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"

BMV

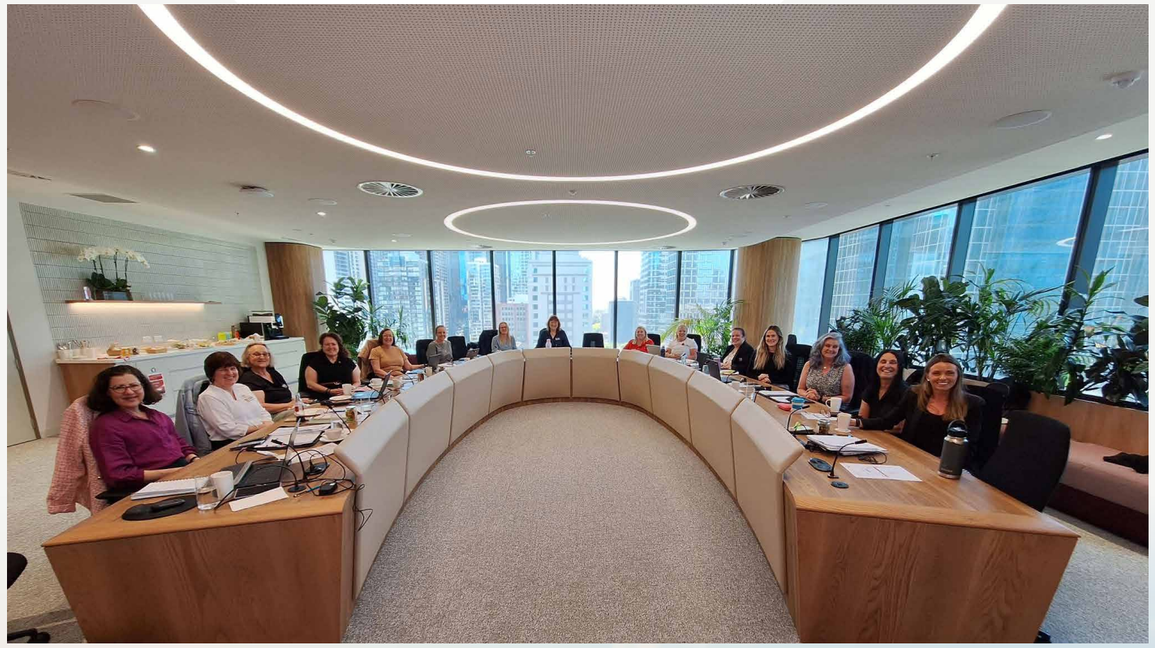
BUSINESS MANAGERS VICTORIA

BUSINESS LEADERS IN STATE SCHOOLS

PARTNERSHIP-FOCUSED

Business Managers Victoria (BMV) is the peak professional association supporting Business Managers and Education Support staff responsible for business, administration, finance and personnel management in Victorian state schools.

These staff are the operational backbone of Victorian schools—driving efficiency, enhancing student experiences, and strengthening teaching and learning. By partnering with BMV, your organisation helps accelerate school improvement while building meaningful connections across a trusted, high-impact education network.





BUSINESS PARTNERSHIPS



BENEFITS FOR YOUR BUSINESS

Aligned organisations can partner with BMV to directly support our members' growth in professional leadership, capability and sector knowledge. We actively connect partners with a focused, influential network of over 1100 school leaders and administrators who make procurement and program decisions.

Our partners gain priority visibility at events, tailored engagement opportunities, and a trusted channel to demonstrate expertise and build long term relationships.

Through these collaborations BMV advances high quality professional practice, effective advocacy, and stronger communication.





PARTNERSHIP OVERVIEW

BUSINESS PARTNERSHIPS

Two flexible partnership levels are available to suit different budgets and activation goals. We recommend partnerships of two or more years to allow effective onboarding, build sustained awareness, and deliver maximum return on investment.
See the summary table for inclusions and options.

BMV BUSINESS PARTNER & SPONSORSHIP INCLUSIONS	Tier 1	Tier 2
January 1, 2026 – December 31, 2027	**$35,000** (PLUS GST) per year **(2 Plus Years Term)**	**$25,000** (PLUS GST) per year **(2 Plus Years Term}**
ENDORSEMENT & ADVOCACY		
Partnership announcement at commencement of new term* (announced via newsletter, social media or event)	●	●
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	●	●
Display company banner in registration area	2 banners	1 banner
Event Registration	Up to 4 registrations	Up to 2 registrations
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	●	●
Display company banner in registration area	2 banners	1 banner
Event Registration	Up to 4 registrations	Up to 2 registrations
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 Life Members High Tea (held in Term 1)		(optional)
Event attendance	Up to 2 guests	Up to 2 guests at additional cost of $500 (plus GST)
Annual Conference (x 2 day event)		
Exhibition Booth provided	First location selection preference	Second location selection preference
Conference Registration	Up to 4 registrations	Up to 3 registrations
Presentation to delegates	5 minutes	3 minutes
Business profile and link on Conference App	●	●
Ability to display company banner in registration area for duration of event	2 banners	1 banner
Attend Social Events	Up to 4 guests	Up to 3 guests
Attend Plenary presentation/s	Up to 4 guests	Up to 3 guests
Delegate list	PDF supplied	PDF supplied
Additional Conference sponsorship package options	First option for any additional conference sponsorship given, at additional cost	Second option for any additional conference sponsorship given, at additional cost
COMMUNICATION & COLLABORATION		
Adding Value Newsletter content	Every edition (8)	4 editions
Business logo in Email communication	●	●
Business digital promotion included in new BMV Member Welcome Kits	●	~
Social Media Posts (LinkedIn and Facebook) content provided by Business Partner	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.





