

*** Proof of Publication ***

State of North Dakota)
) SS:
County of Burleigh)

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its current and potential member agencies in Minnesota, North Dakota, and South Dakota for RFP #21.4 - Instructional Materials & Classroom Supplies, RFP #21.5 - Disinfection Services, and RFP #21.6 - Procurement Marketplace SaaS. Specifications and forms may be obtained by registering for free with CPC on Public Purchase (www.publicpurchase.com). Proposals must be uploaded to Public Purchase before 10 a.m. CT on August 5, 2020, and late proposals will not be considered.

7/6 & 13 - 10444

Before me, a Notary Public for the State of North Dakota personally appeared Jill Lindsay who being duly sworn, deposes and says that he (she) is the Clerk of Bismarck Tribune Co., and that the publication(s) were made through the

Bismarck Tribune on the following dates:

7/6+13

Signed Jill Lindsay

LAKES COUNTRY SERVICE COOP
Lori Mittelstadt
1001 E MOUNT FAITH
FERGUS FALLS MN 56537

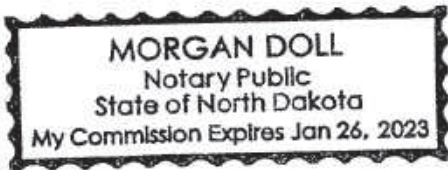
ORDER NUMBER 10444

Sworn and subscribed to before me this 13th day of

July 2020

Morgan Doll

Notary Public in and for the State of North Dakota



Section: Legals

Category: 5380 Public Notices

PUBLISHED ON: 07/06/2020, 07/13/2020

TOTAL AD COST: 30.60

FILED ON: 7/13/2020

AFFIDAVIT OF PUBLICATION

STATE OF MINNESOTA)
COUNTY OF HENNEPIN)



650 3rd Ave. S, Suite 1300 | Minneapolis, MN | 55488

Terri Swanson, being first duly sworn, on oath states as follows:

1. (S)He is and during all times herein stated has been an employee of the Star Tribune Media Company LLC, a Delaware limited liability company with offices at 650 Third Ave. S., Suite 1300, Minneapolis, Minnesota 55488, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.
2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.
3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

<u>Dates of Publication</u>	<u>Advertiser</u>	<u>Account #</u>	<u>Order #</u>
StarTribune 07/06/2020	COOPERATIVE PURCHASING CONNECTION	1000337556	360478
StarTribune 07/13/2020	COOPERATIVE PURCHASING CONNECTION	1000337556	360478

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: **\$246.40**

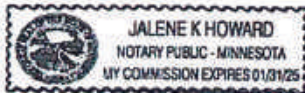
5. Mortgage Foreclosure Notices. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Hennepin County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

FURTHER YOUR AFFIANT SAITH NOT.

Terri Swanson

Subscribed and sworn to before me on: 07/13/2020

Jalene K. Howard



Notary Public

CLASSIFIEDS + PUBLIC NOTICES

STARTRIUNE.COM/CLASSIFIEDS-612-673-7000-800-827-9223

Cooperative Purchasing Network

Advertiser: 0000360478-01

Ad Number: 0000360478-01

Agency: N/A

Agency: N/A

Section-Page-Zone(s): D-5-All

Section-Page-Zone(s): D-5-All

Description: Sealed proposals will be received...

Description: Sealed proposals will be received...

Star Tribune

Monday, July 13, 2020

188 GEACOM STOCK FOR SALE CHEAP

174 Call/Video

141 Homeowner's Manual

171 A/R & Prepaid Month

139 Auto For Sale & Wanted

404 Dogs

GERMAN SHEPHERD PUPS

NOTICE OF MORTGAGE FORECLOSURE SALE

404 Dogs

442 Sports & Fitness Equipment

JULY FIRECRACKER SUPPLY

775 SENIOR LIVING

BLOOMINGTON

633 APTS & CONDOS

VEHICLES WANTED

NOTICE OF MORTGAGE FORECLOSURE SALE

Mortgage Foreclosures

Mortgage Foreclosures

Mortgage Foreclosures

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Storage Facilities

NOTICE OF PUBLIC SALE

NOTICE OF PUBLIC SALE

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NOTICE OF PUBLIC SALE

NOTICE OF PUBLIC SALE

NOTICE OF PUBLIC SALE

Proposals for Bids

Proposals will be received...

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Star Tribune

Star Tribune

Argus Leader

P.O. Box 677349, Dallas, TX 75267-7349

LAKES COUNTRY SERVICE COOPERAT
1001 E MOUNT FAITH AVE
FERGUS FALLS, MN 56537

Account No.: SFA-0000000483

Ad No.: 0004262611

PO #:

Lines : 28

Ad Total: \$38.55

This is not an invoice

of Affidavits 1

Account No.: SFA-0000000483

Ad No.: 0004262611

Argus Leader AFFIDAVIT OF PUBLICATION

STATE OF SOUTH DAKOTA

COUNTY OF MINNEHAHA

I being duly sworn, says: That The Argus Leader is, and during all the times hereinafter mentioned was, a daily legal newspaper as defined by SDCL 17-2-21, as amended published at Sioux Falls, Minnehaha County, South Dakota; that affiant is and during all of said times, was an employee of the publisher of such newspaper and has personal knowledge of the facts stated in this affidavit; that the notice, order or advertisement, a printed copy of which is hereto attached, was published in said newspaper upon

Monday, July 6, 2020

Monday, July 13, 2020

Sworn to and subscribed before me this 13 day of July, 2020.

Legal Clerk

Notary Public, State of Wisconsin, County of Brown

My Commission expires



Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its current and potential member agencies in Minnesota, North Dakota, and South Dakota for RFP #21.4 - Instructional Materials & Classroom Supplies, RFP #21.5 - Disinfection Services, and RFP #21.6 - Procurement Marketplace SaaS.

Specifications and forms may be obtained by registering for free with CPC on Public Purchase (www.publicpurchase.com).

Proposals must be uploaded to Public Purchase before 10 a.m. CT on August 5, 2020, and late proposals will not be considered.

0004262611 July 6, 13, 2020

AFFIDAVIT OF PUBLICATION

STATE OF NORTH DAKOTA

ss.

COUNTY OF CASS

Lana Syltie, *The Forum*, being duly sworn, states as follows:

1. I am the designated agent of *The Forum*, under the provisions and for the purposes of, Section 31-04-06, NDCC, for the newspaper listed on the attached exhibit.

2. The newspaper listed on the exhibit published the advertisement of: *Legal Notice; (2) time: July 8 and July 15, 2020*, as required by law or ordinance.

3. All of the listed newspapers are legal newspapers in the State of North Dakota and, under the provisions of Section 46-05-01, NDCC, are qualified to publish any public notice or any matter required by law or ordinance to be printed or published in a newspaper in North Dakota.

Dated this 15th day of July, 2020.



Legals Clerk

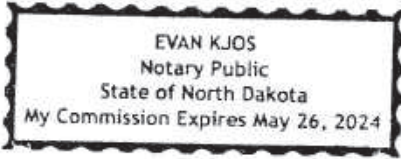


Notary Public

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its current and potential member agencies in Minnesota, North Dakota, and South Dakota for RFP #21.4 – Instructional Materials & Classroom Supplies, RFP #21.5 – Disinfection Services, and RFP #21.6 – Procurement Marketplace SaaS.

Specifications and forms may be obtained by registering for free with CPC on Public Purchase (www.publicpurchase.com).

Proposals must be uploaded to Public Purchase before 10 a.m. CT on August 5, 2020, and late proposals will not be considered.
(July 8 & 15, 2020) 2846910



Lisa Truax

From: Public Purchase <notices@publicpurchase.com>
Sent: Monday, July 6, 2020 9:01 AM
To: Lisa Truax
Cc: Melissa Mattson
Subject: Release Successful on Bid RFP #21.4 - Instructional Materials and Classroom Supplies

Lisa M Truax:

Bid "RFP #21.4 - Instructional Materials and Classroom Supplies"
Status: Release Successful on Jul 6, 2020 8:01:26 AM MDT

You can check the released bid by going to the following address:
<http://www.publicpurchase.com/gems/bid/bidView?bidId=130165>

If you have any questions regarding this bid, please contact our Customer Support Staff at
agency-support@publicpurchase.com

Thank you for using Public Purchase.

MK= qshiggYk0CsbGWp+fF7K5A==

Proposals Requested by the:

Cooperative Purchasing Connection



RFP #21.4 – Instructional Materials & Classroom Supplies

CPC is seeking to collaborate with an experienced vendor(s), equipped with the necessary resources and capabilities to develop a program for participating agencies to have the ability to purchase from a broad line of instructional materials and classroom supplies, at consortium level discounted pricing. Agencies include educational institutions, cities, counties, nonprofits, other governmental agencies, or other entities contracted on behalf of a participating agency. This solicitation will not include/accept stand-alone curriculum-based software and learning solutions.

Due: 10:00 a.m. CT on Wednesday, August 5, 2020

**Vendors will submit questions and proposals online via Public
Purchase (www.publicpurchase.com)**

RFP Facilitator:
Lisa Truax
Procurement Solutions Coordinator

Published in:
Argus Leader
Star Tribune
Fargo Forum
Bismarck Tribune
July 6 & 13, 2020

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I. Introduction

Proposals for the requested products and/or services are detailed in the accompanying Technical Specifications.

The Cooperative Purchasing Connection (CPC) is a joint powers group of service cooperatives in Minnesota, organized pursuant to Minnesota Statute 123A.21. Service cooperatives are public, nonprofit cooperatives designed to provide a variety of services to their participating agencies including, but not limited to, cooperative purchasing services. In addition, the North Dakota Educators Service Cooperative (NDESC) is a joint powers group organized under the provisions of Chapter 54-40.3 of the North Dakota Century Code. NDESC holds joint powers agreement with Lakes Country Service Cooperative (LCSC) in Fergus Falls, MN, to provide purchasing contracts to its participating agencies. South Dakota participating agencies can utilize CPC's purchasing contracts through South Dakota statute 5-18A-37.

Collectively, CPC's participating agencies purchase, on average, over \$60 million annually through its contracted vendors.

LCSC provides the administrative functions of CPC. Administrative functions include but are not limited to bid and contract research, development, and negotiations; fiscal reporting agent; marketing; contract promotion, and agency support services.

II. Solicitation Procedures

A. Vendor Qualifications

All proposals must contain answers, responses, and/or documentation to the information requested. A Vendor failing to provide the required information/documentation will be considered non-responsive.

Vendors must demonstrate their ability, capacity, and available resources to provide the requested products and/or services to participating agencies. Vendors are required to communicate and demonstrate within their response that they have extensive knowledge, background, and at least five (5) years of experience with manufacturing, obtaining, delivering, installing, maintaining, and/or supporting the product lines of products, equipment, services or software offered. CPC reserves the right to accept or reject any Vendor failing to demonstrate their abilities or capacity solely based on information provided in the solicitation response and/or its investigation of the company.

B. Required Securities

Bid Bond: By the due date and time of this solicitation, a vendor shall submit with its response, an electronic PDF copy of a bid bond in the form of a bond, for \$2,500.00. Such bond is to be issued by a surety authorized to do business in the state of Minnesota, payable to CPC, Attn: Cooperative Purchasing, 1001 E. Mount Faith Ave., Fergus Falls, MN 56537, as a guaranty that the Vendor will enter into a contract with CPC. If awarded, the Vendor will have five (5) business days from award notification to submit the original bid bond via postal mail to CPC. The bond will be immediately forfeited to CPC in the event the Vendor is selected to receive the contract and fails to negotiate or fails to deliver a fully executed contract after negotiation. This bond pledges that the Vendor will abide by the terms stated in this solicitation and the Vendor's proposal and pledges the faithful performance of the contract and the payment of all obligations arising thereunder. Failure to comply with the Vendor(s) proposal, the bid bond shall be forfeited to CPC as liquidated damages, not as a penalty. Loss of the bond may include but is not limited to poor customer service, poor quality of the product, delivery issues, lack of reporting, and lack of administrative fee payments. The bond or check shall remain in force for the entire duration of the contract term and must be renewed annually upon contract renewal. The bond or approved security shall be returned to the awarded vendor upon the successful completion of the bid cycle, a maximum of four (4) contract terms.

Once the bid bond has been posted, failure from the Vendor to comply with this RFP and the terms and conditions, the bid bond shall be forfeited to CPC as liquidated damages, not as a penalty. The loss of the bid bond will include, but is not limited to:

1. Poor communication; multiple documented failures to correspond with CPC.
2. Poor customer service; failure to respond on multiple occasions to CPC’s participating agencies within a timely manner.
3. Poor quality of product and failure to replace/refund agency purchases when appropriate.
4. Delivery issues; consistent and documented failures to deliver the product on time or in proper condition.
5. Lack of on-time reporting and inaccurate quarterly reports.
6. Lack of on-time quarterly administrative fee payments.

C. RFP Timeline:

Date/Time	Event
July 6, 2020	Publication of RFP #21.4 – Instructional Materials & Classroom Supplies
July 21, 2020, at 10:00 a.m. CT	Non-Required Conference Call
July 24, 2020, at 10:00 a.m. CT	Deadline for Vendors to Submit Questions
August 5, 2020, at 10:00 a.m. CT	Deadline for Submission
September 2, 2020	Contact Vendor/Award(s) Made
October 1, 2020	Initial Start of Contract Term

D. Non-Required Conference Call: A web conference will be held allowing Vendors to ask questions, concerns, and/or issues they may have relating to the solicitation. Those participating in the conference call will have the opportunity to view a demonstration of CPC’s Express online marketplace, when applicable. The conference call will not be recorded. To attend, visit <https://us02web.zoom.us/j/83113112383?pwd=RWxl2pxeFU2Uk9tbU01rYTZlZz09>.

1. **Dial-in Number:** +1 301 715 8592 or +1 312 626 6799
2. **Meeting ID:** 831 1311 2383
3. **Password:** 4Qbhiv

E. RFP Submission

Public Purchase: All solicitations can be found on a web-based system called Public Purchase. Public Purchase is an easy-to-use platform that provides Vendors with automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit a response to the solicitation. All changes, updates, uploads, and downloads are time-stamped and logged as part of the solicitation process.

Submission of Proposals: It is the responsibility of the Vendor to be certain that the proposal being submitted has been uploaded to Public Purchase by the submission deadline, as described in the solicitation. All proposals will be submitted electronically via Public Purchase. If the proposal has not completed its upload to Public Purchase by the submission deadline, the Public Purchase system will not accept the proposal. If any issues occur during the upload of the proposal, Vendors should contact Public Purchase at support@publicpurchase.com or utilize the chat function within Public Purchase for immediate technical support. The data included in the submission will not be password protected. Hardcopy proposals are invalid and will not receive consideration.

F. RFP Particulars

Correction of RFP Documents: Upon examination of the solicitation, Vendors shall promptly notify the RFP Facilitator of any ambiguity, inconsistency, or error, which they may discover. Any notification of ambiguity, corrections, and/or requests for interpretation must be submitted, no later

than seven (7) business days prior to the solicitation submission deadline. Interpretations, corrections, and changes to the documents will be made either by answers or an addendum.

Addenda: Addenda are written instruments issued by CPC which modify or interpret the solicitation documents by additions, deletions, clarification, or corrections. All addenda issued by CPC shall become a part of the specifications and will be made part of the contract. Addenda will be sent automatically through Public Purchase; being logged and tracked within the system. If such confirmation is not received, the Vendor may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and Vendors shall not rely upon such interpretations, corrections, and changes. No answers to questions or addenda will be issued later than seven (7) business days prior to the submission deadline, except an addendum withdrawing the proposal or one which includes the postponement of the submission deadline.

Interpretations: Requests for additional information or questions in regards to the solicitation will be submitted through Public Purchase. CPC will respond accordingly through Public Purchase to all questions submitted by the question deadline and/or by issuing an addendum.

Modifications or Withdrawal of a Proposal: A proposal may not be modified, withdrawn or canceled by the Vendor for a period of one hundred twenty (120) days following the submission deadline of the proposal, as each Vendor so agrees in submitting a proposal. Before the submission deadline, any proposal submitted may be modified or withdrawn within Public Purchase. Withdrawn proposals may be resubmitted within Public Purchase before the submission deadline if they are in full conformance with this solicitation.

Opening of Proposals (Opening Record): Proposals that have been submitted on time will be opened after the submission deadline. An opening record of the proposals received will be made available in Public Purchase and posted to the CPC website, within 48-hours after the opening.

G. Solicitation Evaluation

No single factor will determine the final award decision. Proposals will be evaluated using a multi-step process:

1. Initial Review – CPC will perform an initial responsiveness review to determine compliance with the solicitation requirements. Vendors that do not meet the solicitation requirements as outlined in the solicitation shall be deemed non-responsive and will not receive further consideration. All proposals that meet the minimum solicitation requirements will proceed to the evaluation process.
2. Technical Proposal – The technical proposal will be evaluated based on the criteria outlined below. Total scores from the evaluation team will be averaged amongst the number of evaluators and then weighed.
3. Cost Proposals – Cost proposals will be scored and averaged amongst the number of evaluators and then weighed. Scores from the technical proposal and cost proposal will be combined to determine the responses that provide the best value to participating agencies.

Factor	Guidance
5	Outstanding far exceeds minimum requirements in most areas
4	Above average, exceeds minimum requirements in many or all areas
3	Average, meets minimum requirements, exceeds minimum requirements in some areas
2	Slightly below average, meets minimum requirements
1	Well below average, barely meets minimum requirements
0	Unresponsive, does not meet minimum requirements

		[Vendor A]
Criteria	Points	Average Points Awarded
Qualifications & Experience	80	
Marketing & Partnership	25	
Financials & Level of Support	30	
Warranty	15	
Industry-Specific Information	140	
Exceptions & Deviations	10	
Exhibit A - Marketing Plan	20	
Total Technical Points	315	
Proceed to Pricing Evaluation?	Yes/No	
Pricing Proposal		
Pricing Schedule	250	
Furniture *optional	85	
Services *optional	40	
Volume Discounts *optional	10	
Total Pricing Points	385	

Rejection of Any or All Proposals: CPC reserves the right to award the entire contract to one Vendor, to award multiple contracts, or to reject any or all proposals.

H. Contract Award

Binding Contract: A response to this solicitation is an offer to contract with CPC based upon the terms, conditions, the scope of work, and specifications contained in the solicitation. The Vendor acknowledges that the Contract Offer and Award binds the party to all terms and conditions stated in the proposal.

Notification of Intent to Award: An award notification will be made by Wednesday, September 2, 2020. The actual award is subject to approval by the CPC Board of Directors.

Contract Term: The term of the contract resulting from this RFP will be from October 1, 2020, through September 31, 2022. There will be an optional yearly renewal for a period lasting no longer than one (1) additional two-year term, based on successful performance. CPC evaluates and reviews all contract agreements. CPC has established a set of performance criteria that will be used in the Vendor evaluation. Performance criteria will include:

1. Contract start-up and communication
2. Partnership responsiveness with CPC
3. Participating agencies evaluation(s)
4. Volume, sales, and competitiveness
5. Marketing

Administrative Fee: The Vendor will be required to pay a two (2.0%) percent administrative fee on the total sales price of all purchases shipped and billed to participating agencies. This fee is used to cover CPC's program costs, including the cost of conducting the solicitation, continuing support of the contract, and marketing the contract to participating and potential agencies. Administrative fees shall be paid to CPC quarterly, within 20 business days after the end of each fiscal quarter.

Payments must be received either via check or authorized ACH. An ACH enrollment/authorization form must be provided to CPC for completion. ACH remittance notification must be sent to the individual indicated on the ACH enrollment/authorization form before ACH payment.

Sales Reports Required of the Vendor: The Vendor will provide CPC with a quarterly report listing the sales volume showing the total gross dollar volume of all purchases made by participating agencies within the said quarter, the administrative fee calculations, and the correlating savings incurred by participating agencies. CPC may also request reports on commonly purchased items or top-selling items to create or update a market basket or core list of commonly purchased items. All reports will be submitted in MS Excel within 20 business days after the end of each fiscal quarter, (see Appendix A) listing the following information:

1. Name of purchasing agency
2. Address of purchasing agency (city, state, zip code)
3. Date of purchase
4. Invoice number
5. Amount of purchase
6. Administrative fee generated by the sale
7. Savings generated by the sale

Certificate of Insurance: The Vendor must purchase, maintain and provide certification from the insurer for minimal coverage during the life of an awarded contract, to include, but not limited to, comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment, and other insurance coverage required by and applicable to each of CPC's individual state's statutes and federal laws which proposed products and services will be offered and provided. The Vendor must provide a Certificate of Insurance (COI) from the issuing company or their authorized agent, identifying the coverage required below and identifying CPC as a "Certificate Holder". Any required insurance that is canceled before the expiration date of the contract agreement, the issuing company will send immediate notice to CPC. COIs must be updated and sent to CPC upon coverage renewal. The Vendor must meet the following, minimum coverage requirements:

1. Commercial General Liability: \$1,000,000 each occurrence, \$500,000 annual aggregate
2. Automobile Liability: \$1,000,000 each occurrence
3. Workers Compensation: \$100,000

CPC reserves the right to consider and accept alternate forms and plans of insurance or to require additional or more extensive coverage for any individual requirement. The Vendor must provide the COI with their submission.

Contract Development: Following the final evaluations and contract negotiations, CPC will develop a Master Contract Agreement with the most highly qualified Vendor(s). If a satisfactory contract cannot be developed with the most highly qualified Vendor(s) the second most qualified Vendor(s) may then be approached to develop a contract.

Audit Packet: Public inspection of the solicitation process will be made available during normal business hours in the RFP Facilitator's office (Fergus Falls, MN). Those requesting a printed, hard copy of the solicitation process will need to pay a twenty-five (\$25.00) service fee.

III. Technical Specifications

- A. **Scope of Work:** CPC is seeking to collaborate with an experienced vendor(s), equipped with the necessary resources and capabilities to develop a program for participating agencies to have the ability to purchase from a broad line of instructional materials and classroom supplies, at consortium level discounted pricing. This solicitation will not include/accept stand-alone curriculum-based software and learning solutions. Agencies include educational institutions, cities, counties, nonprofits, other governmental agencies, or other entities contracted on behalf of a participating agency. A qualified vendor shall have established a percentage discount from a catalog list, published

prices, or price list. Discounts may be submitted for an entire catalog or specific product categories or manufacturer categories. Instructional materials and classroom supplies may include, but not limited to the following categories:

1. Early Learning
2. Special Education
3. Science
4. STEM/STEAM
5. Arts & Crafts
6. Career & Tech. Education (CTE)
7. Health
8. Math
9. Family and Consumer Science
10. Furniture

Objective: Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates a vendor from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through CPC's purchasing procedures. CPC will work closely with the Vendor to market the contract not only to participating agencies but also to potential agencies where the contract would be an advantageous option for growing participation and purchases through the Vendor.

CPC intends to award this solicitation to one or more vendors based on who can offer acceptable instructional materials and classroom supplies that can be of benefit to all participating agencies. Manufacturers may respond directly and will be required to identify regional suppliers to execute the contract as long as pricing is consistent in the tri-state area and designated suppliers adhere to the terms outlined in this solicitation.

CPC encourages providers of all manufacturers/brands to bid, providing the following criteria are met:

1. Pricing discounts offered on a full range of quality products and supplies.
2. Warranty protection.
3. Training and support, when applicable.
4. Installation, when applicable.
5. Guaranteed pricing discounts, held firm for the duration of the contract term.

Vendors who meet any or all of the mentioned above must complete the required documents in their indicated format to be considered a responsive and responsible vendor.

- B. Quantity History:** The contract(s) resulting from this solicitation will be Indefinite Delivery, Indefinite Quantity (IDIQ) contract(s). Historically, from 2016 to 2020, CPC participating agencies have purchased just under \$5.6 million in instructional materials and classroom supplies. All quantities or dollar values listed within this solicitation are estimates.

Numerous factors could cause the actual value of the contract(s) resulting from this solicitation to vary substantially from the historical value. Such factors include, but are not limited to, the following:

1. There is no guarantee of volume to be purchased, nor is there any guarantee that demand will continue in any manner consistent with previous purchases; and
2. The individual value of each contract is indeterminate and will depend upon actual participating agency demand, and actual quantities ordered during the contract period.

In CPC's experience, depending on the price of an item, the actual volume of purchases could be substantially more than, or substantially below, estimated volumes. Specifically, if actual contract pricing is lower than anticipated or historical pricing, actual quantities purchased could be substantially greater than the estimates; conversely, if actual contract pricing is higher than anticipated or historical pricing, actual quantities purchased could be substantially lower than the estimates. By submitting a response, the Vendor acknowledges the foregoing and agrees that actual good faith purchasing volumes during the term of the resulting contract(s) could vary substantially

from the estimates/historical values provided in this solicitation.

With CPC's intent to market the contract to participating and potential agencies and to possibly position the contract within the Express online marketplace, when applicable, CPC believes that the program will continue to grow significantly throughout the solicitation term, not to exceed four (4) years.

C. Terms and Conditions:

An attempt has been made to standardize the language used in this solicitation. The words "must", "shall", "mandatory" and the phrase "it is required" are used in connection with a mandatory specification. The words "should" and "may" are used in connection with a specification that is desirable.

General:

1. The Vendor must have access to a full inventory of the proposed product line(s) while maintaining a minimum monthly average fill rate of 95% or above. Items that are reordered, back-ordered, or partially filled are not considered filled items when calculating this service level.
2. The Vendor must provide participating agencies who have questions, issues, and/or concerns with an efficient response; responding to agencies within 24 hours.
3. The Vendor shall integrate with CPC's online marketplace, Express.

Equipment and Supplies:

1. All equipment, supplies, parts, and all related accessories that can be purchased must be new and actively marketed products by the manufacturer's authorized dealers.
2. An electronic online catalog for order entry must be provided for use by and suitable for participating agencies' needs. The online catalog will note product discounts and, if applicable, the differing discounts for catalog categories awarded.

Pricing:

1. Contract discounts and percentages must be held firm for the initial 365 days of the contract term. Pricing adjustments can be requested on an annual basis thereafter. Additional discounts may be made to accommodate one-time bulk replacements, special promotions, or a large individual project. The Vendor cannot offer additional discounts and percentages to a participating agency beyond a single large project until following the steps outlined below and receiving approval by CPC. CPC may conduct periodic audits and the Vendor will be responsible for full reimbursement for any overcharge to a participating agency.
2. The Vendor must provide a discount price schedule for all categories of products available and offer in this solicitation.
3. New products and services, pertaining to the scope of this solicitation, can be added during the contract term with notice, as outlined below, to CPC. These items shall meet or exceed all the specifications established in the solicitation and resulting contract. CPC may direct the vendor to remove products that do not meet the intent or are otherwise in conflict with the contract requirements.
4. CPC may accept a future claim from the Vendor that a new threshold of performance or technology has been established. If CPC is satisfied with the evidence presented in support of the claim, appropriate pricing for such new technology may be established by applying the same pricing method used by the Vendor in their submission. The vendor must be able to verify the pricing calculation.
5. When a price list is revised (i.e. manufacturer), to add or delete products and accessories that result in revised contract pricing, the Vendor shall notify CPC in writing via email as follows:
 - a. The request will be typed on the Vendor's letterhead and emailed to CPC;

- b. It is filed with CPC, a minimum of 7 calendar days before the effective date of the proposed change;
 - c. It identifies the items impacted by the change and the cause for the adjustment;
 - d. It is accompanied by documentation acceptable to the Procurement Solutions Coordinator to warrant the change (i.e. appropriate Bureau of Labor Statistics, Consumer Price Index (CPI-U, change in manufacturer's price, etc.).
 - e. CPC reserves the right to accept such change and will confirm disposition in writing. For contract administration purposes, CPC must be able to verify the manufacturer's current product price. Price increases that cannot be verified shall not be reflected on the contract nor charged to the participating agency.
6. CPC expects Vendors to offer their very best prices. If a Vendor offers lower prices to any participating agency outside of this contract, it must lower its prices under this contract at the same time by written notice, via email to CPC.

Ordering Methods:

1. Participating agencies may use two (2) different methods of placing orders from the resulting contract: Purchase Orders (PO's) and procurement cards. The method of payment is at the discretion of the participating agency. Additional surcharges for the use of a procurement card must be clearly outlined (see Vendor Questionnaire).
2. A PO may be issued to the Vendor on behalf of the participating agency ordering the services covered under the resulting contract. An issued PO will become part of the resulting contract. The PO indicated that enough funds have been obligated toward the purchase.
3. Regardless of the method of ordering used, solely the contract and any modification determine performance time and dates.
4. Performance under this contract is not to begin until receipt of a PO, procurement card order, or other notification to proceed by the participating agencies to proceed.

Freight and Delivery:

1. Include freight in all proposed pricing.
 - a. Due to the variance of freight and attributable weight and volume per order (i.e. furniture, heavy equipment), shipping terms must be clearly and visibly stated. The products must be shipped prepaid with the freight charge added to the invoice as a separate line item. All freight charged must be quoted to the agency before any purchase order being issued by the participating agency.
2. Invoice and ship all items directly to CPC's participating agencies. A packing slip will be provided with all deliveries including the agencies' purchase order number. Orders not filled and partial shipments shall be indicated on the packing list. Participating agencies shall be notified of an anticipated availability date, within three (3) business days of receipt of order.
3. All equipment, supplies, and related accessories must be delivered during normal hours of operation on weekdays, unless at the convenience of the participating agency and through mutual agreement with the Vendor.

Design Layout and/or Installation Services:

1. Pricing for design layout and/or installation will be by hourly rate or percentage of the project cost. The Vendor must outline all service charges for design and installation. If the Vendor charges for installation by a method other than hourly or percentage, a complete explanation, and breakdown of how charges are calculated must be included with the submission.
2. The Vendor subcontractors will maintain in current status, all federal, state, and local licenses, bonds, and permits required for the performance and delivery of any products and services in response to this solicitation. This also includes any contractor's licensure as required by state law. The Vendor must have the ability to furnish all required labor, materials, equipment, parts, and supplies necessary for the services requested.

3. The Vendor will possess the ability to assess and determine existing site conditions and the participating agencies' expectations for the products being purchased.
4. Installation times will be coordinated with the purchasing agency. All areas will be kept clean and free of debris. Vendors must be able to provide the purchasing agency with a list of responsibilities for installation, a minimum of five (5) business days before the start of installation.
5. All personnel that is working in participating agencies must be bonded and insured and follow any participating agencies' requirements for contractors and subcontractors.
6. Use of Subcontractors.
 - a. The Vendor will not assign any duties to perform services nor to provide goods to purchasing agencies under this contract to a subcontractor that is not listed in the Subcontractor Utilization Form.
 - b. If a subcontractor is removed from the contract agreement at any time, the Vendor will submit to CPC in writing, the reason for removal, and effective date.
 - c. To add a subcontractor to the contract agreement, the Vendor must submit to CPC an updated Subcontractor Utilization Form. The subcontractor may not begin providing service until approved by CPC.
 - d. The Vendor will be responsible for ensuring that all subcontractors who provide goods or services under the resulting contract agreement comply with the terms and conditions.
 - e. CPC reserves the right to require that a subcontractor be removed from the contract.
 - f. Any damage done to the participating agencies' property by contractors or subcontractors shall be repaired or replaced at no cost to the participating agency.
7. All services will be 100% guaranteed. Any service provided, which does not meet the end user's expectations will either be redone until the end-users expectations are met, or the charges for the services are refunded to the participating agency.

Maintenance Plans:

1. The Vendor may offer pricing for maintenance for all equipment listed under the solicitation and include it in pricing proposals to participating agencies if requested.
2. The Vendor providing maintenance and repair options must provide and state pricing, and terms of the various plans in their submission.

Advertising and Marketing:

1. The Vendor will provide sales and marketing representation that can educate, introduce, and demonstrate products and/or services to CPC's participating agencies.
2. The Vendor will be able to assist in developing marketing materials that support the contract.
3. The Vendor will provide a comprehensive training and support program on the operation and use of the contract agreement to all applicable personnel. Services offered must be appropriate and adequate to ensure a successful contract agreement.
4. All promotional marketing materials must have the prior approval of CPC before distribution and must include the CPC logo and pertinent contract information.

Appendix B: New Vendor Implementation Checklist – Sample

The following implementation checklist will commence once the Master Contract Agreement has been executed. Implementation and contract start-up are included as part of the evaluations that CPC conducts regarding renewing a contract for an additional contract term.

Task Description	Target Completion	Completed By
1. CPC Vendor Orientation Discuss expectations Establish contacts, people and roles Discuss the reporting process and requirements Discuss sales and ordering process Outline kick-off plan; marketing needs Establish Webinar training date	One Week	CPC & Vendor
2. Vendor/Supplier Login Established – Express (if applicable) Complete supplier initiation form Complete supplier product template Create a user account and user ID – communicate to supplier	One Week	Vendor
3. Sales Training and Roll Out CP Personnel Briefing; possible webinar training Marketing information sent to CPC	Two Weeks	CPC to Coordinate Vendor
4. Web Development/Express Store (if applicable) Initiate IT contact Web store construction Web store final edit Product loaded into web store in Express Test Store Functionality Announce Store Availability	Two Weeks Three Weeks Four Weeks Four Weeks Five Weeks Five Weeks	Vendor
5. Marketing General announcement Vendor profile page Email signature logo Email communication announcement <i>*All materials will be approved by Vendor before disbursement</i>	Three Weeks	CPC
6. Marketing – Vendor General announcement Sales/Account team training; contract highlights including pricing schedule <i>*All materials will be approved by CPC before disbursement</i>	Four Weeks	Vendor
7. Management Strategies Review kickoff and roll-out plan Discuss and establish a target communication strategy	Eight Weeks	CPC & Vendor
8. Semi-Annual Evaluation and/or Annual Evaluation	6 months or 11 months	CPC

General Terms & Conditions

Note, the Cooperative Purchasing Connection (CPC) may, from time to time, make amendments to the General Terms and Conditions when CPC determines that such amendments are in the best interest of its participants. Copies of the Terms and Conditions shall be provided to any individual or vendor. When responding to a solicitation, Vendors must certify that they have read the General Terms and Conditions and understand that they apply to all purchases of the resulting contract.

