



UCan Play and the Assisted Instrument Purchase Scheme

www.ucasplay.org.uk/aips

UCan Play offers a simple process for the purchase of musical instruments and accessories as part of an enhanced Assisted Instrument Purchase Scheme (AIPS). This scheme allows all state schools (including academies) and Local Authority music services to purchase musical instruments for their students and recover the cost of the VAT, **thereby providing a 20% saving on the cost of musical instruments to their students.**

In addition to this, UCan Play is a not-for-profit company and shares its profits with others to support music education across the UK. We have enhanced the standard AIPS initiative by **sharing the profits associated with these sales equally** with our partners. The precise form of the donation made to the school or Local Authority music service will be discussed on a case-by-case basis, but could take the form of a cash donation or be used to raise funds to supply musical instruments for the partner institution.

For state schools and Local Authority music services, the AIPS process is as follows:

- Students choose their instrument and accessories following discussions with their teacher and UCan Play (if required);
- The school or Local Authority music service places the order for the musical instrument and accessories with UCan Play. The order can be done via the UCan Play shop (<https://shop.ucasplay.org.uk>) or by email direct to UCan Play's Managing Director, Jonathan Savage (jonathan@ucasplay.org.uk);
- The school or Local Authority music service takes delivery of the ordered items;
- UCan Play will invoice the school or music service for the items with a standard VAT invoice. The invoice will be paid and the VAT reclaimed in the normal manner;
- The instrument will be sold to the student at a price no higher than the price paid for the instrument (excluding VAT) by the school or music service;
- The school or music service may choose to add a small fee to cover the costs of administering the scheme (but we would encourage you not to do this);
- Following completion of the sale, UCan Play will share the profits associated with the sale of the instrument with the school or Local Authority music service.

UCan Play will take responsibility for all the invoicing, warranty and returns associated with the supply of these musical instruments and accessories.

Please note the following additional requirements as laid down by the Government in the VAT legislation:

- The transfer of the instrument and accessories between the student and the school, music service of MEH must take place on in that institutions facilities in a room that is normally used for teaching;
- The instrument must be appropriate to the student's needs and ability;
- The instrument must be portable and taken to the school or music service for use during lessons or musical ensemble activities.

AIPS and Music Education Hubs

Although music education hubs are not able to supply musical instruments in the same way as Local Authority music services, those students who participate in musical activities with their music education hub will be eligible for the initiative providing their individual schools or Local Authority music services are willing to engage in the AIPS process with UCan Play. Please contact us for further details.

AIPS and Independent Schools

Please note that Independent schools are not publicly funded bodies and, therefore, when they provide musical instruments to their students as part of their study, they must either bear the VAT costs themselves or pass it on to students in the price they charge for instruments.

However, when a student receives regular tuition from a Local Authority music service or a MEH, there is usually no requirement for him or her to be a student of one of the local authority's schools. **In this scenario, students of independent schools can take advantage of musical instrument purchase under AIPS.**

Regardless of whether an individual student qualifies for AIPS at an independent school, **UCan Play is very happy to offer its profit-sharing approach to independent schools** willing to promote instrument sales for students via UCan Play's website (<https://shop.ucanplay.org.uk>) or by direct email to Jonathan Savage (jonathan@ucanplay.org.uk).

Financial Example

Here is a basic example to show how the process works for our partners:

		School/Music Services
A.	Cost of instrument to partner (inc. VAT).	£960
B.	Cost of instrument to partner (ex. VAT).	£800
C.	Trade price of instrument to UCan Play (ex VAT).	£695

D.	VAT reclaimed by partner (A – B).	£160
E.	Profit (B – C).	£105
F.	50% profit to partner (E divided by 2).	The partner gets £52.50.
G.	Sale of instrument to student, no VAT.	No more than £800. Your student saves at least £160.

The profits made by partners could be utilised in a variety of ways, including:

1. A charitable donation back to the school or music service;
2. A fund held centrally by UCan Play to be used to supply musical instruments to the school or music service;
3. A further discount to the cost of the instrument to the student.

Supporting Music Education for All

AIPS is a purely voluntary scheme. UCan Play is encouraging schools, music service and music education hubs to make AIPS available to their students. We are always willing to discuss the scheme in more detail with these organisations and open up our profit-sharing approach to help support those providing high quality music education across the United Kingdom.

For further information about UCan Play and AIPS please contact Jonathan Savage, the Managing Director of UCan Play:

Email: jonathan@ucanplay.org.uk

Tel: 07825 522104

Further information about the VAT legislation for AIPS can be found here:

<https://www.gov.uk/hmrc-internal-manuals/vat-government-and-public-bodies/vatgpb7825>.