~	~		•	~
Business branding and information flyer distributed at session (business to supply)	~	~		•	~
Q & A opportunity or 3 minute presentation at session	~	~		• (as above)	~
COMMUNICATION & COLLABORATION					
Adding Value Newsletter content (number of editions based on level of sponsorship)	Every edition (8)	4 editions	1 edition (post event)	2 editions (pre/post event)	
Business logo in Email communication	•	•			
Business digital promotion included in new BMV Member Welcome Kits	•	~			
Social Media Posts (LinkedIn & Facebook) content provided by business	8 posts	4 posts			
Opportunity to send survey link to BMV Members (initiated by Business Partner as approved via BMV President) on topic of relevance to your business and to BMV membership	•	~			
Scholarships/Award program support (Business Partners given first option, additional costs apply)	•	~			
Other tailored opportunities can be raised and approved with BMV President. E.g. a member focus group session.	•	~			

* note these activations occur once throughout term of contract (not annually).
Business Partnerships commence on either 1 January or 1 July in calendar year.
Exclusivity not provided.

◊ Sponsorships require EOI process, attendance not guaranteed.



BMV EVENTS ACTIVITY

- State-wide General Meeting (SGM) approx 250 delegates attend
- Annual General Meeting (AGM) approx 250 delegates
- Annual Residential Leadership Conference and Social Program approx 350 delegates
- BMV Committee Meetings
- Leadership Day Bi-annually approx 200 delegates
- Education Support Schools Relief Program in conjunction with DE 4 meetings held in regions
- Mentor Program for new Business Managers
- Scholarship Program 20-30 professional development membership scholarships
- Development of Aspiring Business Managers Program, Induction Program and Succession Planning Program
- Awards Program recognising excellence and development in our profession
- Regional meetings (these are run via network leaders, not BMV)

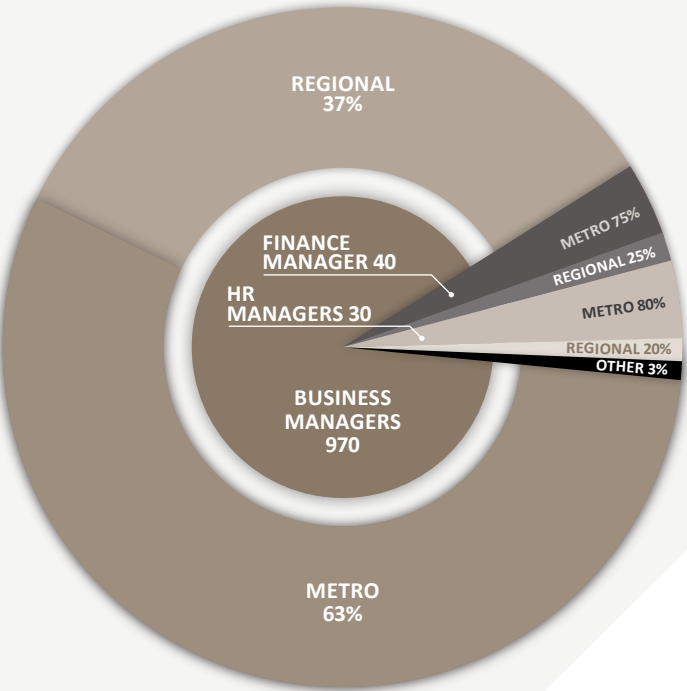
BMV COMMUNICATION ACTIVITY

- BMV email updates
- "Adding Value" Newsletter Monthly (8 editions per year)
- Annual Leadership Conference pre/post communications to members
- Annual Leadership Conference App
- Website updates
- Social media

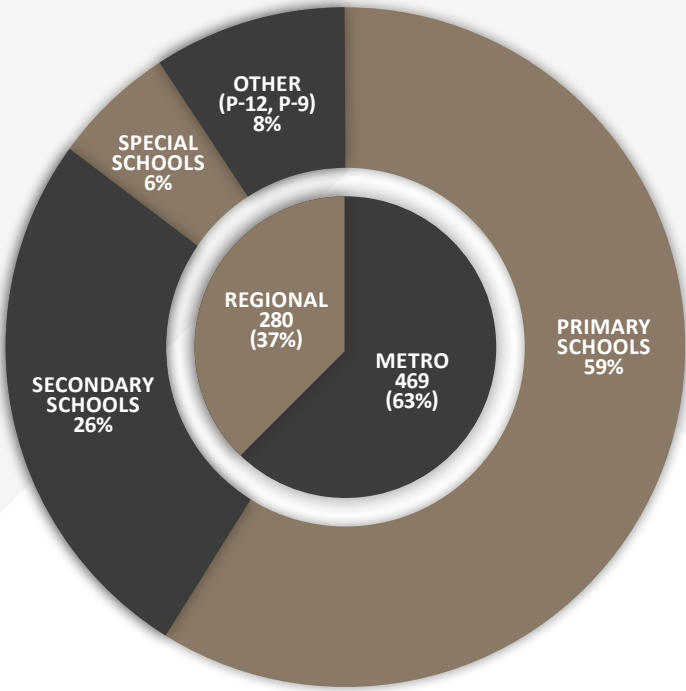




BMV MEMBER PROFILE



MEMBERS



SCHOOLS REPRESENTED





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To learn more about Business Partnership & Sponsorship opportunities please contact BMV at

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