Assignment: Any contract awarded under the conditions of this solicitation shall be for the use of organizations eligible for participation in the CPC consortium. Any eligible agency may participate (piggyback) with this contract at its discretion, with the consent of the Vendor. The Vendor must seek approval from CPC before utilizing the contract with another eligible agency. CPC has partnerships with consortiums across the United States. CPC will work with the Vendor to make such connections should the Vendor want to piggyback the contract as a vehicle for additional sales. All requirements of this solicitation will apply to all participating eligible agencies. Agencies participating in this contract shall be responsible for obtaining approval from their approving body of authority when necessary and shall hold CPC harmless from any disputes, disagreements, or actions which may arise as a result of using this contract.

Amendments: This solicitation and the resulting contract shall not be deemed or construed to be modified, amended, rescinded, canceled or waived, in whole or in part, other than by written amendment signed by the Parties hereto.

Audit: Under applicable law, the Vendor will agree that members of CPC's purchasing team may audit their records to establish that total compliance of the agreement is met. CPC will ask participating agencies for invoices showing purchases from the Vendor. The Vendor will agree to provide verifiable documentation of all purchases made by said agencies and will make every reasonable effort to fairly and equitably resolve discrepancies to the satisfaction of both CPC and the Vendor. CPC will require refunding of the agencies involved if any difference in price is found and will also require payment of any administrative fees due as a result of sales that were not listed on the sales report(s). CPC will give at least five (5) calendar days' notice of an audit. The audit will be conducted at a reasonable place and time.

Awarded Vendor: The company or companies chosen by CPC to provide goods and/or services to CPC participating agencies through the solicitation process.

Awards: Awards will be made with reasonable promptness and by written notice to the successful Vendor; solicitation responses are considered to be irrevocable for a period of one hundred twenty (120) days following the solicitation opening unless expressly provided for to the contrary in the solicitation, and may not be withdrawn during this period without the express permission of CPC.

1. Awards shall be made to the Vendor whose offer(s) constitutes the lowest responsive price offer (or lowest responsive price offer on an evaluated basis) for the item(s) in question or the solicitation as a whole, at the option of CPC. CPC reserves the right to determine those offers which are responsive to the solicitation, or which otherwise serve its best interests.
2. CPC reserves the right, before making an award, to initiate investigations as to whether or not the materials, equipment, supplies, qualifications or facilities offered by the Vendor meet the requirements outlined in the proposal and specification, and are ample and sufficient to ensure the proper performance of the contract in the event of an award. If upon such examination it is found that the conditions of the proposal are not complied with or that articles or equipment proposed to be furnished do not meet the requirements called for, or that the qualifications or facilities are not satisfactory, CPC may reject such offer. It is distinctly

understood, however, that nothing in the foregoing shall mean or imply that it is obligatory upon CPC to make any examinations before awarding a contract; and it is further understood that if such examination is made, it in no way relieves the Vendor from fulfilling all requirements and conditions of the contract.

3. Qualified or conditional offers which impose limitations of the Vendor's liability or modify the requirements of the solicitation, offers for alternate specifications, or which are made subject to different terms and conditions than those specified by CPC may, at the option of the CPC, be:
 - a. Rejected as being non-responsive, or
 - b. Set aside in favor of the CPC's terms and conditions (with the consent of the respondent), or
 - c. Accepted, where CPC determines that such acceptance best serves the interests of participating agencies and CPC.

Acceptance or rejection of alternate or counter-offers by CPC shall not constitute a precedent that shall be considered to be binding on successive solicitations or procurements.

4. CPC reserves the right to determine the responsibility of any Vendor for a particular procurement.
5. CPC reserves the right to reject any responses in whole or in part, to waive technical defects, irregularities, and omissions, and to give consideration to past performance of the offeror wherein its judgment the best interests of participating agencies will be served by so doing.
6. CPC reserves the right to make awards by items, group of items or on the total low response for all the items specified as indicated in the detailed specification unless the Vendor specifically indicates otherwise in their response.
7. Preference may be given to responses on products raised or manufactured in the state, other things being equal.

Byrd Anti-Lobbying Amendment: If a project, as a result of this solicitation, is in excess of \$100,000, the Vendor certifies that it will not, and has not, used federally appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of an agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant or any other award covered by 31 U.S.C. 1352. The Vendor will also disclose any lobbying with non-federal funds that takes place in connection with obtaining any Federal award. The Vendor will ensure compliance herewith by Seller's subcontractors.

Collusion: For the goods, services or public work specified under this solicitation, Vendor confirms that the offeror has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive solicitation in connection with the above proposal, and that all statements contained within the offer are true and correct. Collusion between Vendors is a cause for rejection of those respondents involved.

Confidential Information: CPC is a public entity; the information contained in the proposals shall be considered public information under the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13 et. seq. No part of a proposal shall be treated as confidential unless so designated, by the Vendor submitting the proposal, as trade secret information having met the criteria under Minnesota Statutes § 13.37 Subd. 1(b) and other applicable laws. Any data claimed by the vendor submitting the proposal to be trade secret data must be marked "proprietary and confidential." Should a challenge occur to said Vendor's designation of data as "proprietary and confidential," the vendor shall indemnify and hold CPC harmless for any attorney's fees, costs, penalties, or losses associated with such designation. CPC makes no representations to any vendor regarding their designation of data as "proprietary and confidential." CPC designates the sales reports and administrative fee data, references in this solicitation, as confidential. Therefore, under no circumstances, release this data to any entity other than CPC. CPC, however, is a government entity, is required to, upon request of any individual organization; make this information available to the person(s) requesting to contact the CPC department.

Costs of Preparation: All costs associated with the preparation, development, or submission of a response or other offers will be borne by the Vendor. CPC will not reimburse any Vendor for such costs.

Debarment and Suspension: If within the past five (5) years, any Vendors that have been disbarred, suspended or otherwise lawfully precluded from participating in any public procurement activity with a federal, state, or local government, the Vendor must include a letter with its response setting forth the name and address of the public procurement unit, the effective date of the debarment or suspension, the duration of the debarment or suspension, and the relevant circumstances relating to the debarment or suspension. Any failure to supply such a letter or to not disclose in the letter all the pertinent information may result in the cancellation of any resulting contract.

Default Contract: The resulting contract shall be the default contract. All participating agencies' purchases will receive the pricing described in this contract and CPC will receive credit for those purchases made by participating agencies.

Defects: All products must be 100% guaranteed. Any product which is received damaged, found to be defective, or does not perform to the end-users' expectations must be replaced at the vendor's expense including all shipping/delivery charges. If a participating agency receives the product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are refused.

Delivery: Delivery must be made as ordered and in accordance with the solicitation. If delivery qualifications do not appear on the Vendor's proposal, it will be interpreted to mean that goods are in stock and that shipment will be made within five (5) calendar days. The decision of CPC, as to reasonable compliance with the delivery terms, shall be final. The burden of proof of delay in receipt of an order shall rest with the Vendor. No delivery charges shall be added to invoices except when authorized on the Purchase Order. All prices submitted are to be F.O.B. Destination, Freight Pre-Paid, and Allowed. Unless clearly stated otherwise by the respondent, prices submitted shall include all charges for transportation, packaging, etc., necessary to complete delivery on an F.O.B. Destination basis.

Express Online Marketplace: CPC provides participating agencies with an online purchasing platform called Express. Through Express, agencies can search for and purchase items. Essentially, Express is a one-stop-shop for many of CPC's commodity-based contracts. A Vendor does not have to have an e-commerce site to be included in Express. Express offers integration into two (2) of the main K-12 school financial systems in Minnesota. CPC expects growth in the number of agencies utilizing the marketplace and the volume of sales to grow significantly. CPC will work with the Vendor to determine if the contract agreement is suitable for the online platform. If deemed suitable, CPC will require integration into Express promptly as outlined in the solicitation.

Entire Agreement: The Master Contract Agreement, shall constitute the entire and exclusive agreement between CPC and any vendor receiving an award. In the event of any conflict between the bidder's standard terms of sale, these conditions or more specific provisions contained in the solicitation shall govern.

1. Each proposal will be received with the understanding that the acceptance, in writing, by contract or purchase order by the participating agency of the offer to do work or to furnish any or all the materials, equipment, supplies or services described therein shall constitute a contract between the Vendor and the participating agency. This shall bind the Vendor to furnish and deliver at the prices following the conditions of the said accepted proposal and detailed specifications and the participating agency to pay for at the agreed prices, all materials, equipment, supplies or services specified and delivered. A contract shall be deemed executory only to the extent of funds available for payment of the amounts shown on purchase orders issued by the participating agency to the Vendor.
2. No alterations or variations of the terms of the contract shall be valid or binding unless submitted in writing and accepted by CPC. All orders and changes thereof must originate from the participating agencies: no oral agreement or arrangement made by a contractor with an agency or employee will be considered to be binding on CPC and may be disregarded.

3. Contracts will remain in force for the contract period specified or until all articles or services ordered before date of termination shall have been satisfactorily delivered or rendered and accepted and thereafter until all terms and conditions have been met, unless
 - a. Terminated prior to the expiration date by satisfactory delivery against orders of entire quantities, or
 - b. Extended upon written authorization of CPC and accepted by the Vendor, to permit ordering of the unordered balances or additional quantities at the contract price following the contract terms, or
 - c. Canceled by CPC following other provisions stated herein.
4. It is mutually understood and agreed that the vendor shall not assign, transfer, convey, sublet or otherwise dispose of this contract or his right, title or interest therein, or his power to execute such contract, to any other person, company or corporation, without the previous consent, in writing, of CPC.
5. If subsequent to the submission of an offer or issuance of a purchase order or execution of a contract, the Vendor shall merge with or be acquired by another entity, the contract may be terminated, except as a corporate resolution prepared by the Vendor and the new entity ratifying acceptance of the original bid or contract terms, condition, and pricing is submitted to CPC, and expressly accepted.

Federal Requirements: The Vendor agrees, when working on any federally-assisted project with more than \$2,000.00 in labor costs for the construction, alteration, and/or repair, including painting and decorating, or a public building or public work, to comply with the Contract Work Hours and Safety Standards Act (40 USC) 3701 et seq.) and all applicable sections of the act and the Department of Labor’s supplemental regulations (29 CFR Parts 5 and 1926), the Civil Rights Act of 1964 as amended, the Davis-Bacon Act (40 USC 3141), the Copeland “Anti-Kickback” Act (40 USC 3145 and USC 874) as supplemented in the Department of Labor regulation (29 CFR Part 3), and the Equal Opportunity Employment requirements of Executive Order 11246 as amended by Executive Order 11375 (Labor Regulations (41 CFR Part 60)).

In such projects, the Vendor agrees to post wage rates at the worksite and submit a copy of their payroll to the participating agency for their files. To comply with the Copeland Act, the Vendor must submit weekly payroll records to the participating agency. The Vendor must keep records for three (3) years and allow the federal grantor agency access to these records, upon demand. All federally assisted contracts to participating agencies that exceed \$10,000 may be terminated by the federal grantee for noncompliance by the Vendor. In projects that are not federally funded, the Vendor must agree to meet any federal, state, or local requirements as necessary. In compliance with the federal regulations increases the contract costs beyond the agreed-on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee. On all other projects, the prices must agree with this solicitation. The Vendor shall comply with all applicable standards, orders, or requirements issued under Section 306 of the Clean Air Act (42 U.S.C.) 187 [h], and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et seq.), and Executive Order 11738 and Environmental Protection Agency (EPA) regulations (40 CFR Part 15), which prohibit the use under non-exempt federal contracts, grants, or loans of facilities included in the EPA list of violated facilities.

Federal Uniform Guidance: By entering into a contract, the Vendor agrees to comply with all applicable provisions of Title 2, Subtitle A, Chapter II, Part 200 – Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards contained in Title 2 C.F.R. § 200 et. seq.

Fiscal Year: a fiscal year is defined as July 1 through June 30 of the following calendar year. The fiscal quarters end on September 30, December 31, March 31, and June 30.

Force Majeure: Except for payments of sums due, neither party shall be liable to the other, nor deemed in default under this contract, if and to the extent that such party’s performance of this contract is prevented because of force majeure. The term “force majeure” means an occurrence that is beyond the control of either party affected and occurs without fault or negligence, including, but not limited to, the following: acts of nature; acts of the public

enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; earthquakes; famine; volcanic eruptions; meteor strikes; lockouts; injunctions-interventions-acts or failures; or refusals to act by a government authority; and other similar occurrences beyond the control of the party declaring force majeure which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance under this agreement. Force majeure shall not include late deliveries of software or materials caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies and poor management practices, or similar occurrences. If either party is delayed at any time by force majeure, then the delayed party shall notify the other party in writing of such delay within 48 hours.

Governing Law: This resulting contract award shall be interpreted and construed in accordance with and governed by the laws of the State of Minnesota.

Governing Venue: The resulting contract award shall be deemed to have been made and performed in Otter Tail County, Minnesota. All legal arbitration or causes for action arising out of the resulting agreement shall be brought to the courts of Otter Tail County, Minnesota.

Hold Harmless: All parties agree to hold the other harmless from any claims and demands of participating agencies which may result from the negligence of the other in connection with their duties and responsibilities under this agreement unless such action is a result of intentional wrongdoing of the other party.

Leasing and Rental Agreements: The Vendor may allow participating agencies to enter into a rental, lease, or lease-purchase agreements, providing such agreements comply with Minnesota Statutes and guidelines. CPC must receive a report annually, summarizing the executed lease purchases along with a summary of the participating agencies' purchases. CPC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the Vendor and the participating agency. The Vendor agrees that leases will comply with the Uniform Commercial Code. The applicable administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under the Technical Specifications. The Vendor should attempt to work with CPC's current leasing vendor. Note, the current leasing vendor may require a minimum purchase amount to begin the leasing process. Should the Vendor be required to utilize their own financial leasing company, this should be noted/requested as an exception.

Marketing and Promotion: Upon award and completion of the vendor orientation, CPC will promote the contract opportunity via its websites. CPC will also announce the new partnership in its newsletters and will publish the contract and marketing information through hard copy marketing items (i.e. flyers, postcard) and electronic email. Contracts will also be promoted at applicable trade shows, conferences, and meetings regularly.

CPC may assist in the development of these materials if requested by the Vendor, but in all cases shall have the authority to review and approve any marketing materials. If a website is used, the link will be made available from the CPC and NDESC websites. Any web page or link, or other marketing tools shall be dedicated to CPC information only.

Minority and Women-Owned Business: CPC intends to undertake every effort to increase the opportunity for utilization of minority and women-owned businesses in all aspects of procurement. In connection with the performance of this solicitation, the Vendor agrees to use their best effort to carry out this intent and ensure that minority and women-owned enterprises shall have the maximum practicable opportunity to compete for subcontract work under this solicitation consistent with the efficient performance of this solicitation. CPC desires to promote wherever possible equitable opportunities for minority and women-owned businesses to participate in the services associated with this solicitation.

New Agency Notification: CPC will email the current participating agency list to the Vendor each quarter. Those agencies not renewing their participation must not receive CPC agency pricing/discounts.

Non-Discrimination: Any resulting contract for or on behalf of participating agencies, said Vendor agrees to:

1. That, in the hiring of common or skilled labor for the performance of any work under any contract, or any subcontract, no contractor, material supplier, or vendor, shall, by reason of race, creed, or color, discriminate against the person or persons who are citizens of the United States or resident aliens who are qualified and available to perform the work to which the employment relates;
2. That no contractor, material supplier, or vendor, shall, in any manner, discriminate against, or intimidate, or prevent the employment of any person or persons identified in clause (1) of this section, or on being hired, prevent, or conspire to prevent, the person or persons from the performance of work under any contract on account of race, creed, or color;
3. That a violation of this section is a misdemeanor; and
4. That this contract may be canceled or terminated by the state, county, city, town, school board, or any other person authorized to grant the contracts for employment, and all money due, or to become due under the contract, may be forfeited for a second or any subsequent violation of the terms or conditions of this contract.

Notices: Notices permitted or required to be given hereunder shall be deemed sufficient if given by registered or certified mail, postage prepaid, return receipt requested, addressed to the following addresses of the parties, or at such other addresses as the respective parties may designate by like notice from time to time. Notices so given shall be effective upon (a) receipt by the party to which notice is given, or (b) on the seventh (7th) day following the date such notice was posted, whichever occurs first.

Ordering: All orders will be executed by participating agencies, directly, with the Vendor. The Vendor will provide products and/or service(s) directly to the specified agency and invoice that agency directly. The Vendor may offer a variety of options for agencies to place orders. The Vendor will make all deliveries and installation of products and services. CPC will not warehouse items or provide services.

Patent Indemnification: The Vendor agrees to hold harmless CPC, its successors, assigns, customers and the users of its products from any liability of any nature or kind for use of any copyrighted or copyrighted composition, secret process, patented or unpatented invention, articles or appliances furnished or used in the performance of the contract agreement, for which the contractor is not the patentee, assignee or licensee.

Participating Agency: A participating agency shall be defined in accordance with the Minnesota Statutes M.S. §471.59, and M.S. §123A.21, Sub. 11, North Dakota Century Code Chapter 54-40.3, and South Dakota Statutes §5-18A-37. An eligible agency includes any school, higher education, city, county, other governmental agency, nonprofit organization, or other entity contracted to conduct business on behalf of a participating agency provided that the entity is required to follow state and local procurement regulations.

Party: The name given to either organization who enters into a contractual agreement.

Payment: The participating agency using the contract agreement will make payments directly to the Vendor. Payment terms will be defined by the Vendor in their response. Vendors are encouraged to offer payment terms through procurement card (P Card) services, if applicable. Payments shall be made after satisfactory performance, following all provisions thereof, and upon receipt of a properly completed invoice.

1. Where a question of quality is involved, payment in whole or part against which to chargeback any adjustment required shall be withheld at the direction of the participating agency. In the event a cash discount is stipulated, the withholding of payments, as herein described, will not deprive the participating agency of taking such a discount.

2. Payments for used portion of inferior delivery will be made by the participating agency on an adjusted price basis.

Payment; Invoices: The Vendor shall submit invoices to the participating agencies clearly stating “Per CPC Contract”. The shipment tracking number or pertinent information for verification shall be made available upon request.

Prompt Payment: Participating Agencies will follow M.S. §471.425 regarding prompt payment of local government bills.

Protests: All protests pertaining to the specifications of the solicitation must be delivered in writing and received by the RFP Facilitator no later than 4:00 p.m. CT on the third (3) business day before the opening of proposals. A protest shall be filed no later than three (3) business days after the opening of the proposals or if the protest is based on subsequent action of CPC, not later than three (3) business days after the aggrieved person knows or should have knowledge of the fact giving rise to the protests. Protests of an award will only be accepted by Vendors who have submitted a response to the solicitation. Respondents may protest only deviations from laws, rules, regulations, or procedures. Protests must specify the grounds for the protest including the specific citation of law, rule, regulation, or procedure upon which the protest is based. The judgment used in the scoring by individual evaluators may not be protested. Protests not filed within the time specified above, or which fail to cite the specific law, rule, regulation, or procedure upon which the protest is based shall be dismissed. Should such a protest reach arbitration and result in a loss, the Vendor will be borne to all costs, including CPC’s legal fees. Protests shall include the following:

1. Name, address and telephone number of protester;
2. Original signature of the protester or its representative;
3. Identification of the solicitation by RFP number;
4. A detailed statement of legal and factual grounds including copies of relevant documents; and the form of relief requested; and
5. Any protest review and action shall be considered final with no further formalities being considered.

Qualified Respondent: A Vendor that has submitted a proposal meeting the due date and time of the solicitation and has submitted all of the requested documents in their entirety in their required format(s).

Recalls: The Vendor shall notify CPC and their participating agencies immediately of any product recalls. The Vendor will issue a credit or comparable substitute for any delivered, recalled product at the agency’s discretion. All costs associated with voluntary and involuntary product recalls shall be borne by the Vendor.

Relationship of Parties: No contract agreement resulting from this solicitation shall be considered a contract of employment. The relationship between CPC and the Vendor is one of the independent contractors each free to exercise judgment and discretion concerning the conduct of their respective businesses. The parties do not intend the proposed contract agreement to create or is to be construed as creating a partnership, joint venture, master-servant, principal-agent, or any other relationship. Except as provided elsewhere in this solicitation, neither party may be held liable for acts of omission or commission of the other party and neither party is authorized or has the power to obligate the other party by contract, agreement, warranty, representation or otherwise in any manner whatsoever except as may be expressly provided herein.

Respondent: A respondent has notified CPC of a desire to respond to the proposal and/or has submitted a proposal in response to this solicitation.

Rights and Obligations Upon Termination: Termination of the resulting contract award shall not release the party from the obligation to make payment of all amounts due and payable. Regardless of the cause, the Vendor must refrain from any activity which will create a negative relationship between participating agencies and CPC.

Notification of termination to participating agencies shall not be made by the Vendor unless written approval has been received from CPC or its designee. Said approval shall include, but not be limited to, the content of the notice, its structure and timing. This will remain in effect for 60 days post-termination. When failure is deemed by the other party to be the result of willful and wanton negligence, it may result in a civil action against the first party. The Vendor will continue to provide warranty and product support as specified in their proposed response to the solicitation or by the manufacturer, whichever is greater, on all services purchased by participating agencies during the contract term. Upon termination, any website references and/or email accounts, created by either the Vendor or CPC and designed to promote the contract agreement resulting from this solicitation shall be terminated within 48 hours of the termination.

Risk of Loss: Regardless of F.O.B., the Vendor) agree(s) to bear all risks of loss, injury, or destruction of goods and materials ordered herein which occur before delivery, and such loss or destruction shall not release the Vendor from any obligation hereunder.

Safety Data Sheet (SDS): Documentation providing workers and emergency personnel with procedures for handling or working with a specific substance safely, and information such as physical data, toxicity, health effects, first aid, reactivity, storage, disposal, protective equipment, and spill-handling procedures. SDS documentation must accompany all deliveries when required by federal, state and local laws.

Sales Representation and Marketing: The Vendor agree(s) to provide identified sales/marketing representatives whom CPC can contact for sales and product information. The Vendor must exhibit the willingness and ability to actively market and develop contract specific marketing materials, including, but not limited to:

1. Printed marketing materials;
2. Contract announcements and advertisements; and
3. On the Vendor's website.

Sales Tax: Sales and other taxes shall not be included in the prices quoted. The Vendor will charge state and local sales and other taxes on items for which a valid tax exemption certification has not been provided. Each participating agency is responsible for verifying the tax-exempt status to the Vendor. When ordering, participating agencies must indicate that they are tax-exempt entities. Except as set forth herein, no party shall be responsible for taxes imposed on another party as a result of or arising from the transactions contemplated by a Vendor resulting from this solicitation.

Severability: If any of the terms of this solicitation conflict with any rule of law or statutory provision or otherwise unenforceable under the laws or regulations of any government or subdivision thereof, such terms shall be deemed stricken from this agreement, but such invalidity or unenforceability shall not invalidate any of the other terms of this agreement, and this agreement shall continue in force, unless the invalidity or unenforceability of any such provisions hereof does substantial violence to, or where the invalid or unenforceable provisions compromise an integral part of or are otherwise inseparable from, the remainder of the resulting agreement.

Substance Use and Conduct: All Vendor partners and subcontractors must adhere to local substance (alcohol, drug, smoking, etc.) and conduct (dress code, language, parking, etc.) policies while on a participating agencies' premises.

Substitutions: The materials, products or equipment described in these documents establish a standard of type, function, and quality to be met by any proposed substitution. Unless the particular specification prohibits substitution, vendors are encouraged to propose materials, products or equipment of comparable type, function, and quality. Proposals for substitute items shall be stated in the appropriate blank on the proposal form, or if the form does not contain blanks for substitution, on the Vendor's letterhead attached to the pricing form. Vendors shall attach to the form a statement of the manufacturer and brand name of each proposed substitution plus a complete description of the item, including descriptive literature, illustrations, performance, and test data and any other

information necessary for evaluation. The burden of proof is upon the respondent for the merit of the proposed substitution.

Termination: In case of failure to deliver goods or provide services following the contract terms and conditions, CPC reserves the right to cancel and terminate any resulting contract, in part or whole, without penalty, whenever CPC determines that such termination is in the best interest of CPC and its participating agencies. CPC will give notice of termination specifying the extent to which performance shall be terminated and the date upon which such termination becomes effective, giving thirty (30) calendar days' written notice to the Vendor. The participating agency will only be required to pay the Vendor for goods and services delivered before termination and not otherwise returned following the Vendor's return policy. If the participating agency has paid the Vendor for goods and services not yet provided as of the date of termination, the Vendor shall immediately refund such payment(s).

Termination shall occur immediately upon any one of the following events with the Vendor:

1. Voluntary or involuntary bankruptcy or insolvency;
2. Failure to remedy a material breach to the terms and conditions of this solicitation;
3. Receipt of written information from any authorized agency finding activities the Vendor engaged in according to this solicitation to violate the law.

Tri-State Area: Defined as the three states participating in CPC (Minnesota, North Dakota and South Dakota) and their participating agencies.

Value Added Attributes: Attributes that a vendor can provide that assist in educating or providing additional service to CPC's participating agencies. This would include but is not limited to products/services, such as promotional items, participation in vendor shows, demonstration of products, training seminars, and the ability to integrate with CPC's Express online marketplace (if applicable).

Vendor Orientation (CPC 101): The Vendor and their participating resellers/sub-contractors will be required to participate in an online training session that is designed to educate the Vendor and resellers/sub-contractors on the purpose and nature of CPC. The Vendor will not be marketed to participating agencies until they have completed the vendor orientation session.

Waiver: No failure by either party to take any action or assert any right hereunder shall be deemed to be a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

Revised 05/2020

Vendor Questionnaire

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled “***Vendor Questionnaire – Name of Company***”.
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

The following sections will need to be completed before submission and submitted as one (1) single PDF titled “Vendor Questionnaire – Name of Company”:

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Warranty](#)
6. [Industry-Specific Information](#)
7. [References](#)
8. [Additional Requirements*](#)

Company Information

Name of Company: _____

Company Address: _____

City, State, Zip code: _____

Website: _____

Phone: _____

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager			
Contract Manager			
Sales Manager			
Marketing Manager			
Customer Service Manager			
Account Manager(s)			

List who will be responsible for receiving updated membership lists.

Name	Email	Phone

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone

List who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone

Identify any business types/classifications that your company holds. ***Submit documentation in PDF format to verify business status (see bid checklist).**

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Qualifications & Experience *(80 points)*

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Click or tap here to enter text.

2. Provide evidence of what your company is doing to remain viable in the industry.

Click or tap here to enter text.

3. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Click or tap here to enter text.

4. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies for each year in CPC's tri-state area of Minnesota, North Dakota, and South Dakota?

Click or tap here to enter text.

5. Describe your current locations, staffing levels, and the number of staff that will be dedicated to the resulting contract is awarded.

Click or tap here to enter text.

6. Describe your company's logistics (experience, production, distribution of products, warehouse inventories, and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.

Click or tap here to enter text.

7. Is your organization able to service all areas and eligible agencies within CPC's tri-state area?

_____ *Yes*

_____ *No*

If NO, explain why your organization is not able to service an area and/or state.

Click or tap here to enter text.

8. List the other contracts you have in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

Click or tap here to enter text.

9. Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

Click or tap here to enter text.

10. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).

Click or tap here to enter text.

Marketing & Partnership *(25 points)*

1. Describe how your company markets directly to potential customers.

Click or tap here to enter text.

2. Describe marketing collateral and sales campaigns that have been successful for your organization in the past. Describe how your organization plans to utilize your marketing staff with this anticipated contract.

Click or tap here to enter text.

3. Describe your organization's ability to participate in conference tradeshows and how you will position the contract at those tradeshows. List all, conference tradeshows that your organization has attended in the last three (3) years.

Click or tap here to enter text.

4. Describe how your company will position this contract to CPC's participating agencies if awarded.

Click or tap here to enter text.

5. Describe how you plan to inform and train your personnel on the details and promotion of the contract.

Click or tap here to enter text.

Financials & Level of Support (25 points)

1. Describe how your organization works with agencies to determine payment terms.

Click or tap here to enter text.

2. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card? Describe the fee charge, if applicable.

Click or tap here to enter text.

3. Indicate the level of support your company will offer on this contract category.

- _____ Pricing is the same as offered to individual education, government, and nonprofit agencies.
_____ Pricing is the same as offered to cooperative purchasing organizations or state purchasing departments.
_____ Pricing is better than what is offered to individual education, government, and nonprofit agencies.
_____ Pricing is better than what is offered to cooperative purchasing organizations or state purchasing departments.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

4. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ Yes _____ No

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

5. Has your company been debarred and or suspended in doing business within the United States?

_____ Yes _____ No

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

Warranty (15 points)

1. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe warranty coverage and any limit/circumstance restrictions.

Click or tap here to enter text.

2. Do warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

_____ *Yes* _____ *No*

If NO, describe why travel and mileage are not covered.

Click or tap here to enter text.

3. List any geographic areas within CPC's tri-state area for which your organization cannot provide a certified technician to perform warranty repairs. How will CPC participating agencies in these areas be provided service for warranty repair?

Click or tap here to enter text.

Industry Specific Information (140 points)

1. Provide a narrative description of the products and services you are offering in your proposal.

Click or tap here to enter text.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.

Click or tap here to enter text.

3. Describe your inventory and distribution hubs, their location, and their service/fill rate of inventory from those locations.

Click or tap here to enter text.

4. Describe in detail your company's sales structure (representatives) and those dedicated to this proposal and resulting contract award.

Click or tap here to enter text.

5. Describe your proposed order process and ordering methods for this proposal and contract award. Provide a complete narrative on the system to include, but not limited to the following: process for order placement, verification, and tracking, invoicing, and payment process. Specify if you will be including a dealer network and how they will be involved.

Click or tap here to enter text.

6. For online ordering, describe how many personnel is dedicated to your online ordering helpdesk.

Click or tap here to enter text.

7. Describe any minimum order requirements.

Click or tap here to enter text.

8. Detail any rebates, custom lists, or other incentive offers that will be extended through the resulting contract.

Click or tap here to enter text.

9. Describe in detail your proposed exchange and return program(s) and policy(s). Describe all restocking fees that may apply.

Click or tap here to enter text.

10. Describe how backorders are processed and communicated.

Click or tap here to enter text.

11. Describe your company's experience integrating with third-party procurement systems (i.e. punchouts).

Click or tap here to enter text.

12. Describe any "added value" attributes being offered to CPC and its participating agencies when purchasing services through your company.

Click or tap here to enter text.

13. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Click or tap here to enter text.

14. Describe your company's environmental policy or green initiatives.

Click or tap here to enter text.

Exceptions & Deviations *(10 points)*

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

Click or tap here to enter text.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.

Respondents must include the following when requesting exceptions:

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

Click or tap here to enter text.

References

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the CPC's tri-state area are preferred. A contact name, phone number and email will be required. *Note, please ensure your references are prepared to speak with a representative from CPC.

Reference #1 – Company Name

Service Level Purchased

Year of Purchase

Reference Contact

Phone

Email

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Reference #2 – Company Name

Service Level Purchased

Year of Purchase

Reference Contact

Phone

Email

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Reference #3 – Company Name

Service Level Purchased

Click or tap here to enter text.

Click or tap here to enter text.

Year of Purchase
Reference Contact
Phone
Email

Click or tap here to enter text.
Click or tap here to enter text.
Click or tap here to enter text.
Click or tap here to enter text.

Additional Requirements

As required by CPC, submit the following additional items as individual PDFs as outlined below:

1. Exhibit A – Marketing Plan – Name of Company (20 points)

Submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on the Vendor’s website.

2. Exhibit B – Letter/Line of Credit – Name of Company

Attach a letter from a business’s chief financial institution indicating the current line of credit available to the business and evidence of financial stability for the past three calendar years (2019, 2018, 2017). This letter should state the line of credit as a range (i.e. “Credit in the low six (6) figures” or “a credit line exceeding five (5) figures”). The Letter/Line of Credit will be deemed “Confidential”. This letter/line of credit is a requirement to help determine the financial stability of the company.

Pricing Schedule Intro

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- 1 - Pricing Schedule
- 2 - Furniture
- 3 - Services
- 4 - Volume Discounts

1 - Pricing Schedule - *required*

Submit pricing for all products and accessories being offered to CPC and its participating agencies.

2 - Furniture - *optional*

Submit pricing for all non-catalog type Furniture requested by CPC and its participating agencies.

3 - Services - *optional*

Submit pricing for Services requested by CPC and its participating agencies.

4 - Volume Discounts - *optional*

Submit all volume discounts if available to CPC and its participating agencies.

3 - Services Price Schedule

*Please note this workbook has multiple tabs.

Instructions. Complete the tables below if your company offers the following services. Please note this is an **REQUIRED** form.

Responding Company's Name:

OPTIONAL FORM

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Rate	Discounted Price			
Installation Services					

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Rate	Discounted Price			
Maintenance & Support					

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Rate	Discounted Price			
Training Services					

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects: Y/N, please detail if Yes.
	Rate	Discounted Price			
Other Services					

Vendor Forms & Signatures

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Vendor Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled "Vendor Forms & Signatures – Name of Company":

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance "EDGAR" Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

Addendum Acknowledgement

Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):

- | | | | |
|--------------------------|----------------|--------------------------|----------------|
| <input type="checkbox"/> | Addendum No. 1 | <input type="checkbox"/> | Addendum No. 5 |
| <input type="checkbox"/> | Addendum No. 2 | <input type="checkbox"/> | Addendum No. 6 |
| <input type="checkbox"/> | Addendum No. 3 | <input type="checkbox"/> | Addendum No. 7 |
| <input type="checkbox"/> | Addendum No. 4 | <input type="checkbox"/> | Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

Authorized Signature

Date

Acknowledgment: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.

