

PHOTOGRAPHY



DESIGN & PRINT



VIRTUAL TOURS



DRONE
PHOTOGRAPHY



FOTOMOVIE

fotoworks
Official Photographer

MAY 2023 EDITION

We Care

P: (08) 9244 8211

E: wecare@fotoworks.com.au

fotoworks
School Photography

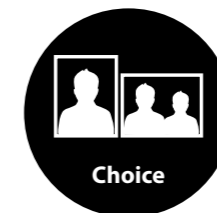


ABOUT US

Fotoworks is WA owned and operated. We've been servicing WA Schools for over 40 years. Our core philosophy of 'We Care' is reflected in everything we do. Fotoworks strives for excellence every step of the way. We take CARE of schools by providing the complete package of photography, marketing, design and print management. Fotoworks is dedicated to providing the best quality at the best value to our schools and parent customers. We offer a wide range of photo packages with each having been carefully crafted to include something for everyone, regardless of budget. We also take CARE of school ball, confirmation and graduation photography.

We specialise in promotional media and drone photography. We can take CARE of all school marketing needs by managing the designing and printing of annual reports, business plans, yearbooks, brochures, flyers, presentation folders, logos, banners, business cards, letterheads and much more.

We value each of our customers and delight in serving and assisting with each and every individual need. We are a team of professionals that CARE about providing outstanding customer service and a quality product, every time.



Choice

CHOICE

We provide tailored packages and style of photographs to provide freedom of choice and maximum flexibility.



Care

CARE

Our core philosophy of 'We Care' is reflected in everything we do.



Quality

QUALITY

We ensure every image captured meets our stringent standards to produce the best possible photographs for you.



Service

SERVICE

Efficient turnaround time from confirmation to delivery of photographs with continued focus on the customer.



Watch this photo turn into a video message, by using your smart phone camera with the code: fm3

fotomovie
exclusive to fotoworks

TURN TO PAGE 22
to learn more about fotomovie and how you can incorporate it into your school photos, yearbook and more!

VIDEO MESSAGE FROM NATALIE THERESE

MANAGING DIRECTOR - 0413 179 441

OUR TEAMS

WATCH OUR VIDEO USING THE QR CODE ABOVE TO SEE SOME OF THE PRODUCTS & SERVICES WE CAN HELP YOU WITH!



SCAN HERE TO PLAY

I CARE – here to help with all things school photos & marketing at your school.

SCHOOL CARE – your point of contact for all your school photo day needs.

PRINT CARE – facilitating the staff & student images from photo day to your school communities printed products.

PACK CARE – the dream team that ensures all orders are packed correctly and sent with a smile.

WE CARE – the team your school community will contact to help with all their school photo queries.

LAB CARE – the team who make sure your school & community are getting the best possible printed images each & every time.

ACCOUNTS – to make payment for your awesome products and services contact our Accounts team.

MARKETING – creating all your schools designs for print and web.

PHOTOGRAPHERS - your on-the-day rock stars who take care of all your photo needs!

WHAT WE CAN DO FOR YOU

School Portraits & Groups

Promotional Marketing Photography

360 Virtual School Tours

FotoMovies & Videography

Drone & Event Photography

Promotional Product Design

Publications Design & Print

AND SO MUCH MORE

We Care ❤️

OUR CORE VALUES

CARE - We care about the business, each other, our product, our service and our customers. We take pride in everything we do. We are proud of our team, our product, our service and the partnerships we form.

TEAMWORK - We care about our team and work together in an open and trusting environment. We strive to be approachable, respectful and friendly. Each team member is valued and plays a vital role in our overall success.

POSITIVE WORK ETHIC - We care about our work. We make the choice to be present each day and work in a positive manner. We are a motivated group of people who work together to build a cohesive team, creating a fun and enjoyable workplace for all.

CUSTOMER FOCUS - We care about customer service; it's the entire team's responsibility. We have a clear focus on customer service and build rapport with our schools. This enhances our reputation as a well respected company which produces quality products with excellent service to our clients.

