

Buying Arbor at your primary school

A short guide to our sales process

We've designed our sales process to make sure we tailor our conversations to your school right from the start

Step 1: Initial call

15-20 minute phone call with one of your Leadership Team, Business Manager or Admin Manager

An Arbor Partnership Specialist will book a call with you to understand why you want to move MIS, what you need from the system, when you're looking to move and how you plan to procure. This allows us to make sure you get the right information at the right time through the process.



Step 2: Demonstration

90 minute demo with your SLT and Office Staff

Once we understand what you need from your MIS, we'll arrange a session to understand how your school works, your School Development Plan and your current challenges. This allows us to then show you the parts of Arbor that are going to make the biggest impact at your school.



Step 3: Optional deep dives

Short, focused demo sessions where needed

If you'd like to see any more of Arbor in detail, we can arrange further sessions on specific areas of our MIS.



Step 4: Proposal

15-20 minute online session with your Headteacher or key decision maker at your school

Once you've gathered your team's feedback from the demos, we'll present our proposal including pricing, training and implementation timelines, so you have all the information you need to decide if Arbor is right for you.