Authorized Signature

Date

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name		Date	
Address		City, State, Zip	
Contact Person		Title	
Authorized Signature		Title	
Email		Phone	

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency _____

Authorized Representative _____

Name Printed or Typed _____

Awarded this _____ **day of** _____ **Contract Number** _____

Contract to Commence _____

Uniform Guidance “EDGAR” Certification Form

200 CRF Part 200

Instructions: When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

“federally assisted construction contract” in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

4. Davis Bacon Act

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor’s acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency’s federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Vendor Certification (By Item)	Vendor Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions		
2. Termination for Cause of Convenience		
3. Equal Employment Opportunity		
4. Davis-Bacon Act		
5. Contract Work Hours and Safety Standards Act		
6. Right to Inventions Made Under a Contract or Agreement		
7. Clean Air Act and Federal Water Pollution Control Act		
8. Debarment and Suspension		
9. Byrd Anti-Lobbying Amendment		
10. Procurement of Recovered Materials		
11. Profit as a Separate Element of Price		
12. General Compliance with Participating Agencies		

Name of Business

Signature of Authorized Representative

Printed Name/Title

Date

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: _____
Solicitation Number: _____
Vendor Name: _____

If a subcontractor will not be used, check this box:

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

X	Document Title	How to be Submitted
	Performance Bond of \$2,500 (Copy)	Submit as PDF
	Certificate of Insurance – Name of Company	Submit as PDF
	Pricing Schedule – Name of Company	Submit as an Excel document
	Vendor Questionnaire – Name of Company	Submit as a PDF
	Vendor Forms & Signatures – Name of Company	Submit as one (1), single PDF. *Signatures Required
	Exhibit A – Marketing Plan – Name of Company	Submit as PDF
	Exhibit B – Letter/Line of Credit – Name of Company <ul style="list-style-type: none"> • Confidential 	Submit as PDF
	Additional Information – as required <ul style="list-style-type: none"> • Business Type Certificate (see Vendor Questionnaire) 	Submit as PDF










IMPORTANT: All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.



Authorized Signature

Printed Name/Title

Date

Questions for Bid RFP #21.4 - Instructional Materials and Classroom Supplies

Question #1		 
<p>I am a sole proprietor selling instructional materials for theatre and speech which I created. I am a member of the Buyboard purchasing collective. Is your district a member? If I am reading this RFP correctly, it might be what would serve your needs.</p> <p>Answers</p> <p>CPC is not a school district or a member of BuyBoard. We are a public nonprofit purchasing cooperative similar serving the states of Minnesota, North Dakota, and South Dakota.</p>		<p>Jul 6, 2020 3:30:27 PM CDT By: Spirit Productions - karenspirit</p> <p>Jul 8, 2020 9:16:54 AM CDT By: ltruax</p>
<input type="text" value="Answer"/>	<input type="button" value="Archive"/>	<input type="button" value="Reject"/>
Question #2		 
<p>For the certificate of insurance under the certificate holder information do we need to list an address for CPC? If so what address should I list?</p> <p>Answers</p> <p>Cooperative Purchasing Connection 1001 E. Mount Faith Avenue Fergus Falls, MN 56537</p>		<p>Jul 16, 2020 12:36:24 PM CDT By: Hann Manufacturing, Inc. - HANN01</p> <p>Jul 16, 2020 1:31:30 PM CDT By: ltruax</p>
<input type="text" value="Answer"/>	<input type="button" value="Archive"/>	<input type="button" value="Reject"/>
Question #3		 
<p>Our company uses authorized dealers. Are they considered subcontractors?</p> <p>Answers</p> <p>No. If a Vendor operates through a dealer network, the Vendor shall clearly identify and delineate how the contract will run through the dealer network, how orders will be placed, and how the dealers will learn of the contract details.</p>		<p>Jul 16, 2020 1:54:41 PM CDT By: Hann Manufacturing, Inc. - HANN01</p> <p>Jul 16, 2020 2:36:51 PM CDT By: ltruax</p>
<input type="text" value="Answer"/>	<input type="button" value="Archive"/>	<input type="button" value="Reject"/>
Question #4		 
<p>Can you please suggest a reliable surety company we can acquire a Bid Bond from? Thank you in advance!</p> <p>Answers</p> <p>CPC has revised/amended its bid bond requirement to include the acceptance of a certified cashiers check. See page 3-4 of the RFP for clarification. Note, the certified check must be valid through the duration of the contract term.</p>		<p>Jul 16, 2020 3:17:16 PM CDT By: AmTab Manufacturing Corporation - amtab60506</p> <p>Jul 17, 2020 11:27:55 AM CDT By: ltruax</p>
<input type="text" value="Answer"/>	<input type="button" value="Archive"/>	<input type="button" value="Reject"/>
Question #5		 
<p>The solicitation states that an electronic online catalog for order entry must be provided. What if we do not have the capability to do online ordering?</p> <p>Answers</p> <p>CPC would advise listing this as an a deviation in the Questionnaire.</p>		<p>Jul 20, 2020 1:49:33 PM CDT By: Aarco Products, Inc. - aarco@ironfurnace.com</p> <p>Jul 21, 2020 9:22:12 AM CDT By: ltruax</p>
<input type="text" value="Answer"/>	<input type="button" value="Archive"/>	<input type="button" value="Reject"/>
Question #6		 
<p>Percentage off catalog list price. Is this for dock delivery?</p> <p>Answers</p> <p>CPC requires more detail to this question in order to provide an answer.</p>		<p>Jul 20, 2020 2:00:37 PM CDT By: Aarco Products, Inc. - aarco@ironfurnace.com</p> <p>Jul 21, 2020 9:24:46 AM CDT By: ltruax</p>
<input type="text" value="Answer"/>	<input type="button" value="Archive"/>	<input type="button" value="Reject"/>
Question #7		 
<p>For inside delivery are you looking for a percent of markup for inside delivery or are you looking for discount off list price if inside delivery is required?</p> <p>Answers</p> <p>If you are referring to Furniture, see tab 2- Furniture, Inside Delivery.</p>		<p>Jul 20, 2020 2:01:43 PM CDT By: Aarco Products, Inc. - aarco@ironfurnace.com</p> <p>Jul 21, 2020 9:29:40 AM CDT By: ltruax</p>
<input type="text" value="Answer"/>	<input type="button" value="Archive"/>	<input type="button" value="Reject"/>

Question #8  



Are there any special wording requirements for the bid bond?

Answers
No, there are no special wording requirements. The only requirement is that it is valide for the duration of the contract and can be extended upon renewal.

Jul 20, 2020 2:41:23 PM CDT
By: Fomcore, LLC - Fomcore

Jul 21, 2020 9:30:40 AM CDT
By: Itruax

[Answer](#) [Archive](#) [Reject](#)

Question #9  



In Tab-2 Furniture Inside Delivery It states Service Listed as a % of List. Does CPC define Inside Delivery to mean the product is only brought over the threshold of the ordering agency to the specific location indicated on the purchase order? It is not unboxed.

Answers
CPC does not define inside delivery as the definition of inside delivery depends on the type of Vendor. CPC will advise respondents to define inside delivery, in question #2 under the Industry Specific Information section of the Vendor Questionnaire.

Jul 21, 2020 10:41:36 AM CDT
By: Aarco Products, Inc. - aarco@ironfurnace.com

Jul 22, 2020 9:37:31 AM CDT
By: Itruax

[Answer](#) [Archive](#) [Reject](#)

Question #10  



In reference to bond can an out of state bank check be ok? If I understand you correctly we have to get a certified check for \$2,500.00 for as long as contract is held?

Answers
If the minimum requirements are met, yes, it will be accepted.

Jul 21, 2020 11:10:55 AM CDT
By: youthlight - youthlight

Jul 22, 2020 8:33:02 AM CDT
By: Itruax

[Answer](#) [Archive](#) [Reject](#)

Question #11  



In regards to the Pricing Schedule. We are a table manufacturing company submitting a bid. On tab 1 we have listed our products, pricing and discount. Is it required that we fill out tabs 2,3 and 4?

Answers
Tabs 2-4 of the pricing schedule are listed as optional.

Jul 21, 2020 2:13:51 PM CDT
By: AmTab Manufacturing Corporation - amtab60506

Jul 22, 2020 8:31:47 AM CDT
By: Itruax

[Answer](#) [Archive](#) [Reject](#)

Question #12  



Our finance department is requesting a W9 from the cooperative before we can issue the cashier's check for bid bond, who can we connect with to obtain?

Answers
CPC will add its W-9 to the bid files.

Jul 24, 2020 9:19:28 AM CDT
By: Barnes & Noble Booksellers, Inc. - CRM1234

Jul 24, 2020 11:23:34 AM CDT
By: Itruax

[Answer](#) [Archive](#) [Reject](#)

Question #13  



If we sell books and games and no services are we still required to do a Bond or bank check for \$2,500.00? Our Ins. Company says they need a dollar amount. There is no promise that you will buy from us so there is no dollar amount. Is a Insurance Cert acceptable.

Answers
This question was submitted after the question deadline, therefore, it will not be answered by CPC.

Jul 24, 2020 2:13:28 PM CDT
By: youthlight - youthlight

Jul 27, 2020 2:49:04 PM CDT
By: Itruax

[Answer](#) [Archive](#) [Reject](#)

Question #14  



for Bid Bond: Who's name is on Bank Check? is it CPC?

Answers
This question was submitted after the question deadline, therefore, it will not be answered by CPC.

Jul 27, 2020 1:47:37 PM CDT
By: youthlight - youthlight

Jul 27, 2020 2:49:09 PM CDT
By: Itruax

[Answer](#) [Archive](#) [Reject](#)

Question #15  

If we are an approved vendor with you through an AEPA contract, do we need to submit a bid for this contract as well?

Jul 27, 2020 4:10:46 PM CDT
By: Pitsco, Inc - watsona

[Answer](#) [Reject](#)

[Ask a Question](#)

[View Bid](#)

Bid RFP #21.4 - Instructional Materials and Classroom Supplies Addendum #1 - Addendum

Information Deleted: Deleted

Information Added: Added

Bid Type **RFP**
 Bid Number **21.4**
 Title **Instructional Materials and Classroom Supplies**
 Start Date **Jul 6, 2020 9:01:26 AM CDT**
 End Date **Aug 5, 2020 10:00:00 AM CDT**
 Agency **Cooperative Purchasing Connection**
 Bid Contact **Lisa M Truax**
 (218) 737-6535
 ltruax@lcsc.org
 1001 E. Mount Faith Avenue
 Fergus Falls, MN 56537

Description

Scope of Work: CPC is seeking to collaborate with an experienced vendor(s), equipped with the necessary resources and capabilities to develop a program for participating agencies to have the ability to purchase from a broad line of instructional materials and classroom supplies, at consortium level discounted pricing. This solicitation will not include/accept stand-alone curriculum-based software and learning solutions. Agencies include educational institutions, cities, counties, nonprofits, other governmental agencies, or other entities contracted on behalf of a participating agency. A qualified vendor shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or specific product categories or manufacturer categories. Instructional materials and classroom supplies may include, but not limited to the following categories:

1. Early Learning
2. Special Education
3. Science
4. STEM/STEAM
5. Arts & Crafts
6. Career & Tech. Education (CTE)
7. Health
8. Math
9. Family and Consumer Science
10. Furniture

Pre-Bid Conference







Date: Jul 21, 2020 10:00:00 AM CDT
 Location: Non-Required Conference Call

Notes: A web conference will be held allowing Vendors to ask questions, concerns, and/or issues they may have relating to the solicitation. Those participating in the conference call will have the opportunity to view a demonstration of CPC's Express online marketplace, when applicable. The conference call will not be recorded. To attend, visit <https://us02web.zoom.us/j/83113112383?pwd=RWxIc2pxeFU2Uk9tbUhtU01rYTZlZz09>.

1. **Dial-in Number: +1 301 715 8592 or +1 312 626 6799**
2. **Meeting ID: 831 1311 2383**
3. **Password: 4Qbhiv**

No Attachments

Documents

Name	Posting Date	Acceptance
 RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	Jul 2, 2020 11:12:46 AM CDT	Yes
 RFP #21.4 - General Terms and Conditions.pdf	Jul 1, 2020 11:31:40 AM CDT	Yes
 RFP #21.4 - Vendor Questionnaire.docx	Jul 1, 2020 11:31:47 AM CDT	Yes
 RFP #21.4 - Pricing Schedule.xlsx	Jul 1, 2020 11:33:58 AM CDT	Yes
 RFP #21.4 - Vendor Forms & Signatures.pdf	Jul 1, 2020 11:31:58 AM CDT	Yes
 RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.p	Jul 17, 2020 11:28:35 AM CDT	Yes

[Return to Bid](#)

From: [Public Purchase](#)
To: [Lisa Truax](#)
Subject: Public Purchase - RFP #21.4 - Instructional Materials and Classroom Supplies Closed Notification
Date: Wednesday, August 5, 2020 10:00:13 AM

Lisa M Truax:

The bid RFP #21.4 - Instructional Materials and Classroom Supplies has closed on Aug 5, 2020 9:00:00 AM MDT

To see more details on this bid go to

<http://www.publicpurchase.com/gems/bid/bidView?bidId=130165>

Thank you for using Public Purchase.

MK= 9VAc/SjiSnmbb2VHf8xBug==

Notifications Report

Agency

Cooperative Purchasing Connection

Bid Number

130165

Bid Title

Instructional Materials and Classroom Supplies

Vendor Name	State	Invitation	Date	Email	Reason
314 Easy Math,LLC	TX	Classification	2020-07-06 08:16:00	procurement@learnlounge.co	Bid Notification
9Fifteen Solutions	TX	Classification	2020-07-06 08:16:00	michele.klumb@smartstandingsolutions.com	Bid Notification
A & A Glove & Safety Co	NJ	Classification	2020-07-06 08:16:00	joe@aaglove.com	Bid Notification
A Pass Educational Group, LLC	MI	Classification	2020-07-06 08:16:00	nicole.quigley@apasseducation.com	Bid Notification
Aarco Products, Inc.	NY	Classification	2020-07-06 08:16:00	aarco@ironfurnace.com	Bid Notification
Aarco Products, Inc.	NY	Classification	2020-07-21 08:22:12	aarco@ironfurnace.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2020-07-21 08:24:46	aarco@ironfurnace.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2020-07-21 08:29:40	aarco@ironfurnace.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2020-07-21 08:30:41	aarco@ironfurnace.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2020-07-22 07:31:48	aarco@ironfurnace.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2020-07-22 07:33:02	aarco@ironfurnace.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2020-07-22 08:37:31	aarco@ironfurnace.com	Bid Answer
Aarco Products, Inc.	NY	Classification	2020-07-24 10:23:35	aarco@ironfurnace.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2020-07-06 08:16:00	info@alphabetletter.com	Bid Notification
Abecedarian ABC, LLC	TX	Classification	2020-07-08 08:16:54	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2020-07-16 12:31:30	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2020-07-16 13:36:52	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2020-07-17 10:27:55	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2020-07-17 10:43:00	info@alphabetletter.com	Addendum Notification
Abecedarian ABC, LLC	TX	Classification	2020-07-21 08:22:12	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2020-07-21 08:29:40	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2020-07-21 08:30:41	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2020-07-22 07:31:48	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2020-07-22 07:33:02	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2020-07-22 08:37:32	info@alphabetletter.com	Bid Answer
Abecedarian ABC, LLC	TX	Classification	2020-07-24 10:23:35	info@alphabetletter.com	Bid Answer
AbleNet, Inc.	MN	Classification	2020-07-06 08:16:00	bids@ablenetinc.com	Bid Notification
Academic Communication Associates, Inc	CA	Classification	2020-07-06 08:16:00	acom@acadcom.com	Bid Notification
ACCO Brands USA LLC	IL	Classification	2020-07-06 08:16:00	directbid@acco.com	Bid Notification
ACCO Brands USA LLC	IL	Classification	2020-07-08 08:16:54	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2020-07-16 12:31:30	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2020-07-16 13:36:52	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2020-07-17 10:27:55	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2020-07-17 10:43:00	directbid@acco.com	Addendum Notification
ACCO Brands USA LLC	IL	Classification	2020-07-21 08:22:12	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2020-07-21 08:29:40	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2020-07-21 08:30:41	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2020-07-22 07:31:48	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2020-07-22 07:33:02	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2020-07-22 08:37:32	directbid@acco.com	Bid Answer
ACCO Brands USA LLC	IL	Classification	2020-07-24 10:23:35	directbid@acco.com	Bid Answer
ACE Educational Supplies	FL	Classification	2020-07-06 08:16:00	bids@ACEeducational.com	Bid Notification
ACE Educational Supplies	FL	Classification	2020-07-08 08:16:54	bids@ACEeducational.com	Bid Answer
ACE Educational Supplies	FL	Classification	2020-07-16 12:31:30	bids@ACEeducational.com	Bid Answer
ACE Educational Supplies	FL	Classification	2020-07-16 13:36:52	bids@ACEeducational.com	Bid Answer
ACE Educational Supplies	FL	Classification	2020-07-17 10:27:55	bids@ACEeducational.com	Bid Answer
ACE Educational Supplies	FL	Classification	2020-07-17 10:43:00	bids@ACEeducational.com	Addendum Notification
ACE Educational Supplies	FL	Classification	2020-07-21 08:22:12	bids@ACEeducational.com	Bid Answer
ACE Educational Supplies	FL	Classification	2020-07-21 08:29:40	bids@ACEeducational.com	Bid Answer
ACE Educational Supplies	FL	Classification	2020-07-21 08:30:41	bids@ACEeducational.com	Bid Answer
ACE Educational Supplies	FL	Classification	2020-07-22 07:31:48	bids@ACEeducational.com	Bid Answer
ACE Educational Supplies	FL	Classification	2020-07-22 07:33:02	bids@ACEeducational.com	Bid Answer
ACE Educational Supplies	FL	Classification	2020-07-22 08:37:32	bids@ACEeducational.com	Bid Answer
ACE Educational Supplies	FL	Classification	2020-07-24 10:23:35	bids@ACEeducational.com	Bid Answer
ACT, Inc.	IA	Classification	2020-07-09 08:23:30	proposals@act.org	Bid Notification
Active Parenting Publishers Inc	GA	Classification	2020-07-06 08:16:00	sales@appatlanta.com	Bid Notification
Actively Learn	WA	Classification	2020-07-06 08:16:00	noam@activelylearn.com	Bid Notification
Add2Payroll Inc	NY	Classification	2020-07-06 08:16:00	rfp@techejobs.com	Bid Notification
Advertising/Marketing/Strategic Planning, LLC	OR	Classification	2020-07-06 08:16:00	lpocan@pacinfo.com	Bid Notification
Affordable Furniture Solutions LLC	FL	Classification	2020-07-06 08:16:00	leonardjenkins@321furniture.com	Bid Notification
After School Products	CO	Classification	2020-07-06 08:16:00	sales@afterschoolproducts.com	Bid Notification
Agathos Laboratories, Inc.	CA	Classification	2020-07-06 08:16:00	sales@agathoslabs.com	Bid Notification
Agati, Inc.	IL	Classification	2020-07-06 08:16:00	nhawkins@agati.com	Bid Notification
Aileron Consulting LLC	VA	Classification	2020-07-06 08:16:00	publicpurchase@aileronconsulting.com	Bid Notification
Al Jones Corporation	AZ	Classification	2020-07-06 08:16:00	Info@AltonJJones.com	Bid Notification
Alamo Classroom Solutions	TX	Classification	2020-07-06 08:16:00	pguzman@alamocrsolutions.com	Bid Notification
Aleph Objects, Inc.	CO	Classification	2020-07-06 08:16:00	sales@lulzbot.com	Bid Notification

ALERT-ALL CORP	PA	Classification	2020-07-06 08:16:00	JON@ALERTALL.COM	Bid Notification
Allied Plastics Co., Inc.	FL	Classification	2020-07-06 08:16:00	allied@ironfurnace.com	Bid Notification
ALLNET USA	FL	Classification	2020-07-06 08:16:00	nwagner@allnetusa.net	Bid Notification
Almond Consulting Group Inc	FL	Classification	2020-07-06 08:16:00	derrick.henry@almondconsulting.com	Bid Notification
American Eagle Inc.	MI	Classification	2020-07-06 08:16:00	ckettlewell@teachersdiscovery.com	Bid Notification
American International Sales Corp.	AZ	Classification	2020-07-06 08:16:00	info@aisale.com	Bid Notification
American Library Association	IL	Classification	2020-07-06 08:16:00	kcurl@ala.org	Bid Notification
AmericanCommoditiesawob Inc.	CA	Classification	2020-07-06 08:16:00	tonyduhig@yahoo.com	Bid Notification
AmTab Manufacturing Corporation	IL	Classification	2020-07-06 08:16:00	Contract@AmTab.com	Bid Notification
AmTab Manufacturing Corporation	IL	Classification	2020-07-08 08:16:54	contractteam@amtab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-16 12:31:30	contractteam@amtab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-16 13:36:52	contractteam@amtab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-17 10:27:55	contractteam@amtab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-17 10:43:00	contractteam@amtab.com	Addendum Notification
AmTab Manufacturing Corporation	IL	Classification	2020-07-21 08:22:12	contractteam@amtab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-21 08:29:40	contractteam@amtab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-21 08:30:41	contractteam@amtab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-22 07:31:47	contractteam@amtab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-22 07:31:48	Contract@AmTab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-22 07:33:02	contractteam@amtab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-22 07:33:02	Contract@AmTab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-22 08:37:32	Contract@AmTab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-22 08:37:32	contractteam@amtab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-24 10:23:35	Contract@AmTab.com	Bid Answer
AmTab Manufacturing Corporation	IL	Classification	2020-07-24 10:23:35	contractteam@amtab.com	Bid Answer
Anatamage, Inc.	CA	Classification	2020-07-06 08:16:00	jacquelyn.cagnia@anatamage.com	Bid Notification
Anchorage Medical Equipment & Supplies, LLC / Anchorage Unlimited	TX	Classification	2020-07-06 08:16:00	dgriffin@anchoragemedicalsupplies.com	Bid Notification
Andrea Communications LLC	NY	Classification	2020-07-06 08:16:00	cgarafola@andreacomunications.com	Bid Notification
Andrea Communications LLC	NY	Classification	2020-07-16 12:31:30	cgarafola@andreacomunications.com	Bid Answer
Andrea Communications LLC	NY	Classification	2020-07-16 13:36:52	cgarafola@andreacomunications.com	Bid Answer
Andrea Communications LLC	NY	Classification	2020-07-17 10:27:55	cgarafola@andreacomunications.com	Bid Answer
Andrea Communications LLC	NY	Classification	2020-07-17 10:43:00	cgarafola@andreacomunications.com	Addendum Notification
Andrea Communications LLC	NY	Classification	2020-07-21 08:22:12	cgarafola@andreacomunications.com	Bid Answer
Andrea Communications LLC	NY	Classification	2020-07-21 08:29:40	cgarafola@andreacomunications.com	Bid Answer
Andrea Communications LLC	NY	Classification	2020-07-21 08:30:41	cgarafola@andreacomunications.com	Bid Answer
Andrea Communications LLC	NY	Classification	2020-07-22 07:31:48	cgarafola@andreacomunications.com	Bid Answer
Andrea Communications LLC	NY	Classification	2020-07-22 07:33:02	cgarafola@andreacomunications.com	Bid Answer
Andrea Communications LLC	NY	Classification	2020-07-22 08:37:32	cgarafola@andreacomunications.com	Bid Answer
Andrea Communications LLC	NY	Classification	2020-07-24 10:23:35	cgarafola@andreacomunications.com	Bid Answer
Apogee Components, Inc.	CO	Classification	2020-07-06 08:16:00	purchaseorders@apogeerockets.com	Bid Notification
Apogee Components, Inc.	CO	Classification	2020-07-08 08:16:54	purchaseorders@apogeerockets.com	Bid Answer
Apogee Components, Inc.	CO	Classification	2020-07-16 12:31:30	purchaseorders@apogeerockets.com	Bid Answer
Apogee Components, Inc.	CO	Classification	2020-07-16 13:36:52	purchaseorders@apogeerockets.com	Bid Answer
Apogee Components, Inc.	CO	Classification	2020-07-17 10:27:55	purchaseorders@apogeerockets.com	Bid Answer
Apogee Components, Inc.	CO	Classification	2020-07-17 10:43:00	purchaseorders@apogeerockets.com	Addendum Notification
Apogee Components, Inc.	CO	Classification	2020-07-21 08:22:12	purchaseorders@apogeerockets.com	Bid Answer
Apogee Components, Inc.	CO	Classification	2020-07-21 08:29:40	purchaseorders@apogeerockets.com	Bid Answer
Apogee Components, Inc.	CO	Classification	2020-07-21 08:30:41	purchaseorders@apogeerockets.com	Bid Answer
Apogee Components, Inc.	CO	Classification	2020-07-22 07:31:48	purchaseorders@apogeerockets.com	Bid Answer
Apogee Components, Inc.	CO	Classification	2020-07-22 07:33:02	purchaseorders@apogeerockets.com	Bid Answer
Apogee Components, Inc.	CO	Classification	2020-07-22 08:37:32	purchaseorders@apogeerockets.com	Bid Answer
Apogee Components, Inc.	CO	Classification	2020-07-24 10:23:35	purchaseorders@apogeerockets.com	Bid Answer
Applied Medical Technologies, Inc	NC	Classification	2020-07-06 08:16:00	mark@aircleansystems.com	Bid Notification
Arbordale Publishing	SC	Classification	2020-07-06 08:16:00	bids@arbordalepublishing.com	Bid Notification
Argyle Security	CA	Classification	2020-07-06 08:16:00	tclark@pdidet.com	Bid Notification
Art In History, Inc.	GA	Classification	2020-07-06 08:16:00	info@artinhistory.com	Bid Notification
Artco-Bell Corporation	TX	Classification	2020-07-06 08:16:00	chawkins@artcobell.com	Bid Notification
Asel Art Supply	TX	Classification	2020-07-06 08:16:00	tcicherski@aselart.com	Bid Notification
Ashva Systems Inc	CA	Classification	2020-07-06 08:16:00	sgurramcjsforce@gmail.com	Bid Notification
ASI Associates	MI	Classification	2020-07-06 08:16:00	collin@arborsci.com	Bid Notification
ASI Associates	MI	Classification	2020-07-16 12:31:30	collin@arborsci.com	Bid Answer
ASI Associates	MI	Classification	2020-07-16 13:36:52	collin@arborsci.com	Bid Answer
ASI Associates	MI	Classification	2020-07-17 10:27:55	collin@arborsci.com	Bid Answer
ASI Associates	MI	Classification	2020-07-17 10:43:00	collin@arborsci.com	Addendum Notification
ASI Associates	MI	Classification	2020-07-21 08:22:12	collin@arborsci.com	Bid Answer
ASI Associates	MI	Classification	2020-07-21 08:29:40	collin@arborsci.com	Bid Answer
ASI Associates	MI	Classification	2020-07-21 08:30:41	collin@arborsci.com	Bid Answer
ASI Associates	MI	Classification	2020-07-22 07:31:48	collin@arborsci.com	Bid Answer
ASI Associates	MI	Classification	2020-07-22 07:33:02	collin@arborsci.com	Bid Answer
ASI Associates	MI	Classification	2020-07-22 08:37:32	collin@arborsci.com	Bid Answer
ASI Associates	MI	Classification	2020-07-24 10:23:35	collin@arborsci.com	Bid Answer
ATD-AMERICAN	PA	Classification	2020-07-06 08:16:00	cdinapoli@atd.com	Bid Notification
Athena Scholastic	FL	Classification	2020-07-06 08:16:00	Athenascholastic@gmail.com	Bid Notification
Athena Scholastic	FL	Classification	2020-07-16 12:31:30	Athenascholastic@gmail.com	Bid Answer
Athena Scholastic	FL	Classification	2020-07-16 13:36:52	Athenascholastic@gmail.com	Bid Answer

Athena Scholastic	FL	Classification	2020-07-17 10:27:55	Athenascholastic@gmail.com	Bid Answer
Athena Scholastic	FL	Classification	2020-07-17 10:43:00	Athenascholastic@gmail.com	Addendum Notification
Athena Scholastic	FL	Classification	2020-07-21 08:22:12	Athenascholastic@gmail.com	Bid Answer
Athena Scholastic	FL	Classification	2020-07-21 08:29:40	Athenascholastic@gmail.com	Bid Answer
Athena Scholastic	FL	Classification	2020-07-21 08:30:41	Athenascholastic@gmail.com	Bid Answer
Athena Scholastic	FL	Classification	2020-07-22 07:31:48	Athenascholastic@gmail.com	Bid Answer
Athena Scholastic	FL	Classification	2020-07-22 07:33:02	Athenascholastic@gmail.com	Bid Answer
Athena Scholastic	FL	Classification	2020-07-22 08:37:32	Athenascholastic@gmail.com	Bid Answer
Athena Scholastic	FL	Classification	2020-07-24 10:23:35	Athenascholastic@gmail.com	Bid Answer
Atlas Commercial Products	CA	Classification	2020-07-06 08:16:00	kirwin@atlaschairs.com	Bid Notification
Audio Enhancement	UT	Classification	2020-07-06 08:16:00	stacey.lignell@audioenhancement.com	Bid Notification
AUDIO VISUAL AIDS COMPANY	TX	Classification	2020-07-06 08:16:00	dblalock@audiovisualaids.com	Bid Notification
Audio Visual Innovations Inc.	FL	Classification	2020-07-06 08:16:00	lora.flanigan@avispl.com	Bid Notification
AVIATE ENTERPRISES, INC.	CA	Classification	2020-07-06 08:16:00	sales@aviateinc.com	Bid Notification
AvMEDICAL, LLC.	TN	Classification	2020-07-28 12:29:36	quotes@avmedical.com	Bid Notification
B&H Total Office Solutions,Inc.	TX	Classification	2020-07-06 08:16:00	alan@bhofficesolutions.com	Bid Notification
B.E. Publishing	RI	Classification	2020-07-06 08:16:00	erin@bepublishing.com	Bid Notification
Bal's LLC	CA	Classification	2020-07-06 08:16:00	karan@balsits.com	Bid Notification
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-06 08:16:00	businessdevelopmentbids@bn.com	Bid Notification
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-16 12:31:30	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-16 13:36:52	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-17 10:27:55	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-17 10:43:00	businessdevelopmentbids@bn.com	Addendum Notification
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-21 08:22:12	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-21 08:29:40	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-21 08:30:41	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-22 07:31:48	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-22 07:33:02	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-22 08:37:32	businessdevelopmentbids@bn.com	Bid Answer
Barnes & Noble Booksellers, Inc.	NY	Classification	2020-07-24 10:23:34	businessdevelopmentbids@bn.com	Bid Answer
Barr's Furniture	CA	Classification	2020-07-06 08:16:00	barrsfurniture1963@yahoo.com	Bid Notification
Bay View Industries, Inc.	WI	Classification	2020-07-06 08:16:00	contracts@surfaceworks.us	Bid Notification
Benz Microscope Optics Center, Inc	MI	Classification	2020-07-06 08:16:00	benzmicroscope@aol.com	Bid Notification
Bernie's Photo Center, Inc.	PA	Classification	2020-07-06 08:16:00	bruce817@yahoo.com	Bid Notification
Betis Group, Inc.	VA	Classification	2020-07-06 08:16:00	quotes@betis.com	Bid Notification
Better Direct	AZ	Classification	2020-07-06 08:16:00	jason@bdsewp.com	Bid Notification
Beyond Play LLC	CA	Classification	2020-07-06 08:16:00	custserv@beyondplay.com	Bid Notification
Bio Company Inc	MN	Classification	2020-07-06 08:16:00	info@biologyproducts.com	Bid Notification
Bio-Rad Laboratories, Inc	CA	Classification	2020-07-06 08:16:00	LSG.Bids.US@Bio-Rad.com	Bid Notification
Biofit Engineered Products	OH	Classification	2020-07-06 08:16:00	daryl.hensley@biofit.com	Bid Notification
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-06 08:16:00	biofit@ironfurnace.com	Bid Notification
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-08 08:16:54	biofit@ironfurnace.com	Bid Answer
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-16 12:31:30	biofit@ironfurnace.com	Bid Answer
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-16 13:36:52	biofit@ironfurnace.com	Bid Answer
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-17 10:27:55	biofit@ironfurnace.com	Bid Answer
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-17 10:43:00	biofit@ironfurnace.com	Addendum Notification
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-21 08:22:12	biofit@ironfurnace.com	Bid Answer
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-21 08:29:40	biofit@ironfurnace.com	Bid Answer
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-21 08:30:41	biofit@ironfurnace.com	Bid Answer
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-22 07:31:48	biofit@ironfurnace.com	Bid Answer
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-22 07:33:02	biofit@ironfurnace.com	Bid Answer
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-22 08:37:32	biofit@ironfurnace.com	Bid Answer
BioFit Engineered Products limited Partnership	OH	Classification	2020-07-24 10:23:35	biofit@ironfurnace.com	Bid Answer
BIT Direct, Inc	FL	Classification	2020-07-06 08:16:00	robert.daly@bitdirect.com	Bid Notification
Bitwise Industries	CA	Classification	2020-07-06 08:16:00	jprendergast@shift3tech.com	Bid Notification
Blackboard Inc.	DC	Classification	2020-07-06 08:16:00	tom.hippensteel@blackboard.com	Bid Notification
Bob Barker Company, Inc	NC	Classification	2020-07-06 08:16:00	bidnotices@bobbarker.com	Bid Notification
BorderLAN Security	CA	Classification	2020-07-06 08:16:00	amanda@borderlan.com	Bid Notification
Boundless Assistive Technology, LLC	OR	Classification	2020-07-06 08:16:00	cristian@boundlessat.com	Bid Notification
Brainchild	TX	Classification	2020-07-06 08:16:00	suzanne.pyburn@brainchild.com	Bid Notification
Bretford Manufacturing, Inc.	IL	Classification	2020-07-06 08:16:00	nhawkins@bretford.com	Bid Notification
Brodart Co	PA	Classification	2020-07-06 08:16:00	brodart@ironfurnace.com	Bid Notification