EXCELLENCE - We care about results and take pride in the excellent job we do every day. We work collaboratively and productively to provide professional, reliable and quality services. We strive to be the very best.



MEET SOME OF OUR FRIENDLY TEAM



Bree Birrell
School Care Client Management
(08) 9244 8211
SchoolCare@fotoworks.com.au



Michelle Ritchie
Business Development Manager
0427 674 272
iCare@fotoworks.com.au



Elton Whittle
Photography Specialist Team Leader
(08) 9244 8211
WeCare@fotoworks.com.au



Ally Grima
Design & Marketing Management
(08) 9244 8211
Marketing@fotoworks.com.au

What do our clients say about Fotoworks?

Fotoworks are proud to provide school photography and marketing services to over 300 schools from Kununurra to Esperance and everywhere in between. Scan the QR Codes to hear testimonials from just a few of our happy clients.

CALADENIA PRIMARY SCHOOL



DEPUTY PRINCIPAL - ROB SMYTH

SERVITE COLLEGE



DIRECTOR OF COLLEGE - JOHN POWER

CHISHOLM CATHOLIC COLLEGE (PERTH)



DEPUTY PRINCIPALS - FIONA MILLIMACI & TANIYA RODRIGUES

HOCKING PRIMARY SCHOOL



DEPUTY PRINCIPAL - STEVE HARDINGHAM

What do our staff say about Fotoworks?

Hear what our team have to say about us and why they choose Fotoworks.

View our video here...



WHY FOTOWORKS?

SCHOOLS LOVE US



PEOPLE LOVE OUR BRANDING AND OUR CULTURE



PEOPLE LOVE WORKING WITH US



CUSTOMERS LOVE US



Our school has been very appreciative of the work that has been provided by Fotoworks and the professionalism in which the photos are taken and the quality of the photos.

- AUSTRALIND SENIOR HIGH SCHOOL

We have been working with Fotoworks for the past three years and have been continually happy with the service and communication we receive from all the friendly, efficient and professional staff. It's wonderful to watch the photographers connect with our students in the effort to ensure families receive the highest quality of photo memories.

- NEWMAN COLLEGE

Being in the photographic industry for over 50 years, I have seen many photographic businesses come and go.

I have known Fotoworks for many years; they are always at the forefront with the latest technologies to ensure their customers get the best product available. There is a great culture amongst their highly trained staff who really work together as a team.

I was privileged to recently view their new office and custom built workspace; created to ensure their customers are looked after and to provide the best quality product and a service second to none.

It is always a pleasure when family and friends bring out their photos to show me they have Fotoworks branding and quality!

- DUNCAN DODD

I am delighted with our relationship under our banner of The School Photographer Alliance. Our national relationship with schools is going exceptionally well and Fotoworks is proving itself as a successful, professional and enterprising business in their ever growing WCA market place. Well done and thanks to Natalie and her team.

- GARRICK DOSTINE, THE SCHOOL PHOTOGRAPHER

Always excellent service and affordable prices from Fotoworks. This is so important when ordering every year of your child's high school life. Also the quality of photo and clarity of colour is always excellent. They don't fade over time like other brands. A lifetime memory intact!

- DONNELLE HUNTLEY



STYLISH PROFESSIONALS



Fotoworks are committed to providing high-quality products to our schools and students families.

We have invested greatly in our new Fotoworks branding and our uniform design is testament to this. We pride ourselves on being a TEAM and fully representing Fotoworks when appearing at your school. Our staff are clearly identifiable in the striking red, white and black uniforms.

From our professional photographic set ups with all the lights, camera and action needed, to our in-house Photo Printing Lab, we are sure to provide the best possible experience for your school.



PHOTOGRAPHY

SCHOOL PHOTOGRAPHY

We offer a full photographic service to cater for all your school's photography needs.

Our highly skilled and experienced team of photographers CARE about getting the best photo and having fun while we work.



Different backdrops available for portraits.

