VenturEd Solutions™

SOLUTIONS FOR PARTNERS



Empowering partners to reach new heights

Discover how we can help your organisation to solve your school data challenges, drive improvements on a larger scale, and strengthen the services you deliver to schools and learners.

Contents

About us 4

Why partner with us? 5

Our partnership levels 6

Hear from our partners 8

Explore our solutions 9

- Xporter 10
- Eduspot 11
- XVault 12
- Xporter Identity 12

Our onboarding and support 13

Connecting the education community with the power of school data

At VenturEd Solutions, we work with many different types of organisations in the education space. Thousands of schools use our software solutions for parental engagement, school improvement and SEND-specialist behaviour tools.

But what truly sets us apart from other software providers is our commitment to building long-term partnerships that make a positive impact in the community.

For over 20 years, our **Xporter** solution has helped schools connect their MIS data to other systems they use every day, allowing them to maintain a single, up-to-date source of student and staff data. **We work with every major MIS provider** to make this happen (and lots of smaller ones, too).

Many of our partnerships are based around this essential data flow. Edtech developers who integrate with Xporter are able to **feed MIS data into their apps,** which is vital for them to add value for their school users.

We're unlocking even more potential with our **Eduspot mobile app,** which we first created for parents to receive messages from school via push notifications. Eduspot has now evolved to become a central hub for many aspects of daily school admin, including integrated partner apps.

In addition to our Xporter and Eduspot integrations, we work with various types of partners to **bridge gaps between disconnected school systems,** from managing school user logins to school data analysis across large organisations.

If you're an app developer in the education market looking to reach schools and parents more easily, or you have a complex school data challenge to solve, we're here to help you and your team.

Continue reading to find out more! →

Why partner with us?

Since we have several different types of partnerships (which you can learn more about on the next page), the benefits of working with us will be unique for your organisation. But in general, here's what you can expect from working with us.



Deep integrations with schools

Our technology connects many aspects of daily school operations. From behind-the-scenes data to parent-facing features, we cover many touch points where partners can add more value for schools.



Maximum MIS compatibility

We maintain the connections and relationships with MIS providers, so our partners don't have to. We work with all of the most popular providers in the UK, and we're always looking to add new ones.



Remove development barriers

By leveraging our existing technology, our partners are able to skip costly and time-consuming steps like building their own MIS connectors, or even having their own mobile app for parents.



Truly collaborative partnerships

We're always open to new opportunities, and we've already achieved great things by thinking outside the box and working closely with our partners to explore new possibilities.



Support with onboarding and growth

If you're an app developer looking to grow faster, our technology (and our experienced team) can help you overcome complex data challenges, reach more schools, and onboard them more easily.

Our partnership levels

We've designed a three-tier framework for partners, starting with Xporter, which is the foundation of almost all of our partnerships. Once we've connected your app with the essential school data, that unlocks a whole universe of possibilities!



LEVEL 1

Xporter Partner

Partners who integrate with Xporter get access to schools' MIS data, enabling their apps to access up-to-date student and staff records. The data transfer is automated and completely secure. Xporter enables partners to onboard schools more quickly and easily without having to build their own integrations with each MIS.

LEVEL 2

Eduspot Partner

Building on the data connection with Xporter, the next level of partnership we offer is integration with our Eduspot mobile app. Partners at this level can use our Comms API to send push notifications or SMS messages directly to parent users, and those users can view and interact with partner content within Eduspot. Eduspot partners also have access to joint marketing opportunities.

LEVEL 3

Growth Partner

Beyond Xporter and Eduspot, our next partnership tier is an even more collaborative project, which will naturally vary for each partner. We'll work closely with your team to build a strategy that supports your goals and helps you reach more schools, engage with families more seamlessly, and grow your business more quickly.

What benefits are included at each level?*

Level 1 includes...

- Access to MIS data through our secure, compliant integration
- Onboarding and technical support
- Feature on our website in the Partner Directory
- Use the Xporter Accredited Partner logo

Level 2 includes all Level 1 benefits, plus...

- Access to our Comms API for sending SMS and app messages
- Visibility in the Eduspot app and our Launchpad login page
- Collaborate on content to be published on our Eduspot website
- Feature in our brochure and print materials
- Feature in our digital newsletter
- Use the Eduspot Accredited Partner logo

Level 3 includes all Level 1 and 2 benefits, plus...

- Revenue share opportunities
- Priority influence on our product development roadmap
- Dedicated marketing plan and support
- Opportunities to speak with us at events
- Face-to-face training time with our GTM teams

* Examples here are subject to change and may vary for each partner. Every partnership is unique, so we can be flexible in certain areas to suit your needs.

To explore the potential of a partnership with us, reach out for a chat any time. Our experienced team will talk through your goals and all the implementation steps.

venturedsolutions.co.uk/partnerships

Hear from our partners

We've been working with some of our partners for many years now, and we're very proud of the relationships we've built over that time. Some of our partners are much newer, but we're equally excited about the projects that are just getting started.