Brodart Co	PA	Classification	2020-07-16 12:31:30	brodart@ironfurnace.com	Bid Answer
Brodart Co	PA	Classification	2020-07-16 13:36:52	brodart@ironfurnace.com	Bid Answer
Brodart Co	PA	Classification	2020-07-17 10:27:55	brodart@ironfurnace.com	Bid Answer
Brodart Co	PA	Classification	2020-07-17 10:43:00	brodart@ironfurnace.com	Addendum Notification
Brodart Co	PA	Classification	2020-07-21 08:22:12	brodart@ironfurnace.com	Bid Answer
Brodart Co	PA	Classification	2020-07-21 08:29:40	brodart@ironfurnace.com	Bid Answer
Brodart Co	PA	Classification	2020-07-21 08:30:41	brodart@ironfurnace.com	Bid Answer
Brodart Co	PA	Classification	2020-07-22 07:31:48	brodart@ironfurnace.com	Bid Answer
Brodart Co	PA	Classification	2020-07-22 07:33:02	brodart@ironfurnace.com	Bid Answer
Brodart Co	PA	Classification	2020-07-22 08:37:32	brodart@ironfurnace.com	Bid Answer
Brodart Co	PA	Classification	2020-07-24 10:23:35	brodart@ironfurnace.com	Bid Answer
BSOFT LLC	KS	Classification	2020-07-06 08:16:00	rebecca.michele@bsoftusa.com	Bid Notification
Burlington English Inc.	FL	Classification	2020-07-06 08:16:00	melanie.f@burlingtonenglish.com	Bid Notification
Buy Rite	OH	Classification	2020-07-06 08:16:00	bwilliams.buyrite@gmail.com	Bid Notification
BuzzClan LLC	TX	Classification	2020-07-06 08:16:00	sachin@buzzclan.com	Bid Notification
C&H Government	WI	Classification	2020-07-06 08:16:00	smakovec@chdist.com	Bid Notification
C-Tech Associates Inc.	NJ	Classification	2020-07-06 08:16:00	mikeb@c-techtraining.com	Bid Notification
C.A.T. llc How Reading Works	MN	Classification	2020-07-06 08:16:00	lizzie@howreadingworks.com	Bid Notification
Cadan Computers	MN	Classification	2020-07-06 08:16:00	sales@cadan.com	Bid Notification
CALPIA	CA	Classification	2020-07-06 08:16:00	quen.ha@calpia.ca.gov	Bid Notification
Cambridge Educational Services, Inc	IL	Classification	2020-07-06 08:16:00	districtbids@cambridgeed.com	Bid Notification
Camcor, Inc.	NC	Classification	2020-07-06 08:16:00	bids@camcor.com	Bid Notification
Capitol Seating	TX	Classification	2020-07-06 08:16:00	sales@usacapitol.com	Bid Notification
Carlex, Inc	MI	Classification	2020-07-06 08:16:00	Megancarlex@earthlink.net	Bid Notification
Carolina Biological Supply	NC	Classification	2020-07-06 08:16:00	quotations@carolina.com	Bid Notification
Carolina Biological Supply	NC	Classification	2020-07-08 08:16:54	quotations@carolina.com	Bid Answer
Carolina Biological Supply	NC	Classification	2020-07-16 12:31:30	quotations@carolina.com	Bid Answer
Carolina Biological Supply	NC	Classification	2020-07-16 13:36:52	quotations@carolina.com	Bid Answer
Carolina Biological Supply	NC	Classification	2020-07-17 10:27:55	quotations@carolina.com	Bid Answer
Carolina Biological Supply	NC	Classification	2020-07-17 10:43:00	quotations@carolina.com	Addendum Notification
Carolina Biological Supply	NC	Classification	2020-07-21 08:22:12	quotations@carolina.com	Bid Answer
Carolina Biological Supply	NC	Classification	2020-07-21 08:29:40	quotations@carolina.com	Bid Answer
Carolina Biological Supply	NC	Classification	2020-07-21 08:30:41	quotations@carolina.com	Bid Answer
Carolina Biological Supply	NC	Classification	2020-07-22 07:31:48	quotations@carolina.com	Bid Answer
Carolina Biological Supply	NC	Classification	2020-07-22 07:33:02	quotations@carolina.com	Bid Answer
Carolina Biological Supply	NC	Classification	2020-07-22 08:37:32	quotations@carolina.com	Bid Answer
Carolina Biological Supply	NC	Classification	2020-07-24 10:23:35	quotations@carolina.com	Bid Answer
CDW Government LLC	IL	Classification	2020-07-06 08:16:00	bids@cdwg.com	Bid Notification
CDW Government LLC	IL	Classification	2020-07-08 08:16:54	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-07-16 12:31:30	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-07-16 13:36:52	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-07-17 10:27:55	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-07-17 10:43:00	bids@cdwg.com	Addendum Notification
CDW Government LLC	IL	Classification	2020-07-21 08:22:12	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-07-21 08:29:40	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-07-21 08:30:41	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-07-22 07:31:48	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-07-22 07:33:02	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-07-22 08:37:32	bids@cdwg.com	Bid Answer
CDW Government LLC	IL	Classification	2020-07-24 10:23:35	bids@cdwg.com	Bid Answer
Cengage Learning	OH	Classification	2020-07-06 08:16:00	bidteam@cengage.com	Bid Notification
Cerebellum Corporation	CA	Classification	2020-07-06 08:16:00	brena@cerebellum.com	Bid Notification
CEV Multimedia, Ltd.	TX	Classification	2020-07-06 08:16:00	accounting@cevmultimedia.com	Bid Notification
CGS TECHNOLOGY INC	OH	Classification	2020-07-06 08:16:00	fii@cgs4u.com	Bid Notification
Childswork/childsplay	NY	Classification	2020-07-06 08:16:00	Diane@4MCA.com	Bid Notification
Ciber, Inc.	CO	Classification	2020-07-06 08:16:00	jmusangu@ciber.com	Bid Notification
Citelighter	MD	Classification	2020-07-06 08:16:00	Michael@citelighter.com	Bid Notification
CJIS GROUP, LLC	FL	Classification	2020-07-06 08:16:00	region3@cjisgroup.com	Bid Notification
Claridge Products and Equipment, Inc.	AR	Classification	2020-07-06 08:16:00	claridge@ironfurnace.com	Bid Notification
Clark Associates Inc	PA	Classification	2020-07-06 08:16:00	snocheck@cfse.biz	Bid Notification
Classlink	NJ	Classification	2020-07-06 08:16:00	hknopping@classlink.com	Bid Notification
Classroom Outfitters, LLC	FL	Classification	2020-07-06 08:16:00	laura@classroomoutfitters.com	Bid Notification
Clearly Agile, Inc	WY	Classification	2020-07-06 08:16:00	Jonathan.Jenkins@clearlyagile.com	Bid Notification
Client Netwrok Services, Inc	MD	Classification	2020-07-06 08:16:00	creighton.carroll@cns-inc.com	Bid Notification
Coast to Coast Computer Products	CA	Classification	2020-07-06 08:16:00	rfeller@coastcoast.com	Bid Notification
Cognizant Technology Solutions	TX	Classification	2020-07-06 08:16:00	nilay.gandhi@cognizant.com	Bid Notification
Commercial Concepts & Furnishings	MO	Classification	2020-07-06 08:16:00	jkanoy@ccfurn.com	Bid Notification
Commercial Office Resource Environments	AZ	Classification	2020-07-06 08:16:00	mercedes@corefurniture.net	Bid Notification
Competitive Edge	IN	Classification	2020-07-06 08:16:00	mg@competitiveedgeonline.com	Bid Notification
Complete Book and Media Supply	TX	Classification	2020-07-06 08:16:00	paul@completebook.com	Bid Notification
CompNation	TN	Classification	2020-07-06 08:16:00	rdugas@compnation.com	Bid Notification
ComponentSource Inc.	GA	Classification	2020-07-06 08:16:00	lisap@componentsource.com	Bid Notification
Compulocks Brand, Inc.	TX	Classification	2020-07-06 08:16:00	chad@compulocks.com	Bid Notification
COMPUPRO GLOBAL	TX	Classification	2020-07-06 08:16:00	TAMMYL@COMPUPROGLOBAL.COM	Bid Notification

Computer Comforts, Inc.	TX	Classification	2020-07-06 08:16:00	computercomforts@ironfurnace.com	Bid Notification
Computer Comforts, Inc.	TX	Classification	2020-07-21 08:22:12	computercomforts@ironfurnace.com	Bid Answer
Computer Comforts, Inc.	TX	Classification	2020-07-21 08:29:40	computercomforts@ironfurnace.com	Bid Answer
Computer Comforts, Inc.	TX	Classification	2020-07-21 08:30:41	computercomforts@ironfurnace.com	Bid Answer
Computer Comforts, Inc.	TX	Classification	2020-07-22 07:31:48	computercomforts@ironfurnace.com	Bid Answer
Computer Comforts, Inc.	TX	Classification	2020-07-22 07:33:02	computercomforts@ironfurnace.com	Bid Answer
Computer Comforts, Inc.	TX	Classification	2020-07-22 08:37:32	computercomforts@ironfurnace.com	Bid Answer
Computer Comforts, Inc.	TX	Classification	2020-07-24 10:23:35	computercomforts@ironfurnace.com	Bid Answer
Computer Power Solutions of Illinois	IL	Classification	2020-07-06 08:16:00	michelle@cpsiltd.com	Bid Notification
Computize	TX	Classification	2020-07-06 08:16:00	benniem@computize.com	Bid Notification
Comtread, Inc	FL	Classification	2020-07-06 08:16:00	admin@comtread.com	Bid Notification
CONSTRUCTIVE PLAYTHINGS	MO	Classification	2020-07-06 08:16:00	bids@constructiveplaythings.com	Bid Notification
Continental Clay	MN	Classification	2020-07-06 08:16:00	mary@continentalclay.com	Bid Notification
Continental Clay	MN	Classification	2020-07-24 10:23:35	mary@continentalclay.com	Bid Answer
CORE FURNITURE	AZ	Classification	2020-07-06 08:16:00	APRIL@COREFURNITURE.NET	Bid Notification
Coriander Designs	WA	Classification	2020-07-06 08:16:00	chris@corianderdesigns.com	Bid Notification
Corporate Spaces Inc.	CA	Classification	2020-07-06 08:16:00	ppope@csfullmer.com	Bid Notification
Crayon Software Experts LLC	TX	Classification	2020-07-06 08:16:00	Greg.Landry@crayon.com	Bid Notification
Creations Plus	NY	Classification	2020-07-06 08:16:00	bids@econocrafts.com	Bid Notification
Creative-image technologies	KY	Classification	2020-07-06 08:16:00	lwalsh2@c-it.cc	Bid Notification
Crick Software, Inc.	CT	Classification	2020-07-06 08:16:00	frank.mcgarey@cricksoft.com	Bid Notification
CrimeTech, Inc.	FL	Classification	2020-07-06 08:16:00	bsmith@crimetech.net	Bid Notification
Cultural Surroundings	TX	Classification	2020-07-06 08:16:00	paula@culturalsurroundings.com	Bid Notification
Cypherworx	NY	Classification	2020-07-06 08:16:00	dfarmer@cypherworx.com	Bid Notification
D2L Ltd.	MD	Classification	2020-07-06 08:16:00	rpfsearch@d2l.com	Bid Notification
Dallas Midwest, LLC	TX	Classification	2020-07-06 08:16:00	teresad@dallasmidwest.com	Bid Notification
Dallas Midwest, LLC	TX	Classification	2020-07-06 08:16:00	dallasmidwest@contracts123.com	Bid Notification
Darwin Global LLC	FL	Classification	2020-07-06 08:16:00	drccall@smarthorizons.org	Bid Notification
Dataskill, Inc.	CA	Classification	2020-07-06 08:16:00	paugustus@dataskill.com	Bid Notification
Datawind net access corporation	TX	Classification	2020-07-06 08:16:00	sebastian@datawindcorp.com	Bid Notification
Datum Filing Systems, Inc	PA	Classification	2020-07-06 08:16:00	michele.strickhouser@datumstorage.com	Bid Notification
David Whiteman Enterprises LLC	TX	Classification	2020-07-06 08:16:00	david@dwtech.co	Bid Notification
DavisLogic, Inc.	MD	Classification	2020-07-06 08:16:00	steve@allhandsconsulting.com	Bid Notification
DeAlba Math Center	TX	Classification	2020-07-06 08:16:00	diana@dealbamathcenter.com	Bid Notification
DeAlba Math Center	TX	Classification	2020-07-08 08:16:54	diana@dealbamathcenter.com	Bid Answer
DeAlba Math Center	TX	Classification	2020-07-16 12:31:30	diana@dealbamathcenter.com	Bid Answer
DeAlba Math Center	TX	Classification	2020-07-16 13:36:52	diana@dealbamathcenter.com	Bid Answer
DeAlba Math Center	TX	Classification	2020-07-17 10:27:55	diana@dealbamathcenter.com	Bid Answer
DeAlba Math Center	TX	Classification	2020-07-17 10:43:00	diana@dealbamathcenter.com	Addendum Notification
DeAlba Math Center	TX	Classification	2020-07-21 08:22:12	diana@dealbamathcenter.com	Bid Answer
DeAlba Math Center	TX	Classification	2020-07-21 08:29:40	diana@dealbamathcenter.com	Bid Answer
DeAlba Math Center	TX	Classification	2020-07-21 08:30:41	diana@dealbamathcenter.com	Bid Answer
DeAlba Math Center	TX	Classification	2020-07-22 07:31:48	diana@dealbamathcenter.com	Bid Answer
DeAlba Math Center	TX	Classification	2020-07-22 07:33:02	diana@dealbamathcenter.com	Bid Answer
DeAlba Math Center	TX	Classification	2020-07-22 08:37:32	diana@dealbamathcenter.com	Bid Answer
DeAlba Math Center	TX	Classification	2020-07-24 10:23:35	diana@dealbamathcenter.com	Bid Answer
Decker Inc	MI	Classification	2020-07-06 08:16:00	sales@schoolfix.com	Bid Notification
DEMCO, Inc.	WI	Classification	2020-07-06 08:16:00	quote@demco.com	Bid Notification
DF Industries, Inc. dba Strictly for Kids	WA	Classification	2020-07-06 08:16:00	Dale@strictlyforkids.net	Bid Notification
DiaMedical USA Equipment LLC	MI	Classification	2020-07-06 08:16:00	jambrose@diamedicalusa.com	Bid Notification
Didax, Inc.	MA	Classification	2020-07-06 08:16:00	amcmanus@didax.com	Bid Notification
Didax, Inc.	MA	Self Invited	2020-07-16 12:31:30	matt@didax.com	Bid Answer
Didax, Inc.	MA	Self Invited	2020-07-16 13:36:52	matt@didax.com	Bid Answer
Didax, Inc.	MA	Self Invited	2020-07-17 10:27:55	matt@didax.com	Bid Answer
Didax, Inc.	MA	Self Invited	2020-07-17 10:43:00	matt@didax.com	Addendum Notification
Didax, Inc.	MA	Self Invited	2020-07-21 08:22:12	matt@didax.com	Bid Answer
Didax, Inc.	MA	Self Invited	2020-07-21 08:29:40	matt@didax.com	Bid Answer
Didax, Inc.	MA	Self Invited	2020-07-21 08:30:41	matt@didax.com	Bid Answer
Didax, Inc.	MA	Self Invited	2020-07-22 07:31:48	matt@didax.com	Bid Answer
Didax, Inc.	MA	Self Invited	2020-07-22 07:33:02	matt@didax.com	Bid Answer
Didax, Inc.	MA	Self Invited	2020-07-22 08:37:32	matt@didax.com	Bid Answer
Didax, Inc.	MA	Self Invited	2020-07-24 10:23:35	matt@didax.com	Bid Answer
Digital Professional Institute	IL	Classification	2020-07-06 08:16:00	jonpaul.dwyer@learnwithdpi.com	Bid Notification
Direct Technology Group	FL	Classification	2020-07-06 08:16:00	mikeo@directtechnologygroup.com	Bid Notification
Discovery Education	MD	Self Invited	2020-07-08 08:16:54	joe_sangillo@discovery.com	Bid Answer
Discovery Education	MD	Self Invited	2020-07-16 12:31:30	joe_sangillo@discovery.com	Bid Answer
Discovery Education	MD	Self Invited	2020-07-16 13:36:52	joe_sangillo@discovery.com	Bid Answer
Discovery Education	MD	Self Invited	2020-07-17 10:27:55	joe_sangillo@discovery.com	Bid Answer
Discovery Education	MD	Self Invited	2020-07-17 10:43:00	joe_sangillo@discovery.com	Addendum Notification
Discovery Education	MD	Self Invited	2020-07-21 08:22:12	joe_sangillo@discovery.com	Bid Answer
Discovery Education	MD	Self Invited	2020-07-21 08:29:40	joe_sangillo@discovery.com	Bid Answer
Discovery Education	MD	Self Invited	2020-07-21 08:30:41	joe_sangillo@discovery.com	Bid Answer
Discovery Education	MD	Self Invited	2020-07-22 07:31:48	joe_sangillo@discovery.com	Bid Answer
Discovery Education	MD	Self Invited	2020-07-22 07:33:02	joe_sangillo@discovery.com	Bid Answer

Discovery Education	MD	Self Invited	2020-07-22 08:37:32	joe_sangillo@discovery.com	Bid Answer
Discovery Education	MD	Self Invited	2020-07-24 10:23:35	joe_sangillo@discovery.com	Bid Answer
Discovery Toys, Independent Contractor	ID	Classification	2020-07-06 08:16:00	CindysDiscoveryToys@gmail.com	Bid Notification
Diskovery Educational Systems	FL	Classification	2020-07-06 08:16:00	dan@diskovery.com	Bid Notification
DMB Academics	IL	Classification	2020-07-06 08:16:00	diane@dmbacademics.com	Bid Notification
dock90 LLC	PA	Classification	2020-07-06 08:16:00	edward@dock90.io	Bid Notification
DREAMBOX LEARNING INC	WA	Classification	2020-07-06 08:16:00	bids@dreambox.com	Bid Notification
DREAMBOX LEARNING INC	WA	Classification	2020-07-08 08:16:54	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2020-07-16 12:31:30	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2020-07-16 13:36:52	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2020-07-17 10:27:55	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2020-07-17 10:43:00	bids@dreambox.com	Addendum Notification
DREAMBOX LEARNING INC	WA	Classification	2020-07-21 08:22:12	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2020-07-21 08:29:40	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2020-07-21 08:30:41	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2020-07-22 07:31:48	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2020-07-22 07:33:02	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2020-07-22 08:37:32	bids@dreambox.com	Bid Answer
DREAMBOX LEARNING INC	WA	Classification	2020-07-24 10:23:35	bids@dreambox.com	Bid Answer
DrumFIT USA	TX	Self Invited	2020-07-08 08:16:54	rfp@drum.fit	Bid Answer
DrumFIT USA	TX	Self Invited	2020-07-16 12:31:30	rfp@drum.fit	Bid Answer
DrumFIT USA	TX	Self Invited	2020-07-16 13:36:52	rfp@drum.fit	Bid Answer
DrumFIT USA	TX	Self Invited	2020-07-17 10:27:55	rfp@drum.fit	Bid Answer
DrumFIT USA	TX	Self Invited	2020-07-17 10:43:00	rfp@drum.fit	Addendum Notification
DrumFIT USA	TX	Self Invited	2020-07-21 08:22:12	rfp@drum.fit	Bid Answer
DrumFIT USA	TX	Self Invited	2020-07-21 08:29:40	rfp@drum.fit	Bid Answer
DrumFIT USA	TX	Self Invited	2020-07-21 08:30:41	rfp@drum.fit	Bid Answer
DrumFIT USA	TX	Self Invited	2020-07-22 07:31:48	rfp@drum.fit	Bid Answer
DrumFIT USA	TX	Self Invited	2020-07-22 07:33:02	rfp@drum.fit	Bid Answer
DrumFIT USA	TX	Self Invited	2020-07-22 08:37:32	rfp@drum.fit	Bid Answer
DrumFIT USA	TX	Self Invited	2020-07-24 10:23:35	rfp@drum.fit	Bid Answer
DrumFIT USA Corporation	TX	Classification	2020-07-06 08:16:00	rfp@drum.fit	Bid Notification
DuraCare Seating Co.	IL	Classification	2020-07-06 08:16:00	jack@duracareseating.com	Bid Notification
DVBE Connect, Inc	CA	Classification	2020-07-06 08:16:00	proposals@dvbeconnect.com	Bid Notification
E-Complete LLC	NV	Classification	2020-07-06 08:16:00	tessa@completek-12.com	Bid Notification
EARLYCHILDHOOD LLC	CA	Classification	2020-07-06 08:16:00	BIDS@Discountschools supply.com	Bid Notification
EARLYCHILDHOOD LLC	CA	Classification	2020-07-08 08:16:54	BIDS@Discountschools supply.com	Bid Answer
EARLYCHILDHOOD LLC	CA	Classification	2020-07-16 12:31:30	BIDS@Discountschools supply.com	Bid Answer
EARLYCHILDHOOD LLC	CA	Classification	2020-07-16 13:36:52	BIDS@Discountschools supply.com	Bid Answer
EARLYCHILDHOOD LLC	CA	Classification	2020-07-17 10:27:55	BIDS@Discountschools supply.com	Bid Answer
EARLYCHILDHOOD LLC	CA	Classification	2020-07-17 10:43:00	BIDS@Discountschools supply.com	Addendum Notification
EARLYCHILDHOOD LLC	CA	Classification	2020-07-21 08:22:12	BIDS@Discountschools supply.com	Bid Answer
EARLYCHILDHOOD LLC	CA	Classification	2020-07-21 08:29:40	BIDS@Discountschools supply.com	Bid Answer
EARLYCHILDHOOD LLC	CA	Classification	2020-07-21 08:30:41	BIDS@Discountschools supply.com	Bid Answer
EARLYCHILDHOOD LLC	CA	Classification	2020-07-22 07:31:48	BIDS@Discountschools supply.com	Bid Answer
EARLYCHILDHOOD LLC	CA	Classification	2020-07-22 07:33:02	BIDS@Discountschools supply.com	Bid Answer
EARLYCHILDHOOD LLC	CA	Classification	2020-07-22 08:37:32	BIDS@Discountschools supply.com	Bid Answer
EARLYCHILDHOOD LLC	CA	Classification	2020-07-24 10:23:35	BIDS@Discountschools supply.com	Bid Answer
EARTHWALK COMMUNICATIONS, INC	VA	Classification	2020-07-06 08:16:00	ryam@earthwalk.com	Bid Notification
East West Discovery Press	CA	Classification	2020-07-06 08:16:00	icy@eastwestdiscovery.com	Bid Notification
ECB Enterprises	UT	Classification	2020-07-06 08:16:00	ecbenterprisesllc@gmail.com	Bid Notification
ECommerce Holdings Inc	CA	Classification	2020-07-06 08:16:00	purnima@babychangingstations.com	Bid Notification
ECommerce Holdings Inc.	CA	Classification	2020-07-06 08:16:00	sales@babychangingstations.com	Bid Notification
Edokia Inc	NY	Classification	2020-07-06 08:16:00	fb331@nyu.edu	Bid Notification
EDUBLOSSOM LLC	CA	Classification	2020-07-06 08:16:00	jas@nihaozhongwen.com	Bid Notification
Education Supply Network, Inc,	MD	Classification	2020-07-06 08:16:00	ceo@education-supply.net	Bid Notification
Educational Insights	IL	Classification	2020-07-06 08:16:00	dmneberg@learningresources.com	Bid Notification
Educational Outfitters	TX	Classification	2020-07-06 08:16:00	Cindy.Schoel@EdOutfitters.com	Bid Notification
Educators Outlet, Inc	CO	Classification	2020-07-06 08:16:00	licia@educatorsoutlet.com	Bid Notification
Efi's Discount Computers	CA	Classification	2020-07-06 08:16:00	efi@edcsystem.com	Bid Notification
EgressONE Corporation	TX	Classification	2020-07-06 08:16:00	taniame@egressone.com	Bid Notification
eInstruction by Turning Technologies	OH	Classification	2020-07-06 08:16:00	purchaseorders@einstruction.com	Bid Notification
ELB US Inc.	CA	Classification	2020-07-06 08:16:00	j.hart@elbglobal.com	Bid Notification
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-06 08:16:00	sales@livewiremedia.com	Bid Notification
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-08 08:16:54	sales@livewiremedia.com	Bid Answer
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-16 12:31:30	sales@livewiremedia.com	Bid Answer
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-16 13:36:52	sales@livewiremedia.com	Bid Answer
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-17 10:27:55	sales@livewiremedia.com	Bid Answer
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-17 10:43:00	sales@livewiremedia.com	Addendum Notification
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-21 08:22:12	sales@livewiremedia.com	Bid Answer
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-21 08:29:40	sales@livewiremedia.com	Bid Answer
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-21 08:30:41	sales@livewiremedia.com	Bid Answer
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-22 07:31:48	sales@livewiremedia.com	Bid Answer

Elkind + Sweet Communications, Inc	CA	Classification	2020-07-22 07:33:02	sales@livewiremedia.com	Bid Answer
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-22 08:37:32	sales@livewiremedia.com	Bid Answer
Elkind + Sweet Communications, Inc	CA	Classification	2020-07-24 10:23:35	sales@livewiremedia.com	Bid Answer
Elnuk Consulting, Inc.	GA	Classification	2020-07-06 08:16:00	rfp@ngstudent.com	Bid Notification
eLogic Learning	FL	Classification	2020-07-06 08:16:00	jjates@elogiclearning.com	Bid Notification
Elontec	AZ	Classification	2020-07-06 08:16:00	admin@elontec.com	Bid Notification
Elontec, LLC	AZ	Classification	2020-07-06 08:16:00	insidesales@elontec.com	Bid Notification
Emantras	CA	Classification	2020-07-06 08:16:00	brenda@emantras.com	Bid Notification
En Pointe Technologies Sales LLC	CA	Classification	2020-07-06 08:16:00	bidteam@enpointe.com	Bid Notification
Encore Data Products, Inc.	CO	Self Invited	2020-07-16 12:31:30	bids@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Self Invited	2020-07-16 13:36:52	bids@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Self Invited	2020-07-17 10:27:55	bids@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Self Invited	2020-07-17 10:43:00	bids@encoredataproducts.com	Addendum Notification
Encore Data Products, Inc.	CO	Self Invited	2020-07-21 08:22:12	bids@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Self Invited	2020-07-21 08:29:40	bids@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Self Invited	2020-07-21 08:30:41	bids@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Self Invited	2020-07-22 07:31:48	bids@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Self Invited	2020-07-22 07:33:02	bids@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Self Invited	2020-07-22 08:37:32	bids@encoredataproducts.com	Bid Answer
Encore Data Products, Inc.	CO	Self Invited	2020-07-24 10:23:35	bids@encoredataproducts.com	Bid Answer
Enterprise Pals, Inc.	KS	Classification	2020-07-06 08:16:00	contracting@enterprisepals.com	Bid Notification
Epic Engineering and Consulting Group, LLC	FL	Classification	2020-07-06 08:16:00	julee@epicgroupllc.com	Bid Notification
erepublic	CA	Classification	2020-07-06 08:16:00	bidwatch@centerdigitalgov.com	Bid Notification
ERNIE MORRIS ENTERPRISES INC.	FL	Classification	2020-07-06 08:16:00	EMEI@ATLANTIC.NET	Bid Notification
ERP Analysts, Inc.	OH	Classification	2020-07-06 08:16:00	ryengoti@erpanalysts.com	Bid Notification
Essential Skills Software	ON	Classification	2020-07-06 08:16:00	bryanw@essentialskills.net	Bid Notification
ETA hand2mind	IL	Classification	2020-07-06 08:16:00	cvanco@hand2mind.com	Bid Notification
EvoText	MA	Classification	2020-07-06 08:16:00	amie.matichak@evotext.com	Bid Notification
Excelsoft Technologies Inc	MA	Classification	2020-07-06 08:16:00	tenders@excelsoftcorp.com	Bid Notification
Exception-ALLY	GA	Classification	2020-07-06 08:16:00	rayford.davis@growexceptionally.com	Bid Notification
Expert Micro Systems, Incorporated	OH	Classification	2020-07-06 08:16:00	peco5460@sbcglobal.net	Bid Notification
Fat Brain Holdings	NE	Classification	2020-07-06 08:16:00	becky@fatbraintoys.com	Bid Notification
Fat Brain Toys	NE	Classification	2020-07-06 08:16:00	justin@fatbraintoyco.com	Bid Notification
FazTrack Technology, LLC	AZ	Classification	2020-07-06 08:16:00	tislam@faztrack.com	Bid Notification
Find Import Corporation	MA	Classification	2020-07-06 08:16:00	vendor@opentip.com	Bid Notification
FireFly Computers	MN	Classification	2020-07-06 08:16:00	contracts@fireflycomputers.com	Bid Notification
Fisher Science Education	IL	Classification	2020-07-06 08:16:00	fse.bids@thermofisher.com	Bid Notification
Fisher Science Education	IL	Classification	2020-07-08 08:16:54	fse.bids@thermofisher.com	Bid Answer
Fisher Science Education	IL	Classification	2020-07-16 12:31:30	fse.bids@thermofisher.com	Bid Answer
Fisher Science Education	IL	Classification	2020-07-16 13:36:52	fse.bids@thermofisher.com	Bid Answer
Fisher Science Education	IL	Classification	2020-07-17 10:27:55	fse.bids@thermofisher.com	Bid Answer
Fisher Science Education	IL	Classification	2020-07-17 10:43:00	fse.bids@thermofisher.com	Addendum Notification
Fisher Science Education	IL	Classification	2020-07-21 08:22:12	fse.bids@thermofisher.com	Bid Answer
Fisher Science Education	IL	Classification	2020-07-21 08:29:40	fse.bids@thermofisher.com	Bid Answer
Fisher Science Education	IL	Classification	2020-07-21 08:30:41	fse.bids@thermofisher.com	Bid Answer
Fisher Science Education	IL	Classification	2020-07-22 07:31:48	fse.bids@thermofisher.com	Bid Answer
Fisher Science Education	IL	Classification	2020-07-22 07:33:02	fse.bids@thermofisher.com	Bid Answer
Fisher Science Education	IL	Classification	2020-07-22 08:37:32	fse.bids@thermofisher.com	Bid Answer
Fisher Science Education	IL	Classification	2020-07-24 10:23:35	fse.bids@thermofisher.com	Bid Answer
FIUS Distributors LLC	CO	Classification	2020-07-06 08:16:00	stevyn.guinnip@fflbrands.com	Bid Notification
Flocabulary, LLC	NY	Classification	2020-07-06 08:16:00	info@flocabulary.com	Bid Notification
Follett School Solutions, Inc.	IL	Classification	2020-07-06 08:16:00	fssbidadmin@follett.com	Bid Notification
Follett School Solutions, Inc.	IL	Classification	2020-07-16 12:31:30	fssbidadmin@follett.com	Bid Answer
Follett School Solutions, Inc.	IL	Classification	2020-07-16 13:36:52	fssbidadmin@follett.com	Bid Answer
Follett School Solutions, Inc.	IL	Classification	2020-07-17 10:27:55	fssbidadmin@follett.com	Bid Answer
Follett School Solutions, Inc.	IL	Classification	2020-07-17 10:43:00	fssbidadmin@follett.com	Addendum Notification
Follett School Solutions, Inc.	IL	Classification	2020-07-21 08:22:12	fssbidadmin@follett.com	Bid Answer
Follett School Solutions, Inc.	IL	Classification	2020-07-21 08:29:40	fssbidadmin@follett.com	Bid Answer
Follett School Solutions, Inc.	IL	Classification	2020-07-21 08:30:41	fssbidadmin@follett.com	Bid Answer
Follett School Solutions, Inc.	IL	Classification	2020-07-22 07:31:48	fssbidadmin@follett.com	Bid Answer
Follett School Solutions, Inc.	IL	Classification	2020-07-22 07:33:02	fssbidadmin@follett.com	Bid Answer
Follett School Solutions, Inc.	IL	Classification	2020-07-22 08:37:32	fssbidadmin@follett.com	Bid Answer
Follett School Solutions, Inc.	IL	Classification	2020-07-24 10:23:35	fssbidadmin@follett.com	Bid Answer
Fomcore, LLC	MI	Classification	2020-07-06 08:16:00	fomcore@ironfurnace.com	Bid Notification
Fomcore, LLC	MI	Classification	2020-07-21 08:22:12	fomcore@ironfurnace.com	Bid Answer
Fomcore, LLC	MI	Classification	2020-07-21 08:29:40	fomcore@ironfurnace.com	Bid Answer
Fomcore, LLC	MI	Classification	2020-07-21 08:30:40	fomcore@ironfurnace.com	Bid Answer
Fomcore, LLC	MI	Classification	2020-07-22 07:31:48	fomcore@ironfurnace.com	Bid Answer
Fomcore, LLC	MI	Classification	2020-07-22 07:33:02	fomcore@ironfurnace.com	Bid Answer
Fomcore, LLC	MI	Classification	2020-07-22 08:37:32	fomcore@ironfurnace.com	Bid Answer
Fomcore, LLC	MI	Classification	2020-07-24 10:23:35	fomcore@ironfurnace.com	Bid Answer
Forestry Suppliers, Inc.	MS	Classification	2020-07-06 08:16:00	dawsonb@forestry-suppliers.com	Bid Notification
Freestone Peach	CA	Classification	2020-07-06 08:16:00	rfratrick@freestonepeach.com	Bid Notification
Fresh Air Educators, Inc	ON	Classification	2020-07-06 08:16:00	ggulliver@freshaireducators.com	Bid Notification
Friends Business Source	OH	Classification	2020-07-06 08:16:00	JForgach@FriendsOffice.com	Bid Notification

