ISBA MANCHESTER 2027

ISBA | INDEPENDENT SCHOOLS' BURSARS ASSOCIATION

ANNUAL CONFERENCE

17-19 May 2027 | Manchester Central

SPONSORSHIP OPPORTUNITIES



Supporting independent schools

Access bursars and senior support staff from independent schools across the UK and around the world. The Annual Conference is our flagship national event for members and the independent education sector's foremost conference and exhibition. It enables senior leaders to meet and debate latest thinking and make informed decisions about what products and services are best for their school.



"This is the superior event of all those we are involved in, from the organisation through to the quality of attendees and our outcome."

ISBA Conference Sponsor

About the Independent Schools' Bursars Association (ISBA)

Supporting and advising the bursars and senior management staff of more than 1300 independent schools across the UK and internationally.

The ISBA is the only national association to represent school bursars and senior support staff of independent schools, providing them with the professional support they need to manage their schools successfully and provide a world class education to their pupils. It is also the largest of all seven member organisations of the Independent Schools Council (ISC).

Hundreds of bursars and school staff benefit from the ISBA's specialist advice and guidance services online, over the phone and in person at regional group meetings and professional development events including the annual conference.

We also work closely with professional advisers to the independent school sector ensuring that our member schools have access to the very best information and guidance available in the marketplace.

The association relies on the support provided by organisations, with the income from sponsors and exhibitors at the event subsidising the delegate package rate and this helps schools to send their senior staff to attend the conference.

About ISBA's Annual Conference

ISBA's annual conference provides a unique opportunity for organisations to connect with over 500 delegates, the majority holding the bursar or equivalent role. These are people heading the administrative and financial management of schools and are key decision makers and budget holders in sourcing their school's products and services.

The ISBA is committed to engaging with delegates through an energising and informative programme of speakers, and facilitating networking and business opportunities through a vibrant exhibition and interactive programme of social events.

Summary of the Conference and Exhibition

MONDAY 17 MAY 2027

While the conference will be open for delegates on the afternoon of Monday 17 May, the exhibition itself will not open until the morning of Tuesday 18 May. Monday 17 May is set aside for sponsors and exhibitors to set up their stands ready for opening on Tuesday.

On the evening of Monday 17 May Headline and Event sponsors are invited to join delegates at the Radisson Edwardian Hotel for the association's annual dinner which is attended by around 300 delegates and association guests.

TUESDAY 18 MAY 2027

Registration and the exhibition will open to delegates from 8:30am on Tuesday 18 May. Before and after the morning keynote address and breakout sessions, delegates will visit the exhibition hall ahead of the start of the afternoon sessions at 2:20pm. Sponsors and exhibitors are invited to join delegates for keynote addresses and any of the professional development sessions held during conference (subject to availability and possible restrictions).

During the day, plenty of time is built into the programme for delegates to network and enjoy the exhibition. All food and refreshment points have been planned within the exhibition hall to maximise traffic to stands.

From 5.45pm delegates, guests, sponsors and exhibitors are invited to an early evening drinks and canapes reception in the exhibiton hall.

WEDNESDAY 19 MAY 2027

Conference recommences from 8:30am on Wednesday 19 May and the day is a blend of sessions and networking opportunities, with the exhibition areas providing the main hub for delegates to meet before and after sessions, until the closing keynote at 4:10pm. The exhibition area closes at 4:20pm and exhibition breakdown commences.

The ISBA has designed the conference to ensure delegates fully engage with the exhibition and exhibitors with delegates. As such the sponsor and exhibition packages have been developed to maximise that opportunity.

Monday 17 May 2027

Exhibition build day (Early access for sponsors)

12 noon – 1:30pm
New to Conference and International Bursar's Lunch (by invitation to Headline and Event Sponsors only)
From 7.15pm
Reception and annual dinner for delegates and sponsors.

Tuesday 18 May 2027

8:30am
Exhibition and registration opens

8:30am – 11.00am
Networking time – exhibition hall

11:00am – 12:50pm
Keynote address and morning breakout sessions

From 1:10pm
Lunch for all delegates in the exhibition hall

2:20pm – 4:00pm
Keynote address and afternoon breakout sessions

4:10pm – 4:50pm
Mid-afternoon break in the exhibition hall

5:00pm – 5:40pm
Keynote address

From 5:45pm
Welcome to Conference drinks reception for delegates, guests, sponsors and exhibitors at Machester Central.