"We've partnered with VenturEd Solutions for a number of years, and we actually see great value in our continued partnership. With Eduspot, VenturEd Solutions is delivering a single app that joins the dots for families and strips out complexity for schools."

Daniel Neeld
Managing Director at Medical Tracker



"Our involvement in Eduspot will transform how schools manage parental engagement, and enable us to scale our products more quickly to support pupils' learning and wellbeing."

Jacob Golding
SVP Partnerships at Uptime



"The solution to parental engagement in schools has to be through adopting novel technologies, but also understanding what we know and what we do best. That's why we work with VenturEd Solutions."

Will Mackenzie
Director at Parents Booking (NetMedia Ltd)

Explore our solutions

We've highlighted a few of our solutions here that are most relevant for EdTech partners and other organisations.

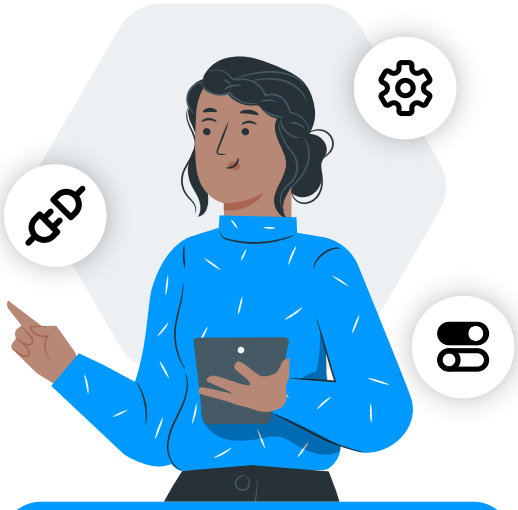
Everything is about using school data to connect systems together, make workflows less complicated, and drive real improvements.

We also offer a wide range of software products designed to be used by schools and MATs directly (such as parental engagement and payments). You can take a look at our **Schools, Trusts & Colleges Brochure** to find out more about how those work.



Xporter

Powering school apps with secure, timely data



- Schools maintain **full control over data**
- Compatible with all major **MIS providers**
- **Onboard schools faster** with easy setup

Xporter bridges the gap between MIS platforms and third-party apps, enabling schools to keep their data up-to-date across all their apps.

> "Xporter manages the process from start to finish, so school records are always up to date."
> **Welbee**

MIS data sharing made easy

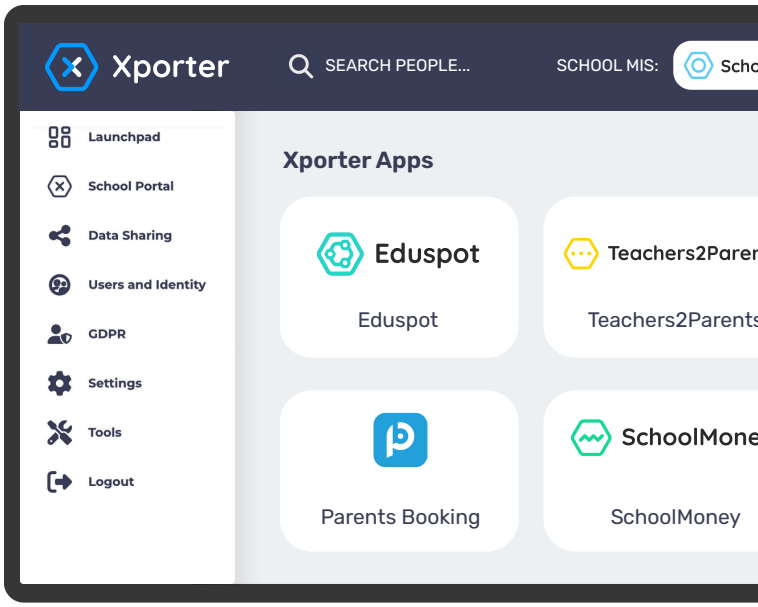
When a school starts using your app, they'll be prompted by email to authorise the data sharing connection.

Seamless, secure updates

Data syncs in the background from each school's MIS, so your users can always work from the latest data without any hassle.

Simple data sharing controls

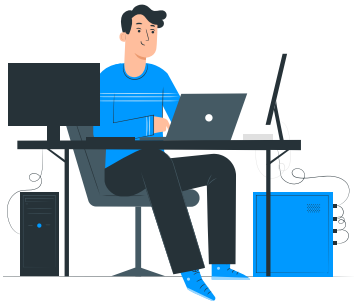
Xporter allows schools to manage permissions and privacy settings from their portal, making it easy for your app to remain compliant.



Explore new possibilities

Being an Xporter partner represents Level 1 of our partnership programme, since the transfer of MIS data is so important for most school apps to work properly and integrate seamlessly.

Xporter then serves as a gateway to many more possibilities, like being a featured partner in our Eduspot mobile app.
Check out the next page to learn more!