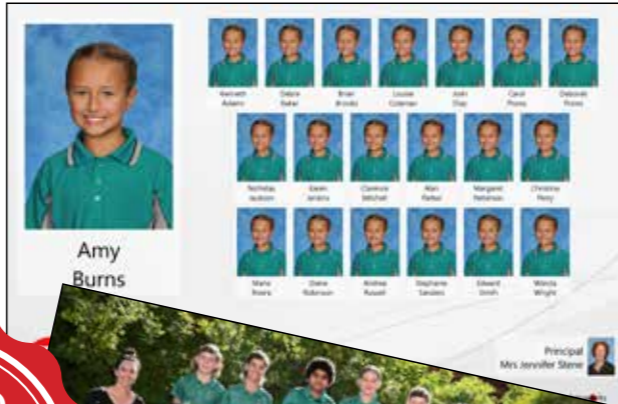
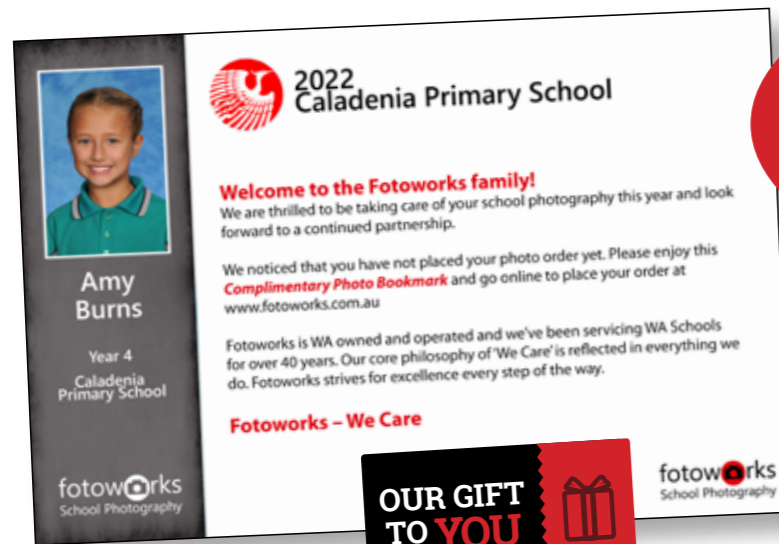


PHOTO PACKS FROM \$30



OUR GIFT TO YOU



fotoworks School Photography

FREE PHOTO FOR EVERY STUDENT!*

EVEN IF YOU HAVEN'T ORDERED!

FREE PHOTO BOOKMARK* FOR EVERY STUDENT

*ON REQUEST - No Purchase Required. Offer applies only for the first year with Fotoworks - for your first year with Fotoworks, we give every student at your school a free photo bookmark to welcome them into the Fotoworks Family.

Valued at: \$3,500 [Based on 350 students]

DISCOUNTS FOR LARGE FAMILIES

We are happy to offer parents a third (and subsequent) child 50% discount on photo packages. In this way, we are able to assist those families at your school with multiple siblings.