Fun and Function	PA	Classification	2020-07-06 08:16:00	shoff@funandfunction.com	Bid Notification
Fun and Function	PA	Classification	2020-07-16 12:31:30	shoff@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2020-07-16 13:36:52	shoff@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2020-07-17 10:27:55	shoff@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2020-07-17 10:43:00	shoff@funandfunction.com	Addendum Notification
Fun and Function	PA	Classification	2020-07-21 08:22:12	shoff@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2020-07-21 08:29:40	shoff@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2020-07-21 08:30:41	shoff@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2020-07-22 07:31:48	shoff@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2020-07-22 07:33:02	shoff@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2020-07-22 08:37:32	shoff@funandfunction.com	Bid Answer
Fun and Function	PA	Classification	2020-07-24 10:23:35	shoff@funandfunction.com	Bid Answer
Future Horizons	TX	Classification	2020-07-06 08:16:00	kellyh@fhautism.com	Bid Notification
Future Horizons, INC	TX	Classification	2020-07-06 08:16:00	Janelle@fhautism.com	Bid Notification
GHA Technologies, Inc	AZ	Classification	2020-07-06 08:16:00	derrick.luther@gha-technologies.com	Bid Notification
Global	WI	Classification	2020-07-06 08:16:00	wrose@globalindustrial.com	Bid Notification
Global Computer Supplies, Inc.	NJ	Classification	2020-07-06 08:16:00	tvanduyne@globalcomputer.com	Bid Notification
Global Computers and Networks	TX	Classification	2020-07-06 08:16:00	dpereira@go2gcn.com	Bid Notification
GLOBAL DATA PRODUCTS	CA	Classification	2020-07-06 08:16:00	kenn@globaldataproducs.com	Bid Notification
GLOBAL DISCOUNT CONNECTION	IL	Classification	2020-07-06 08:16:00	jade@globaldiscountconnection.com	Bid Notification
Global Equipment Company, Inc.	GA	Classification	2020-07-06 08:16:00	bgarrett@globalindustrial.com	Bid Notification
Global Industries, Inc.	NJ	Classification	2020-07-06 08:16:00	jfreund@globalindustries.com	Bid Notification
Global Visse INC	FL	Classification	2020-07-06 08:16:00	sonjaymehta@globalvisseinc.com	Bid Notification
GlobeCom Technologies, Inc.	OH	Classification	2020-07-06 08:16:00	gary@globecomtechnologies.com	Bid Notification
GovConnection, Inc.	NH	Classification	2020-07-06 08:16:00	AHinojosa@govconnection.com	Bid Notification
Granville Associates, Inc.	PA	Classification	2020-07-06 08:16:00	jiggs@visionbp.com	Bid Notification
Great HealthWorks, Inc.	FL	Classification	2020-07-06 08:16:00	jbeasley@greatlearningworks.com	Bid Notification
Greater Good Consultants LLC	CT	Classification	2020-07-06 08:16:00	ashley@greatergoodconsultantsct.com	Bid Notification
H-ITT LLC	FL	Classification	2020-07-06 08:16:00	trina@h-itt.com	Bid Notification
Hameray Publishing Group, Inc.	CA	Classification	2020-07-06 08:16:00	info@hameraypublishing.com	Bid Notification
Hann Manufacturing, Inc.	OH	Classification	2020-07-06 08:16:00	hann@ironfurnace.com	Bid Notification
Hann Manufacturing, Inc.	OH	Classification	2020-07-08 08:16:54	hann@ironfurnace.com	Bid Answer
Hann Manufacturing, Inc.	OH	Classification	2020-07-16 12:31:30	hann@ironfurnace.com	Bid Answer
Hann Manufacturing, Inc.	OH	Classification	2020-07-16 13:36:51	hann@ironfurnace.com	Bid Answer
Hann Manufacturing, Inc.	OH	Classification	2020-07-17 10:27:55	hann@ironfurnace.com	Bid Answer
Hann Manufacturing, Inc.	OH	Classification	2020-07-17 10:43:00	hann@ironfurnace.com	Addendum Notification
Hann Manufacturing, Inc.	OH	Classification	2020-07-21 08:22:12	hann@ironfurnace.com	Bid Answer
Hann Manufacturing, Inc.	OH	Classification	2020-07-21 08:29:40	hann@ironfurnace.com	Bid Answer
Hann Manufacturing, Inc.	OH	Classification	2020-07-21 08:30:41	hann@ironfurnace.com	Bid Answer
Hann Manufacturing, Inc.	OH	Classification	2020-07-22 07:31:48	hann@ironfurnace.com	Bid Answer
Hann Manufacturing, Inc.	OH	Classification	2020-07-22 07:33:02	hann@ironfurnace.com	Bid Answer
Hann Manufacturing, Inc.	OH	Classification	2020-07-22 08:37:32	hann@ironfurnace.com	Bid Answer
Hann Manufacturing, Inc.	OH	Classification	2020-07-24 10:23:35	hann@ironfurnace.com	Bid Answer
Harvey Creations, LLC	AZ	Self Invited	2020-07-16 12:31:30	drmout@asu.edu	Bid Answer
Harvey Creations, LLC	AZ	Self Invited	2020-07-16 13:36:52	drmout@asu.edu	Bid Answer
Harvey Creations, LLC	AZ	Self Invited	2020-07-17 10:27:55	drmout@asu.edu	Bid Answer
Harvey Creations, LLC	AZ	Self Invited	2020-07-17 10:43:00	drmout@asu.edu	Addendum Notification
Harvey Creations, LLC	AZ	Self Invited	2020-07-21 08:22:12	drmout@asu.edu	Bid Answer
Harvey Creations, LLC	AZ	Self Invited	2020-07-21 08:29:40	drmout@asu.edu	Bid Answer
Harvey Creations, LLC	AZ	Self Invited	2020-07-21 08:30:41	drmout@asu.edu	Bid Answer
Harvey Creations, LLC	AZ	Self Invited	2020-07-22 07:31:48	drmout@asu.edu	Bid Answer
Harvey Creations, LLC	AZ	Self Invited	2020-07-22 07:33:02	drmout@asu.edu	Bid Answer
Harvey Creations, LLC	AZ	Self Invited	2020-07-22 08:37:32	drmout@asu.edu	Bid Answer
Harvey Creations, LLC	AZ	Self Invited	2020-07-24 10:23:35	drmout@asu.edu	Bid Answer
Hatch Inc.	NC	Classification	2020-07-06 08:16:00	bids@hatchearlychildhood.com	Bid Notification
HCONE international IMPEX LLC	PA	Classification	2020-07-06 08:16:00	edkabutey@hconecompanies.com	Bid Notification
Hertz Furniture Systems, LLC	NJ	Classification	2020-07-06 08:16:00	iwagner@hertzfurniture.com	Bid Notification
HiEd Inc	TX	Classification	2020-07-06 08:16:00	benniem@hied.com	Bid Notification
Highsmith, a Division of GHC Specialty Brands, LLC	WI	Classification	2020-07-06 08:16:00	bids@highsmith.com	Bid Notification
HiLo Carter Enterprises, LLC	AZ	Classification	2020-07-06 08:16:00	heidcarter951@gmail.com	Bid Notification
Hoffman Technologies	CA	Classification	2020-07-06 08:16:00	Samantha.Orange@itemgrabber.com	Bid Notification
Horizons Southwest Management, LP	TX	Classification	2020-07-06 08:16:00	cerina.jiongo@nhclc.com	Bid Notification
HOUGHTON MIFFLIN HARCOURT PUBLISHING COMPANY	IL	Classification	2020-07-06 08:16:00	hmh.bids@hmhco.com	Bid Notification
Howard Industries, Inc.	MS	Classification	2020-07-06 08:16:00	bids@howardcomputers.com	Bid Notification
Howard Industries, Inc.	MS	Classification	2020-07-08 08:16:54	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-07-16 12:31:30	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-07-16 13:36:52	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-07-17 10:27:55	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-07-17 10:43:00	bids@howardcomputers.com	Addendum Notification
Howard Industries, Inc.	MS	Classification	2020-07-21 08:22:12	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-07-21 08:29:40	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-07-21 08:30:41	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-07-22 07:31:48	bids@howardcomputers.com	Bid Answer

Howard Industries, Inc.	MS	Classification	2020-07-22 07:33:02	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-07-22 08:37:32	bids@howardcomputers.com	Bid Answer
Howard Industries, Inc.	MS	Classification	2020-07-24 10:23:35	bids@howardcomputers.com	Bid Answer
Human Relations Media	NY	Classification	2020-07-06 08:16:00	service@hrmvideo.com	Bid Notification
Hypertec USA, Inc.	AZ	Classification	2020-07-06 08:16:00	mbradley@hypertecdirect.com	Bid Notification
Igoodz Inc	FL	Classification	2020-07-06 08:16:00	lee@discountsignshop.com	Bid Notification
Imagination Station (dba Istation)	TX	Self Invited	2020-07-16 12:31:30	proposals@istation.com	Bid Answer
Imagination Station (dba Istation)	TX	Self Invited	2020-07-16 13:36:52	proposals@istation.com	Bid Answer
Imagination Station (dba Istation)	TX	Self Invited	2020-07-17 10:27:55	proposals@istation.com	Bid Answer
Imagination Station (dba Istation)	TX	Self Invited	2020-07-17 10:43:00	proposals@istation.com	Addendum Notification
Imagination Station (dba Istation)	TX	Self Invited	2020-07-21 08:22:12	proposals@istation.com	Bid Answer
Imagination Station (dba Istation)	TX	Self Invited	2020-07-21 08:29:40	proposals@istation.com	Bid Answer
Imagination Station (dba Istation)	TX	Self Invited	2020-07-21 08:30:41	proposals@istation.com	Bid Answer
Imagination Station (dba Istation)	TX	Self Invited	2020-07-22 07:31:48	proposals@istation.com	Bid Answer
Imagination Station (dba Istation)	TX	Self Invited	2020-07-22 07:33:02	proposals@istation.com	Bid Answer
Imagination Station (dba Istation)	TX	Self Invited	2020-07-22 08:37:32	proposals@istation.com	Bid Answer
Imagination Station (dba Istation)	TX	Self Invited	2020-07-24 10:23:35	proposals@istation.com	Bid Answer
Independent Living Aids	NY	Classification	2020-07-06 08:16:00	mindy@independentliving.com	Bid Notification
Independent Living Aids	NY	Classification	2020-07-06 08:16:00	karin@independentliving.com	Bid Notification
Information Management Services LLC	OR	Classification	2020-07-06 08:16:00	aaron.haddock@mybinding.com	Bid Notification
Ingram User Interface LLC	TX	Classification	2020-07-06 08:16:00	scott@ingramui.com	Bid Notification
InPlay	CA	Classification	2020-07-06 08:16:00	rod@inplay.org	Bid Notification
Inspirable LLC	WA	Classification	2020-07-06 08:16:00	Administration@inspirable.com	Bid Notification
Instructure	UT	Classification	2020-07-06 08:16:00	ssnow@instructure.com	Bid Notification
Instructure, Inc.	UT	Classification	2020-07-06 08:16:00	rfps@instructure.com	Bid Notification
Integrity Furniture and Equipment	TX	Classification	2020-07-06 08:16:00	phil@integrityfurniture.com	Bid Notification
Interiors By Guernsey	VA	Classification	2020-07-06 08:16:00	Lynn@InteriorsByGuernsey.com	Bid Notification
International Commerce and Marketing	WI	Classification	2020-07-06 08:16:00	melanief@postalproducts.com	Bid Notification
Ironwood Manufacturing, Inc.	MT	Classification	2020-07-06 08:16:00	ironwood@ironfurnace.com	Bid Notification
IT Outlet	SD	Classification	2020-07-06 08:16:00	awold@itoutlet.com	Bid Notification
J & K Enterprises, Inc.	MO	Classification	2020-07-06 08:16:00	jturner@ccfurn.com	Bid Notification
J & N Enterprises	MO	Classification	2020-07-06 08:16:00	admin1@ccfurn.com	Bid Notification
Janelle Publications	IL	Classification	2020-07-06 08:16:00	info@janellepublications.com	Bid Notification
JFL Enterprises Inc.	NC	Classification	2020-07-06 08:16:00	marshall.ward@failurefree.com	Bid Notification
John Tortelli	NM	Classification	2020-07-06 08:16:00	jntortelli@yahoo.com	Bid Notification
Joni Industries	FL	Classification	2020-07-06 08:16:00	joseph@joniindustries.com	Bid Notification
Jonti-Craft	MN	Classification	2020-07-06 08:16:00	bids@jonti-craft.com	Bid Notification
Joseph A Savitz	MA	Classification	2020-07-06 08:16:00	zeusrs1@aol.com	Bid Notification
JourneyEd.com, Inc	TX	Classification	2020-07-06 08:16:00	bmoore@journeyed.com	Bid Notification
K-Log Inc	IL	Classification	2020-07-06 08:16:00	ebid@k-log.com	Bid Notification
Kad Associates	NJ	Classification	2020-07-06 08:16:00	anthony@kad-associates.com	Bid Notification
Kalkomey Enterprises LLC	TX	Classification	2020-07-06 08:16:00	contracts@kalkomey.com	Bid Notification
Kambrian Corporation	CA	Classification	2020-07-06 08:16:00	sales@kambrian.com	Bid Notification
Kaplan Early Learning Company	NC	Classification	2020-07-16 12:31:30	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2020-07-16 13:36:52	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2020-07-17 10:27:55	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2020-07-17 10:43:00	bids@kaplanco.com	Addendum Notification
Kaplan Early Learning Company	NC	Classification	2020-07-21 08:22:12	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2020-07-21 08:29:40	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2020-07-21 08:30:41	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2020-07-22 07:31:48	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2020-07-22 07:33:02	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2020-07-22 08:37:32	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2020-07-24 10:23:35	bids@kaplanco.com	Bid Answer
Kaplan Early Learning Company	NC	Classification	2020-07-30 13:16:33	bids@kaplanco.com	Bid Notification
Kaplan Test Prep, a division of Kaplan, Inc	NY	Classification	2020-07-06 08:16:00	andy.mendelson@kaplan.com	Bid Notification
Karma Consulting Inc	WA	Classification	2020-07-06 08:16:00	nathan@karmaconsulting.tech	Bid Notification
Kay-Twelve, LLC	OH	Classification	2020-07-06 08:16:00	bids@kay-twelve.com	Bid Notification
Kelyn Technologies	CO	Classification	2020-07-06 08:16:00	sandy@kelyntech.com	Bid Notification
Ken Boudreau Inc	WA	Classification	2020-07-06 08:16:00	carly@corianderdesigns.com	Bid Notification
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-06 08:16:00	tedkenney@dejazzd.com	Bid Notification
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-16 12:31:30	tedkenney@dejazzd.com	Bid Answer
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-16 13:36:52	tedkenney@dejazzd.com	Bid Answer
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-17 10:27:55	tedkenney@dejazzd.com	Bid Answer
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-17 10:43:00	tedkenney@dejazzd.com	Addendum Notification
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-21 08:22:12	tedkenney@dejazzd.com	Bid Answer
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-21 08:29:40	tedkenney@dejazzd.com	Bid Answer
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-21 08:30:41	tedkenney@dejazzd.com	Bid Answer
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-22 07:31:48	tedkenney@dejazzd.com	Bid Answer
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-22 07:33:02	tedkenney@dejazzd.com	Bid Answer
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-22 08:37:32	tedkenney@dejazzd.com	Bid Answer
KENNEY CONTRACT ASSOC	PA	Classification	2020-07-24 10:23:35	tedkenney@dejazzd.com	Bid Answer
KinderCare Education	OR	Classification	2020-07-06 08:16:00	splebanek@kindercare.com	Bid Notification

Knowledge Unlimited, Inc	WI	Classification	2020-07-06 08:16:00	cindycannon@tds.net	Bid Notification
Knox Supply Company	TX	Classification	2020-07-06 08:16:00	knox752@gmail.com	Bid Notification
Kong Telecom LLC	KS	Classification	2020-07-06 08:16:00	kongtelecomllc@gmail.com	Bid Notification
Kore Design, LLC	NY	Classification	2020-07-06 08:16:00	kore@ironfurnace.com	Bid Notification
Krueger International, Inc.	WI	Classification	2020-07-06 08:16:00	sam.bissing@ki.com	Bid Notification
Kurzweil/Intellitools, Inc	MA	Classification	2020-07-06 08:16:00	jim.howells@cambiumtech.com	Bid Notification
KYJO Corp	CA	Classification	2020-07-06 08:16:00	help@sensoryedge.com	Bid Notification
L&L Supplies	TX	Self Invited	2020-07-08 08:16:54	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-07-16 12:31:30	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-07-16 13:36:52	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-07-17 10:27:55	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-07-17 10:43:00	swalker8585@gmail.com	Addendum Notification
L&L Supplies	TX	Self Invited	2020-07-21 08:22:12	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-07-21 08:29:40	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-07-21 08:30:41	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-07-22 07:31:48	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-07-22 07:33:02	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-07-22 08:37:32	swalker8585@gmail.com	Bid Answer
L&L Supplies	TX	Self Invited	2020-07-24 10:23:35	swalker8585@gmail.com	Bid Answer
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-06 08:16:00	BIDDEPT@LAKESHORELEARNING.COM	Bid Notification
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-08 08:16:54	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-16 12:31:30	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-16 13:36:52	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-17 10:27:55	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-17 10:43:00	BIDDEPT@LAKESHORELEARNING.COM	Addendum Notification
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-21 08:22:12	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-21 08:29:40	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-21 08:30:41	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-22 07:31:48	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-22 07:33:02	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-22 08:37:32	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	CA	Classification	2020-07-24 10:23:35	BIDDEPT@LAKESHORELEARNING.COM	Bid Answer
LapCabby USA Inc	NY	Classification	2020-07-13 10:09:03	chris.neath@lapcabby.com	Bid Notification
Latitude Learning	MI	Classification	2020-07-06 08:16:00	Regina.beckham@Latitudeeg.com	Bid Notification
Learning Technologies Group	NC	Classification	2020-07-14 07:22:30	bradrkoch@gmail.com	Bid Notification
Learning Wheels, Inc.	TX	Classification	2020-07-06 08:16:00	debrah.harman@learningwheels.com	Bid Notification
Lectorum Publications, Inc.	NJ	Classification	2020-07-06 08:16:00	arodriguez@lectorum.com	Bid Notification
LEGO Brand Retail, Inc.	MA	Classification	2020-07-06 08:16:00	jennilee.haber@LEGO.com	Bid Notification
Lerner Publishing Group	MN	Classification	2020-07-06 08:16:00	brichason@lernerbooks.com	Bid Notification
Lifeline Audio Video Technologies	WI	Classification	2020-07-06 08:16:00	don@lifelineav.com	Bid Notification
Lifetime Products	UT	Classification	2020-07-06 08:16:00	tnancollas@lifetime.com	Bid Notification
Lighthouse for the Blind, Inc	WA	Classification	2020-07-06 08:16:00	lpschon@seattlelh.org	Bid Notification
Lightspeed Technologies, Inc.	OR	Classification	2020-07-06 08:16:00	lsbids@lightspeed-tek.com	Bid Notification
Lightspeed Technologies, Inc.	OR	Classification	2020-07-08 08:16:54	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2020-07-16 12:31:30	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2020-07-16 13:36:52	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2020-07-17 10:27:55	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2020-07-17 10:43:00	lsbids@lightspeed-tek.com	Addendum Notification
Lightspeed Technologies, Inc.	OR	Classification	2020-07-21 08:22:12	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2020-07-21 08:29:40	lsbids@lightspeed-tek.com	Bid Answer

Lightspeed Technologies, Inc.	OR	Classification	2020-07-21 08:30:41	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2020-07-22 07:31:48	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2020-07-22 07:33:02	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2020-07-22 08:37:32	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2020-07-24 10:23:35	lsbids@lightspeed-tek.com	Bid Answer
Linguisystems Inc	IL	Classification	2020-07-06 08:16:00	bids@linguisystems.com	Bid Notification
LMG LLC	TN	Classification	2020-07-06 08:16:00	tim.slade@lmg.net	Bid Notification
Lockfast Inc.	OH	Classification	2020-07-06 08:16:00	epacker@lockfast.com	Bid Notification
Lotus Logistics LLC, DBA: Discount Central	DE	Classification	2020-07-06 08:16:00	arlyn@discountcentral.biz	Bid Notification
Love International Inc	FL	Classification	2020-07-06 08:16:00	ScienceUSA@gmail.com	Bid Notification
Lowe's Companies	WA	Classification	2020-07-06 08:16:00	rness@themine.com	Bid Notification
LS&S LLC	NY	Classification	2020-07-06 08:16:00	kevinmc@lssproducts.com	Bid Notification
Lyme Computer Systems, Inc	NH	Classification	2020-07-06 08:16:00	Steve@Lyme.com	Bid Notification
M&A Technology	TX	Classification	2020-07-06 08:16:00	dcooper@macomp.com	Bid Notification
M2 Scientifics LLC	MI	Classification	2020-07-06 08:16:00	josh.mosher@m2sci.com	Bid Notification
MAAT Resources Inc	CA	Classification	2020-07-06 08:16:00	diane@abcstuff.com	Bid Notification
Magid Glove & Safety	IL	Classification	2020-07-06 08:16:00	ianquan@magidglove.com	Bid Notification
Makit Supply, Inc.	TX	Classification	2020-07-06 08:16:00	scott@laminatorwarehouse.com	Bid Notification
Mansion Grove House, LLC	TX	Classification	2020-07-06 08:16:00	mukta_uday@mansionselect.com	Bid Notification
Marathon Watch Company Ltd	ON	Classification	2020-07-06 08:16:00	martin.cohen@marathonwatch.com	Bid Notification
Marick Group, LLC	MD	Classification	2020-07-06 08:16:00	marketing@marickgroup.com	Bid Notification
Marilyn Vittitoe	KS	Classification	2020-07-06 08:16:00	riley.vittitoe@gmail.com	Bid Notification
Mark My Words LLC	AZ	Classification	2020-07-06 08:16:00	susan@walkerbookstore.com	Bid Notification
maxiaids	NY	Classification	2020-07-06 08:16:00	marketing@maxiaids.com	Bid Notification
MaxiAids, Inc.	NY	Classification	2020-07-06 08:16:00	bids@maxiaids.com	Bid Notification
MaxiAids, Inc.	NY	Classification	2020-07-08 08:16:54	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2020-07-16 12:31:30	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2020-07-16 13:36:52	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2020-07-17 10:27:55	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2020-07-17 10:43:00	bids@maxiaids.com	Addendum Notification
MaxiAids, Inc.	NY	Classification	2020-07-21 08:22:12	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2020-07-21 08:29:40	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2020-07-21 08:30:41	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2020-07-22 07:31:48	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2020-07-22 07:33:02	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2020-07-22 08:37:32	bids@maxiaids.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2020-07-24 10:23:35	bids@maxiaids.com	Bid Answer
MCD Solutions Inc.	MN	Classification	2020-07-06 08:16:00	jlee@mcdsolutions.biz	Bid Notification
McPherson Enterprises, Inc.	MD	Classification	2020-07-06 08:16:00	tian.mcpherson@mcpherson-enterprises.com	Bid Notification
Media Education Foundation	MA	Classification	2020-07-06 08:16:00	paige@mediaed.org	Bid Notification
mElimu	MD	Classification	2020-07-06 08:16:00	askus@melimu.com	Bid Notification
Metrospace Design Group Inc.	NV	Classification	2020-07-06 08:16:00	metrospace@hotmail.com	Bid Notification
Michael Edmond Gray	MO	Classification	2020-07-06 08:16:00	info@rollinghillspublishing.com	Bid Notification
Microsoft	WA	Classification	2020-07-06 08:16:00	joemail@microsoft.com	Bid Notification
Midwest Folding Products	IL	Classification	2020-07-06 08:16:00	bauergr@hnicorp.com	Bid Notification
MIEN Company, Inc.	MI	Classification	2020-07-06 08:16:00	mien@ironfurnace.com	Bid Notification
Milli Micro Systems	CA	Classification	2020-07-06 08:16:00	info@mmsgov.com	Bid Notification
MIND Research Institute	CA	Classification	2020-07-06 08:16:00	kapplegate@mindresearch.org	Bid Notification
Mindflash	CA	Classification	2020-07-06 08:16:00	felipe@mindflash.com	Bid Notification
MindTelligent, Inc.	CA	Classification	2020-07-06 08:16:00	harvinder.saluja@mindtelligent.com	Bid Notification
Missouri Office Systems & Supplies, Inc.	MO	Classification	2020-07-06 08:16:00	greg@8asupplier.com	Bid Notification
MNJ Technologies	IL	Classification	2020-07-06 08:16:00	timc@mnjtech.com	Bid Notification
Mobile Integration Workgroup	WA	Classification	2020-07-06 08:16:00	RyanA@mobileintegration-group.com	Bid Notification
MODERN DATA PRODUCTS	CA	Classification	2020-07-06 08:16:00	suzetht@modernimagingolutions.com	Bid Notification
Modern Imaging Solutions	CA	Classification	2020-07-06 08:16:00	Kraymerp@modernimagingolutions.com	Bid Notification
Modern Imaging Solutions	CA	Classification	2020-07-06 08:16:00	richs@modernimagingolutions.com	Bid Notification
Modern Imaging Solutions Inc	CA	Classification	2020-07-06 08:16:00	joanae@modernimagingolutions.com	Bid Notification
Montessori N' Such	FL	Classification	2020-07-06 08:16:00	info@montessori-n-such.com	Bid Notification
Moos Printing & Advertising	OH	Classification	2020-07-06 08:16:00	mattmoos@moosprinting.com	Bid Notification
Motion Math	CA	Classification	2020-07-06 08:16:00	julie@motionmathgames.com	Bid Notification
Mouko, LLC	MI	Classification	2020-07-06 08:16:00	sales@mouko.com	Bid Notification
MT Library Services Inc. dba Junior Library Guild	OH	Classification	2020-07-06 08:16:00	jlgbids@juniorlibraryguild.com	Bid Notification
MUSIC IN MOTION	TX	Classification	2020-07-06 08:16:00	bids@musicmotion.com	Bid Notification
Musically Aligned	CA	Classification	2020-07-06 08:16:00	info@musicallyaligned.com	Bid Notification
MyOfficeProducts	OH	Classification	2020-07-06 08:16:00	scott.miller@myofficeproducts.com	Bid Notification
myON LLC	MN	Classification	2020-07-06 08:16:00	contracts@myON.com	Bid Notification
MyVRSpot, LLC	CO	Classification	2020-07-06 08:16:00	mksessler@myvrspot.com	Bid Notification
NADA Scientific, Ltd.	NY	Classification	2020-07-06 08:16:00	support@nadascientific.com	Bid Notification
Nasco	WI	Classification	2020-07-06 08:16:00	quotes@enasco.com	Bid Notification
Nasco	WI	Classification	2020-07-08 08:16:54	quotes@enasco.com	Bid Answer
Nasco	WI	Classification	2020-07-16 12:31:30	quotes@enasco.com	Bid Answer
Nasco	WI	Classification	2020-07-16 13:36:52	quotes@enasco.com	Bid Answer

Nasco	WI	Classification	2020-07-17 10:27:55	quotes@enasco.com	Bid Answer
Nasco	WI	Classification	2020-07-17 10:43:00	quotes@enasco.com	Addendum Notification
Nasco	WI	Classification	2020-07-21 08:22:12	quotes@enasco.com	Bid Answer
Nasco	WI	Classification	2020-07-21 08:29:40	quotes@enasco.com	Bid Answer
Nasco	WI	Classification	2020-07-21 08:30:41	quotes@enasco.com	Bid Answer
Nasco	WI	Classification	2020-07-22 07:31:48	quotes@enasco.com	Bid Answer
Nasco	WI	Classification	2020-07-22 07:33:02	quotes@enasco.com	Bid Answer
Nasco	WI	Classification	2020-07-22 08:37:32	quotes@enasco.com	Bid Answer
Nasco	WI	Classification	2020-07-24 10:23:35	quotes@enasco.com	Bid Answer
Nasco Education LLC	WI	Classification	2020-07-06 08:16:00	quotes@enasco.com	Bid Notification
National Business Furniture	WI	Classification	2020-07-06 08:16:00	kareng@nbf.com	Bid Notification
National Business Furniture	WI	Classification	2020-07-08 08:16:54	kareng@nbf.com	Bid Answer
National Business Furniture	WI	Classification	2020-07-16 12:31:30	kareng@nbf.com	Bid Answer
National Business Furniture	WI	Classification	2020-07-16 13:36:52	kareng@nbf.com	Bid Answer
National Business Furniture	WI	Classification	2020-07-17 10:27:55	kareng@nbf.com	Bid Answer
National Business Furniture	WI	Classification	2020-07-17 10:43:00	kareng@nbf.com	Addendum Notification
National Business Furniture	WI	Classification	2020-07-21 08:22:12	kareng@nbf.com	Bid Answer
National Business Furniture	WI	Classification	2020-07-21 08:29:40	kareng@nbf.com	Bid Answer
National Business Furniture	WI	Classification	2020-07-21 08:30:41	kareng@nbf.com	Bid Answer
National Business Furniture	WI	Classification	2020-07-22 07:31:48	kareng@nbf.com	Bid Answer
National Business Furniture	WI	Classification	2020-07-22 07:33:02	kareng@nbf.com	Bid Answer
National Business Furniture	WI	Classification	2020-07-22 08:37:32	kareng@nbf.com	Bid Answer
National Business Furniture	WI	Classification	2020-07-24 10:23:35	kareng@nbf.com	Bid Answer
National Educational Systems, Inc	TX	Classification	2020-07-06 08:16:00	customerservice@shopnes.com	Bid Notification
National Educational Systems, Inc	TX	Classification	2020-07-08 08:16:54	customerservice@shopnes.com	Bid Answer
National Educational Systems, Inc	TX	Classification	2020-07-16 12:31:30	customerservice@shopnes.com	Bid Answer
National Educational Systems, Inc	TX	Classification	2020-07-16 13:36:52	customerservice@shopnes.com	Bid Answer
National Educational Systems, Inc	TX	Classification	2020-07-17 10:27:55	customerservice@shopnes.com	Bid Answer
National Educational Systems, Inc	TX	Classification	2020-07-17 10:43:00	customerservice@shopnes.com	Addendum Notification
National Educational Systems, Inc	TX	Classification	2020-07-21 08:22:12	customerservice@shopnes.com	Bid Answer
National Educational Systems, Inc	TX	Classification	2020-07-21 08:29:40	customerservice@shopnes.com	Bid Answer
National Educational Systems, Inc	TX	Classification	2020-07-21 08:30:41	customerservice@shopnes.com	Bid Answer
National Educational Systems, Inc	TX	Classification	2020-07-22 07:31:48	customerservice@shopnes.com	Bid Answer
National Educational Systems, Inc	TX	Classification	2020-07-22 07:33:02	customerservice@shopnes.com	Bid Answer
National Educational Systems, Inc	TX	Classification	2020-07-22 08:37:32	customerservice@shopnes.com	Bid Answer
National Educational Systems, Inc	TX	Classification	2020-07-24 10:23:35	customerservice@shopnes.com	Bid Answer
national public seating	NJ	Classification	2020-07-06 08:16:00	mbresler@nationalpublicseating.com	Bid Notification
NATIONAL SCHOOL PRODUCTS (JOHN C NOWELL DBA)	TN	Classification	2020-07-06 08:16:00	amye@NATIONALSCHOOLPRODUCTS.COM	Bid Notification
NATIONAL SCHOOL PRODUCTS (JOHN C NOWELL DBA)	TN	Classification	2020-07-22 07:31:48	amye@NATIONALSCHOOLPRODUCTS.COM	Bid Answer
NATIONAL SCHOOL PRODUCTS (JOHN C NOWELL DBA)	TN	Classification	2020-07-22 07:33:02	amye@NATIONALSCHOOLPRODUCTS.COM	Bid Answer
NATIONAL SCHOOL PRODUCTS (JOHN C NOWELL DBA)	TN	Classification	2020-07-22 08:37:32	amye@NATIONALSCHOOLPRODUCTS.COM	Bid Answer
NATIONAL SCHOOL PRODUCTS (JOHN C NOWELL DBA)	TN	Classification	2020-07-24 10:23:35	amye@NATIONALSCHOOLPRODUCTS.COM	Bid Answer
Navrat's Inc.	KS	Classification	2020-07-06 08:16:00	rduncan@navrats.com	Bid Notification
NCS Pearson, Inc	TX	Classification	2020-07-06 08:16:00	catalogbidsandproposals@pearson.com	Bid Notification
NCS Pearson, Inc	TX	Classification	2020-07-08 08:16:54	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2020-07-16 12:31:30	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2020-07-16 13:36:52	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2020-07-17 10:27:55	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2020-07-17 10:43:00	catalogbidsandproposals@pearson.com	Addendum Notification
NCS Pearson, Inc	TX	Classification	2020-07-21 08:22:12	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2020-07-21 08:29:40	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2020-07-21 08:30:41	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2020-07-22 07:31:48	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2020-07-22 07:33:02	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2020-07-22 08:37:32	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc	TX	Classification	2020-07-24 10:23:35	catalogbidsandproposals@pearson.com	Bid Answer
NCS Pearson, Inc.	IA	Classification	2020-07-06 08:16:00	proposals@pearson.com	Bid Notification
NCS Pearson, Inc.	UT	Classification	2020-07-06 08:16:00	todd.kirby@pearson.com	Bid Notification
Nearpod Inc., a Delaware corp	FL	Classification	2020-07-06 08:16:00	rfps@nearpod.com	Bid Notification
New Computech, Inc	NY	Classification	2020-07-06 08:16:00	elena@newcomputech.com	Bid Notification
New Tech Solutions, Inc.	CA	Classification	2020-07-06 08:16:00	bids@ntsca.com	Bid Notification
Newline Interactive	TX	Classification	2020-07-06 08:16:00	agorzela@newline-interactive.com	Bid Notification
Newline Interactive	TX	Classification	2020-07-08 08:16:54	agorzela@newline-interactive.com	Bid Answer
Newline Interactive	TX	Classification	2020-07-16 12:31:30	agorzela@newline-interactive.com	Bid Answer
Newline Interactive	TX	Classification	2020-07-16 13:36:52	agorzela@newline-interactive.com	Bid Answer
Newline Interactive	TX	Classification	2020-07-17 10:27:55	agorzela@newline-interactive.com	Bid Answer
Newline Interactive	TX	Classification	2020-07-17 10:43:00	agorzela@newline-interactive.com	Addendum Notification
Newline Interactive	TX	Classification	2020-07-21 08:22:12	agorzela@newline-interactive.com	Bid Answer
Newline Interactive	TX	Classification	2020-07-21 08:29:40	agorzela@newline-interactive.com	Bid Answer
Newline Interactive	TX	Classification	2020-07-21 08:30:41	agorzela@newline-interactive.com	Bid Answer
Newline Interactive	TX	Classification	2020-07-22 07:31:48	agorzela@newline-interactive.com	Bid Answer