Eduspot

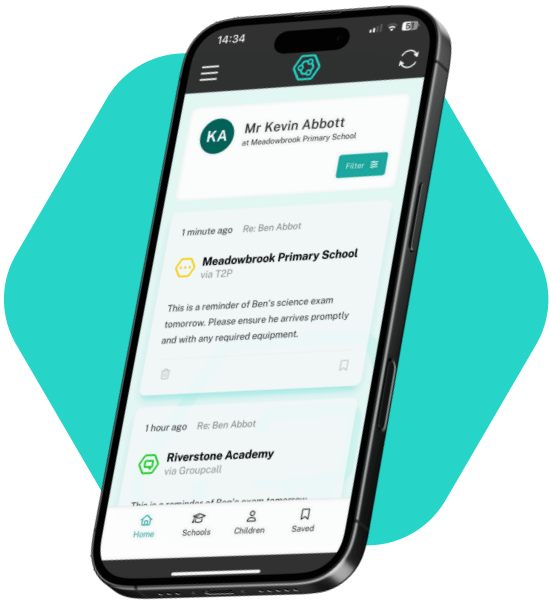
The parent-friendly school mobile app

- Reach parents with **free push notifications**
- Provide a **two-way timeline** of all updates
- **Showcase your app** within ours

Our Eduspot app for iOS and Android makes life simpler for parents and carers. As well as a record of all messages from school, it's a portal to payments, Parents' Evenings and more.



"Parents are app-driven now, they want everything on their phone. Eduspot helps us deliver that, but at the right time."
Catmose College



What can parents do with it?

- Receive push notifications to their device
- See a complete timeline of school messages
- Make online payments for trips, meals etc.
- Switch between multiple children or schools
- Check up-to-date attendance records
- Contact the school directly within the app

Download on the App Store

GET IT ON Google Play

Connect with more parents

Our API lets partners send updates to parents via the school's communications platform (e.g. Teachers2Parents or Groupcall).

This means partners can leverage Eduspot to deliver timely notifications more consistently, which parents see in one place along with other messages from school, without the need to download yet another dedicated app.

XVault

Aggregated school data for local authorities

- **Better visibility** of data across all schools
- Compatible with all major **MIS providers**
- Support for **Out of County** pupils

Aggregate, access and act on school-level data across your local authority. XVault is secure, flexible, and designed to support decision-making.



"The support from the XVault team was incredible. It's added so much value to our practices."
Manchester City Council

Secure data sync
Remove security risks and reduce manual data tasks.

Total flexibility
View your data in reports or import it into EYES.

Great support
Our experienced team can get you set up quickly.

Xporter Identity

Manage users and logins at enterprise level

- **Centralise** group provisioning management
- **Integrate** with the systems you already use
- **Use MIS data** to create accounts and logins

Multi-academy trusts and local authorities can manage school user accounts and SSO services on a large scale without complex admin processes.



Did you know?
Schools using Xporter Identity can switch between VenturEd apps from their Xporter portal!

Connect your systems
Integrate with Microsoft or Google education services.

Offer login options
Students can login via a PIN, QR code or emojis.

Up-to-date records
Accounts are automatically managed by Xporter.

Our onboarding and support

Our dedicated team work closely with our partners to make their vision come to life. Here's a general guide to what you can expect when you first partner with us.

Getting started

Most new partnerships begin with an informal chat to understand your organisation and how you plan to work with school data. We'll talk through the type of schools you support, the data you need, and your timelines. This is a chance for you to ask questions too. We want to ensure the partnership is the right fit and that we're clear on how we can best support you.

Discovery and collaboration

After our first chat, we'll share some helpful information about our data platform and how we work with partners. You'll also get access to a safe test environment so your team can explore how the integration works in practice. We'll then arrange a follow-up session with your technical colleagues to walk through things together and talk through any questions.

Agreeing the partnership

Once you're happy with the approach, we'll confirm commercials and formalise the agreement. We know every partner is different, so this stage is designed to be clear, fair and straightforward. Our team will guide you at each step and ensure all the details are in place before moving ahead.

Moving to live use

When you're ready to go live, we'll support your team through the final setup steps and complete our internal checks. From this point, you'll be ready to begin inviting schools and enabling data connections.

Ongoing support and growth

Our support doesn't stop at go-live. We're on hand to help with pilots, onboarding schools and day-to-day queries as your usage grows. The focus is always on building a long-term relationship, making sure the integration works smoothly, and helping you deliver real value to schools.

VenturEd Solutions™

Let’s start our partnership today!

With all of our different products and services, **our goal is to support you** in the best way possible. By collaborating with schools, MATs and everyone who works behind the scenes in the education sector, we’re excited to keep driving positive changes that help **make pupils’ experiences better.**

Ready to discuss what we can do for your organisation? Get in touch with our friendly team today to start the conversation.

venturedsolutions.co.uk/partnerships

0207 237 8456

VenturEd Solutions™

venturedsolutions.co.uk

0207 237 8456