Wednesday 19 May 2027

8:30am
Exhibition opens

8:30am – 9.30am
Networking time – exhibition hall

9:30am
Keynote address

10:30am – 11:40am
Morning break in the exhibition hall

11:50am – 12:40pm
Breakout sessions

12:50pm – 2:20pm
Lunch for delegates in the exhibition hall

2:30pm – 3:20pm
Breakout sessions

3:30pm – 4:10pm
Mid-afternoon break in the exhibition hall

4:20pm
Exhibition closes

4:20pm – 5:15 pm
Closing keynote address and conference closed

Benefits of Sponsoring ISBA's Annual Conference

ISBA's Annual Conference can take you straight to your target market and provide your organisation with:

- An opportunity to gain maximum exposure at a premier conference devoted to senior professionals in the independent education sector.
- A cost-effective way to promote your brand and profile, launch new products and services amongst a relevant audience and showcase your expertise and capabilities.
- The chance to network with industry colleagues and key decision makers and reinforce your commitment to the independent education sector by meeting with existing clients.
- Increased marketing opportunities, including visibility on the ISBA website, delegate conference app and associated marketing materials.



"This event has one of the largest delegate lists that we attend, and as such it's a key conference that we plan to attend every year we are able to."

ISBA Conference Sponsor



"The ISBA event this year was without doubt the best organised and most successful for us."

ISBA Conference Sponsor

Sponsorship Packages

The ISBA has a range of packages available for sponsors of the annual conference aimed at providing sponsors with a choice of exposure to suit budget and business objectives. The ISBA is seeking to attract eight main Headline partners, six Event sponsors and six Support sponsors.

The range of opportunities all include the guarantee of an exhibition stand at a fixed package price.

All exhibitors and sponsors will receive access to a pre-conference delegate name and school list. (In accordance with the Data Protection Act and the ISBA data privacy policy this will not include email or contact information.)

All exhibitor and sponsor passes allow access to the conference programme sessions, subject to speaker permission and space.

Note:

All branding opportunities are exclusive to sponsors with the exception of branded items given by exhibitors to delegates in the exhibition.

Sponsorship Packages

ISBA INDEPENDENT SCHOOLS' BURSARS ASSOCIATION

Conference Headline Partner

Ideal for market leaders to align their own brand values with the ISBA.



- **£29,950 excl. VAT**
  (inclusive of a Premium exhibition stand cost)
- **Restricted to a maximum of eight (8)**

This partnership opportunity will provide exposure for your organisation branding during the conference, as well as prominent exhibition space and multiple opportunities to network at conference and the evening events.

THE PACKAGE INCLUDES:

- Prominent logo placement throughout the conference venue, on ISBA conference material and visibility from the main stage.
- Greater networking opportunities including invitations to all the conference hospitality events.
- Increased profile with editorial content, enhanced entries in conference material and on the ISBA website.

EXCLUSIVE TO HEADLINE PARTNERS

- The use of a specially designed branded conference logo for the year 2027.

PLUS

- Guaranteed Premium conference exhibition stand (21 m^2) or the flexibility to create a bespoke self-design option in that space.

Conference Event Sponsor

Great package for networking, increasing business connections and product display.



- **£21,950 excl. VAT**
  (inclusive of a Plus size exhibition stand cost)
- **Restricted to a maximum of six (6)**

This sponsorship opportunity can provide exposure at three key networking events for your company during the conference, as well as exhibition space and the possibility of product placement.

THE PACKAGE INCLUDES:

- Prominent branding at the conference evening events and New to Conference Lunch.
- Greater networking opportunities including additional invitations to the lunch and evening events
- Opportunities to sponsor evening entertainment, drinks receptions, and entertainment (exact details to be discussed in detail with the ISBA event organisers).

PLUS

- Guaranteed conference exhibition stand (Plus size -12m^2).

Conference Support Sponsor

Excellent entry level sponsorship package – ideal for those looking to introduce services or products into the marketplace.



- **£18,950 excl. VAT**
  (inclusive of a Standard size exhibition stand cost)
- **Restricted to a maximum of six (6)**

THE PACKAGE INCLUDES:

- Branding opportunity for logo placement on conference support items such as delegate lanyards, conference App, delegate bag or bag content item (exact details to be discussed in detail with the ISBA event organisers).
- Highlighted profile with editorial content, enhanced entries in conference material and on the ISBA website.