Newline Interactive	TX	Classification	2020-07-22 07:33:02	agorzela@newline-interactive.com	Bid Answer
Newline Interactive	TX	Classification	2020-07-22 08:37:32	agorzela@newline-interactive.com	Bid Answer
Newline Interactive	TX	Classification	2020-07-24 10:23:35	agorzela@newline-interactive.com	Bid Answer
Nicholas P. Pipino Inc Associates	MD	Classification	2020-07-06 08:16:00	jgalt@pipinoinc.com	Bid Notification
Nobelus	TN	Classification	2020-07-06 08:16:00	clayt.holt@nobelus.com	Bid Notification
North America Procurement Council	CO	Self Invited	2020-07-21 08:22:12	sourcemanagement@nampc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2020-07-21 08:29:40	sourcemanagement@nampc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2020-07-21 08:30:41	sourcemanagement@nampc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2020-07-22 07:31:48	sourcemanagement@nampc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2020-07-22 07:33:02	sourcemanagement@nampc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2020-07-22 08:37:32	sourcemanagement@nampc.me	Bid Answer
North America Procurement Council	CO	Self Invited	2020-07-24 10:23:35	sourcemanagement@nampc.me	Bid Answer
NorvaNivel USA LP	TX	Classification	2020-07-06 08:16:00	katelyn@norvanivel.com	Bid Notification
NOVEL ELECTRONIC DESIGNS, INC	IL	Classification	2020-07-06 08:16:00	durwin@BuzzerSystems.com	Bid Notification
NPS Public Furniture Corp	NJ	Classification	2020-07-06 08:16:00	usalzman@nationalpublicseating.com	Bid Notification
Nutrislice, Inc.	TX	Classification	2020-07-06 08:16:00	mike@nutrislice.com	Bid Notification
OBD Government Sales	WA	Classification	2020-07-06 08:16:00	greer0411@comcast.net	Bid Notification
Office Depot, Inc.	MN	Classification	2020-07-06 08:16:00	christopher.ceynowa@officedepot.com	Bid Notification
Office Master, Inc.	CA	Classification	2020-07-06 08:16:00	gov@omseating.com	Bid Notification
OfficeMax	CA	Classification	2020-07-06 08:16:00	nicholaslombardo@officemax.com	Bid Notification
One Stop Office & Business Solutions	TX	Classification	2020-07-06 08:16:00	bnavors@onestopofficesolutions.com	Bid Notification
One Stop Office & Business Solutions	TX	Classification	2020-07-08 08:16:54	bnavors@onestopofficesolutions.com	Bid Answer
One Stop Office & Business Solutions	TX	Classification	2020-07-16 12:31:30	bnavors@onestopofficesolutions.com	Bid Answer
One Stop Office & Business Solutions	TX	Classification	2020-07-16 13:36:52	bnavors@onestopofficesolutions.com	Bid Answer
One Stop Office & Business Solutions	TX	Classification	2020-07-17 10:27:55	bnavors@onestopofficesolutions.com	Bid Answer
One Stop Office & Business Solutions	TX	Classification	2020-07-17 10:43:00	bnavors@onestopofficesolutions.com	Addendum Notification
One Stop Office & Business Solutions	TX	Classification	2020-07-21 08:22:12	bnavors@onestopofficesolutions.com	Bid Answer
One Stop Office & Business Solutions	TX	Classification	2020-07-21 08:29:40	bnavors@onestopofficesolutions.com	Bid Answer
One Stop Office & Business Solutions	TX	Classification	2020-07-21 08:30:41	bnavors@onestopofficesolutions.com	Bid Answer
One Stop Office & Business Solutions	TX	Classification	2020-07-22 07:31:48	bnavors@onestopofficesolutions.com	Bid Answer
One Stop Office & Business Solutions	TX	Classification	2020-07-22 07:33:02	bnavors@onestopofficesolutions.com	Bid Answer
One Stop Office & Business Solutions	TX	Classification	2020-07-22 08:37:32	bnavors@onestopofficesolutions.com	Bid Answer
One Stop Office & Business Solutions	TX	Classification	2020-07-24 10:23:35	bnavors@onestopofficesolutions.com	Bid Answer
One World School	IL	Classification	2020-07-06 08:16:00	diana@1worldschool.com	Bid Notification
Onkew Technology, LLC	KS	Classification	2020-07-06 08:16:00	rob@onkew.com	Bid Notification
OnTarget Manufacturing Inc.	PA	Classification	2020-07-06 08:16:00	sales@ontargetindustries.com	Bid Notification
Onvia	WA	Self Invited	2020-07-08 08:16:54	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2020-07-16 12:31:30	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2020-07-16 13:36:52	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2020-07-17 10:27:55	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2020-07-17 10:43:00	sourcemanagement2@onvia.com	Addendum Notification
Onvia	WA	Self Invited	2020-07-21 08:22:12	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2020-07-21 08:29:40	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2020-07-21 08:30:41	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2020-07-22 07:31:48	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2020-07-22 07:33:02	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2020-07-22 08:37:32	sourcemanagement2@onvia.com	Bid Answer
Onvia	WA	Self Invited	2020-07-24 10:23:35	sourcemanagement2@onvia.com	Bid Answer
ORIGO Education, Inc	MO	Classification	2020-07-06 08:16:00	adoption@origomath.com	Bid Notification
ORIGO Education, Inc	MO	Classification	2020-07-08 08:16:54	adoption@origomath.com	Bid Answer
ORIGO Education, Inc	MO	Classification	2020-07-16 12:31:30	adoption@origomath.com	Bid Answer
ORIGO Education, Inc	MO	Classification	2020-07-16 13:36:52	adoption@origomath.com	Bid Answer
ORIGO Education, Inc	MO	Classification	2020-07-17 10:27:55	adoption@origomath.com	Bid Answer
ORIGO Education, Inc	MO	Classification	2020-07-17 10:43:00	adoption@origomath.com	Addendum Notification
ORIGO Education, Inc	MO	Classification	2020-07-21 08:22:12	adoption@origomath.com	Bid Answer
ORIGO Education, Inc	MO	Classification	2020-07-21 08:29:40	adoption@origomath.com	Bid Answer
ORIGO Education, Inc	MO	Classification	2020-07-21 08:30:41	adoption@origomath.com	Bid Answer
ORIGO Education, Inc	MO	Classification	2020-07-22 07:31:48	adoption@origomath.com	Bid Answer
ORIGO Education, Inc	MO	Classification	2020-07-22 07:33:02	adoption@origomath.com	Bid Answer
ORIGO Education, Inc	MO	Classification	2020-07-22 08:37:32	adoption@origomath.com	Bid Answer
ORIGO Education, Inc	MO	Classification	2020-07-24 10:23:35	adoption@origomath.com	Bid Answer
Orloff LLC	FL	Classification	2020-07-06 08:16:00	info@sunnyicerink.com	Bid Notification
OutSmart Office Solutions, Inc.	WA	Classification	2020-07-06 08:16:00	george@outsmartoffice.com	Bid Notification

Pacific Office Solutions	WA	Classification	2020-07-06 08:16:00	jvaldez@posolutions.com	Bid Notification
Pala Supply Company, Inc	TX	Classification	2020-07-06 08:16:00	larry@schoolsupplypacks.com	Bid Notification
Pala Supply Company, Inc	TX	Classification	2020-07-08 08:16:54	larry@schoolsupplypacks.com	Bid Answer
Pala Supply Company, Inc	TX	Classification	2020-07-16 12:31:30	larry@schoolsupplypacks.com	Bid Answer
Pala Supply Company, Inc	TX	Classification	2020-07-16 13:36:52	larry@schoolsupplypacks.com	Bid Answer
Pala Supply Company, Inc	TX	Classification	2020-07-17 10:27:55	larry@schoolsupplypacks.com	Bid Answer
Pala Supply Company, Inc	TX	Classification	2020-07-17 10:43:00	larry@schoolsupplypacks.com	Addendum Notification
Pala Supply Company, Inc	TX	Classification	2020-07-21 08:22:12	larry@schoolsupplypacks.com	Bid Answer
Pala Supply Company, Inc	TX	Classification	2020-07-21 08:29:40	larry@schoolsupplypacks.com	Bid Answer
Pala Supply Company, Inc	TX	Classification	2020-07-21 08:30:41	larry@schoolsupplypacks.com	Bid Answer
Pala Supply Company, Inc	TX	Classification	2020-07-22 07:31:48	larry@schoolsupplypacks.com	Bid Answer
Pala Supply Company, Inc	TX	Classification	2020-07-22 07:33:02	larry@schoolsupplypacks.com	Bid Answer
Pala Supply Company, Inc	TX	Classification	2020-07-22 08:37:32	larry@schoolsupplypacks.com	Bid Answer
Pala Supply Company, Inc	TX	Classification	2020-07-24 10:23:35	larry@schoolsupplypacks.com	Bid Answer
Palmer Hamilton, LLC	WI	Classification	2020-07-06 08:16:00	nfoster@palmerhamilton.com	Bid Notification
Paperless Knowledge, Inc.	CA	Classification	2020-07-06 08:16:00	sdelacruz@pkinc.biz	Bid Notification
Para Scientific Co.	PA	Classification	2020-07-06 08:16:00	psctcb@aol.com	Bid Notification
Paragon Furniture, L.P.	TX	Classification	2020-07-06 08:16:00	pwade@paragoninc.com	Bid Notification
Paragon Furniture, LP	TX	Classification	2020-07-06 08:16:00	paragon@ironfurnace.com	Bid Notification
Paragon Furniture, LP	TX	Classification	2020-07-16 12:31:30	paragon@ironfurnace.com	Bid Answer
Paragon Furniture, LP	TX	Classification	2020-07-16 13:36:52	paragon@ironfurnace.com	Bid Answer
Paragon Furniture, LP	TX	Classification	2020-07-17 10:27:55	paragon@ironfurnace.com	Bid Answer
Paragon Furniture, LP	TX	Classification	2020-07-17 10:43:00	paragon@ironfurnace.com	Addendum Notification
Paragon Furniture, LP	TX	Classification	2020-07-21 08:22:12	paragon@ironfurnace.com	Bid Answer
Paragon Furniture, LP	TX	Classification	2020-07-21 08:29:40	paragon@ironfurnace.com	Bid Answer
Paragon Furniture, LP	TX	Classification	2020-07-21 08:30:41	paragon@ironfurnace.com	Bid Answer
Paragon Furniture, LP	TX	Classification	2020-07-22 07:31:48	paragon@ironfurnace.com	Bid Answer
Paragon Furniture, LP	TX	Classification	2020-07-22 07:33:02	paragon@ironfurnace.com	Bid Answer
Paragon Furniture, LP	TX	Classification	2020-07-22 08:37:32	paragon@ironfurnace.com	Bid Answer
Paragon Furniture, LP	TX	Classification	2020-07-24 10:23:35	paragon@ironfurnace.com	Bid Answer
Parco Scientific Company	MI	Classification	2020-07-06 08:16:00	info@parcoscientific.com	Bid Notification
ParknPool Corporation	VA	Classification	2020-07-06 08:16:00	info@parknpool.com	Bid Notification
Patch Products, Inc.	WI	Classification	2020-07-06 08:16:00	stevew@patchproducts.com	Bid Notification
PCC-IT International, Division of Power Capital Management	CA	Classification	2020-07-06 08:16:00	clientservices@pccitint.com	Bid Notification
PCM Inc	CA	Classification	2020-07-06 08:16:00	steven.lubom@TigerDirect.com	Bid Notification
PCM Sales	CA	Classification	2020-07-06 08:16:00	eno.essien@pcm.com	Bid Notification
PCMG, Inc.	VA	Classification	2020-07-06 08:16:00	sledbids@pcmg.com	Bid Notification
PCMG, Inc. DBA Global GovEd	OH	Classification	2020-07-06 08:16:00	penny.musser@pcmg.com	Bid Notification
Peak Business Management	CO	Classification	2020-07-06 08:16:00	barb@peakbusiness.org	Bid Notification
Penn Morris	NJ	Classification	2020-07-06 08:16:00	mail@bestat.us	Bid Notification
PeopleNTEch LLC	VA	Classification	2020-07-06 08:16:00	chandra.sharma@peoplentech.com	Bid Notification
Piano Marvel LLC	CO	Classification	2020-07-06 08:16:00	aarongarner@pianomarvel.com	Bid Notification
Pitsco, Inc	KS	Classification	2020-07-06 08:16:00	awatson@pitsco.com	Bid Notification
Pitsco, Inc	KS	Classification	2020-07-08 08:16:54	awatson@pitsco.com	Bid Answer
Pitsco, Inc	KS	Classification	2020-07-16 12:31:30	awatson@pitsco.com	Bid Answer
Pitsco, Inc	KS	Classification	2020-07-16 13:36:52	awatson@pitsco.com	Bid Answer
Pitsco, Inc	KS	Classification	2020-07-17 10:27:55	awatson@pitsco.com	Bid Answer
Pitsco, Inc	KS	Classification	2020-07-17 10:43:00	awatson@pitsco.com	Addendum Notification
Pitsco, Inc	KS	Classification	2020-07-21 08:22:12	awatson@pitsco.com	Bid Answer
Pitsco, Inc	KS	Classification	2020-07-21 08:29:40	awatson@pitsco.com	Bid Answer
Pitsco, Inc	KS	Classification	2020-07-21 08:30:41	awatson@pitsco.com	Bid Answer
Pitsco, Inc	KS	Classification	2020-07-22 07:31:48	awatson@pitsco.com	Bid Answer
Pitsco, Inc	KS	Classification	2020-07-22 07:33:02	awatson@pitsco.com	Bid Answer
Pitsco, Inc	KS	Classification	2020-07-22 08:37:32	awatson@pitsco.com	Bid Answer
Pitsco, Inc	KS	Classification	2020-07-24 10:23:35	awatson@pitsco.com	Bid Answer
PJ Hilton and Associates	CA	Classification	2020-07-06 08:16:00	andrew@pjhilton.com	Bid Notification
Pocket Full of Therapy	NJ	Classification	2020-07-06 08:16:00	orders@pftot.com	Bid Notification
PointLeader	FL	Classification	2020-07-06 08:16:00	sdavies@tribaloperations.com	Bid Notification
PowerTraining, Inc.	CA	Classification	2020-07-06 08:16:00	meggyn@powerproduction.com	Bid Notification
Prestigious Sports Outfitters	TX	Classification	2020-07-06 08:16:00	trogers@prestigioussportsoutfitters.com	Bid Notification
Primary Concepts	CA	Classification	2020-07-06 08:16:00	teresa@primaryconcepts.com	Bid Notification
Prime Educational Products, LLC	OH	Classification	2020-07-06 08:16:00	info@geyerinstructional.com	Bid Notification
Prime Educational Products, LLC	OH	Classification	2020-07-24 10:23:35	info@geyerinstructional.com	Bid Answer
Prison Rehabilitative Industries & Diversified Enterprises	FL	Classification	2020-07-06 08:16:00	bids@pride-enterprises.org	Bid Notification
Productive Office & School Environments	CO	Classification	2020-07-06 08:16:00	sandy@proofficeenvironments.com	Bid Notification
PS Furniture, Inc.	WI	Classification	2020-07-06 08:16:00	jvaughn@psfurniture.com	Bid Notification
Public Media Distribution, LLC	VA	Classification	2020-07-06 08:16:00	pbsp@pbs.org	Bid Notification
Pyramid Paper Company	FL	Classification	2020-07-06 08:16:00	biddept@pyramidsp.com	Bid Notification
Pyramid Paper Company	FL	Classification	2020-07-08 08:16:54	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2020-07-16 12:31:30	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2020-07-16 13:36:52	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2020-07-17 10:27:55	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2020-07-17 10:43:00	biddept@pyramidsp.com	Addendum Notification

Pyramid Paper Company	FL	Classification	2020-07-21 08:22:12	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2020-07-21 08:29:40	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2020-07-21 08:30:41	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2020-07-22 07:31:48	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2020-07-22 07:33:02	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2020-07-22 08:37:32	biddept@pyramidsp.com	Bid Answer
Pyramid Paper Company	FL	Classification	2020-07-24 10:23:35	biddept@pyramidsp.com	Bid Answer
Qcorp Printing Solutions	CA	Classification	2020-07-06 08:16:00	kim@qcorpco.com	Bid Notification
QuantRisk	FL	Classification	2020-07-06 08:16:00	info@quantrisk.com	Bid Notification
Questivity Inc	CA	Classification	2020-07-06 08:16:00	hsohel@questivity.com	Bid Notification
Questivity Inc	CA	Classification	2020-07-08 08:16:54	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Classification	2020-07-16 12:31:30	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Classification	2020-07-16 13:36:52	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Classification	2020-07-17 10:27:55	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Classification	2020-07-17 10:43:00	hsohel@questivity.com	Addendum Notification
Questivity Inc	CA	Classification	2020-07-21 08:22:12	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Classification	2020-07-21 08:29:40	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Classification	2020-07-21 08:30:41	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Classification	2020-07-22 07:31:48	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Classification	2020-07-22 07:33:02	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Classification	2020-07-22 08:37:32	hsohel@questivity.com	Bid Answer
Questivity Inc	CA	Classification	2020-07-24 10:23:35	hsohel@questivity.com	Bid Answer
Quill Corporation	IL	Classification	2020-07-06 08:16:00	bid@quill.com	Bid Notification
Quill Corporation	IL	Classification	2020-07-08 08:16:54	bid@quill.com	Bid Answer
Quill Corporation	IL	Classification	2020-07-16 12:31:30	bid@quill.com	Bid Answer
Quill Corporation	IL	Classification	2020-07-16 13:36:52	bid@quill.com	Bid Answer
Quill Corporation	IL	Classification	2020-07-17 10:27:55	bid@quill.com	Bid Answer
Quill Corporation	IL	Classification	2020-07-17 10:43:00	bid@quill.com	Addendum Notification
Quill Corporation	IL	Classification	2020-07-21 08:22:12	bid@quill.com	Bid Answer
Quill Corporation	IL	Classification	2020-07-21 08:29:40	bid@quill.com	Bid Answer
Quill Corporation	IL	Classification	2020-07-21 08:30:41	bid@quill.com	Bid Answer
Quill Corporation	IL	Classification	2020-07-22 07:31:48	bid@quill.com	Bid Answer
Quill Corporation	IL	Classification	2020-07-22 07:33:02	bid@quill.com	Bid Answer
Quill Corporation	IL	Classification	2020-07-22 08:37:32	bid@quill.com	Bid Answer
Quill Corporation	IL	Classification	2020-07-24 10:23:35	bid@quill.com	Bid Answer
Qwizdom, Inc.	WA	Classification	2020-07-06 08:16:00	karlarae.ellis@qwizdom.com	Bid Notification
Radaz Products & Services Inc.	TX	Classification	2020-07-06 08:16:00	david@radaz.us	Bid Notification
Radiant Technology Solutions	FL	Classification	2020-07-06 08:16:00	sales@radiant-tech.net	Bid Notification
Radixos	WA	Classification	2020-07-06 08:16:00	jwaters@radixos.com	Bid Notification
Rain Networks	WA	Classification	2020-07-06 08:16:00	nathan@rainnetworks.com	Bid Notification
Rapid Assist Technology, Inc	TX	Classification	2020-07-06 08:16:00	support@rapidassisttech.com	Bid Notification
Realtyworks	WI	Classification	2020-07-06 08:16:00	information@realityworks.com	Bid Notification
REALLY GOOD STUFF	CT	Classification	2020-07-06 08:16:00	bidsupport@reallygoodstuff.com	Bid Notification
REALLY GOOD STUFF	CT	Classification	2020-07-08 08:16:54	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2020-07-16 12:31:30	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2020-07-16 13:36:52	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2020-07-17 10:27:55	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2020-07-17 10:43:00	bidsupport@reallygoodstuff.com	Addendum Notification
REALLY GOOD STUFF	CT	Classification	2020-07-21 08:22:12	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2020-07-21 08:29:40	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2020-07-21 08:30:41	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2020-07-22 07:31:48	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2020-07-22 07:33:02	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2020-07-22 08:37:32	bidsupport@reallygoodstuff.com	Bid Answer
REALLY GOOD STUFF	CT	Classification	2020-07-24 10:23:35	bidsupport@reallygoodstuff.com	Bid Answer
Red Mountain Technologies	WA	Classification	2020-07-06 08:16:00	skbergam@gmail.com	Bid Notification
REFVerify Inc	CA	Classification	2020-07-06 08:16:00	af@alfatekcorp.com	Bid Notification
Relias Learning	NC	Classification	2020-07-06 08:16:00	mbeausoleil@reliaslearning.com	Bid Notification
Renaissance Learning, Inc.	WI	Classification	2020-07-06 08:16:00	askproposals@renaissance.com	Bid Notification
Restex	CA	Classification	2020-07-06 08:16:00	rzuniga@tridien.com	Bid Notification
REV Robotics LLC	TX	Classification	2020-07-06 08:16:00	sales@revrobotics.com	Bid Notification
RFx Analyst	DE	Classification	2020-07-06 08:16:00	rfp@rfxanalyst.com	Bid Notification
Rightsize Facility Performance	IL	Classification	2020-07-06 08:16:00	rkubiak@rightsizefacility.com	Bid Notification
RIIBC INC	NY	Classification	2020-07-06 08:16:00	ralmog@riidllc.com	Bid Notification
Rivco	CA	Classification	2020-07-06 08:16:00	newitus@gmail.com	Bid Notification
RJH Supply	DC	Classification	2020-07-06 08:16:00	bob@rjhsupply.com	Bid Notification
RJT Solution Beacon Inc.	CA	Classification	2020-07-06 08:16:00	bala@rjtcompuquest.com	Bid Notification
Rosario & Rosario LLC	WA	Classification	2020-07-06 08:16:00	gloria@icuniformalms.com	Bid Notification
RoseDrew, Inc	FL	Classification	2020-07-06 08:16:00	showcases1@aol.com	Bid Notification
Rourke Educational Media, LLC	FL	Classification	2020-07-06 08:16:00	brandon@rourkeeducationalmedia.com	Bid Notification
Royal Media Inc.	MD	Classification	2020-07-06 08:16:00	koi@royalimagingolutions.com	Bid Notification

				jojo@royalimaging solutions.com,eddie@royalimaging solutions.com,kristofferson@royalimaging solutions.com,PIA@ROYALIMAGINGSOLUTIONS.COM,Evado@royalimaging solutions.com,christian.a@royalimaging solutions.com,regielynne@royalimaging solutions.com,john.rick@royalimaging solutions.com,khrissaliz@royalimaging solutions.com	
Royal Media Network	MD	Classification	2020-07-06 08:16:00		Bid Notification
Royal Media Network Inc.	MD	Classification	2020-07-06 08:16:00	lorence@royalimaging solutions.com	Bid Notification
Royal Media Network, Inc.	MD	Classification	2020-07-06 08:16:00	simon@royalimaging solutions.com	Bid Notification
Royal Media Network, Inc.	MD	Classification	2020-07-06 08:16:00	krisrimae@royalimaging solutions.com	Bid Notification
Runestone Solutions	MT	Classification	2020-07-06 08:16:00	regina.elmose@runestonesolutions.com	Bid Notification
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-06 08:16:00	russwood@ironfurnace.com	Bid Notification
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-08 08:16:54	russwood@ironfurnace.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-16 12:31:30	russwood@ironfurnace.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-16 13:36:52	russwood@ironfurnace.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-17 10:27:55	russwood@ironfurnace.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-17 10:43:00	russwood@ironfurnace.com	Addendum Notification
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-21 08:22:12	russwood@ironfurnace.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-21 08:29:40	russwood@ironfurnace.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-21 08:30:41	russwood@ironfurnace.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-22 07:31:48	russwood@ironfurnace.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-22 07:33:02	russwood@ironfurnace.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-22 08:37:32	russwood@ironfurnace.com	Bid Answer
Russell Carroll Manufacturing, Inc.	NC	Classification	2020-07-24 10:23:35	russwood@ironfurnace.com	Bid Answer
Ruxed LLC	WA	Classification	2020-07-06 08:16:00	ruxed@ruxed.com	Bid Notification
S&S Worldwide	CT	Classification	2020-07-06 08:16:00	bids@ssww.com	Bid Notification
S&S Worldwide	CT	Classification	2020-07-08 08:16:54	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2020-07-16 12:31:30	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2020-07-16 13:36:52	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2020-07-17 10:27:55	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2020-07-17 10:43:00	bids@ssww.com	Addendum Notification
S&S Worldwide	CT	Classification	2020-07-21 08:22:12	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2020-07-21 08:29:40	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2020-07-21 08:30:41	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2020-07-22 07:31:48	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2020-07-22 07:33:02	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2020-07-22 08:37:32	bids@ssww.com	Bid Answer
S&S Worldwide	CT	Classification	2020-07-24 10:23:35	bids@ssww.com	Bid Answer
S.A.N.E.	OH	Classification	2020-07-06 08:16:00	karen@sanefcs.com	Bid Notification
Saba Software, Inc	CA	Classification	2020-07-06 08:16:00	tvance@saba.com	Bid Notification
Saddleback Educational Publishing	CA	Classification	2020-07-06 08:16:00	bids@sdlback.com	Bid Notification
Saddleback Educational Publishing	CA	Classification	2020-07-16 12:31:30	bids@sdlback.com	Bid Answer
Saddleback Educational Publishing	CA	Classification	2020-07-16 13:36:52	bids@sdlback.com	Bid Answer
Saddleback Educational Publishing	CA	Classification	2020-07-17 10:27:55	bids@sdlback.com	Bid Answer
Saddleback Educational Publishing	CA	Classification	2020-07-17 10:43:00	bids@sdlback.com	Addendum Notification
Saddleback Educational Publishing	CA	Classification	2020-07-21 08:22:12	bids@sdlback.com	Bid Answer
Saddleback Educational Publishing	CA	Classification	2020-07-21 08:29:40	bids@sdlback.com	Bid Answer
Saddleback Educational Publishing	CA	Classification	2020-07-21 08:30:41	bids@sdlback.com	Bid Answer
Saddleback Educational Publishing	CA	Classification	2020-07-22 07:31:48	bids@sdlback.com	Bid Answer
Saddleback Educational Publishing	CA	Classification	2020-07-22 07:33:02	bids@sdlback.com	Bid Answer
Saddleback Educational Publishing	CA	Classification	2020-07-22 08:37:32	bids@sdlback.com	Bid Answer
Saddleback Educational Publishing	CA	Classification	2020-07-24 10:23:35	bids@sdlback.com	Bid Answer
Safety Glasses USA	MI	Classification	2020-07-06 08:16:00	melissa@sgusa.us	Bid Notification
SAFS, INC.	WA	Classification	2020-07-06 08:16:00	f.randall@safsinc.com	Bid Notification
Saigan Technologies, Inc.	MO	Classification	2020-07-06 08:16:00	diversity@saigantech.com	Bid Notification
Sandy Spin Slade, Inc.	CA	Classification	2020-07-06 08:16:00	sslade@skillastics.com	Bid Notification
SARGENT WELCH/VWR	NY	Classification	2020-07-06 08:16:00	vwr_sciedbids@vwr.com	Bid Notification
SARGENT WELCH/VWR	NY	Classification	2020-07-08 08:16:54	vwr_sciedbids@vwr.com	Bid Answer
SARGENT WELCH/VWR	NY	Classification	2020-07-16 12:31:30	vwr_sciedbids@vwr.com	Bid Answer
SARGENT WELCH/VWR	NY	Classification	2020-07-16 13:36:52	vwr_sciedbids@vwr.com	Bid Answer
SARGENT WELCH/VWR	NY	Classification	2020-07-17 10:27:55	vwr_sciedbids@vwr.com	Bid Answer
SARGENT WELCH/VWR	NY	Classification	2020-07-17 10:43:00	vwr_sciedbids@vwr.com	Addendum Notification
SARGENT WELCH/VWR	NY	Classification	2020-07-21 08:22:12	vwr_sciedbids@vwr.com	Bid Answer
SARGENT WELCH/VWR	NY	Classification	2020-07-21 08:29:40	vwr_sciedbids@vwr.com	Bid Answer
SARGENT WELCH/VWR	NY	Classification	2020-07-21 08:30:41	vwr_sciedbids@vwr.com	Bid Answer
SARGENT WELCH/VWR	NY	Classification	2020-07-22 07:31:48	vwr_sciedbids@vwr.com	Bid Answer
SARGENT WELCH/VWR	NY	Classification	2020-07-22 07:33:02	vwr_sciedbids@vwr.com	Bid Answer
SARGENT WELCH/VWR	NY	Classification	2020-07-22 08:37:32	vwr_sciedbids@vwr.com	Bid Answer
SARGENT WELCH/VWR	NY	Classification	2020-07-24 10:23:35	vwr_sciedbids@vwr.com	Bid Answer
Savvas Learning Company LLC	IA	Self Invited	2020-07-08 08:16:54	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	IA	Self Invited	2020-07-16 12:31:30	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	IA	Self Invited	2020-07-16 13:36:52	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	IA	Self Invited	2020-07-17 10:27:55	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	IA	Self Invited	2020-07-17 10:43:00	Proposals@savvas.com	Addendum Notification
Savvas Learning Company LLC	IA	Self Invited	2020-07-21 08:22:12	Proposals@savvas.com	Bid Answer

