

Coop Committee Meeting
Wednesday, March 6, 2019 2:00 PM Central

ESU 9 plus Zoom
6949 South 110th Street
LaVista, NE 68128

Paul Calvert: Present
Shoemake ESU 06: Absent
Mowinkel ESU 08: Present
Kraig Lofquist: Present
Deb Paulman: Present
Gregg Robke: Present
Dr. Melissa Wheelock: Present
Present: 6, Absent: 1.

1. Call to Order

2. Roll Call

3. Agenda Item

1. Coop Strategic Plan

1. Equal Level - Multi State Conversation

2. Coop Sales Reports

2. Consent Items

1. Approve Renewal/Extension of SIS Special Buy contracts dated August 2016 with Edupoint, Power School, Harris Computer, and Tyler Technologies.

3. Program Updates

1. Annual/Paper Buy

2. Specials Buys

3. AEPA

1. Yearly Assessments

2. School Specialty Vendor Partner Overview

4. Next Meeting Agenda Items

5. Adjournment



2017-18

Nebraska ESUCC Cooperative Purchasing Sales & Savings By ESU

<u>ESU #</u>	<u>List Price</u>	<u>Member Cost</u>	<u>Savings</u>
00	\$572,395.15	\$442,448.99	\$129,946.16
01	\$1,801,197.60	\$1,363,692.08	\$437,505.52
02	\$2,262,493.59	\$1,728,281.20	\$534,212.40
03	\$3,157,656.50	\$2,337,874.88	\$819,781.63
04	\$822,199.35	\$595,928.57	\$226,270.78
05	\$885,970.93	\$693,046.43	\$192,924.50
06	\$2,125,969.43	\$1,636,623.29	\$489,346.14
07	\$1,550,217.07	\$1,153,051.77	\$397,165.30
08	\$1,116,591.85	\$804,077.88	\$312,513.97
09	\$825,822.71	\$630,189.68	\$195,633.03
10	\$2,158,542.73	\$1,518,719.48	\$639,823.25
11	\$1,246,035.40	\$948,854.08	\$297,181.32
13	\$1,611,914.97	\$1,239,940.12	\$371,974.85
15	\$249,230.55	\$162,278.39	\$86,952.16
16	\$448,222.97	\$309,090.63	\$139,132.34
17	\$254,845.89	\$181,350.85	\$73,495.04
18	\$76,556.82	\$51,794.77	\$24,762.05
19	\$564,743.74	\$438,649.72	\$126,094.02
20	\$267,738.33	\$209,006.15	\$58,732.18
CC	\$3,150.70	\$1,662.09	\$1,488.61
<u>Grand Totals</u>	<u>\$22,001,496.29</u>	<u>\$16,446,561.04</u>	<u>\$5,554,935.25</u>



2017-18

Nebraska ESUCC Cooperative Purchasing Sales & Savings By Program

<u>Program</u>	<u>List Price</u>	<u>Member Cost</u>	<u>Savings</u>
AEPA	\$5,029,596.21	\$3,769,550.57	\$1,260,045.63
Annual Buy	\$3,549,111.47	\$2,407,565.41	\$1,141,546.06
Custodial Buy	\$2,379,462.20	\$1,788,954.98	\$590,507.22
Extended Buy	\$17,280.13	\$12,441.69	\$4,838.44
Food Buy	\$6,359,439.26	\$5,405,047.05	\$954,392.21
Paper Buy	\$1,138,741.57	\$866,109.76	\$272,631.81
Special Buy	\$3,527,865.45	\$2,196,891.58	\$1,330,973.87
<u>Grand Totals</u>	<u>\$22,001,496.29</u>	<u>\$16,446,561.04</u>	<u>\$5,554,935.25</u>



2017-18

Nebraska ESUCC Cooperative Purchasing Sales & Savings By Vendor

<u>Vendor</u>	<u>List Price</u>	<u>Member Cost</u>	<u>Savings</u>
ACCO Brands USA LLC	\$14,844.00	\$10,141.75	\$4,702.25
Aluminum Athletic Equipment	\$39,972.06	\$27,181.00	\$12,791.06
B&H Photo & Electronics Corp	\$14,792.46	\$10,058.87	\$4,733.59
Blick Art Materials	\$85,115.54	\$57,883.30	\$27,232.24
Brown & Saenger	\$2,527,054.60	\$1,809,358.23	\$717,696.37
BSN Sports LLC	\$45,990.53	\$31,273.56	\$14,716.97
CCS Presentation Systems	\$72,563.88	\$49,343.44	\$23,220.44
CDW-G	\$989,378.41	\$868,823.49	\$120,554.92
Computers Etc	\$30,550.06	\$20,774.04	\$9,776.02
Daktronics, Inc	\$429,837.00	\$384,605.00	\$45,232.00
Dispose N Save	\$1,477.91	\$1,004.98	\$472.93
Dude Solutions	\$109,800.78	\$104,163.60	\$5,637.18
Egan Supply Company	\$114,567.43	\$77,944.89	\$36,622.54
Epic- Independent Stationers	\$1,419.26	\$734.31	\$684.95
ETA hand2mind	\$2,217.83	\$1,917.85	\$299.98
Fisher Scientific LLC	\$48,566.59	\$33,025.28	\$15,541.31
Flinn Scientific Inc	\$5,331.81	\$3,625.63	\$1,706.18
Gopher Sport	\$65,052.94	\$44,236.00	\$20,816.94
Infobase Learning	\$480.44	\$384.35	\$96.09
Insight	\$54,341.72	\$42,377.71	\$11,964.01
Interboro Packaging Corp	\$5,419.18	\$3,685.04	\$1,734.14
JourneyEd	\$1,575,480.79	\$990,986.76	\$584,494.03
KnowBe4	\$2,505.84	\$2,004.67	\$501.17
Konica Minolta	\$60,574.34	\$52,495.06	\$8,079.28



