

Buying Arbor at your secondary 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, Data Manager or IT Lead

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: Deeper Discovery

20-30 minute session by video with your Head or Deputy Head

Once we understand what you need from your MIS, we'll arrange a short session to understand your school culture, educational goals and the impact you want to achieve by moving MIS. This is so that we can make sure we show you the parts of Arbor that are going to make the biggest impact at your school.

Step 3: Demonstration

90 minute online demo with your SLT and key stakeholders

Once we've agreed your strategic priorities and timelines, we'll arrange a tailored demo for your SLT and key staff members. We'll show you how Arbor will help you solve your current challenges and achieve your goals.



Step 4: Deep Dives

2-4 online sessions with your key teams including SLT, Support Staff, Data, Assessment and School Improvement

If you're happy with the overview demo, we'll then arrange a series of deeper demos for your main stakeholders. We'll show you key areas of the system that you'd like to see in detail, such as timetabling, assessments and exams.



Step 5: Proposal

30 minute video chat 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.