♥ THANK YOU FOR YOUR SUPPORT

PRODUCTS FOR PARENTS



Portrait A
1 x 15x20
1 x 10x15
1 x 5x7.5
4 x 3.8x5



Portrait C
6 x 2.5x3.3
2 x 10x15
1 x 13x18



PHOTO PACKS FROM \$30

Portrait B
1 x 20x25

GROUP PACK

Class Composite



Class Group



DIGITAL DOWNLOAD



High Resolution Digital Download (300 dpi) Print Quality Portrait Image



Low Resolution Digital Download (72 dpi) Not Print Quality Portrait Image

8 Page Student Book - Landscape



8 Page Student Book - Vertical



ADD ON PRODUCTS



Calendar
Key Tag
Aluminium Magnet
Custom Mug

PRODUCTS FOR SCHOOLS

Upon request - Conditions apply

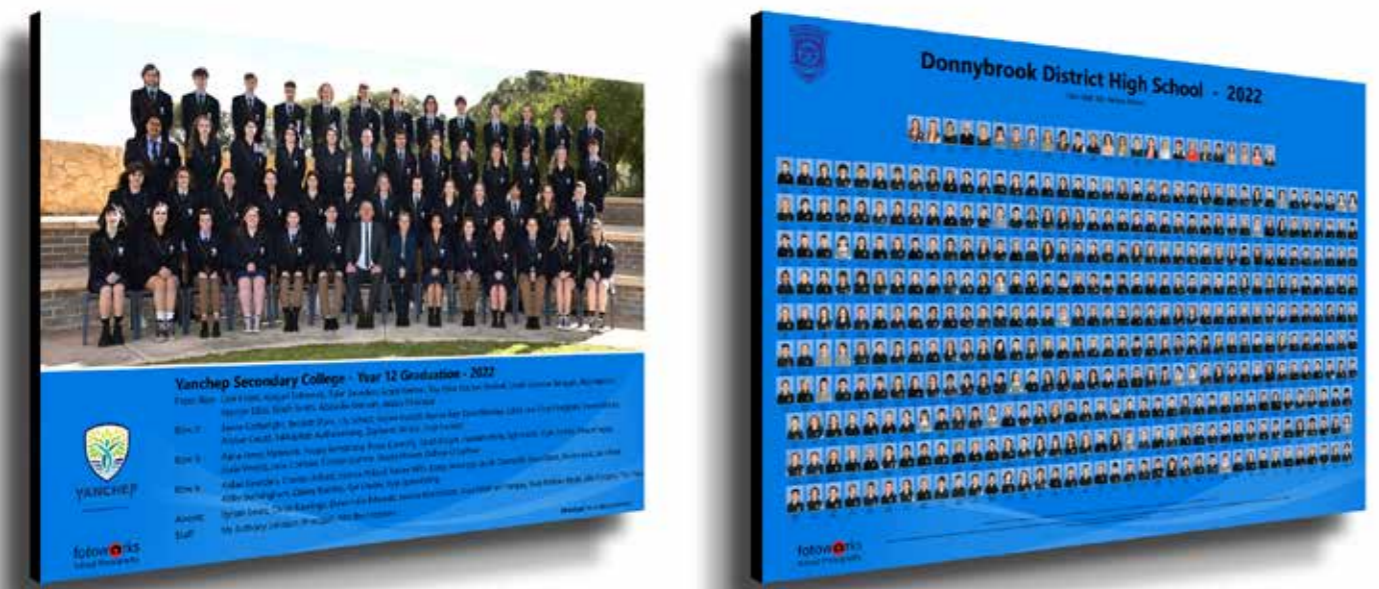


STAFF GROUP OR COMPOSITE PHOTO

A copy of a staff traditional group photo (or composite photo) for each staff member - 8x12"

BLOCK MOUNT

A great memento for the office!
This block mount can be in either traditional or composite format.



STAFF PORTRAIT PERSONALISED CALENDAR & A FREE CLASS PHOTO

Each staff member receives a personalised 8x12" calendar with their portrait image.



SCHOOL ALBUM

Hard cover bound school photo album including each year group and all Sports & Special photos taken throughout the year for archival purposes.



SCHOOL PORTRAIT IMAGES FOR DATABASE

Digital transfer of Images of students and staff portraits with matching Student ID and/or names (as supplied by the school) provided via Dropbox for school database.



STAFF MAGNETS

Aluminium Magnet with Portrait Photo and Name 3x3.75cm

(Valued at \$15 each*)

Individualised photo magnets of each staff member.

You can use a board in your school admin staff room or main auditorium/assembly hall to display staff photos. If staff move or new staff are added, it is easy to update and make changes.

*Conditions Apply. Offer valid for Schools with 300+ Enrolments. Valid for magnets only and not with any other offer. Boards are not provided by Fotoworks.

GRADUATION CERTIFICATES

OPTION 1: Complimentary for 200+ students

PERSONALISED CERTIFICATES

This personalised presentation (Year 6 or 12 Graduation) includes:

- 1 Graduation Certificate for each Student and
- 1 Sheet of Composite Images of the graduating class

OR

- 1 Traditional Group Photo (student names listed below, per request)

OPTION 2: GRADUATION PRESENTATION BOOKS

This personalised 4-page presentation book is a great keepsake that includes Graduation Certificate, Group Photo and Composite Images of the graduating class.