2017-18

Nebraska ESUCC Cooperative Purchasing Sales & Savings By Vendor

<u>Vendor</u>	<u>List Price</u>	<u>Member Cost</u>	<u>Savings</u>
Kyocera	\$1,948.00	\$992.00	\$956.00
Mackin	\$14,919.59	\$14,080.69	\$838.90
Midwest Technology	\$10,395.35	\$9,329.07	\$1,066.28
MNJ Technologies	\$111,242.86	\$84,163.25	\$27,079.61
Moore Medical LLC	\$29,964.62	\$20,375.94	\$9,588.68
Movie Licensing USA	\$179,700.93	\$117,043.00	\$62,657.93
National Art & School Supplies	\$379,829.81	\$258,284.27	\$121,545.54
National Business Furniture	\$40,560.22	\$34,476.19	\$6,084.03
Pyramid School Products	\$493,899.60	\$335,860.80	\$158,038.80
Quill	\$638,827.81	\$405,885.67	\$232,942.13
S&S Worldwide	\$33,382.22	\$22,699.91	\$10,682.31
School Health Corporation	\$52,435.82	\$35,656.36	\$16,779.46
School Nurse Supply	\$569.12	\$387.00	\$182.12
School Specialty	\$2,130,232.14	\$1,386,142.18	\$744,089.96
Schoology	\$267,500.00	\$184,707.18	\$82,792.82
Scott Electric	\$5,449.34	\$3,705.55	\$1,743.79
Securly, Inc	\$357,681.25	\$198,994.48	\$158,686.77
Seesaw	\$7,788.75	\$6,231.00	\$1,557.75
Softchoice	\$63,155.17	\$52,874.93	\$10,280.24
Spara Tool	\$2,908.74	\$1,977.94	\$930.80
Squirrels	\$224.72	\$136.95	\$87.77
Staples	\$687,014.11	\$428,215.23	\$258,798.88
SupplyWorks	\$2,379,462.20	\$1,788,954.98	\$590,507.22
Sysco Foods	\$6,359,439.26	\$5,405,047.05	\$954,392.21



2017-18

Nebraska ESUCC Cooperative Purchasing Sales & Savings By Vendor

<u>Vendor</u>	<u>List Price</u>	<u>Member Cost</u>	<u>Savings</u>
The Library Store Inc	\$15,268.41	\$10,382.52	\$4,885.89
Tremco-Weatherproofing	\$642,972.11	\$522,468.09	\$120,504.02
Troxell Communications Inc	\$10,341.43	\$7,036.43	\$3,305.00
Virco Inc	\$137,148.45	\$93,721.12	\$43,427.33
Voss Lighting Inc	\$460,459.60	\$265,603.22	\$194,856.38
World Book	\$189,439.27	\$123,099.23	\$66,340.04
<u>Grand Totals</u>	<u>\$22,001,496.29</u>	<u>\$16,446,561.04</u>	<u>\$5,554,935.25</u>

2014-15 Sales/ Savings

Program	Total Sales	Total Savings
Annual Buy	2,874,707.70	862,412.31
Paper Buy	1,080,117.91	324,035.37
AEPA/ Special Buy	6,964,694.30	2,468,914.31
Food Program	\$4,886,929.96	733,039.49
Custodial	1,527,432.48	198,566.22
Estimated Total Sales	17,333,882.35	4,586,967.71
Total % Savings	26.46%	

2015-16 Sales/ Savings

Program	Total Sales	Total Savings
Annual Buy	\$3,535,320.26	\$1,131,302.48
AEPA	\$4,959,155.16	1,762,417.90
Special Buys	\$1,478,273.60	1,128,055.84
Food Program	\$5,048,578.45	757,286.77
Custodial	\$1,798,885.66	233,855.14
Extended Buys	\$540.32	172.90
Total Sales	16,820,753.45	5,013,091.03
Total % Savings	29.80%	

2016-17 Sales/ Savings

Program	Total Sales	Total Savings
Annual/Paper Buy	3,170,416.00	1014533.12
AEPA	3,939,001.37	1,254,655.49
Special Buys	1,654,713.25	811,891.94
Food Program	5,006,128.75	750,919.31
Custodial	1,798,612.52	233,819.63
Extended Buys	4,223.12	1,351.40
Total Sales	15,573,095.00	4,067,170.89
Total % Savings	26.12%	

2017-18 Sales/ Savings

Program	Total Sales	Total Savings
Annual/Paper Buy	3,273,675.17	1,414,177.87
AEPA	3,769,550.57	1,260,045.63
Special Buys	2,196,891.58	1,330,973.87
Food Program	5,405,047.05	954,392.21
Custodial	1,788,954.99	590,507.22
Extended Buys	12,441.69	4,838.44
Total Sales	16,446,561.05	5,554,935.24
Total % Savings	33.78%	

Sales Summary	2016-17	2017-18
Total Coop Sales	15,573,095.00	16,446,561.05
Total Coop Savings	4,067,170.89	5,554,935.24
Total Expected Sales Revenue	411,118.23	431,226.15
Sales By Program		
Annual Buy	3,170,416.00	3,273,675.17
AEPA	3,939,001.37	3,769,550.57
Special Buys	1,654,713.25	2,196,891.58
Food Program	5,006,128.75	5,405,047.05
Custodial	1,798,612.52	1,788,954.99
Extended Buys	4,223.12	12,441.69
Savings By Program		
Annual Buy	1014533.12	1,414,177.87
AEPA	1,254,655.49	1,260,045.63
Special Buys	811,891.94	1,330,973.87
Food Program	750,919.31	954,392.21
Custodial	233,819.63	590,507.22
Extended Buys	1,351.40	4,838.44
Expected Revenue by Program		
Annual Buy	158,649.76	163683.76
AEPA	78,780.03	75391.01
Special Buys	37,382.45	47649.26
Food Program	100,122.58	108100.94
Custodial	35,972.25	35779.10
Extended Buys	211.16	622.08
Sales Statistics	2016-17	2017-18
Total Number of Purchasing Schools- All Programs	424	402
Total Number of Contracts	69	71
Food Program Participants	111	114
Food Program Purchasing Schools	107	109
Annual- Paper Buy Purchasing Schools	273	261
Annual Buy Items Offered	3227	3917
Annual Buy Items Ordered	2328	2659
Paper Buy Items Offered	149	115
Paper Buy Items Ordered	131	107
Total Number of Bidding Vendors	29	31
Total Number of Awarded Vendors	27	29