PLUS

- Guaranteed conference exhibition stand (Standard size - 9m^2)

Alternative stand price options can be discussed with the ISBA event organisers.

Please contact ISBA's conference organisers to discuss sponsorship opportunities and packages in more detail. Telephone: 01256 330369 Email: office@theisba.org.uk

ISBA MANCHESTER 2027

Sponsorship Benefits – at a glance

Benefits / Package included in cost Subject to Terms and Conditions	Conference Headline Partner	Conference Event Sponsor	Conference Support Sponsor	Exhibitor ONLY
Number available – up to	8	6	6	163 stands
Package price (excl VAT)	£29,950	£21,950	£18,950	from £6,295
Guaranteed conference exhibition stand	✓	✓	✓	
A Premium stand (21m²) included in the package	✓			
Flexibility to create bespoke stand space	✓			
Plus size stand (12m²) included in the package		✓		
Standard size stand (9m²) included in the package			✓	
Option to upgrade stand size to Plus size (12m²) additional cost, subject to availability			✓	
Priority choice of stand size and position	1st	2nd	3rd	ISBA allocated
Early access to the exhibition hall for stand build	✓	✓	✓	
Business category exclusivity in your sponsorship category	✓	✓	✓	
Exhibitor passes allocated per stand	7	6	5	4
Exhibitor lunch tickets included per day	7	6	5	4
Number of invitations to the new to conference and international bursars' reception and lunch	2	2	0	0
Sponsor Promotion of the Tuesday evening reception		✓		
Invitations to the Association's Annual Dinner on Monday evening	1	1	0	0
Logo placement in main auditorium	✓			
Logo placement in breakout rooms	✓			
Recognition on printed conference materials	✓			
Use of an ISBA branded conference logo	✓			
Recognition in the official Conference Programme	✓	✓	✓	
2 page editorial in the official Conference Programme	✓			
Listing in the official conference programme	Enhanced	Enhanced	Standard	Standard
Premium logo placement on the Conference App	✓			

Benefits / Package included in cost Subject to Terms and Conditions	Conference Headline Partner	Conference Event Sponsor	Conference Support Sponsor	Exhibitor ONLY
Listing in the sponsor section on the Conference App	✓	✓	✓	
Social media assets and Podcast episode	✓			
Prominent logo placement on ISBA website with click through to sponsors' website	✓			
Right to refer to your organisation as a Conference Headline Partner 2027	✓			
Logo placement on event signage	Conference centre	Dinner venues		
Opportunities to sponsor evening events and entertainment		✓		
Logo placement on evening menus		✓		
Conference support branding opportunities e.g. App, lanyard, bag, bag contents, registration desk			✓	

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The Venue



Manchester Central is an award-winning venue in the heart of one of Europe's most vibrant cities; the vaulted arches and station clock have made the venue an iconic city feature for more than 140 years. Located in the heart of Manchester, a city bursting with character, renowned for its strengths in research and innovation and with a rich heritage in science, technology, sport and music. The city has a vibrant social scene and is home to an array of cultural attractions, galleries and museums. The city-centre location and on-site car park means the venue is easy to reach, however you chose to travel, thanks to the city's extensive multi-modal transport network.

Further information about the venue can be found at: https://www.manchestercentral.co.uk/

How to Apply

Please complete the official application form and return to the ISBA office by email to: office@theisba.org.uk

The application form and terms and conditions can be downloaded from the ISBA website www.theisba.org.uk

Closing date for applications: Friday 27th November 2026 – 5.00pm

Sponsorship Enquiries

Please contact ISBA's conference organisers to discuss sponsorship opportunities and packages in more detail.

Tel: 01256 373111
Email: office@theisba.org.uk



"It delivered against all of our expectations."

ISBA Conference Sponsor

ISBA
INDEPENDENT SCHOOLS' BURSARS ASSOCIATION

Join us as a Conference Sponsor at ISBA's Annual Conference 2027

Contact us: office@theisba.org.uk



We look forward to seeing you there!

ISBA Enterprises Ltd. 167-169 Great Portland Street, 5th Floor, London W1W 5PF
Company No. 6410037 Charity No. 1121757