OPTION 3: 8x12 PRINTS

Quality 8x12 photo prints of graduating class group with school logo, name and year/class name (student names listed below, per request).



OPTION 4: 5x7 PRINTS

Quality 5x7 photo print of graduating class group.



OPTION 5: 6x4 PRINTS

Quality 6x4 photo print of graduating class group.



GRADUATION FOLDER

Quality presentation keepsake folder.



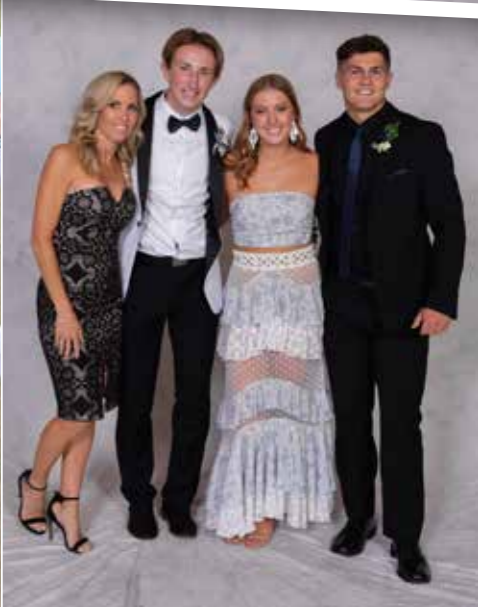


CHOICE OF BACKDROPS



PROMOTIONAL PHOTOGRAPHY
Promote your school with Professional Media Photography for your marketing needs.

SCHOOL BALL AND EVENT PHOTOGRAPHY
Fotoworks provides ball, confirmation and all special event photography. We offer both roaming photography as well as group photos (fun and traditional).



Our group stands are engineer certified on an annual basis.

YOUR SAFETY IS OUR PRIORITY.



We Care

PROMOTE YOUR SCHOOL



PRINT & DESIGN

In need of new marketing materials?

Fotoworks have a dedicated and experienced graphic designer ready to create customised marketing products for your school.



YEARBOOK

BANNER

ANNUAL REPORT

BUSINESS CARD

FLYER

CALENDAR

FOLDER

WEBSITE

WE ARE GREEN



Fotoworks are very proud of our teams passion for maintaining environmental consciousness in all that we do, including our in house recycling and repurpose programs.



As an eco-conscious company, we avoid the use of plastic sleeves.

Our sturdy, recyclable cardboard folder keeps your photos safe.



We Care



DRONE VIDEO & PHOTOGRAPHY



DO YOU HAVE A SCHOOL CELEBRATION COMING UP?



A GREAT WAY TO COMMEMORATE A SPECIAL EVENT.



LET OUR TEAM TAKE CARE OF YOUR NEXT BIG EVENT.



- OUTDOOR DRONE PHOTOGRAPHY
- INDOOR DRONE PHOTOGRAPHY

We do all the work for you. We plan the setup, organise the students and staff and execute a beautiful finished product.

We can also provide a customised DVD/USB with video and photos for distribution to your school community.



VIRTUAL TOURS

360 Virtual School Tours is the interactive virtual tour which will set your school apart from local competition. With a virtual tour on your website, your school doors will be open online, 24 hours a day, 7 days a week, 365 days of the year.



FLY THROUGHS

Our expert pilots can Fly-Through and showcase your schools facilities in a different and unique way to potential families! Visit the website to learn more.



SCAN HERE TO VISIT THE WEBSITE





FOTOMOVIE

Fotomovies are still photos that come ALIVE! Incorporate Fotomovies into your next year book, annual report, school banner, business card, school flyers and more!

- NOTE -
THE CODES ARE CASE SENSITIVE

Ensure you enter the correct capital and lower case combinations.



Make this photo come alive with the code: OR19

WHAT IS IT? - Fotomovies are still photos triggered by a phone app, that will bring to life the associated video.

HOW DO YOU USE IT? - It can be used to present messages or cheer. Fotomovies can be added to all kinds of products, from business cards to annual reports and pull up banners, etc. Our staff at Fotoworks can assist you with ideas to get inspired or simply make up your own!