YOY Delta
873,466.05
1,487,764.35
20,107.92
103,259.17
(169,450.80)
542,178.33
398,918.30
(9,657.53)
8,218.57
399,644.75
5,390.14
519,081.93
203,472.90
356,687.59
3,487.04
5,034.00
(3,389.02)
10,266.81
7,978.36
(193.15)
410.92
YOY Delta
-22
2
3
2
-12
690
331
-34
-24
2
2

**EXTENSION TO 2016-2019 SPECIAL BUY AGREEMENT BETWEEN
ESUCC COOPERATIVE PURCHASING AND PowerSchool Group LLC**

This Amendment and Extension is made by and between Nebraska ESUCC Cooperative Purchasing ("Cooperative") and PowerSchool Group LLC ("Contractor") to the 2016-2019 Special Buy Agreement ("Agreement") signed by the Cooperative on October 28, 2016, and by the Contractor on October 21, 2016. The Addendum is as follows:

The Terms and Conditions of the Agreement are amended as follows:

No Changes to Terms and Conditions Agreement.

Exhibit "A" is amended to add the following goods or services:

No Changes to Exhibit A.

Exhibit "B" is amended to add the following pricing information:

No Changes to Exhibit B.

The Agreement permits amendment and modification by a signed, written agreement by both parties that identifies itself as an amendment. The Cooperative has approved an extension and now desires to extend the Agreement for an additional term of thirty-six (36) months until August 1, 2022. Upon the signature of an authorized officer of the Cooperative and the Contractor, the Agreement is hereby extended.

COOPERATIVE

CONTRACTOR

David Ludwig
Executive Director

Mark Oldemeyer
Chief Financial Officer

Executed on Date: _____

Executed on Date: _____

**EXTENSION TO 2016-2019 SPECIAL BUY AGREEMENT BETWEEN
ESUCC COOPERATIVE PURCHASING AND **Edupoint Educational
Systems, LLC****

This Amendment and Extension is made by and between Nebraska ESUCC Cooperative Purchasing ("Cooperative") and **Edupoint Educational LLC** ("Contractor") to the **2016-2019** Special Buy Agreement ("Agreement") signed by the Cooperative on **October 12, 2016**, and by the Contractor on **October 19, 2016**. The Addendum is as follows:

The Terms and Conditions of the Agreement are amended as follows:

No Changes to Terms and Conditions Agreement.

Exhibit "A" is amended to add the following goods or services:

No Changes to Exhibit A.

Exhibit "B" is amended to add the following pricing information:

No Changes to Exhibit B.

The Agreement permits amendment and modification by a signed, written agreement by both parties that identifies itself as an amendment. The Cooperative has approved an extension and now desires to extend the Agreement for an additional term of thirty-six (36) months until **August 1, 2022**. Upon the signature of an authorized officer of the Cooperative and the Contractor, the Agreement is hereby extended.

COOPERATIVE

CONTRACTOR

David Ludwig
Executive Director

Rob Wilson
President

Executed on **Date:** _____

Executed on **Date:** _____

**EXTENSION TO 2016-2019 SPECIAL BUY AGREEMENT BETWEEN
ESUCC COOPERATIVE PURCHASING AND Tyler Technologies, Inc.**

This Amendment and Extension is made by and between Nebraska ESUCC Cooperative Purchasing ("Cooperative") and Tyler Technologies, Inc. ("Contractor") to the 2016-2019 Special Buy Agreement ("Agreement") signed by the Cooperative on September 13, 2016, and by the Contractor on August 30, 2016. The Addendum is as follows:

The Terms and Conditions of the Agreement are amended as follows:

No Changes to Terms and Conditions Agreement.

Exhibit "A" is amended to add the following goods or services:

No Changes to Exhibit A.

Exhibit "B" is amended to add the following pricing information:

No Changes to Exhibit B.

The Agreement permits amendment and modification by a signed, written agreement by both parties that identifies itself as an amendment. The Cooperative has approved an extension and now desires to extend the Agreement for an additional term of thirty-six (36) months until August 1, 2022. Upon the signature of an authorized officer of the Cooperative and the Contractor, the Agreement is hereby extended.

COOPERATIVE

CONTRACTOR

David Ludwig
Executive Director

Nick Botonis
General Manager, Tyler SIS

Executed on Date: _____

Executed on Date: _____

**EXTENSION TO 2016-2019 SPECIAL BUY AGREEMENT BETWEEN
ESUCC COOPERATIVE PURCHASING AND Harris Computer
Corporation**

This Amendment and Extension is made by and between Nebraska ESUCC Cooperative Purchasing ("Cooperative") and Harris Computer Corporation ("Contractor") to the 2016-2019 Special Buy Agreement ("Agreement") signed by the Cooperative on October 03, 2016, and by the Contractor on October 17, 2016. The Addendum is as follows:

The Terms and Conditions of the Agreement are amended as follows:

No Changes to Terms and Conditions Agreement.

Exhibit "A" is amended to add the following goods or services:

No Changes to Exhibit A.

Exhibit "B" is amended to add the following pricing information:

No Changes to Exhibit B.

The Agreement permits amendment and modification by a signed, written agreement by both parties that identifies itself as an amendment. The Cooperative has approved an extension and now desires to extend the Agreement for an additional term of thirty-six (36) months until August 1, 2022. Upon the signature of an authorized officer of the Cooperative and the Contractor, the Agreement is hereby extended.

