

Sector Briefing - June Issue 2

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Education Supplier Opportunity Briefing - June 2026

Where new commercial opportunities are emerging across UK education

The education sector continues to evolve rapidly as schools, academies, multi-academy trusts and colleges respond to financial pressures, changing government priorities, advances in technology and growing expectations around pupil wellbeing.

While budgets remain under pressure, investment has not stopped. Instead, purchasing decisions are becoming more strategic, with schools seeking solutions that improve operational efficiency, reduce long-term costs, enhance learning environments and support compliance.

1. School Estates & Building Improvements

Many schools use the summer period to complete maintenance, refurbishment and improvement projects before pupils return in September.

Classroom refurbishment
Heating & ventilation

Air conditioning
LED lighting
Security improvements

Potential Supplier Opportunities

Building contractors, HVAC specialists, electrical contractors, flooring companies, washroom suppliers, furniture manufacturers, security installers, facilities management companies and estates consultants.

Opportunity Rating: 10/10

2. Sustainability & Energy Reduction

Schools continue looking for practical ways to reduce energy costs while meeting environmental objectives.

Potential Supplier Opportunities

Renewable energy providers, solar installers, energy consultants, electrical contractors, carbon reduction specialists, building management systems and smart metering providers.

Opportunity Rating: 9/10

3. Education Technology & AI

Technology remains one of the fastest-moving areas within education, with schools exploring AI, classroom technology, cyber security, cloud services, device management and digital safeguarding.

Potential Supplier Opportunities

EdTech companies, software providers, managed IT services, AI platforms, AV specialists, cyber security providers, broadband companies and digital learning consultants.

Opportunity Rating: 9/10

4. Staff Recruitment & Professional Development

Recruitment continues to challenge many schools, while retaining experienced staff remains a priority. Demand continues for CPD programmes, leadership development, recruitment platforms, HR software and staff wellbeing support.

Potential Supplier Opportunities

Recruitment agencies, training providers, HR software companies, employee wellbeing providers, leadership consultants and education coaches.

Opportunity Rating: 8/10

5. School Safety, Compliance & Risk Management

Safeguarding and compliance remain central responsibilities for every school, creating continued demand for security, fire safety, visitor management and health and safety support.

Potential Supplier Opportunities

Security companies, fire protection specialists, access control providers, visitor management systems, compliance software developers and health and safety consultants.

Opportunity Rating: 8/10

6. Catering & Pupil Wellbeing

Schools continue investing in healthier environments that support pupil wellbeing, including catering facilities, healthy eating initiatives, water refill stations and food waste reduction.

Potential Supplier Opportunities

Catering suppliers, commercial kitchen providers, water solution providers, furniture manufacturers and food service companies.

Opportunity Rating: 7/10

7. Sports, PE & Outdoor Learning

Outdoor learning and physical activity continue gaining attention across primary and secondary education.

Potential Supplier Opportunities

Playground manufacturers, sports equipment suppliers, outdoor furniture companies, landscaping contractors and surfacing specialists.

Opportunity Rating: 8/10

8. SEND & Inclusive Learning

There is increasing emphasis on creating learning environments that meet a broader range of pupil needs.

Potential Supplier Opportunities

SEND specialists, assistive technology providers, furniture manufacturers, educational resource publishers and specialist consultants.

Opportunity Rating: 8/10

Market Area	Score	Trend
School Estates & Refurbishment	10/10	Strong Growth

Sustainability & Energy	9/10	Growing
Education Technology & AI	9/10	Growing
Staff Recruitment & CPD	8/10	Growing
School Safety & Compliance	8/10	Stable
SEND & Inclusive Learning	8/10	Growing
Catering & Wellbeing	7/10	Stable

Why This Matters

Schools are increasingly looking for suppliers that can demonstrate expertise, provide practical guidance and offer solutions to real operational challenges, not just products.

By publishing thought leadership, case studies and educational content around these themes, suppliers can build credibility with decision-makers before formal procurement activity begins.