- 1 **DOWNLOAD** the 'Photos2Life' App on your smart phone by scanning the QR code
- 2 **ENTER THE CODE** next to the photo in this booklet
- 3 **TURN UP THE VOLUME** on your phone and be sure your phone is not on Silent Mode
- 4 **HOVER** your smart phone camera over the photo



SCAN THE QR CODE ABOVE TO DOWNLOAD THE 'PHOTOS2LIFE' APP

ENTER THE CODE: **ns2**



- MARKETING PROMOTIONS
- GRADUATION PHOTOS
- SCHOOL YEAR BOOKS
- GRADUATION CERTIFICATES

ENTER THE CODE: **CG211**



ENTER THE CODE: **Kam19**



ENTER THE CODE: **SCC19**



Incorporate a message from staff to parting students in your Graduation Booklets for a memorable and animated keepsake.

fotomovie
exclusive to fotoworks

Capture that special event or anniversary with standard or drone video. Turn it into a Fotomovie to display at your school on banners, block mounts or for promotional purposes. Use a Fotomovie at future events such as school open days, concerts, parent info nights and assemblies.

- WEBSITES
- ANNUAL REPORTS
- BUSINESS PLANS
- BLOCKMOUNTS
- BANNERS

ENTER THE CODE: **MRPS10**



ENTER THE CODE: **40peg**



ENTER THE CODE: **GS50**



ENTER THE CODE: **MPS1**



ENTER THE CODE: **MPS2**



A great addition to make your Annual Reports a little more interesting - have your students spice up the content for entertaining reading and a keepsake.

ENTER THE CODE: **MPS4**



SPONSORSHIP



fotoworks School Photography 2023/2024 Service Agreement

School Name: _____ Expected Enrolments: _____

I, (NAME) _____, (POSITION/TITLE) _____ as the authorised representative of the above stated school, agree to engage Fotoworks School Photography to provide photographic services to our school as indicated below.

Please read Terms & Conditions below. Acknowledgment will assert that you have read, understood and agree with these terms.

SUBJECT TO:

Photos for 2023 or 2024 Preferred Term _____ Preferred Week _____ Qty Days Rqd _____

Photo Day Package Options

- Traditional Class Groups & Portraits
- Traditional Student Book Package (Qty Pages _____)
- Sibling Photos
- Sports & Special and/or Graduation Photos (On same day as photos)
- Sports & Special and/or Graduation Photos (On Separate day – up to 2 complimentary days available) - Qty Days x _____
- Composite Only Package
- Composite Student Book Package (Qty Pages _____)
- Staff Traditional Group OR Staff Composite only

Agreement: **Commencing 2023 or 2024** One Year Three Years Five Years

Additional services and requirements have been indicated on the reverse of this agreement.

Signature: _____ Date: _____

Terms & Conditions

This signed document is your acceptance of Fotoworks as your official school photographer service. Fotoworks will contact the school to confirm booking dates; please note changes of date within the year will not constitute a breach of the agreement. Changes occur from time to time due to governmental changes etc. and efforts will be made from both parties to accommodate the needs of the other. Your acknowledgement confirms an intention on behalf of both parties to create legal relations. Fotoworks will provide their photographic service to the school, providing their photographers, equipment and expertise to create photographic images of your students. Your school will provide permissions and access to school data (for students' names) as well as agreement to distribute our envelopes to your parent body. This is a commercial endeavor and whilst the school will receive images for their internal computer system amongst other benefits, Fotoworks will receive the ability to sell the photographs to the parent body. The signatory on this document must only complete the form if they have executive responsibility at the school and have the authority to do so. The appropriate authorities are therefore the Principal, Deputy, Bursar, Registrar, P&C Executive or a person deemed responsible to manage and make executive decisions regarding the photo services for the school. This agreement is in force, for the current booking, although the actual photo days may vary. Should your school default in its obligations, by cancelling the booking after acknowledgement, Fotoworks will be entitled to liquidated damages in direct relation to the average sale it would have made at that school. The rate will be set at the average sale over the prior three years or alternatively the average of like schools Fotoworks shoots in the area. This amount will be due payable within thirty days of the cancellation date. All the terms and conditions are contained in this document and no verbal representations outside this document should be relied upon. This agreement is between Fotoworks and the school indicated and is entered into in good faith with the intention of engaging in fair dealing. Any changes in date by the school will be responded to in as far as logistically possible and we assume a reciprocal approach from the school if requested. We thank you for the opportunity of photographing your school and look forward to both caring for your photographic needs and delighting your parent body with the results.