COOPERATIVE

CONTRACTOR

David Ludwig
Executive Director

Daniel Youngren
VP Client Services

Executed on Date: _____

Executed on Date: _____

AEPA Assessment Invoice

2018

Agency: ESUCC Cooperative Purchasing
Address: 1292 East 4th Street
City,State, Zip Ainsworth, NE, 69210
Contact Name: Craig Peterson
Contact Email: craig.peterson@esucc.org
Contact Phone: 308-995-0665

Complete the Fees Received Worksheet

<i>Total Administrative Fees Received (From Fees Received Worksheet)</i>	\$ 63,649.98
Admin Rate 12/31/2018	<u>2%</u>
Total Sales	\$ 3,182,499.00
Assessment Rate	<u>0.0003</u>
Assessment Fee	
Assessment	
Total Amount Due	

I certify that the above information is true and accurate.

Signature: _____ Date: _____

Return a copy of this invoice and the fees received worksheet with your check made out to AEPA Inc. to:

AEPA Inc., c/o Kathleen Lane, 7520 Montgomery NE, Bldg E17, Albuquerque, NM 87109

Payment is due by April 5, 2019.

\$ 954.75

\$1,500.00

\$2,454.75

Vendor	2018 Q1	2018 Q2	2018 Q3	2018 Q4	Total
CDW-G	1,675.20	2447.42	2947.8	2969.71	10,040.13
Daktronics	7692.1	0	0	0	7,692.10
Dude Solutions	45.85	51.65	1742.18	700.59	2,540.27
Independent Stationers	0.54	0	0	0	0.54
Konica Minolta Bus Solutions	321.6	0	0	34.42	356.02
Kyocera Mita	19.84	0	0	0	19.84
Mackin Ed Resource	20.58	172.36	100.32	68.35	361.61
Midwest Technology	31.08	142.36	51.66	51.64	276.74
MNJ Technologies	197.66	690.82	172.59	58.91	1,119.98
National Business Furniture	54.36	635.18	608.51	52.62	1,350.67
Partac Peat Corp	0	0	5.5	13.55	19.05
Quill Instructional/ School	1665.41	2431.62	3433.61	1403.07	8,933.71
School Health Corp	0	0	256.91	0	256.91
School Specialty Instructional, Science	1373.88	10804.08	4948.24	1157.64	18,283.84
School Specialty Furniture	375.3	2073.18	1762.77	308.63	4,519.88
School Specialty Athletic Equipment & Supplies	109.27	932.14	240.74	76.84	1,358.99
Kranos Corp (DBA Schutt Sports)	0	0	0	2.98	2.98
Tremco/ WTI	3914.29	2337.72	0	264.71	6,516.72

AEPA Contract & Nebraska Partnership Overview February, 27, 2019



27+

Member States



25,000,000

Students



33

Purchasing Categories



Agenda



Year in Review 2017 - 2018



AEPA – Contracts At-A-Glance



AEPA – Value Add Components



AEPA – Professional Development



AEPA – 21st Century Safe School



AEPA – Instruction & Intervention



AEPA – Our Brands: Contracts & Strategic Accounts by State and SSI Representation



Category Spending

Association of Educational
PURCHASING AGENCIES

Nebraska	2017 Sales	2018 Sales
AGENDAS	\$ 122,136.88	\$ 114,114.95
AV TECH	\$ 80,441.53	\$ 94,860.16
CHARGES	\$ 65,692.69	\$ 55,278.21
EPS	\$ 39,673.55	\$ 33,824.99
FURNITURE	\$ 1,273,800.16	\$ 966,479.50
INSTRUCTIONAL SOLUTIONS	\$ 61,969.17	\$ 61,880.32
SS SCIENCE	\$ 627,423.79	\$ 334,182.63
SUPPLIES	\$ 1,378,312.60	\$ 1,438,199.32
TRIUMPH LEARNING	-	\$ 1,574.03
Grand Total	\$ 3,649,450.37	\$ 3,100,394.11



Association of Educational
PURCHASING AGENCIES

Method of Ordering

ECOMM OTHER	\$ 46,580.46
PAPER	\$ 1,481,985.35
PHONE	\$ 212,547.10
PROJECTS	\$ 223,019.12
PUNCHOUT	\$ 256,411.54
WEB	\$ 879,850.54



AEPA – Contracts At-A-Glance

Bid #IFB019-E: School and Instructional Supplies

- 35% Off List Price on Supply items
- 12% Off List Price on Furniture items*
- Market basket of items preselected by AEPA
- Contract Period: May 1, 2019 – February 28, 2020

Freight Terms:

- Free shipping over \$49 on 9 prefix items
- 12% on 5 prefix items – *Free Freight on all Furniture in all catalogs
- Free shipping on 6 prefix items

Contract #IFB 018-C Athletic Equipment and Supplies

- 35% Off List Price on Supply items
- 12% Off List Price on Furniture items
- Contract Period: May 1, 2018 thru Feb 28, 2019; renewed thru Feb. 28, 2020

Freight Terms:

- Free shipping over \$49 on 9 prefix items
- 12% on 5 prefix items
- Free shipping on 6 prefix items



AEPA – Furniture Contract

Contract #IFB 018-D Furniture

Contract Period: May 1, 2018 thru Feb 28, 2019; renewed thru Feb. 28, 2020

*Most Comprehensive offering with SSI – Should be the growth avenue for AEPA

- **Freight Terms:**
- **Inside Delivery**
Deliveries shall be delivered to the site and unloaded \$45
Liftgate \$69
- **Delivered & Assembling**
Inside delivery, uncrating, assembly, set-up, removal of debris/packaging
- **Installation Standard** – To be quoted
Costs will not exceed 15% of order total
- **Installation Prevailing Wage/Union** – To be quoted
Costs will not exceed 25% of order total

AEPA – Furniture Contract

AEPA 018-D

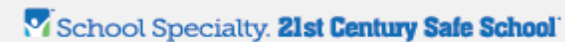
Contract Covers: Auditorium, Cafeteria, Casework, Classroom, Dormitory, Early Childhood, Higher Ed, Lecture Hall, Library, Lounge, Media/Technology, Music/Theater, Office, Outdoor, Storage and much more.