BMV EVENTS ACTIVITY

- Annual State-wide General Meeting (SGM) approx. 250 delegates attend
- Annual General Meeting (AGM) approx. 250 delegates
- Annual Residential Leadership Conference and Social Program approx. 450 delegates
- BMV Committee Meetings – held in different regional areas each year
- Annual Leadership Day approx. 250 delegates
- Education Support Relief Program in conjunction with Department of Education
- Mentor Program for new Business Managers
- Online (1 hour) Masterclass sessions – organised by BMV and delivered by Departmental personnel
- Scholarship Program 15-20 professional development membership scholarships
- Development of Aspiring Business Managers, Induction and Succession Planning Programs
- Attendance at regional Business Manager Network meetings (these are managed and held by Network Leaders, not BMV)

BMV COMMUNICATION CHANNELS

- "Adding Value" Newsletter (8 editions per year)
- Regular email updates keeping members current with Department issues/information
- Annual Leadership Conference pre/post communications to members
- Annual Leadership Conference App
- Website updates
- Social media



BUSINESS PARTNER TESTIMONIALS

"Becoming a Premium Partner with BMV was an easy decision. In both words and actions, the way BMV's leadership consistently goes above and beyond to support its members truly stands out and that culture of support strongly aligns with our own commitment to helping schools solve their facility needs. We're grateful for the opportunity to work alongside Tracey and the committee and we look forward to strengthening our relationships with BMV members and continuing to support Business Managers in every way we can."

Tony Bruce
Director

"We're delighted to continue our valued partnership with BMV as a Tier One Business Partner, to continue supporting the amazing community that supported us to become the #1 Victorian Government School supplier for furniture.

By pledging our support, we want to play a bigger part in making BMV bigger and better than ever, so we can keep connecting and celebrating the amazing work Business Managers and their schools do everyday. For over 20 years, Schoolfurn has kept the process of shopping for school furniture short, simple, and on budget – the way it should be - for time conscious Business Managers."

Adam Scott
Managing Director

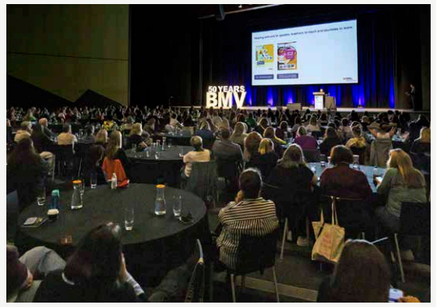
"We're proud to continue our partnership with BMV and enjoy our relationship with the whole BMV team. It allows us to give back to our education community, connect with our valued school customers, and support their schools with our multiple marketing solutions and products."

Marcus Ferraro
State Manager - Victoria

WHAT YOU CAN EXPECT FROM PARTNERING WITH BMV

- *Direct access to decision makers* — Engage with Business, Finance, HR and Administration Managers, whose procurement roles influence purchasing and program decisions.
- *Priority visibility* — Prominent placement across events, communications and partner materials to raise profile with our membership.
- *Tailored activation* — Options to promote your relevant workshops, run webinars, survey members to support your objectives and our members' priorities.
- *Longer term value* — Multi year partnerships enable deeper integration, greater brand recognition and improved outcomes for both parties.
- *Dedicated partnership support* — BMV's approach to manage a range of activations and optimise your engagement.









ABOUT BMV

Business Managers Victoria is the state peak body representing Business Managers and Education Support staff who lead business, administration, finance and personnel across Victorian government schools. We bring education professionals together to share practical knowledge, build capability and strengthen professional standards through high quality professional development and training.

Membership and reach

BMV has more than 1100 members (statewide) and continues to grow as school business leaders recognise the practical benefits of belonging to a proactive professional association. Our expanding membership increases opportunities for peer collaboration, amplifies our collective voice, and strengthens our influence with the Department of Education on current and emerging sector issues.