2023/2024 Service & Product Choice Agreement

1. **Standard Products Included** (a separate order form will be sent with proofs to place orders for the following items)

- Rebates for large families
- Complimentary Staff Group/Composite
- Coffee table album book
- Complimentary Staff Portrait Calendar
- Complimentary Staff Portrait (Custom size) _____
- Complimentary Teacher Class Photos
- Database Images (Low Res)
- Graduation Certificates (Other options avail)

Notes: _____

Initial

2. **Additional Photography Requirements (costs incurred)**

- Fotomovie x _____
- Half day Promo shoot
- Full day Promo shoot
- 360 Virtual Tour
- Flythrough Mini-Drone
- Anniversary Drone
- Whole School Traditional Photo
- Ball or Event Photography (specify) _____

Notes: _____

Initial

3. **Additional Products (costs incurred)** (a separate order form will be sent with proofs to place orders for the following items)

- Whole School **Composite** Block Mount
- Whole School **Traditional** Group Block Mount
- Whole School **Composite** Poster
- Whole School **Traditional** Group Poster
- Staff Magnet Board x _____ (Magnets)
- Graduation Photo products (custom designed)
- Portrait Images – High Res (for yearbook) CMYK or RGB
- Group Images – High Res (for yearbook) CMYK or RGB

Notes: _____

Initial

4. **Marketing Quotes Required (costs incurred)**

- Yearbook Production (Printing Only)
- Yearbook Production (Design & Printing)
- School Annual or Business Plan (Printing Only)
- School Annual or Business Plan (Design & Printing)
- Pull Up Banner
- Presentation Folders

Notes: _____

Initial

Other Requirements Requested:

2023/2024 School Incentives

Schools with 200+ students may order the below complimentary standard products after photo day:

(NOTE - Value to school will vary depending on staff and student numbers)

STANDARD PRODUCT - VALUED AT \$6000

(Based on 60 students and 60 staff)

Graduation Certificates
Database Images
Coffee Table Album
Staff Portrait Photo
Staff Group Photo
Teacher Class Photo

Additional products listed below are complimentary for the first year.
Following years are at 50% discount.

No. of Students	1 YEAR	3 YEAR	5 YEAR
200 - 400	Standard Product + Blockmount	Standard Product + Blockmount + Promo Photos	Standard Product + Blockmount + Promo Photos x2
400 - 700	Standard Product + Banner or Blockmount + Promo Photos	Standard Product + Banner or Blockmount + Promo Photos x2	Standard Product + Banner or Blockmount x2 + Promo Photos x3
700 - 1000+	Standard Product + Banner or Blockmount + Promo Photos + Option to customise some standard products	Standard Product + Banner or Blockmount + Promo Photos x2 + Option to customise some standard products	Standard Product + Banner or Blockmount x2 + Promo Photos x3 + Option to customise some standard products