MSRP Discount Schedule

Manufacturer	Discount Including Tailgate Delivery				
	\$0 - \$2,500	\$2,501 - \$10,000	\$10,001 - \$30,000	\$30,001 - \$100,000	\$100,000 - \$250,000
Arco Bell	28%	30%	33%	36%	39%
Bretford - Basics	31%	33%	36%	39%	42%
Bretford - Store and Charge	0%	0%	4%	8%	13%
Brodart	40%	42%	44%	46%	48%
Childcraft	66%	66%	68%	68%	71%
Classroom Select	66%	66%	68%	68%	71%
Community	31%	33%	36%	39%	42%
Copernicus	23%	25%	28%	31%	34%
Diversified Woodcrafts	46%	48%	50%	55%	57%
Draper	0%	0%	4%	8%	13%
Dukane	31%	33%	36%	39%	42%
Eurotech	35%	37%	39%	42%	45%
Fire King	36%	38%	41%	43%	46%
Fleetwood	14%	17%	20%	26%	30%
Global	32%	34%	37%	39%	42%
Global- Offices To Go	38%	40%	43%	45%	48%
Hallowell - KD Lockers, Shelving	31%	33%	36%	39%	42%
Hallowell - Welded Lockers	0%	0%	4%	8%	13%
Haskell	31%	33%	36%	39%	42%
High Point	37%	39%	41%	44%	46%
Hon	33%	35%	38%	40%	43%
Horizon Seating	30%	32%	35%	37%	40%
Interior Concepts	36%	38%	40%	43%	45%
Ironwood	37%	39%	42%	44%	47%
Jasper Seating	31%	33%	36%	39%	42%
KFI Seating	43%	45%	47%	49%	52%
Kodak Seating	14%	17%	20%	23%	27%
Lafayette Interior Fashions	30%	33%	35%	38%	41%
Marvel - Pronto	52%	53%	55%	57%	59%
Marvel - Vizion, Focus	14%	17%	20%	23%	27%
Marvel - Zapf, MW	35%	37%	39%	42%	45%

MSRP Discount Schedule (continued)

Manufacturer	Discount Including Tailgate Delivery				
	\$0 - \$2,500	\$2,501 - \$10,000	\$10,001 - \$30,000	\$30,001 - \$100,000	\$100,000 - \$250,000
Media Technologies	31%	33%	36%	42%	45%
Mien	6%	8%	12%	19%	23%
Mitchell Furniture	30%	33%	35%	40%	44%
Mooreco - Balt	32%	34%	37%	42%	45%
Mooreco - Best Rite	32%	34%	37%	42%	45%
National Public Seating	30%	33%	35%	38%	41%
OFM	49%	50%	52%	54%	56%
Oklahoma Sound	30%	33%	35%	38%	41%
Palmer Hamilton	31%	33%	36%	39%	42%
Palmer Hamilton - Hive	23%	25%	28%	31%	34%
Palmer Hamilton - Nomad	31%	33%	36%	39%	42%
Perpetual	40%	42%	44%	45%	49%
Republic Storage	31%	33%	36%	39%	42%
Royal Seating	66%	66%	68%	68%	71%
Safco	35%	37%	39%	42%	45%
Sandusky Lee	38%	40%	42%	45%	47%
Screenflex	23%	25%	28%	31%	34%
Sico - Stages	34%	36%	39%	41%	44%
Sico - Tables	27%	29%	32%	35%	38%
Smith System	14%	17%	20%	26%	30%
Tenjam	23%	25%	28%	31%	34%
Tesco	14%	17%	20%	23%	27%
Wisconsin Bench	31%	33%	36%	39%	42%
ZK Teco	30%	30%	30%	30%	30%



GIVEN THE RIGHT ENVIRONMENT, EVERY STUDENT CAN FLOURISH.

Imagine a school designed to foster equity, giving each student what they need to thrive.

With transformative environments where students feel safe – mentally, physically, socially and emotionally.

Can you imagine the positive impact this could have? We can. We've dedicated ourselves to turning this vision into a reality. Using all we know and every product we offer we can guide you through each step of the process.



COMPLETE LEARNING ENVIRONMENTS

With trusted brands like Sax, Childcraft, SSI Guardian and more, find everything you need from a single source



PROFESSIONAL DEVELOPMENT

Take advantage of specialized training and skill development



FUNDING SUPPORT

Receive help finding and securing funding in every state

Together we can create a 21st Century Safe School, elevating outcomes and transforming not just schools, but students themselves. The path to possibilities starts here

SchoolSpecialty.com/safeschool



SSI Guardian: 30% discount off furniture and 35% discount off supply-type items



AEPA – New Value Add Items

Online Ordering Benefits

School Specialty offers a special 1% rebate to all districts who place electronic orders through our website for the length of the contract. District rebates are paid annually each calendar year, directly to the purchasing district. The rebate is calculated on the net invoice amount of product only, less shipping and other charges

Additional Discounted Items

In addition to the AEPA market basket, School Specialty has the ability to offer 500+ additional deeply discounted items to a district. This could also replace a Science, Special Needs, PE, Art or other line item bid. This will allow School Specialty to customize pricing around unique usage items within a specific district to offer customized pricing. This can be useful leverage when dealing with a districts intent on line item bidding.

Reinvigorate Teaching and Learning in the 21st Century Safe School



School Specialty offers a variety of Professional Development opportunities to help you implement new programs, engage students, and reinvigorate teaching and learning in the classrooms. Our education experts share current research and best teaching practices on a variety of education topics across content areas.

- **Schoolyard Blog**

What's trending in education? Peruse hundreds of articles for ideas and resources that you can implement in your classroom today. Visit blog.schoolspecialty.com.

- **Webinars**

Watch and engage directly with our education experts during a live webinar. Or explore our library of recorded webinars to view a topic that interests you. These resources are offered free to our valued customers.

- **Site-Based Workshops**

Our experts will come to you. Partial, full and multi-day workshops, as well as Keynote Conference Presentations, are available for a fee. See reverse side for some of our popular workshop topics.