Savvas Learning Company LLC	IA	Self Invited	2020-07-21 08:29:40	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	IA	Self Invited	2020-07-21 08:30:41	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	IA	Self Invited	2020-07-22 07:31:48	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	IA	Self Invited	2020-07-22 07:33:02	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	IA	Self Invited	2020-07-22 08:37:32	Proposals@savvas.com	Bid Answer
Savvas Learning Company LLC	IA	Self Invited	2020-07-24 10:23:35	Proposals@savvas.com	Bid Answer
Scantron Corporation	MN	Classification	2020-07-06 08:16:00	michelle.nira@scantron.com	Bid Notification
Scantron Corporation	MN	Classification	2020-07-08 08:16:54	michelle.nira@scantron.com	Bid Answer
Scantron Corporation	MN	Classification	2020-07-16 12:31:30	michelle.nira@scantron.com	Bid Answer
Scantron Corporation	MN	Classification	2020-07-16 13:36:52	michelle.nira@scantron.com	Bid Answer
Scantron Corporation	MN	Classification	2020-07-17 10:27:55	michelle.nira@scantron.com	Bid Answer
Scantron Corporation	MN	Classification	2020-07-17 10:43:00	michelle.nira@scantron.com	Addendum Notification
Scantron Corporation	MN	Classification	2020-07-21 08:22:12	michelle.nira@scantron.com	Bid Answer
Scantron Corporation	MN	Classification	2020-07-21 08:29:40	michelle.nira@scantron.com	Bid Answer
Scantron Corporation	MN	Classification	2020-07-21 08:30:41	michelle.nira@scantron.com	Bid Answer
Scantron Corporation	MN	Classification	2020-07-22 07:31:48	michelle.nira@scantron.com	Bid Answer
Scantron Corporation	MN	Classification	2020-07-22 07:33:02	michelle.nira@scantron.com	Bid Answer
Scantron Corporation	MN	Classification	2020-07-22 08:37:32	michelle.nira@scantron.com	Bid Answer
Scantron Corporation	MN	Classification	2020-07-24 10:23:35	michelle.nira@scantron.com	Bid Answer
Scholastic Inc.	NY	Classification	2020-07-06 08:16:00	rfp-scholastic@scholastic.com	Bid Notification
Scholastic Inc.	NY	Classification	2020-07-08 08:16:54	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2020-07-16 12:31:30	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2020-07-16 13:36:52	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2020-07-17 10:27:55	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2020-07-17 10:43:00	rfp-scholastic@scholastic.com	Addendum Notification
Scholastic Inc.	NY	Classification	2020-07-21 08:22:12	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2020-07-21 08:29:40	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2020-07-21 08:30:41	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2020-07-22 07:31:48	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2020-07-22 07:33:02	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2020-07-22 08:37:32	rfp-scholastic@scholastic.com	Bid Answer
Scholastic Inc.	NY	Classification	2020-07-24 10:23:35	rfp-scholastic@scholastic.com	Bid Answer
School Outfitters	OH	Classification	2020-07-06 08:16:00	contracts@schooloutfitters.com	Bid Notification
School Specialty	WI	Classification	2020-07-06 08:16:00	bidnotices@schoolspecialty.com	Bid Notification
School Specialty	WI	Classification	2020-07-08 08:16:54	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Classification	2020-07-16 12:31:30	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Classification	2020-07-16 13:36:52	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Classification	2020-07-17 10:27:55	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Classification	2020-07-17 10:43:00	bidnotices@schoolspecialty.com	Addendum Notification
School Specialty	WI	Classification	2020-07-21 08:22:12	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Classification	2020-07-21 08:29:40	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Classification	2020-07-21 08:30:41	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Classification	2020-07-22 07:31:48	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Classification	2020-07-22 07:33:02	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Classification	2020-07-22 08:37:32	bidnotices@schoolspecialty.com	Bid Answer
School Specialty	WI	Classification	2020-07-24 10:23:35	bidnotices@schoolspecialty.com	Bid Answer
School Specialty Inc	OH	Classification	2020-07-06 08:16:00	Leonard.adkins@schoolspecialty.com	Bid Notification
School Supply Specialty LLC	OH	Classification	2020-07-06 08:16:00	gary@schoolsuppliespecialty.com	Bid Notification
School Wholesale Supplies LLC	TN	Self Invited	2020-07-16 12:31:30	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2020-07-16 13:36:52	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2020-07-17 10:27:55	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2020-07-17 10:43:00	jpdas@eii-usa.com	Addendum Notification
School Wholesale Supplies LLC	TN	Self Invited	2020-07-21 08:22:12	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2020-07-21 08:29:40	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2020-07-21 08:30:41	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2020-07-22 07:31:48	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2020-07-22 07:33:02	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2020-07-22 08:37:32	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2020-07-24 10:23:35	jpdas@eii-usa.com	Bid Answer
School's In, LLC	OH	Classification	2020-07-06 08:16:00	ben.kremer@schoolsinc.com	Bid Notification
School's In, LLC	OH	Classification	2020-07-06 08:16:00	schoolsinc@contracts123.com	Bid Notification
SCIENTERRIFIC GAMES	TX	Classification	2020-07-06 08:16:00	joy@scienterrificgames.com	Bid Notification
Seating Concepts, Inc.	IL	Classification	2020-07-06 08:16:00	tstjulien@seating-concepts.com	Bid Notification
Sex Ed Mart	QC	Classification	2020-07-06 08:16:00	sexedmart@icloud.com	Bid Notification
Sex Ed Mart	QC	Classification	2020-07-08 08:16:54	sexedmart@icloud.com	Bid Answer
Sex Ed Mart	QC	Classification	2020-07-16 12:31:30	sexedmart@icloud.com	Bid Answer
Sex Ed Mart	QC	Classification	2020-07-16 13:36:52	sexedmart@icloud.com	Bid Answer
Sex Ed Mart	QC	Classification	2020-07-17 10:27:55	sexedmart@icloud.com	Bid Answer
Sex Ed Mart	QC	Classification	2020-07-17 10:43:00	sexedmart@icloud.com	Addendum Notification
Sex Ed Mart	QC	Classification	2020-07-21 08:22:12	sexedmart@icloud.com	Bid Answer
Sex Ed Mart	QC	Classification	2020-07-21 08:29:40	sexedmart@icloud.com	Bid Answer
Sex Ed Mart	QC	Classification	2020-07-21 08:30:41	sexedmart@icloud.com	Bid Answer
Sex Ed Mart	QC	Classification	2020-07-22 07:31:48	sexedmart@icloud.com	Bid Answer
Sex Ed Mart	QC	Classification	2020-07-22 07:33:02	sexedmart@icloud.com	Bid Answer
Sex Ed Mart	QC	Classification	2020-07-22 08:37:32	sexedmart@icloud.com	Bid Answer
Sex Ed Mart	QC	Classification	2020-07-24 10:23:35	sexedmart@icloud.com	Bid Answer

Sheffield Pottery, Inc	MA	Classification	2020-07-06 08:16:00	schools@sheffield-pottery.com	Bid Notification
Shelter Outfitters	CA	Classification	2020-07-06 08:16:00	customerservice@shelteroutfitters.com	Bid Notification
ShopK12, Inc	OR	Classification	2020-07-06 08:16:00	info@shopk12.com	Bid Notification
ShuttleSystem, LLC	OH	Classification	2020-07-06 08:16:00	shuttle@ironfurnace.com	Bid Notification
Silver Street, Inc.	MI	Classification	2020-07-06 08:16:00	jseaver@mediatechnologies.com	Bid Notification
SimplyDigi.com, Inc.	NM	Classification	2020-07-06 08:16:00	bruce@simplydigi.com	Bid Notification
SimTanzer LLC	CA	Classification	2020-07-06 08:16:00	catherine@simtanzer.com	Bid Notification
Skillsoft Corporation	NH	Classification	2020-07-06 08:16:00	richele_henry@skillsoft.com	Bid Notification
SKS- SMART KIDS SOFTWARE, INC.	TX	Classification	2020-07-06 08:16:00	SAMANTHA@SMARTKIDSSOFTWARE.COM	Bid Notification
Smart As A Fox	CA	Classification	2020-07-06 08:16:00	dwaynekohn@aol.com	Bid Notification
SMARTCLASS LLC	MD	Classification	2020-07-06 08:16:00	simsek97@gmail.com	Bid Notification
SmartProcure	FL	Self Invited	2020-07-08 08:16:54	rbjornsson@smartprocure.us	Bid Answer
SmartProcure	FL	Self Invited	2020-07-16 12:31:30	rbjornsson@smartprocure.us	Bid Answer
SmartProcure	FL	Self Invited	2020-07-16 13:36:52	rbjornsson@smartprocure.us	Bid Answer
SmartProcure	FL	Self Invited	2020-07-17 10:27:55	rbjornsson@smartprocure.us	Bid Answer
SmartProcure	FL	Self Invited	2020-07-17 10:43:00	rbjornsson@smartprocure.us	Addendum Notification
SmartProcure	FL	Self Invited	2020-07-21 08:22:12	rbjornsson@smartprocure.us	Bid Answer
SmartProcure	FL	Self Invited	2020-07-21 08:29:40	rbjornsson@smartprocure.us	Bid Answer
SmartProcure	FL	Self Invited	2020-07-21 08:30:41	rbjornsson@smartprocure.us	Bid Answer
SmartProcure	FL	Self Invited	2020-07-22 07:31:48	rbjornsson@smartprocure.us	Bid Answer
SmartProcure	FL	Self Invited	2020-07-22 07:33:02	rbjornsson@smartprocure.us	Bid Answer
SmartProcure	FL	Self Invited	2020-07-22 08:37:32	rbjornsson@smartprocure.us	Bid Answer
SmartProcure	FL	Self Invited	2020-07-24 10:23:35	rbjornsson@smartprocure.us	Bid Answer
Smarty Ants, Inc.	CA	Classification	2020-07-06 08:16:00	customerservice@smartyants.com	Bid Notification
Smith System	TX	Classification	2020-07-06 08:16:00	Lorries@smithsystem.com	Bid Notification
SMS Tech Solutions	NC	Classification	2020-07-06 08:16:00	chris@smstechsolutions.com	Bid Notification
Softchoice Corporation	IL	Classification	2020-07-06 08:16:00	sledus@softchoice.com	Bid Notification
SoftwareONE Inc	WI	Classification	2020-07-06 08:16:00	Gov-Bids.us@softwareone.com	Bid Notification
Solutions House	FL	Classification	2020-07-06 08:16:00	davidd@solutionshouse.com	Bid Notification
Source Rite LLC	CA	Classification	2020-07-06 08:16:00	sheila@sourceritegsa.com	Bid Notification
Southern Science Supply	TX	Classification	2020-07-06 08:16:00	carol@southernsciencesupply.com	Bid Notification
SpecialNeedsWare, Inc	NJ	Classification	2020-07-06 08:16:00	jeffstillman@oneder.com	Bid Notification
Specialty Packaging Company, LLC	AL	Classification	2020-07-06 08:16:00	spc10@bellsouth.net	Bid Notification
Spectrum Industries, Inc.	WI	Classification	2020-07-06 08:16:00	quotes@spectrumfurniture.com	Bid Notification
Spirit Productions	OK	Classification	2020-07-06 08:16:00	karen@spiritproductions.biz	Bid Notification
Spirit Productions	OK	Classification	2020-07-08 08:16:54	karen@spiritproductions.biz	Bid Answer
Spirit Productions	OK	Classification	2020-07-16 12:31:30	karen@spiritproductions.biz	Bid Answer
Spirit Productions	OK	Classification	2020-07-16 13:36:52	karen@spiritproductions.biz	Bid Answer
Spirit Productions	OK	Classification	2020-07-17 10:27:55	karen@spiritproductions.biz	Bid Answer
Spirit Productions	OK	Classification	2020-07-17 10:43:00	karen@spiritproductions.biz	Addendum Notification
Spirit Productions	OK	Classification	2020-07-21 08:22:12	karen@spiritproductions.biz	Bid Answer
Spirit Productions	OK	Classification	2020-07-21 08:29:40	karen@spiritproductions.biz	Bid Answer
Spirit Productions	OK	Classification	2020-07-21 08:30:41	karen@spiritproductions.biz	Bid Answer
Spirit Productions	OK	Classification	2020-07-22 07:31:48	karen@spiritproductions.biz	Bid Answer
Spirit Productions	OK	Classification	2020-07-22 07:33:02	karen@spiritproductions.biz	Bid Answer
Spirit Productions	OK	Classification	2020-07-22 08:37:32	karen@spiritproductions.biz	Bid Answer
Spirit Productions	OK	Classification	2020-07-24 10:23:35	karen@spiritproductions.biz	Bid Answer
StageDrop LLC	NJ	Classification	2020-07-06 08:16:00	bids@stagedrop.com	Bid Notification
StageDrop LLC	NJ	Classification	2020-07-08 08:16:54	bids@stagedrop.com	Bid Answer
StageDrop LLC	NJ	Classification	2020-07-16 12:31:30	bids@stagedrop.com	Bid Answer
StageDrop LLC	NJ	Classification	2020-07-16 13:36:52	bids@stagedrop.com	Bid Answer
StageDrop LLC	NJ	Classification	2020-07-17 10:27:55	bids@stagedrop.com	Bid Answer
StageDrop LLC	NJ	Classification	2020-07-17 10:43:00	bids@stagedrop.com	Addendum Notification
StageDrop LLC	NJ	Classification	2020-07-21 08:22:12	bids@stagedrop.com	Bid Answer
StageDrop LLC	NJ	Classification	2020-07-21 08:29:40	bids@stagedrop.com	Bid Answer
StageDrop LLC	NJ	Classification	2020-07-21 08:30:41	bids@stagedrop.com	Bid Answer
StageDrop LLC	NJ	Classification	2020-07-22 07:31:48	bids@stagedrop.com	Bid Answer
StageDrop LLC	NJ	Classification	2020-07-22 07:33:02	bids@stagedrop.com	Bid Answer
StageDrop LLC	NJ	Classification	2020-07-22 08:37:32	bids@stagedrop.com	Bid Answer
StageDrop LLC	NJ	Classification	2020-07-24 10:23:35	bids@stagedrop.com	Bid Answer
Sterling Computers Corporation	SD	Classification	2020-07-06 08:16:00	alex.delao@sterlingcomputers.com	Bid Notification
StoresIQ Inc	CA	Classification	2020-07-06 08:16:00	akeem@storesiq.com	Bid Notification
Studica Inc	NY	Classification	2020-07-06 08:16:00	jims@studica.com	Bid Notification
Sufian Munir Inc.	CA	Self Invited	2020-07-16 12:31:30	amad@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2020-07-16 13:36:52	amad@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2020-07-17 10:27:55	amad@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2020-07-17 10:43:00	amad@clarybusinessmachines.com	Addendum Notification
Sufian Munir Inc.	CA	Self Invited	2020-07-21 08:22:12	amad@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2020-07-21 08:29:40	amad@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2020-07-21 08:30:41	amad@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2020-07-22 07:31:48	amad@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2020-07-22 07:33:02	amad@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2020-07-22 08:37:32	amad@clarybusinessmachines.com	Bid Answer
Sufian Munir Inc.	CA	Self Invited	2020-07-24 10:23:35	amad@clarybusinessmachines.com	Bid Answer
Sunburst Digital	IL	Classification	2020-07-06 08:16:00	bids@sunburst.com	Bid Notification
Sunset Survival & First Aid, Inc.	CA	Classification	2020-07-06 08:16:00	info@sunsetssurvival.com	Bid Notification

Super Duper Inc	SC	Classification	2020-07-06 08:16:00	bids@superduperinc.com	Bid Notification
Superior Text	MI	Classification	2020-07-06 08:16:00	sales@superiortext.com	Bid Notification
SureScore, Inc.	TX	Classification	2020-07-06 08:16:00	info@surescore.com	Bid Notification
Swarm Vision Inc.	CA	Classification	2020-07-06 08:16:00	suzan@swarmvision.com	Bid Notification
Sweet Pipes	TX	Classification	2020-07-06 08:16:00	sales@sweetpipes.com	Bid Notification
SymSoft Solutions, LLC	CA	Classification	2020-07-06 08:16:00	abdul@symsoftsolutions.com	Bid Notification
Synegen, Inc.	IL	Classification	2020-07-06 08:16:00	jessica.adams@synegen.com	Bid Notification
Talk Technologies Inc.	WA	Classification	2020-07-06 08:16:00	info@talktech.com	Bid Notification
Teacher Created Materials Publishing	CA	Classification	2020-07-06 08:16:00	kgraves@tcmpub.com	Bid Notification
Teacher Created Resources	CA	Classification	2020-07-06 08:16:00	custserv@teachercreated.com	Bid Notification
Teacher Created Resources	CA	Classification	2020-07-08 08:16:54	custserv@teachercreated.com	Bid Answer
Teacher Created Resources	CA	Classification	2020-07-16 12:31:30	custserv@teachercreated.com	Bid Answer
Teacher Created Resources	CA	Classification	2020-07-16 13:36:52	custserv@teachercreated.com	Bid Answer
Teacher Created Resources	CA	Classification	2020-07-17 10:27:55	custserv@teachercreated.com	Bid Answer
Teacher Created Resources	CA	Classification	2020-07-17 10:43:00	custserv@teachercreated.com	Addendum Notification
Teacher Created Resources	CA	Classification	2020-07-21 08:22:12	custserv@teachercreated.com	Bid Answer
Teacher Created Resources	CA	Classification	2020-07-21 08:29:40	custserv@teachercreated.com	Bid Answer
Teacher Created Resources	CA	Classification	2020-07-21 08:30:41	custserv@teachercreated.com	Bid Answer
Teacher Created Resources	CA	Classification	2020-07-22 07:31:48	custserv@teachercreated.com	Bid Answer
Teacher Created Resources	CA	Classification	2020-07-22 07:33:02	custserv@teachercreated.com	Bid Answer
Teacher Created Resources	CA	Classification	2020-07-22 08:37:32	custserv@teachercreated.com	Bid Answer
Teacher Created Resources	CA	Classification	2020-07-24 10:23:35	custserv@teachercreated.com	Bid Answer
Teacher's School Supply	FL	Classification	2020-07-06 08:16:00	cheryl@teacherssupply.com	Bid Notification
Teachstone Training LLC	VA	Self Invited	2020-07-16 12:31:30	rfp@teachstone.com	Bid Answer
Teachstone Training LLC	VA	Self Invited	2020-07-16 13:36:52	rfp@teachstone.com	Bid Answer
Teachstone Training LLC	VA	Self Invited	2020-07-17 10:27:55	rfp@teachstone.com	Bid Answer
Teachstone Training LLC	VA	Self Invited	2020-07-17 10:43:00	rfp@teachstone.com	Addendum Notification
Teachstone Training LLC	VA	Self Invited	2020-07-21 08:22:12	rfp@teachstone.com	Bid Answer
Teachstone Training LLC	VA	Self Invited	2020-07-21 08:29:40	rfp@teachstone.com	Bid Answer
Teachstone Training LLC	VA	Self Invited	2020-07-21 08:30:41	rfp@teachstone.com	Bid Answer
Teachstone Training LLC	VA	Self Invited	2020-07-22 07:31:48	rfp@teachstone.com	Bid Answer
Teachstone Training LLC	VA	Self Invited	2020-07-22 07:33:02	rfp@teachstone.com	Bid Answer
Teachstone Training LLC	VA	Self Invited	2020-07-22 08:37:32	rfp@teachstone.com	Bid Answer
Teachstone Training LLC	VA	Self Invited	2020-07-24 10:23:35	rfp@teachstone.com	Bid Answer
Team Office, LLC	MO	Classification	2020-07-06 08:16:00	amurphy@teamoffice.us	Bid Notification
Teammates Commercial Interiors, Inc.	CO	Classification	2020-07-06 08:16:00	berkery@team-mates.com	Bid Notification
Tech Data	FL	Classification	2020-07-06 08:16:00	carol.kornell@techdata.com	Bid Notification
Technology Education Concepts, Inc.	NH	Classification	2020-07-06 08:16:00	sales@tecedu.com	Bid Notification
Technology Purchasing Partners, LLC	OH	Classification	2020-07-06 08:16:00	dstroman@techpurch.com	Bid Notification
Tellus Solutions	CA	Classification	2020-07-06 08:16:00	jineshji@tellussol.com	Bid Notification
Tepia Co, Inc.	CA	Classification	2020-07-06 08:16:00	trisha@tepia.co	Bid Notification
Texas Correctional Industries	TX	Classification	2020-07-06 08:16:00	morgan.ashworth@tdcj.texas.gov	Bid Notification
Texas Health Supply Inc	TX	Classification	2020-07-06 08:16:00	sales@medisouth.com	Bid Notification
TextbookEnterprise Inc	TX	Classification	2020-07-06 08:16:00	hdinterprize@gmail.com	Bid Notification
TFH (USA) Ltd.	PA	Classification	2020-07-06 08:16:00	marian@tfhusa.com	Bid Notification
TFH USA LTD	PA	Classification	2020-07-06 08:16:00	bids@TFHUSA.COM	Bid Notification
The Acorn Group Inc.	CA	Classification	2020-07-06 08:16:00	info@acornnaturalists.com	Bid Notification
The Acorn Group Inc.	CA	Classification	2020-07-24 10:23:35	info@acornnaturalists.com	Bid Answer
THE BURMAX COMPANY, INC	NY	Classification	2020-07-06 08:16:00	n.annonio@burmax.com	Bid Notification
THE BURMAX COMPANY, INC	NY	Classification	2020-07-16 12:31:30	n.annonio@burmax.com	Bid Answer
THE BURMAX COMPANY, INC	NY	Classification	2020-07-16 13:36:52	n.annonio@burmax.com	Bid Answer
THE BURMAX COMPANY, INC	NY	Classification	2020-07-17 10:27:55	n.annonio@burmax.com	Bid Answer
THE BURMAX COMPANY, INC	NY	Classification	2020-07-17 10:43:00	n.annonio@burmax.com	Addendum Notification
THE BURMAX COMPANY, INC	NY	Classification	2020-07-21 08:22:12	n.annonio@burmax.com	Bid Answer
THE BURMAX COMPANY, INC	NY	Classification	2020-07-21 08:29:40	n.annonio@burmax.com	Bid Answer
THE BURMAX COMPANY, INC	NY	Classification	2020-07-21 08:30:41	n.annonio@burmax.com	Bid Answer
THE BURMAX COMPANY, INC	NY	Classification	2020-07-22 07:31:48	n.annonio@burmax.com	Bid Answer
THE BURMAX COMPANY, INC	NY	Classification	2020-07-22 07:33:02	n.annonio@burmax.com	Bid Answer
THE BURMAX COMPANY, INC	NY	Classification	2020-07-22 08:37:32	n.annonio@burmax.com	Bid Answer
THE BURMAX COMPANY, INC	NY	Classification	2020-07-24 10:23:35	n.annonio@burmax.com	Bid Answer
The Education Partners	NY	Classification	2020-07-06 08:16:00	kevin.callahan@achieve3000.com	Bid Notification
The Educational Outback	AK	Classification	2020-07-06 08:16:00	educationaloutback@yahoo.com	Bid Notification
The Horus Group LLC	TX	Classification	2020-07-06 08:16:00	gblack@horusgroupllc.org	Bid Notification
The IQ Business Group, Inc.	VA	Classification	2020-07-06 08:16:00	business.development@iqbginc.com	Bid Notification
The J Paul Company	TX	Classification	2020-07-06 08:16:00	Lindsay@jpaulco.com	Bid Notification
The Language Express, Inc	CA	Classification	2020-07-06 08:16:00	marc@thelanguageexpress.com	Bid Notification
The Legion Group, LLC	AL	Classification	2020-07-06 08:16:00	rob@thelegiongroup.com	Bid Notification
The Library Store, Inc.	IL	Classification	2020-07-06 08:16:00	districtbids@thelibrarystore.com	Bid Notification
The Office Leader	NY	Classification	2020-07-06 08:16:00	bidding@theofficeleader.com	Bid Notification
The Reading Warehouse Inc	SC	Classification	2020-07-06 08:16:00	toddh@trwemail.com	Bid Notification
The Yes Group	MN	Classification	2020-07-06 08:16:00	zach@theyesgroup.com	Bid Notification
The Yes Group	MN	Classification	2020-07-08 08:16:54	zach@theyesgroup.com	Bid Answer
The Yes Group	MN	Classification	2020-07-16 12:31:30	zach@theyesgroup.com	Bid Answer

The Yes Group	MN	Classification	2020-07-16 13:36:52	zach@theyesgroup.com	Bid Answer
The Yes Group	MN	Classification	2020-07-17 10:27:55	zach@theyesgroup.com	Bid Answer
The Yes Group	MN	Classification	2020-07-17 10:43:00	zach@theyesgroup.com	Addendum Notification
The Yes Group	MN	Classification	2020-07-21 08:22:12	zach@theyesgroup.com	Bid Answer
The Yes Group	MN	Classification	2020-07-21 08:29:40	zach@theyesgroup.com	Bid Answer
The Yes Group	MN	Classification	2020-07-21 08:30:41	zach@theyesgroup.com	Bid Answer
The Yes Group	MN	Classification	2020-07-22 07:31:48	zach@theyesgroup.com	Bid Answer
The Yes Group	MN	Classification	2020-07-22 07:33:02	zach@theyesgroup.com	Bid Answer
The Yes Group	MN	Classification	2020-07-22 08:37:32	zach@theyesgroup.com	Bid Answer
The Yes Group	MN	Classification	2020-07-24 10:23:35	zach@theyesgroup.com	Bid Answer
Therapro, Inc.	MA	Classification	2020-07-06 08:16:00	kcotr@therapro.com	Bid Notification
Therapro, Inc.	MA	Classification	2020-07-08 08:16:54	kcotr@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2020-07-16 12:31:30	kcotr@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2020-07-16 13:36:52	kcotr@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2020-07-17 10:27:55	kcotr@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2020-07-17 10:43:00	kcotr@therapro.com	Addendum Notification
Therapro, Inc.	MA	Classification	2020-07-21 08:22:12	kcotr@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2020-07-21 08:29:40	kcotr@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2020-07-21 08:30:41	kcotr@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2020-07-22 07:31:48	kcotr@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2020-07-22 07:33:02	kcotr@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2020-07-22 08:37:32	kcotr@therapro.com	Bid Answer
Therapro, Inc.	MA	Classification	2020-07-24 10:23:35	kcotr@therapro.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2020-07-06 08:16:00	sales@socialthinking.com	Bid Notification
Think Social Publishing, Inc.	CA	Classification	2020-07-08 08:16:54	sales@socialthinking.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2020-07-16 12:31:30	sales@socialthinking.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2020-07-16 13:36:52	sales@socialthinking.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2020-07-17 10:27:55	sales@socialthinking.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2020-07-17 10:43:00	sales@socialthinking.com	Addendum Notification
Think Social Publishing, Inc.	CA	Classification	2020-07-21 08:22:12	sales@socialthinking.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2020-07-21 08:29:40	sales@socialthinking.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2020-07-21 08:30:41	sales@socialthinking.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2020-07-22 07:31:48	sales@socialthinking.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2020-07-22 07:33:02	sales@socialthinking.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2020-07-22 08:37:32	sales@socialthinking.com	Bid Answer
Think Social Publishing, Inc.	CA	Classification	2020-07-24 10:23:35	sales@socialthinking.com	Bid Answer
ThinkCERCA	IL	Classification	2020-07-06 08:16:00	abby@thinkcerca.com	Bid Notification
Tiger Direct	FL	Classification	2020-07-06 08:16:00	richard.ruiz@tigerdirect.com	Bid Notification
Tiger Direct	IL	Classification	2020-07-06 08:16:00	donald.phelps@tigerdirect.com	Bid Notification
Tigerdirect Inc	FL	Classification	2020-07-06 08:16:00	Derek.James@Tigerdirect.com	Bid Notification
Tobias International	TX	Classification	2020-07-06 08:16:00	stacey.crow@tobiassystems.com	Bid Notification
Total Material Handling Solutions LLC	TX	Classification	2020-07-06 08:16:00	andrew@e-rackonline.com	Bid Notification
Trinity Education Group	MD	Classification	2020-07-06 08:16:00	contracts@trinityeducationgroup.com	Bid Notification
Trinity Education Group	MD	Classification	2020-07-08 08:16:54	contracts@trinityeducationgroup.com	Bid Answer
Trinity Education Group	MD	Classification	2020-07-16 12:31:30	contracts@trinityeducationgroup.com	Bid Answer
Trinity Education Group	MD	Classification	2020-07-16 13:36:52	contracts@trinityeducationgroup.com	Bid Answer
Trinity Education Group	MD	Classification	2020-07-17 10:27:55	contracts@trinityeducationgroup.com	Bid Answer
Trinity Education Group	MD	Classification	2020-07-17 10:43:00	contracts@trinityeducationgroup.com	Addendum Notification
Trinity Education Group	MD	Classification	2020-07-21 08:22:12	contracts@trinityeducationgroup.com	Bid Answer
Trinity Education Group	MD	Classification	2020-07-21 08:29:40	contracts@trinityeducationgroup.com	Bid Answer
Trinity Education Group	MD	Classification	2020-07-21 08:30:41	contracts@trinityeducationgroup.com	Bid Answer
Trinity Education Group	MD	Classification	2020-07-22 07:31:48	contracts@trinityeducationgroup.com	Bid Answer
Trinity Education Group	MD	Classification	2020-07-22 07:33:02	contracts@trinityeducationgroup.com	Bid Answer
Trinity Education Group	MD	Classification	2020-07-22 08:37:32	contracts@trinityeducationgroup.com	Bid Answer
Trinity Education Group	MD	Classification	2020-07-24 10:23:35	contracts@trinityeducationgroup.com	Bid Answer
TripleNterprises	TX	Classification	2020-07-06 08:16:00	ntarantino@txstaar.com	Bid Notification
TTI Business Products, Inc.	NY	Classification	2020-07-06 08:16:00	billiejean@ttibusiness.com	Bid Notification
Ultimate Office Solutions, Inc.	NJ	Classification	2020-07-06 08:16:00	customerservice@ultoffice.com	Bid Notification
Ultra Inc	SD	Classification	2020-07-06 08:16:00	gcornell@connectingpoint.biz	Bid Notification
Ultra Inc.	ND	Self Invited	2020-07-08 08:16:54	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Self Invited	2020-07-16 12:31:30	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Self Invited	2020-07-16 13:36:52	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Self Invited	2020-07-17 10:27:55	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Self Invited	2020-07-17 10:43:00	tschatz@connectingpoint.biz	Addendum Notification
Ultra Inc.	ND	Self Invited	2020-07-21 08:22:12	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Self Invited	2020-07-21 08:29:40	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Self Invited	2020-07-21 08:30:41	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Self Invited	2020-07-22 07:31:48	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Self Invited	2020-07-22 07:33:02	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Self Invited	2020-07-22 08:37:32	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Self Invited	2020-07-24 10:23:35	tschatz@connectingpoint.biz	Bid Answer
USA McDONALD	MT	Classification	2020-07-06 08:16:00	charlotte@norcoproducts.com	Bid Notification
USA McDonald Corporation	MT	Classification	2020-07-06 08:16:00	jim@norcoproducts.com	Bid Notification
UWorld	TX	Classification	2020-07-06 08:16:00	dfleury@uworld.com	Bid Notification
Valiant National AV Supply	NJ	Classification	2020-07-06 08:16:00	rwolsten@800valiant.com	Bid Notification

Valley Litho Supply	WI	Classification	2020-07-06 08:16:00	jimb@valleylitho.com	Bid Notification
Value Retail Group Inc.	FL	Classification	2020-07-06 08:16:00	mweb72@yahoo.com	Bid Notification
vCloud Tech Inc.	CA	Classification	2020-07-06 08:16:00	vcloud@vcloudtech.com	Bid Notification
Venus Supplies and Services	PA	Classification	2020-07-06 08:16:00	Terryg@VenusSuppliesCompany.com	Bid Notification
Versa Products	CA	Classification	2020-07-06 08:16:00	trig.alonso@versaproducts.com	Bid Notification
Versadial Corporation	CA	Classification	2020-07-06 08:16:00	elenas@versadial.com	Bid Notification
Vertical AIT	TX	Classification	2020-07-06 08:16:00	info@verticalait.com	Bid Notification
VIRCO INC	CA	Classification	2020-07-06 08:16:00	DEBBIESTOTTLER@VIRCO.COM	Bid Notification
Virco Inc.	AR	Classification	2020-07-06 08:16:00	cms@virco.com	Bid Notification
Virco Mfg Corp	CA	Classification	2020-07-06 08:16:00	michellemack@virco.com	Bid Notification
Virtual Speech Center Inc	CA	Classification	2020-07-06 08:16:00	info@virtualespeechcenter.com	Bid Notification
Visualedtech, Inc	NJ	Classification	2020-07-06 08:16:00	vised@optonline.net	Bid Notification
VSA, Inc.	NE	Classification	2020-07-06 08:16:00	lora@vsa1.com	Bid Notification
VSC, Inc.	MI	Classification	2020-07-06 08:16:00	lkemmer@shopvsc.com	Bid Notification
W. Oscar Neuhaus Memorial Foundation	TX	Classification	2020-07-06 08:16:00	lshepherd@neuhaus.org	Bid Notification
Washington Correctional Industries	WA	Classification	2020-07-06 08:16:00	donna.gober@doc.wa.gov	Bid Notification
Wayfair	MA	Classification	2020-07-06 08:16:00	jvignati@wayfair.com	Bid Notification
Wayfair Inc.	MA	Classification	2020-07-06 08:16:00	jhaber@wayfair.com	Bid Notification
WBF Independent Consulting LLC	MS	Classification	2020-07-21 18:37:01	wbfindependentconsulting@gmail.com	Bid Notification
WDM INC	NC	Classification	2020-07-06 08:16:00	contracts@wooddesigns.org	Bid Notification
WDM, Inc.	NC	Classification	2020-07-06 08:16:00	wooddesigns@ironfurnace.com	Bid Notification
WDM, INC.	NC	Classification	2020-07-06 08:16:00	thomas@wooddesigns.org	Bid Notification
Welland Trading Company LLC	WA	Classification	2020-07-06 08:16:00	ivy.longtek@gmail.com	Bid Notification
WestEd	CA	Classification	2020-07-06 08:16:00	staterfp@wested.org	Bid Notification
Weston Woods Studios, inc.	CT	Classification	2020-07-06 08:16:00	khayes-grimm@scholastic.com	Bid Notification
Winnovation LLC	KS	Classification	2020-07-06 08:16:00	m.desai@winnovation.co	Bid Notification
WINPORT FURNITURE	TX	Classification	2020-07-06 08:16:00	kerem@winportfurniture.com	Bid Notification
Woodburn Press LLC	OH	Classification	2020-07-06 08:16:00	ashley@woodburnpress.com	Bid Notification
Woodburn Press LLC	OH	Classification	2020-07-08 08:16:54	ashley@woodburnpress.com	Bid Answer
Woodburn Press LLC	OH	Classification	2020-07-16 12:31:30	ashley@woodburnpress.com	Bid Answer
Woodburn Press LLC	OH	Classification	2020-07-16 13:36:52	ashley@woodburnpress.com	Bid Answer
Woodburn Press LLC	OH	Classification	2020-07-17 10:27:55	ashley@woodburnpress.com	Bid Answer
Woodburn Press LLC	OH	Classification	2020-07-17 10:43:00	ashley@woodburnpress.com	Addendum Notification
Woodburn Press LLC	OH	Classification	2020-07-21 08:22:12	ashley@woodburnpress.com	Bid Answer
Woodburn Press LLC	OH	Classification	2020-07-21 08:29:40	ashley@woodburnpress.com	Bid Answer
Woodburn Press LLC	OH	Classification	2020-07-21 08:30:41	ashley@woodburnpress.com	Bid Answer
Woodburn Press LLC	OH	Classification	2020-07-22 07:31:48	ashley@woodburnpress.com	Bid Answer
Woodburn Press LLC	OH	Classification	2020-07-22 07:33:02	ashley@woodburnpress.com	Bid Answer
Woodburn Press LLC	OH	Classification	2020-07-22 08:37:32	ashley@woodburnpress.com	Bid Answer
Woodburn Press LLC	OH	Classification	2020-07-24 10:23:35	ashley@woodburnpress.com	Bid Answer
Workplace Emporium	CA	Classification	2020-07-06 08:16:00	laura@workplaceemporium.com	Bid Notification
World of Reading, Ltd.	GA	Classification	2020-07-06 08:16:00	polyglot@wor.com	Bid Notification
Worthington Direct	TX	Classification	2020-07-06 08:16:00	neely@worthingtondirect.com	Bid Notification
WPOB Industries Inc	CA	Classification	2020-07-06 08:16:00	pobrien@wpobs.com	Bid Notification
wqdee inc	GA	Classification	2020-07-06 08:16:00	sales5@crapmail.org	Bid Notification
WRS Group, Ltd.	TX	Classification	2020-07-06 08:16:00	sales@wrsgroup.com	Bid Notification
XYPLES LLC	CA	Classification	2020-07-06 08:16:00	tokonkwo@xyples.com	Bid Notification
XYZPrinting, Inc.	CA	Classification	2020-07-06 08:16:00	vinsonchien@xyzprinting.com	Bid Notification
Yardstick Software inc.	AB	Classification	2020-07-06 08:16:00	greg.albin@getyardstick.com	Bid Notification
YORKTOWN INDUSTRIES, INC	CA	Classification	2020-07-06 08:16:00	ddavis@yorktownindustries.com	Bid Notification
youthlight	SC	Classification	2020-07-06 08:16:00	smccarthy@youthlightbooks.com	Bid Notification
youthlight	SC	Classification	2020-07-16 12:31:30	smccarthy@youthlightbooks.com	Bid Answer
youthlight	SC	Classification	2020-07-16 13:36:52	smccarthy@youthlightbooks.com	Bid Answer
youthlight	SC	Classification	2020-07-17 10:27:55	smccarthy@youthlightbooks.com	Bid Answer
youthlight	SC	Classification	2020-07-17 10:43:00	smccarthy@youthlightbooks.com	Addendum Notification
youthlight	SC	Classification	2020-07-21 08:22:12	smccarthy@youthlightbooks.com	Bid Answer
youthlight	SC	Classification	2020-07-21 08:29:40	smccarthy@youthlightbooks.com	Bid Answer
youthlight	SC	Classification	2020-07-21 08:30:41	smccarthy@youthlightbooks.com	Bid Answer
youthlight	SC	Classification	2020-07-22 07:31:48	smccarthy@youthlightbooks.com	Bid Answer
youthlight	SC	Classification	2020-07-22 07:33:02	smccarthy@youthlightbooks.com	Bid Answer
youthlight	SC	Classification	2020-07-22 08:37:32	smccarthy@youthlightbooks.com	Bid Answer
youthlight	SC	Classification	2020-07-24 10:23:35	smccarthy@youthlightbooks.com	Bid Answer
youthlight	SC	Classification	2020-07-27 13:49:04	smccarthy@youthlightbooks.com	Bid Answer
youthlight	SC	Classification	2020-07-27 13:49:09	smccarthy@youthlightbooks.com	Bid Answer
Yuja Inc.	CA	Classification	2020-07-06 08:16:00	isaac.smith@yuja.com	Bid Notification
ZAI Gloal Inc	NJ	Classification	2020-07-06 08:16:00	rakeshg@zaiglobal.com	Bid Notification
Zaner Bloser	OH	Classification	2020-07-06 08:16:00	leslie.shawver@zaner-bloser.com	Bid Notification
Zaner Bloser	OH	Classification	2020-07-08 08:16:54	leslie.shawver@zaner-bloser.com	Bid Answer
Zaner Bloser	OH	Classification	2020-07-16 12:31:30	leslie.shawver@zaner-bloser.com	Bid Answer
Zaner Bloser	OH	Classification	2020-07-16 13:36:52	leslie.shawver@zaner-bloser.com	Bid Answer
Zaner Bloser	OH	Classification	2020-07-17 10:27:55	leslie.shawver@zaner-bloser.com	Bid Answer
Zaner Bloser	OH	Classification	2020-07-17 10:43:00	leslie.shawver@zaner-bloser.com	Addendum Notification
Zaner Bloser	OH	Classification	2020-07-21 08:22:12	leslie.shawver@zaner-bloser.com	Bid Answer
Zaner Bloser	OH	Classification	2020-07-21 08:29:40	leslie.shawver@zaner-bloser.com	Bid Answer
Zaner Bloser	OH	Classification	2020-07-21 08:30:41	leslie.shawver@zaner-bloser.com	Bid Answer