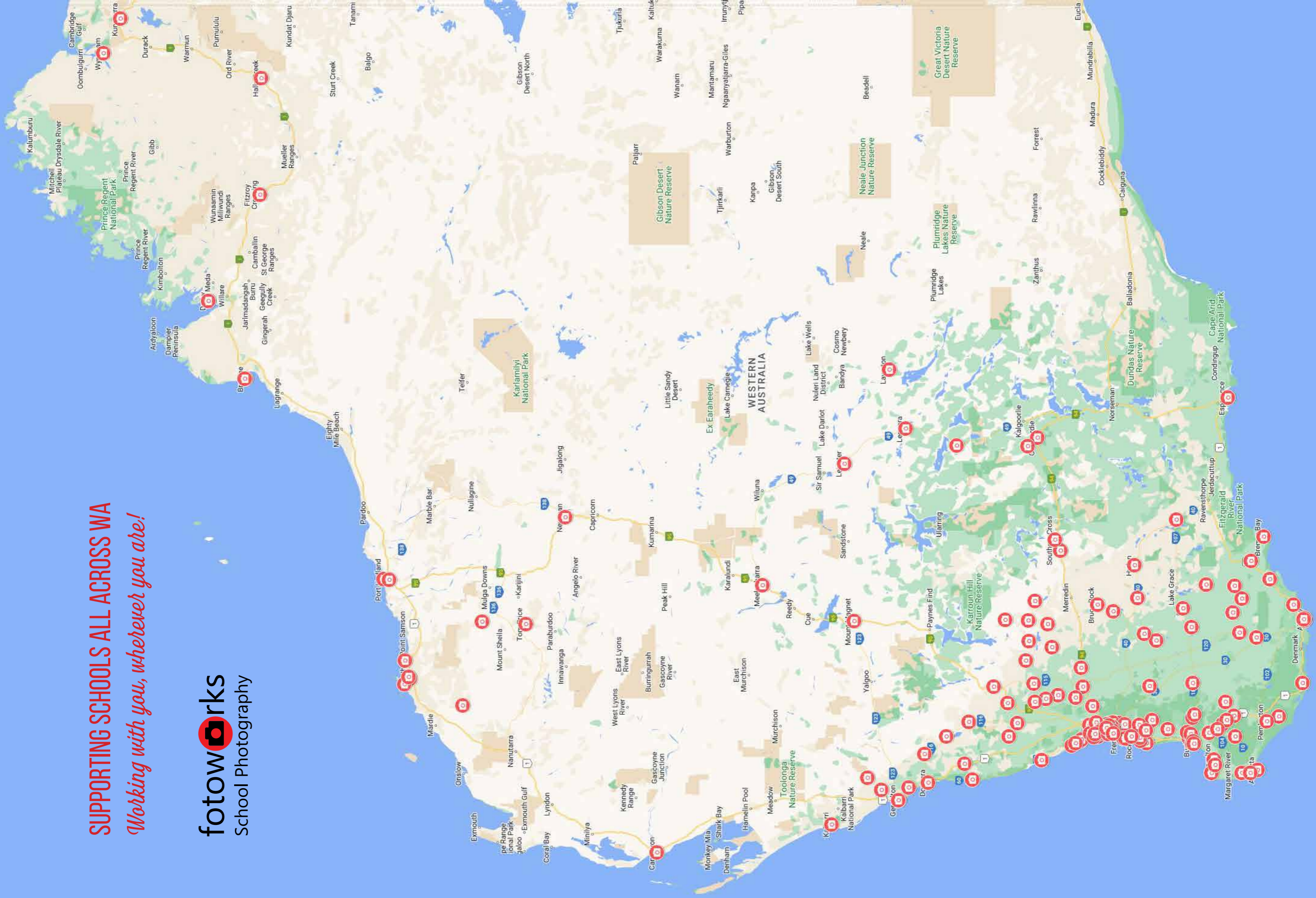
Fotoworks can provide complimentary high resolution images.

Talk to us about how you can receive these as part of our complimentary product offering to your school.

SUPPORTING SCHOOLS ALL ACROSS WA

Working with you, wherever you are!

fotoworks****
School Photography





DESIGN



VIRTUAL TOURS



PHOTOGRAPHY



DRONE
PHOTOGRAPHY



FOTOMOVIE

We Care

fotoworks
School Photography

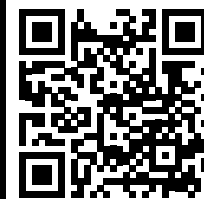
8 Pitino Court, Osborne Park, WA 6017

PO Box 1064, Osborne Park DC, WA 6916

Tel: (08) 9244 8211

Email: wecare@fotoworks.com.au

SCAN HERE TO
VIEW ONLINE



THANK YOU FOR YOUR SUPPORT

We look forward to working with you!