AEPA – Professional Development

21st Century Safe School – Safety & Security

- The key building blocks of 21st Century Safe School – products, services and expertise, including professional development – are already encompassed in the scope of our existing AEPA contracts. School Specialty and SSI Guardian can bundle these approved components together to offer a complete, turn-key solution based on a joint level of discovery and assessment.
- The goal of the idea is simple. The 21st Century Safe School aids district performance in all ways: student outcomes, teacher satisfaction and retention and community relationships.
- Doing this rests on how our expertise and our products create transformative learning environments, rooted in the best practices of social emotional learning, that help teachers teach and students learn.



AEPA – Professional Development

School Specialty presented Professional Development opportunities can be designed to meet the specific needs of the district. The following menu is covered under the AEPA contract:

Professional Development Menu							
Subject/Topic	Description	Location	Duration	List Price	12% Group Discount	31-100 Net Price Add'l Participants Fee	101+ Net Price Add'l Participants Fee
Customer Specified Professional Development Day	1. SSI tailored Professional Development solutions up to 30 participants 2. Included: Training Material up to 30 participants Facilities, Audio and Video provided by School	Onsite Training	1 Day: 6 hours	\$2699 Plus Travel Expenses	\$2375 Plus Travel Expenses	Add \$69 per participant	Add \$59 per participant
Customer Specified Professional Development Half Day	1. SSI tailored Professional Development solutions up to 30 participants 2. Included: Training Material up to 30 participants Facilities, Audio and Video provided by School	Onsite Training	1/2 Day: 3 hours	\$1999 Plus Travel Expenses	\$1759 Plus Travel Expenses	Add \$39 per participant	Add \$29 per participant
21st Century Safe Schools: Creative Space Design for Project-Based Learning	1. Professional Development up to 30 participants 2. Included: Training Material up to 30 participants Facilities, Audio and Video provided by School	Onsite Training	1 Day: 6 hours	\$2699 Plus Travel Expenses	\$2375 Plus Travel Expenses	Add \$69 per participant	Add \$59 per participant
21st Century Safe Schools: Creative Space Design for Project-Based Learning	1. Professional Development up to 30 participants 2. Included: Training Material up to 30 participants Facilities, Audio and Video provided by School	Onsite Training	1/2 Day: 3 hours	\$1999 Plus Travel Expenses	\$1759 Plus Travel Expenses	Add \$39 per participant	Add \$29 per participant
21st Century Safe Schools: Integrating Technology into a Physical Education Environment	1. Professional Development up to 30 participants 2. Included: Training Material up to 30 participants Facilities, Audio and Video provided by School	Onsite Training	1 Day: 6 hours	\$2699 Plus Travel Expenses	\$2375 Plus Travel Expenses	Add \$69 per participant	Add \$59 per participant
21st Century Safe Schools: Integrating Technology into a Physical Education Environment	1. Professional Development up to 30 participants 2. Included: Training Material up to 30 participants Facilities, Audio and Video provided by School	Onsite Training	1/2 Day: 3 hours	\$1999 Plus Travel Expenses	\$1759 Plus Travel Expenses	Add \$39 per participant	Add \$29 per participant
21st Century Safe Schools: STEM Integration & Environments	1. Professional Development up to 30 participants 2. Included: Training Material up to 30 participants Facilities, Audio and Video provided by School	Onsite Training	1 Day: 6 hours	\$2699 Plus Travel Expenses	\$2375 Plus Travel Expenses	Add \$69 per participant	Add \$59 per participant
21st Century Safe Schools: STEM Integration & Environments	1. Professional Development up to 30 participants 2. Included: Training Material up to 30 participants Facilities, Audio and Video provided by School	Onsite Training	1/2 Day: 3 hours	\$1999 Plus Travel Expenses	\$1759 Plus Travel Expenses	Add \$39 per participant	Add \$29 per participant
Web Based PD and Training							
21st Century Safe School Creative Space Design for Project-Based Learning Environments	Web Based training (\$ 125 per hour). Recorded sessions.	Web Based	1 Hour	\$125	\$100		
Customer Specific Professional Dev. Webinar	Web Based training (\$ 125 per hour). Recorded sessions.	Web Based	1 Hour	\$125	\$100		

Early Childhood – Social Emotional Learning

The **Circle of Education**® program provides the building blocks for social emotional development for children ages birth to six years of age utilizing a social emotional wellness approach

The **Circle of Education**® program is based on:

- Importance of attachment and relationship-based interactions
- Music and brain development
- Family engagement
- Social and emotional foundations of learning readiness
- Significance of play
- Role of technology and educational animation in the learning process



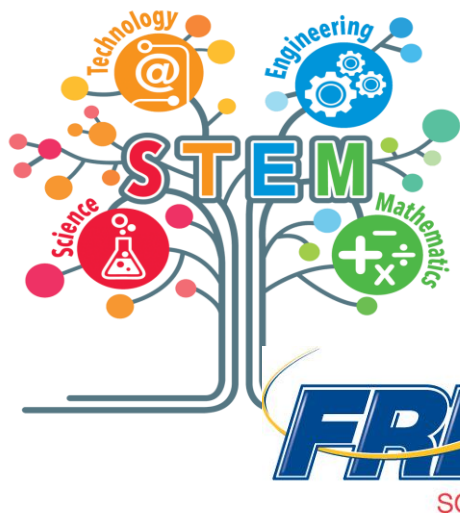


Science



School Specialty offers a wide range of Science resources including:

- Supplies, Safety, and Classroom Resources
 - Makerspace
 - Robotics
- K-12 Supplemental Curriculum & Supplies
- Lab Design & Furniture
- Professional Development, Teacher Ideas & Inspiration



Furniture



21st Century Classroom Furniture & Equipment

Find a broad selection of furniture that encourages collaboration, promotes creativity and works with technology to stimulate critical thinking –

- seating
- desks
- tables
- classroom and office storage
- dry erase boards
- easels and more.

Our exclusive products like Classroom Select, Royal Seating, and Childcraft are designed and manufactured to our own specifications – so you can be sure that quality and value are built in.

CLASSROOM
SELECT



Furniture – Projects by Design

Save Time and Money with an Innovative Turnkey Solution



Projects
by DESIGN®

Our Projects by Design team is here to help you create learning environments that support all educational needs. Our unparalleled experience is demonstrated through more than 6,000 turnkey building and renovation projects. Let our experienced team take the worry out of your next project – at no additional cost to your district.

