



CNA
Catholic Network
Australia

Unlocking Opportunities: Navigating and Selling to the Catholic School System in Australia

July 2024





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Catholic Education Landscape

The Catholic Church in Australia is comprised of [7 Archdioceses and 21 Dioceses](#).

All Catholic schools are governed by Catholic Education bodies aligned to these Archdioceses and Dioceses or through [Ministerial Public Juridic Person \(MPJP\)](#), entities entity established by canon (Church) law to perform a specific function (e.g. Religious Orders).

The [National Catholic Education Commission \(NCEC\)](#) is the peak body for Catholic education in Australia and is responsible for the national coordination and representation of Catholic schools and education authorities.

Priorities of Catholic Education

- Faith Formation
- Lifting Education Standards
- Serving all Students

Catholic Education in AU

1,759 Catholic Schools

794,000 Students

104,500 Staff

17% of students are enrolled [Religious Institutes and Ministerial Public Juridic Person School Authorities \(RI&MPJP\)](#)

In 2023, the minimum recurrent cost of school education for every Australian student is:

- \$13,060 for a primary student,
- \$16,413 for a secondary student

The Australian Government provides more than half of per student funding for Catholic schools, while private income is the principal source of independent schools' funding.

No student will be denied enrolment due to an inability to pay school fees.

Systems of Catholic Schools in Australia

ACT/New South Wales

- Catholic Education Archdiocese of Canberra and Goulburn

New South Wales

- Catholic Education Diocese of Bathurst
- Catholic Education Diocese of Wagga Wagga
- Catholic Schools Broken Bay
- Catholic Schools Diocese of Armidale
- Catholic Schools Office Diocese of Maitland-Newcastle
- Catholic Schools Parramatta Diocese Ltd
- Diocese of Lismore Catholic Schools Ltd
- Diocese of Wilcannia Forbes
- Diocese of Wollongong
- Sydney Catholic Schools

Northern Territory

- Catholic Education Northern Territory

Queensland

- All Hallows' School Limited, Brisbane
- Brisbane Catholic Education
- Catholic Education Diocese of Cairns
- Catholic Education Diocese of Rockhampton
- Diocese of Toowoomba Catholic Schools

Queensland (cont.)

- All Hallows' School Limited, Brisbane
- Brisbane Catholic Education
- Catholic Education Diocese of Cairns
- Catholic Education Diocese of Rockhampton
- Diocese of Toowoomba Catholic Schools
- Townsville Catholic Education



South Australia

- Catholic Education South Australia

Tasmania

- Catholic Education Tasmania

Victoria

- Catholic Education Sandhurst Limited
- Diocese of Ballarat Catholic Education Ltd
- Diocese of Sale Catholic Education Ltd
- Melbourne Archdiocese Catholic Schools Ltd

Western Australia

- Catholic Education Western Australia Ltd.



Key Catholic Education Entities:





What is Catholic Network Australia (CNA)?

Catholic Network Australia Limited (CNA) is a not-for-profit entity, established in 2009 by the Australian Catholic Bishops Conference (ACBC). It was set up to advance and promote the religious, educational and general charitable purposes of the Church and its entities. It has since evolved to focus exclusively on education, and to share resources and expertise across its Participants.

What is CNA's focus?

CNA's strategic focuses are presented as a circle, acknowledging their interdependence and their shared priority. Education, Communication, Technology, Commercial and Governance are the 2022 to 2025 strategic focuses.