Strategic partnerships and influence

BMV works strategically with the Department of Education and maintains strong interprofessional links with the Victorian Principals Association, the Victorian Association of Secondary School Principals, the Principals' Association of Specialist Schools, the Country Education Partnership and the Australian Principals Federation. We also collaborate with school governance organisations to ensure the sector's operational and leadership priorities are heard and advanced.

National and international connections

As an active member of the Network of Business Leaders in Education (NOBLE), BMV contributes at a national level to the professional development of school business leaders. We have a track record of international collegiate engagement through affiliations and links with counterparts in the United Kingdom, New Zealand, Japan, the United States and South Africa, supporting the exchange of best practice and innovative school models.

Professional development pathways

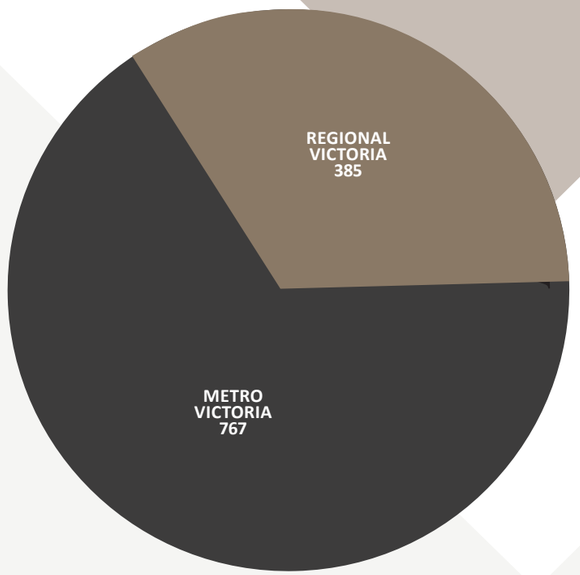
BMV champions leadership capacity for Business Managers by fostering opportunities for applied learning and accredited study. We support pathways and develop programs that equip members to lead strategically, improve school operations and deliver stronger outcomes for students.



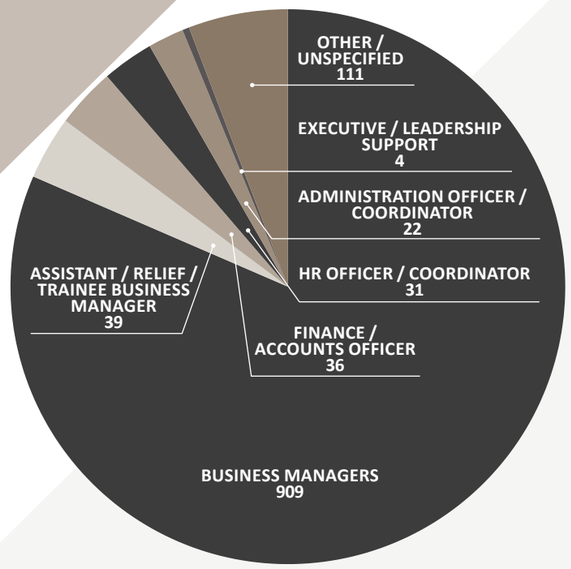


BMV MEMBER PROFILE

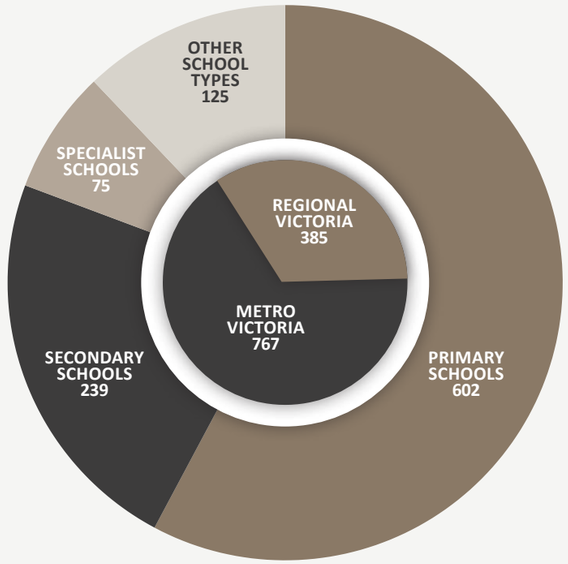
REGIONAL / METRO MEMBERS



BUSINESS MANAGER / EDUCATION SUPPORT



SCHOOLS REPRESENTED



VICTORIA



















BUSINESS MANAGERS VICTORIA

BUSINESS LEADERS IN STATE SCHOOLS









BUSINESS MANAGERS VICTORIA

BUSINESS LEADERS IN STATE SCHOOLS

To learn more about Business Partnership opportunities please contact BMV at

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Melbourne VIC 3004

P: Administration enquiries 0477 844 880
President enquiries 0456 820 043

E: BusinessManagersVictoria@gmail.com

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