Early Childhood

CHILDCRAFT®



School Specialty

A love of learning usually begins with a giggle.

CHILDCRAFT
EARLY CHILDHOOD 2019

KIDSPACES™ CLASSROOM PACKAGES
FREE SHIPPING on orders over \$1000

Childcraft
Early Childhood Supplies and Furniture

idSpaces™
Kindergarten Classroom Package

One Source, One Price, Extra Savings for a Complete Classroom Package!

Enjoy ONE price for a classroom package of developmentally appropriate Childcraft furnishings and learning materials...hand-selected by our Early Childhood Experts based on best practices that support early childhood educational standards.

- Streamline ordering with products from ONE source at ONE price for an ENTIRE CLASSROOM of furnishings and learning materials - PLUS inside delivery.
- SAVE \$5 on these packages over your already discounted price! Installation is available at an additional charge.

LIFETIME   

Childcraft.com • Phone 800-631-5652 • Fax 888-388-6344

Childcraft and School Specialty offer a full selection of early childhood educational products, including:

- Furniture
- Manipulatives
- Family engagement solutions
- Social-emotional learning tools

We help you create an effective learning environment that offers a complete assortment of high-quality, safe, and developmentally-appropriate products that support early learning standards and educational outcomes for children from birth through Grade 2.

Instruction & Intervention

Instruction and Intervention Solutions Focused on Helping Students Reach Their Full Potential

We offer a wide selection of targeted solutions to meet the ever-changing needs of every student and classroom. We provide customers with key supplemental programs to address specific topics:

- Vocabulary
- Reading & Listening Comprehension
- Phonics
- Literature
- Test Prep
- Math
- Reading Intervention

*School Specialty offers products from Educators publishing Service (EPS) and Triumph Learning (TL) as net priced items under the AEPA contract.



EPS and School Specialty Now Offer One Dynamic Solution For K-12 Instruction & Intervention



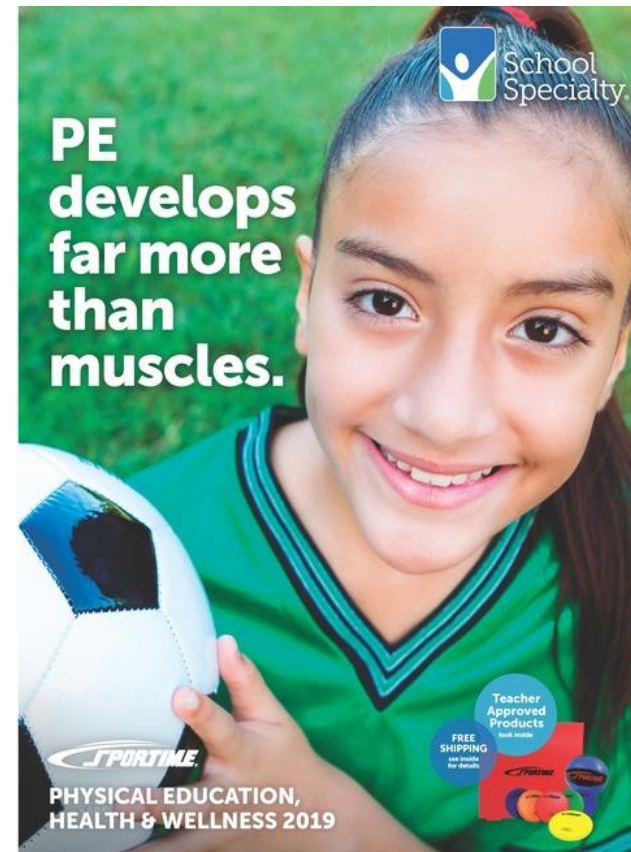
Students reach their full potential through targeted solutions for reading intervention. We provide a wide selection of targeted solutions to meet the ever-changing needs of every student and classroom. We provide key supplemental programs to address specific literacy and math topics, such as vocabulary, phonics, literature, math and reading intervention. We offer over 10,000 instructional resources including games and student materials, and teacher guides to support, supplement and enhance the varying educational needs of all School Specialty's customers.

		
<p>Listenwise Increase Literacy & Learning through Real-world Podcasts</p>	<p>SPIRE Intensive, Multisensory Reading Intervention</p>	<p>Listenwise Increase Literacy & Learning through Real-world Podcasts</p>
		
<p>Classroom Libraries for Language Arts, Math, Science and More</p>	<p>Classroom Libraries for Language Arts, Math, Science and More</p>	<p>Classroom Resources for Teachers, Students and Learning Centers</p>

Physical Education

Sportime PE Equipment to Encourage Physical Activity

Physical fitness is critical to student success. Our products, including innovative physical education equipment from Sportime, are carefully selected to enhance physical development, help children enjoy physical fitness, and show them how to be active throughout their lifetimes.



School Specialty.

PE develops far more than muscles.

SPORTIME

PHYSICAL EDUCATION, HEALTH & WELLNESS 2019

Teacher Approved Products
look inside

FREE SHIPPING
see details for details

Special Needs and Inclusive Learning

Special Needs Products That Address 6 Key Areas:



Include. Individualize. Innovate. Succeed.™

When you choose Abilitations, you are buying solutions! Our products are designed for professionals like you who are passionate about helping children with special needs. Look to us for innovative solutions for Positioning & Mobility, Gross Motor, Fine Motor, Sensory Processing, Language & Communication, and Activities of Daily Living (ADLs).



Tools & Solutions You'll Love!



Sensory Spaces

We have compiled several simple, creative ideas for sensory space makeovers. Our innovative concepts can help transform a corner into a unique Sensory Space, that fits your budget.



Bright Solutions

Bright ideas are all written by professionals in the field, giving you valuable tips and solutions.



Sensory Tool Bag

Customize your Sensory Tool Bag with solutions to help with focus and attention, transitions and self-regulation.