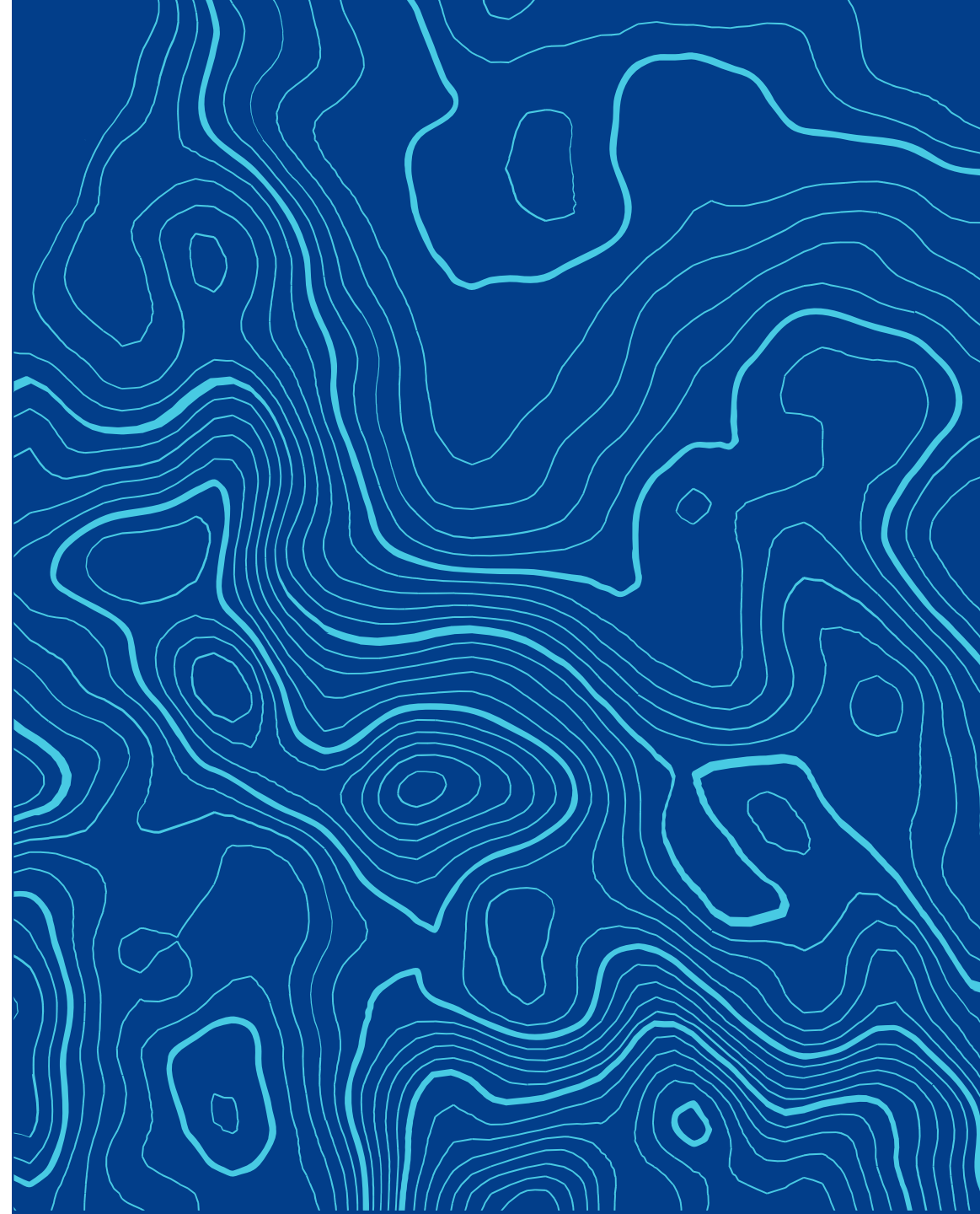
How does CNA operate?

CNA is primarily resourced by voluntarily contributed hours from its Participants. A Working Group that reports via the Executive to the Board has delegated responsibility for delivering CNA's strategic objectives.



Relationship with Participants

- 26 of Australia's 28 Archdiocese/diocese are CNA Participants.
- CNA serves over 1,500 Catholic schools across Australia and over 770,000 students, teachers and staff.
- The Board of CNA consists of 5 directors - 2 independent (including an independent chair), 3 Diocesan Directors
- CNA Working Groups meet several times a year, while national events provide opportunities for a broader group of senior and emerging leaders from Participants to connect on the latest topics impacting Catholic Education





Catholic Education priorities and focus areas

- Enrolments
- Learning outcomes
- Child safety (including student wellbeing and mental health)
- Educational equity and access
- Curriculum development
- Teacher professional development
- Technology integration and adoption
- Assessment and reporting
- Staff wellbeing
- Staff experience

CNA Focuses



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Tips on how to engage

1. Independent > Catholic > Government
2. Pilot with a first mover
3. Demonstrate impact
4. Ask for introductions

Frequently Asked Questions



What adoption/utilisation of services can CNA guarantee?

None. CNA reduces barriers for Participants seeking to gain access to technologies and learning solutions. Each Participant will always make an assessment on what they need or want based on local priorities.

How can I most effectively communicate with prospective Catholic Education customers through CNA?

If a Participant recognises a need for your goods or services, they can engage with the relevant CNA Working Group to understand if other Participants have a similar need and if it is an appropriate consideration for CNA to pursue.

What is the benefit for me to engage with CNA instead of directly engaging with each Catholic Education organisation?

CNA's vetting process and procurement support offer Participants a reliable avenue for acquiring solutions that may otherwise elude their awareness, procurement capabilities, or technical evaluation expertise. CNA serves as a conduit, streamlining these interactions for the advantage of both external vendors and Catholic Education entities.

Why would a vendor want to engage with CNA

CNA works to simplify and streamline commercial conversations for vendors and Participants by creating an MSA upon which individual Participants might choose to engage

How does that help Participants?

By having an MSA, the ongoing management of any contract based on the MSA is simplified. Participants can chat to any of their peers who have also elected to engage via the MSA should they have a query about any terms or conditions, Service Level performance or more.

How does that help vendors?

By having an MSA, any vendor can negotiate once, which will save them time, effort and resources in the contract development phase.

Does CNA commit to volume or other specifics

CNA will never commit to any volume or value on behalf of its Participants

Who commits contractually?

CNA agrees terms and conditions on behalf of its Participants. Individual Participants then may choose to procure goods or services directly with the vendor via a Service Contract where the contracting parties are the Participant and the vendor.





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