Top Sellers

Check out some of our best selling items, like the Dream Chair or our Weighted Teacher's Pets. These and other creative concepts keep loyal customers coming back!



Schoolyard

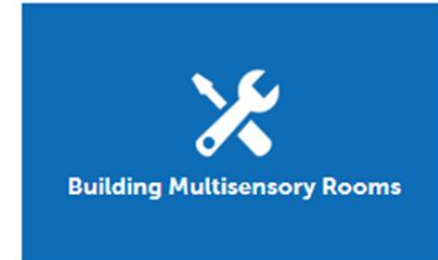
Visit our Blog for great tips, products and solutions to help students in the classroom and the therapists, teachers and families who help to support them. Also be sure to check out our Facebook page for stories, contests and more!

 blog.schoolspecialty.com/special-needs

 [/SchoolSpecialty](https://www.facebook.com/SchoolSpecialty)

- Gross Motor
- Fine Motor
- Positioning/Mobility
- Language/Communication

- Sensory Processing
- Activities of Daily Living



Abilitations.com | Phone: 1-800-850-8602

For more information, contact your School Specialty Account Manager:

Name
Phone
Email



Individual classroom safety is a vital part of modern school security. The 21st Century Safe Classroom package from SSI Guardian gives you simple, affordable, easy-to-use tools to help ensure your safety in the classroom in the event of an active shooter or other emergency.

The 21st Century Safe Classroom Package Includes:



Quick Action Lockdown (QAL)

- Anyone in the classroom can trigger the locks.
- Instantly deadbolt doors.
- Maintains 100% code compliance.
- Superior to barricade devices.
- Compatible with existing cores and cylinders.
- Mortise and cylindrical models available.
- Meets DHS Primer recommendations 24/7 ready position.



Individual Bleeding Control Kit

- Designed to treat penetrating trauma and major bleeding.
- Patented user app provides easy to use instructions during a crisis event.
- Based on TECC, AHA CPR, & ACEP emergency care guidelines.
- Provides bystanders with the required equipment to save a life.



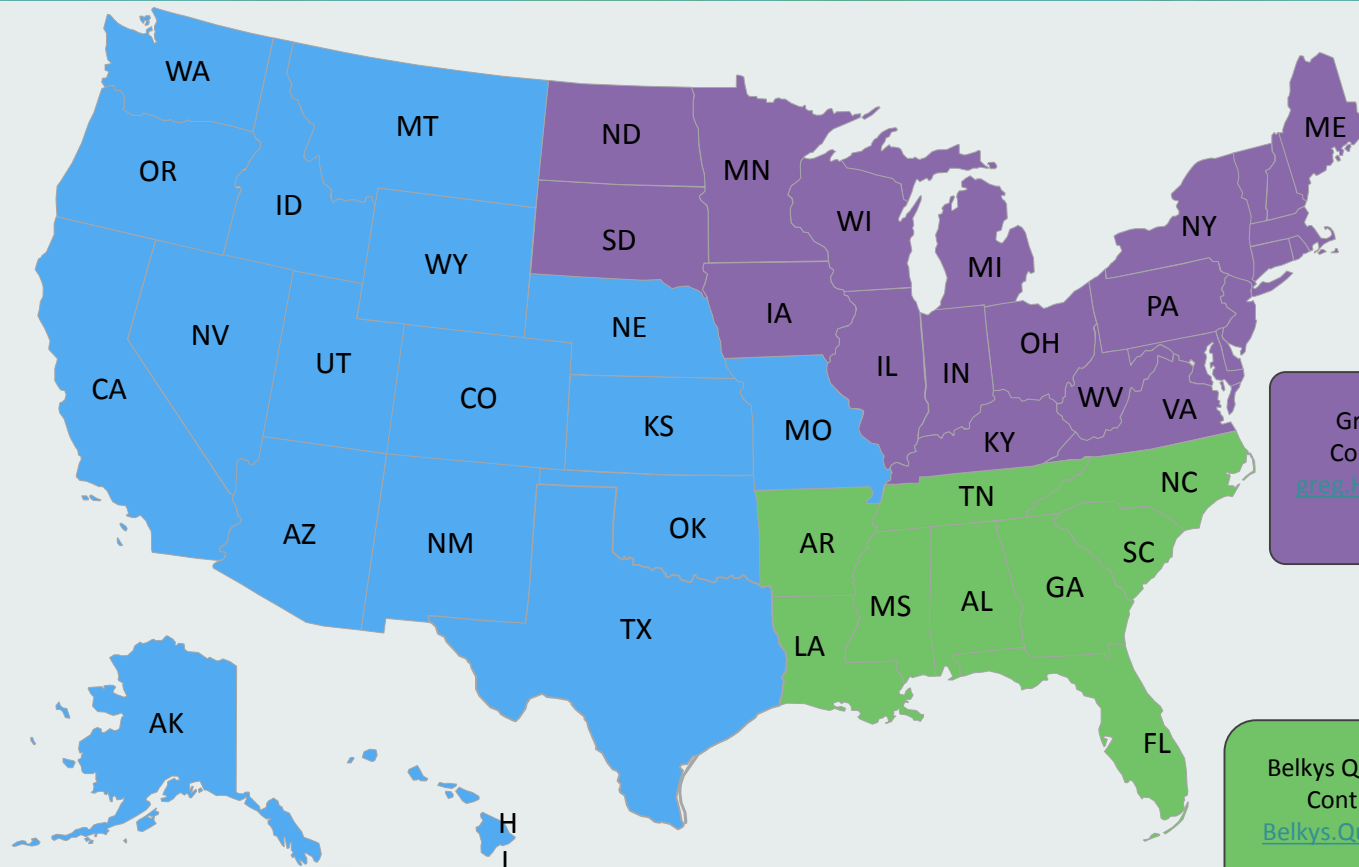
Lockdown Shade

- Shades instantly block glass openings on classroom doors.
- Lock the door with one hand and drop the shade with the other.
- Required for proper classroom lockdown.



Association of Educational
PURCHASING AGENCIES

Cooperative Purchasing, National Contracts & Strategic Accounts SME



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Open Discussion