Zaner Bloser	OH	Classification	2020-07-22 07:31:48	leslie.shawver@zaner-bloser.com	Bid Answer
Zaner Bloser	OH	Classification	2020-07-22 07:33:02	leslie.shawver@zaner-bloser.com	Bid Answer
Zaner Bloser	OH	Classification	2020-07-22 08:37:32	leslie.shawver@zaner-bloser.com	Bid Answer
Zaner Bloser	OH	Classification	2020-07-24 10:23:35	leslie.shawver@zaner-bloser.com	Bid Answer
Zapopan Business Group. LLC	TX	Classification	2020-07-06 08:16:00	Jesse@WorldWideImagingSupplies.com	Bid Notification
Ziiva	VA	Classification	2020-07-06 08:16:00	markk@ziiva.com	Bid Notification
Zones, Inc.	WA	Classification	2020-07-06 08:16:00	teammn.goved@zones.com	Bid Notification
Zones, LLC	WA	Classification	2020-07-06 08:16:00	teamtx.goved@zones.com	Bid Notification

Access Report

Agency

Cooperative Purchasing Connection

Bid Number

21.4

Bid Title

Instructional Materials and Classroom Supplies

Vendor Name	Accessed First Time	Most Recent Access	Documents	Most Recent Response Date
KENNEY CONTRACT ASSOC	2020-07-13 09:03 AM CDT	2020-07-22 12:04 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
School Wholesale Supplies LLC	2020-07-16 06:24 AM CDT	2020-07-16 06:25 AM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
S&S Worldwide	2020-07-06 09:21 AM CDT	2020-07-16 02:36 PM CDT	RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
WBF Independent Consulting LLC	2020-07-21 07:37 PM CDT	2020-07-21 07:37 PM CDT		
Blick Art Materials LLC	2020-07-09 08:48 AM CDT	2020-07-09 08:48 AM CDT		
MT Library Services Inc. dba Junior Library Guild	2020-08-03 02:45 PM CDT	2020-08-03 02:48 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - General Terms and Conditions.pdf	
NATIONAL SCHOOL PRODUCTS (JOHN C NOWELL DBA)	2020-07-06 09:17 AM CDT	2020-07-21 10:09 AM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf	
Elkind + Sweet Communications, Inc	2020-07-06 04:23 PM CDT	2020-07-06 04:27 PM CDT	RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Welland Trading Company LLC	2020-07-06 10:59 AM CDT	2020-07-06 10:59 AM CDT		
Spirit Productions	2020-07-06 03:24 PM CDT	2020-07-21 10:56 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
hand2mind, Inc.	2020-08-04 07:57 AM CDT	2020-08-04 10:36 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - General Terms and Conditions.pdf	
Pyramid Paper Company	2020-07-06 10:20 AM CDT	2020-07-06 10:46 AM CDT	RFP #21.4 - Pricing Schedule.xlsx	
Follett School Solutions, Inc.	2020-07-13 05:58 AM CDT	2020-07-13 05:59 AM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Anchorage Medical Equipment & Supplies, LLC / Anchorage Unlimited	2020-07-14 11:18 PM CDT	2020-07-26 11:27 AM CDT	RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - General Terms and Conditions.pdf	
Lotus Logistics LLC, DBA: Discount Central	2020-07-28 04:30 AM CDT	2020-07-28 04:30 AM CDT		
Scantron Corporation	2020-07-07 11:10 AM CDT	2020-07-07 11:12 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf RFP #21.4 - Pricing Schedule.xlsx	

Nasco	2020-07-06 09:52 AM CDT	2020-08-05 09:03 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	2020-08-05 07:58 AM CDT
Pala Supply Company, Inc	2020-07-06 12:57 PM CDT	2020-07-15 05:58 PM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf RFP #21.4 - Pricing Schedule.xlsx	
Imagination Station (dba Istation)	2020-07-09 08:13 AM CDT	2020-07-21 09:56 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
North America Procurement Council	2020-07-07 06:12 PM CDT	2020-07-25 12:12 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf	
Quill Corporation	2020-07-06 09:22 AM CDT	2020-07-21 12:30 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf RFP #21.4 - Pricing Schedule.xlsx	
SARGENT WELCH/VWR	2020-07-07 05:39 AM CDT	2020-07-29 08:53 AM CDT	RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Barnes & Noble Booksellers, Inc.	2020-07-08 01:25 PM CDT	2020-08-04 08:37 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	2020-08-04 08:37 AM CDT
BioFit Engineered Products limited Partnership	2020-07-06 09:54 AM CDT	2020-07-06 09:54 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Paragon Furniture, LP	2020-07-14 01:54 PM CDT	2020-07-17 12:06 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
AUDIO VISUAL AIDS CORP	2020-07-06 01:51 PM CDT	2020-07-21 11:39 AM CDT		
Fun and Function	2020-07-16 10:59 AM CDT	2020-07-16 11:01 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Forms & Signatures.pdf	
Dodge Data & Analytics	2020-07-06 12:31 PM CDT	2020-08-04 02:57 PM CDT		
Carolina Biological Supply	2020-07-06 09:18 AM CDT	2020-07-31 06:02 AM CDT	RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - General Terms and Conditions.pdf	
MUSIC IN MOTION	2020-07-29 10:40 AM CDT	2020-07-29 10:44 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Pricing Schedule.xlsx	

The Reading Warehouse Inc	2020-08-04 11:14 AM CDT	2020-08-04 11:19 AM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - General Terms and Conditions.pdf	
Clark Associates Inc	2020-07-06 02:24 PM CDT	2020-07-06 02:24 PM CDT		
NoRedInk Corp.	2020-07-17 02:14 PM CDT	2020-07-17 02:14 PM CDT		
L&L Supplies	2020-07-07 09:59 AM CDT	2020-07-18 04:36 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
DREAMBOX LEARNING INC	2020-07-07 07:18 AM CDT	2020-07-20 01:07 PM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
IMS	2020-07-09 05:52 AM CDT	2020-07-09 05:52 AM CDT		
314 Easy Math,LLC	2020-07-06 11:16 AM CDT	2020-07-06 11:16 AM CDT		
Crick Software, Inc.	2020-07-06 09:19 AM CDT	2020-07-06 09:19 AM CDT		
National Educational Systems, Inc	2020-07-07 02:34 PM CDT	2020-07-07 02:52 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Fomcore, LLC	2020-07-07 11:05 AM CDT	2020-08-04 02:02 PM CDT	RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - General Terms and Conditions.pdf	
Newline Interactive	2020-07-06 09:18 AM CDT	2020-07-16 03:12 PM CDT	RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Onvia	2020-07-06 01:48 PM CDT	2020-08-04 03:01 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.pdf RFP #21.4 - Vendor Questionnaire.pdf RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Saddleback Educational Publishing	2020-07-14 12:41 PM CDT	2020-07-22 09:47 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf RFP #21.4 - Pricing Schedule.xlsx	
AmTab Manufacturing Corporation	2020-07-07 10:50 AM CDT	2020-08-04 01:30 PM CDT	RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	2020-07-30 11:56 AM CDT
Howard Industries, Inc.	2020-07-06 09:23 AM CDT	2020-07-06 09:23 AM CDT	RFP #21.4 - Pricing Schedule.xlsx	
School Specialty	2020-07-06 09:19 AM CDT	2020-08-04 10:34 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
DeAlba Math Center	2020-07-06 11:54 AM CDT	2020-07-06 01:26 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Teacher Created Resources	2020-07-06 09:29 AM CDT	2020-07-20 12:42 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	

Hann Manufacturing, Inc.	2020-07-06 11:34 AM CDT	2020-08-03 12:14 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - General Terms and Conditions.pdf	
SO	2020-07-06 01:15 PM CDT	2020-07-06 01:15 PM CDT		
Savvas Learning Company LLC	2020-07-07 09:58 AM CDT	2020-07-16 02:26 PM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
ACE Educational Supplies	2020-07-06 10:48 AM CDT	2020-07-06 11:12 AM CDT	RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Ultra Inc.	2020-07-06 09:19 AM CDT	2020-07-06 11:37 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Abecedarian ABC, LLC	2020-07-06 01:55 PM CDT	2020-07-06 01:56 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Atlas Commercial Products	2020-07-06 12:42 PM CDT	2020-07-06 12:42 PM CDT		
ORIGO Education, Inc	2020-07-06 10:47 AM CDT	2020-07-06 10:48 AM CDT	RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Encore Data Products, Inc.	2020-07-09 11:29 AM CDT	2020-07-29 04:23 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
One Stop Office & Business Solutions	2020-07-07 09:13 AM CDT	2020-08-04 01:51 PM CDT	RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf RFP #21.4 - Pricing Schedule.xlsx	
NCS Pearson, Inc.	2020-07-31 08:43 AM CDT	2020-07-31 08:43 AM CDT		
REALLY GOOD STUFF	2020-07-06 01:38 PM CDT	2020-08-05 09:47 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf	2020-08-05 09:47 AM CDT
ACCO Brands USA LLC	2020-07-06 12:09 PM CDT	2020-07-27 11:10 AM CDT	RFP #21.4 - Pricing Schedule.xlsx	
Sex Ed Mart	2020-07-06 12:54 PM CDT	2020-07-20 09:05 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Brodart Co	2020-07-10 11:33 AM CDT	2020-07-10 11:36 AM CDT	RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
SmartProcure	2020-07-07 03:19 AM CDT	2020-07-20 10:27 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Trinity Education Group	2020-07-06 10:42 AM CDT	2020-07-06 10:43 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	

Lightspeed Technologies, Inc.	2020-07-06 04:55 PM CDT	2020-07-22 09:11 AM CDT	RFP #21.4 - Pricing Schedule.xlsx	
The Library Store, Inc.	2020-08-03 11:20 AM CDT	2020-08-03 11:25 AM CDT	RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf	
Scholastic Inc.	2020-07-06 10:05 AM CDT	2020-07-24 01:06 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Woodburn Press LLC	2020-07-06 09:28 AM CDT	2020-07-06 09:35 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Bio Company Inc	2020-07-08 08:30 AM CDT	2020-07-30 03:18 PM CDT	RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf	
DrumFIT USA	2020-07-06 11:38 AM CDT	2020-07-28 12:54 PM CDT	RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
ACT, Inc.	2020-07-09 08:58 AM CDT	2020-07-09 10:17 AM CDT		
Classlink	2020-07-06 10:19 AM CDT	2020-07-06 10:19 AM CDT		
Didax, Inc.	2020-07-09 01:01 PM CDT	2020-07-16 05:13 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Complete Book and Media Supply	2020-07-15 04:13 PM CDT	2020-07-15 04:13 PM CDT		
Teachstone Training LLC	2020-07-09 08:39 PM CDT	2020-07-21 12:10 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Hertzberg-New Method, Inc. DBA Perma-Bound Books	2020-07-28 10:48 AM CDT	2020-07-28 10:53 AM CDT	RFP #21.4 - Vendor Questionnaire.docx	2020-07-28 10:58 AM CDT
Ironwood Manufacturing, Inc.	2020-07-24 02:48 PM CDT	2020-07-24 02:48 PM CDT		
MaxiAids, Inc.	2020-07-06 10:53 AM CDT	2020-08-04 09:17 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Vendor Questionnaire.docx	
National Business Furniture	2020-07-07 12:25 PM CDT	2020-07-16 02:06 PM CDT	RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf RFP #21.4 - Vendor Forms & Signatures.pdf	
Discovery Education	2020-07-07 08:24 AM CDT	2020-07-07 08:24 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Aarco Products, Inc.	2020-07-20 01:36 PM CDT	2020-08-03 12:22 PM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf	
ASI Associates	2020-07-14 01:34 PM CDT	2020-07-22 10:12 AM CDT	RFP #21.4 - Pricing Schedule.xlsx	
MiEN Company, Inc.	2020-07-20 02:45 PM CDT	2020-07-20 02:45 PM CDT		
Questivity Inc	2020-07-06 03:42 PM CDT	2020-07-06 04:07 PM CDT	RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
The Yes Group	2020-07-06 12:36 PM CDT	2020-07-06 02:47 PM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Zaner Bloser	2020-07-06 10:21 AM CDT	2020-08-05 11:40 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Renaissance Learning, Inc.	2020-07-27 01:06 PM CDT	2020-07-27 01:07 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf	

Kaplan Early Learning Company	2020-07-09 07:28 AM CDT	2020-07-31 09:02 AM CDT	RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	2020-07-31 08:59 AM CDT
Think Social Publishing, Inc.	2020-07-07 01:40 PM CDT	2020-07-13 06:39 PM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
The Acorn Group Inc.	2020-07-22 12:11 PM CDT	2020-07-22 12:12 PM CDT	RFP #21.4 - Pricing Schedule.xlsx	
Superior Text	2020-07-06 12:55 PM CDT	2020-07-06 12:55 PM CDT		
Beyond Play LLC	2020-07-30 12:54 PM CDT	2020-07-30 01:21 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf	
NCS Pearson, Inc	2020-07-06 09:55 AM CDT	2020-07-17 05:26 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Apogee Components, Inc.	2020-07-06 01:34 PM CDT	2020-07-06 01:37 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf RFP #21.4 - Pricing Schedule.xlsx	
Sufian Munir Inc.	2020-07-10 12:19 AM CDT	2020-07-10 12:21 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf RFP #21.4 - Vendor Questionnaire.docx	
ELB US Inc.	2020-07-06 10:41 AM CDT	2020-07-06 10:41 AM CDT		
EARLYCHILDHOOD LLC	2020-07-06 03:21 PM CDT	2020-07-16 01:45 PM CDT	RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
THE BURMAX COMPANY, INC	2020-07-06 02:00 PM CDT	2020-07-22 01:37 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Continental Clay	2020-07-23 12:00 PM CDT	2020-08-04 08:19 PM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Pricing Schedule.xlsx	2020-08-04 08:19 PM CDT
Pitsco, Inc	2020-07-07 09:22 AM CDT	2020-07-27 04:10 PM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Cengage Learning	2020-07-06 09:17 AM CDT	2020-07-06 09:17 AM CDT		
CORE FURNITURE	2020-07-06 09:20 AM CDT	2020-07-06 09:20 AM CDT		
StageDrop LLC	2020-07-06 09:56 AM CDT	2020-07-06 09:58 AM CDT	RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Athena Scholastic	2020-07-15 02:26 PM CDT	2020-07-15 02:32 PM CDT	RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
East West Discovery Press	2020-07-30 12:32 PM CDT	2020-07-30 12:34 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf	
TFH USA Ltd	2020-07-06 09:24 AM CDT	2020-07-06 09:24 AM CDT		

youthlight	2020-07-08 02:24 PM CDT	2020-07-28 11:44 AM CDT	RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	2020-07-13 12:57 PM CDT
Andrea Communications LLC	2020-07-15 01:04 PM CDT	2020-07-15 01:05 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Russell Carroll Manufacturing, Inc.	2020-07-07 06:46 AM CDT	2020-07-07 06:46 AM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
Fisher Science Education	2020-07-06 02:18 PM CDT	2020-07-22 05:26 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf	
CJIS GROUP LLC	2020-07-07 06:21 AM CDT	2020-07-07 06:21 AM CDT		
Therapro, Inc.	2020-07-06 10:17 AM CDT	2020-07-26 02:08 PM CDT	RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
CDW Government LLC	2020-07-06 09:21 AM CDT	2020-07-06 09:21 AM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	
CEV Multimedia, Ltd.	2020-07-28 01:16 PM CDT	2020-07-28 01:53 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf	
Computer Comforts, Inc.	2020-07-20 02:42 PM CDT	2020-07-20 02:44 PM CDT	RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx	
Harvey Creations, LLC	2020-07-15 12:44 PM CDT	2020-07-16 02:08 PM CDT	RFP #21.4 - Pricing Schedule.xlsx	
LAKESHORE EQUIPMENT COMPANY DBA LAKESHORE LEARNING MATERIALS	2020-07-06 02:04 PM CDT	2020-08-05 11:07 AM CDT	RFP #21.4 - Vendor Forms & Signatures.pdf RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf RFP #21.4 - Instructional Materials & Classroom Supplies_Amended 7.17.2020.pdf RFP #21.4 - Instructional Materials & Classroom Supplies.pdf	2020-08-03 04:26 PM CDT
Jonti-Craft	2020-07-09 09:20 AM CDT	2020-07-09 09:20 AM CDT		
Prime Educational Products, LLC	2020-07-23 10:26 AM CDT	2020-07-23 10:30 AM CDT	RFP #21.4 - Pricing Schedule.xlsx RFP #21.4 - Vendor Questionnaire.docx RFP #21.4 - General Terms and Conditions.pdf	

Opening Record

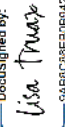
RFP #21.4 – Instructional Materials & Classroom Supplies

August 5, 2020 10:00 a.m. CT

Request for Proposal

Date

Time

DocuSigned by:

 Lisa Truax
 9A6BC08E396442...

DocuSigned by:

 Lori Mittelstadt
 DD007E944F4243D...

Lisa Truax, Procurement Solutions Coordinator

Lori Mittelstadt, CPC Assistant

Company Responding	Am Tab Manufacturing Corporation	Barnes & Noble Booksellers	Continental Clay	Hetzberg New Method, Inc. DBA Perma Bound Books	Kaplan Early Learning Company	Lakeshore Equipment Company	Nasco	Really Good Stuff	Youth Light
Copy of Bid Bond - \$2,500 Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
Certificate of Insurance Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
Pricing Schedule Yes/No	Yes	Yes	No	Yes	Yes	Yes	No	Yes	No
Vendor Forms & Signatures Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Vendor Questionnaire Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
Exhibit A – Mktg. Plan Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
Exhibit B – Letter/Line of Credit Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
Additional Information									
Business Type Certificate	Yes	-	-	-	-	-	-	-	-
Catalogs	Yes	-	-	-	-	Yes	Yes	-	-
Other	Green Cert Sustainability UL Certificate Warranty	-	-	Qty. Discount Sole Source	-	Sole Source Retail Store List Cover Letter Brochure	Quote Terms & Conditions	CPC Discount Terms	-
Qualified Respondent Yes/No	Yes	Yes	No	Yes	Yes	Yes	No	Yes	No



Cooperative Purchasing Connection
Tabulation Report RFP #21.4 - Instructional Materials
and Classroom Supplies
Vendor: AmTab Manufacturing Corporation

General Comments:

- General Attachments:** 2020 Product Catalog - AmTab Manufacturing Corporation.pdf On file w/ CPC.
AmTab Manufacturing Corporation Logo .jpg
AmTab Price List - 2020.pdf On file with CPC.
Authorized Dealer List- AmTab Manufacturing Corporation.xlsx
Cashiers Check- AmTab Manufacturing Corporation.pdf On file with CPC.
EXHIBIT A-Marketing Plan- AmTab Manufacturing Corporation.pdf
Letter- Line of Credit- AmTab Manufacturing Corporation.pdf Confidential
MAS Green Certificate- AmTab Manufacturing Corporation.pdf
MBE Certificate- AmTab Manufacturing Corporation.pdf
Pricing Schedule- AmTab Manufacturing Corporation.xlsx Full list on file with CPC.
Sustainability Statement- AmTab Manufacturing Corporation.pdf
UL Certificate - AmTab Manufacturing Corporation.pdf
Vendor Forms and Signature- AmTab Manufacturing Corporation.pdf
Vendor Questionnaire- AmTab Manufacturing Corporation.pdf
Warranty- AmTab Manufacturing Corporation.pdf

Vendor Questionnaire

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled “***Vendor Questionnaire – Name of Company***”.
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

The following sections will need to be completed before submission and submitted as one (1) single PDF titled “Vendor Questionnaire – Name of Company”:

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Warranty](#)
6. [Industry-Specific Information](#)
7. [References](#)
8. [Additional Requirements*](#)

Company Information

Name of Company: AmTab Manufacturing Corporation

Company Address: 600 Eagle Drive

City, State, Zip code: Bensenville, Illinois 60106

Website: <https://www.amtab.com/>

Phone: (630) 301-7600

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Steve Samikkannu	Steve.Samikkannu@amtab.com	(630) 301-7600
Contract Manager	Martha Davchev	contractteam@amtab.com	(630) 301-7600
Sales Manager	Steve Samikkannu	Steve.Samikkannu@amtab.com	(630) 301-7600
Marketing Manager	Steve Samikkannu	Steve.Samikkannu@amtab.com	(630) 301-7600
Customer Service Manager	Steve Samikkannu	Steve.Samikkannu@amtab.com	(630) 301-7600
Account Manager(s)	Martha Davchev	contractteam@amtab.com	(630) 301-7600

List who will be responsible for receiving updated membership lists.

Name	Email	Phone
Martha Davchev	contractteam@amtab.com	(630) 301-7600

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
Greg Swon	Contractteam@amtab.com	(630) 301-7600

List who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
Greg Swon	Contractteam@amtab.com	(630) 301-7600

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see bid checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
X	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other: list name

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Qualifications & Experience (80 points)

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

AmTab was originally founded in 1958. Today AmTab is located in Bensenville, Illinois and is a family owned and operated business which features AmTab's owner, Doss Samikkannu and his sons Steve and Jason who have taken the business to new heights. At AmTab, we design, manufacture, and furnish all of our products in house at our 300,000+ foot facility which is an incredible advantage as it allows us to oversee every process from start to finish. Primarily, we are the leading innovators in the K-12 Dining Commons and K-12 Food Courts being able to provide customized tables, mobile booth systems, and interior décor signage. Typically, we see a 10% - 15% increase in student participation in breakfast and lunch programs as a result of our work within the dining commons. As we continue to grow we are being asked to venture into different markets. As a result of our success in the K-12 Dining Commons and K-12 Food Courts, our customers have asked us to provide products for various learning environments such as STEM rooms, classrooms, labs, and music rooms.

2. Provide evidence of what your company is doing to remain viable in the industry.

AmTab is known throughout the marketplace as leaders and main drivers in the K-12 Dining Commons and K-12 Food Courts. We help transform cafeterias from bland and boring areas that students eat in to high-impact and functioning spaces that allow for an increase in revenue for schools, increase participation in breakfast and lunch programs, as well as more pride in the school. Our work has expanded across the United States and over to the international market. As word of our success has spread, our demand has increased. Our success in the K-12 Dining Commons and K-12 Food Courts space has allowed us to expand into different markets such as the classroom, makerspaces, music rooms, lounge areas, and many more. Our products focus on increasing participation, creating an inclusive environment as well showcasing our beautiful products that everyone can enjoy. We are always adding new and innovative products to our portfolio to continually engage students and satisfy customers.

3. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

AmTab's products and team are the driving force behind customers coming back to re-order throughout the years. AmTab goes above and beyond to satisfy the end user. Whether it be our design team traveling to the school's location to take pictures, get measurements and talk with the staff in regards to getting their feedback. Or if it is our products lifetime - limited lifetime warranty which is the best in the industry. AmTab is a company that is built on making outstanding partnerships with our customers. We do before and after photos of their school, reach out to them to see if they need any assistance with the products, surveys and many more unique steps to build the relationship with the end user.

4. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies for each year in CPC's tri-state area of Minnesota, North Dakota, and South Dakota?

We have several dealer partners in the area serving schools in these areas.

5. Describe your current locations, staffing levels, and the number of staff that will be dedicated to the resulting contract is awarded.

Our factory and office are centralized together in Bensenville, Illinois in a 300,000+ square foot building. We have three sales individuals covering various markets including education, hospitality, healthcare, and many others. We work hand-in-hand with our dealer networks to promote our products and provide quality service to our customers. AmTab also has a contract specialist, multiple service team members readily available to provide assistance, and an accountant to assist with audits and overseeing sales.

6. Describe your company's logistics (experience, production, distribution of products, warehouse inventories, and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.

AmTab's operation and shipping team are filled with members who have worked for the company for 10+ years. We have a "heartbeat" program in which products ship out within 3 days. This is due to a specialized inventory we keep on hand. All other orders ship with an estimated 3-4 week lead time. We can distribute our products to all 50 states and worldwide using our extensive truck lines. We have multiple Small Package, LTL and Full

Truckload carriers so that all products ship on time. We have authorized dealers all throughout the country and depending on the order and the customer's preference we can have orders delivered directly to the end facility or shipped to our dealer's warehouse where they then deliver and install the products. Our authorized dealers will be able to assist facilitating the customer orders and will be on site when products are installed to help with any training and questions.

7. Is your organization able to service all areas and eligible agencies within CPC's tri-state area?

 X Yes No

If NO, explain why your organization is not able to service an area and/or state.
N/A

8. List the other contracts you have in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

TIPS and NCPA (National Contracts)

9. Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

TIPS and NCPA (National Contracts)

10. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).

N/A

Marketing & Partnership (25 points)

1. Describe how your company markets directly to potential customers.

AmTab promotes its products and services through multiple channels including but not limited to website, pamphlets, trade shows and word of mouth. However, our greatest promotion is done through our dealer network and referrals. Our dealer network is able to send their sales force physically to school districts, hospitality markets, healthcare markets, etc. to reach the end users about our products and our organizations four core principals. 1) Safety 2) Ease of Operation 3) Durability and 4) Return on Asset.

2. Describe marketing collateral and sales campaigns that have been successful for your organization in the past. Describe how your organization plans to utilize your marketing staff with this anticipated contract.

We use various marketing collateral that ranges from specification sheets, product flyers and design layouts. Sales campaigns that have been successful for our company consist of targeting end users at conferences and trade shows. We make contact with our target market weeks prior to attending to see if they would be willing to attend our booth. Post event we always follow-up with them as well as sending them catalogs, flyers and other marketing related materials.

3. Describe your organization's ability to participate in conference tradeshow and how you will position the contract at those tradeshow. List all, conference tradeshow that your organization has attended in the last three (3) years.

Our company is continuously traveling around the United States of America showing our product to the education world. In the last three years we have attended EdSpaces, ANC, NCEA, NCSC and many more.

4. Describe how your company will position this contract to CPC's participating agencies if awarded.

If awarded a contract AmTab would promote the partnership through all of its marketing tools. It would be published on our website or given a dedicated website, publicized on any hard copy documents, promoted through email marketing campaigns, etc. Dealers would also be notified to promote orders through the contract. We would promote Cooperative Purchasing Connections as the best source for placing orders.

5. Describe how you plan to inform and train your personnel on the details and promotion of the contract.

If awarded the contract, we would first have an internal company meeting including all executives and sales personnel. Everyone would be educated on the contract terms, pricing schedules, and the importance of promoting this specific contract. Strategies and processes would be put into place to promote the contract through our website, pamphlets, and various other outlets. The contract information would also be relayed to our authorized dealer network through conference calls and personal meetings so that they also would understand the contract and the need to promote it.

Financials & Level of Support (25 points)

1. Describe how your organization works with agencies to determine payment terms.

Standard customer payment terms are Net 30.

2. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card? Describe the fee charge, if applicable.

Yes, AmTab does accept payment via procurement card and there are no added fees.

3. Indicate the level of support your company will offer on this contract category.

- Pricing is the same as offered to individual education, government, and nonprofit agencies.
- Pricing is the same as offered to cooperative purchasing organizations or state purchasing departments.
- Pricing is better than what is offered to individual education, government, and nonprofit agencies.
- Pricing is better than what is offered to cooperative purchasing organizations or state purchasing departments.
- Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

N/A

4. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

Yes No

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

N/A

5. Has your company been disbarred and or suspended in doing business within the United States?

Yes No

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

N/A

Warranty (15 points)

1. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe warranty coverage and any limit/circumstance restrictions.

AmTab offers a lifetime limited-lifetime warranty with various stipulations. AmTab offers an unlimited lifetime warranty on all operating jacks, weld joint, and Dyna-Rock Edges. On all other items, not specified above, AmTab warrants products purchased to be free of defects in materials and workmanship for a period of fifteen (15) years from the date of shipment. After the fifteen (15) year period AmTab than warrants that they will provide full product support. See AmTab Lifetime Limited-Lifetime Warranty attachment.

2. Do warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

X Yes

 No

If NO, describe why travel and mileage are not covered.

N/A

3. List any geographic areas within CPC's tri-state area for which your organization cannot provide a certified technician to perform warranty repairs. How will CPC participating agencies in these areas be provided service for warranty repair?

N/A

Industry Specific Information (140 points)

1. Provide a narrative description of the products and services you are offering in your proposal.

We specialize in K-12 dining commons and K-12 food courts, computer and technology rooms, music and performance spaces, classrooms, science labs, and multi-purpose areas. All our products contain the highest quality raw materials and our cutting-edge products and services help make us the premier destination for all things in the food court space and classroom. AmTab stands out from the crowd on a variety of different unique selling points. Those include: most color options in the industry, all products are fully mobile, high-powered gas cylinder in our tables, high-pressure lamination on top and bottom of our tables, 400 lb. weight capacity stool, largest stool seating size above industry standards, deeper wire management etc. On all Dyna-Rock and welds we offer a lifetime warranty and a 15-year warranty bumper to bumper on all our products. AmTab is in the upper echelon as far as quality goes in the industry. While we have state-of-the-art products, we also are very competitive with all our pricing as that creates lasting partnerships that benefits all parties.

A few of AmTab's products are as follows: physical distancing graphic kits, booth systems, waste and recycling receptacles, portable stages and risers, activity tables, heavy duty carts, stool and bench signs, mobile tables, condiment cabinets, computer and technology tables, science labs, wheelchair accessible tables, table shields, café and pedestal tables, conference and classroom tables, folding tables and benches, interior décor, signage and graphics, seating concepts, and seminar tables, utility and art tables, and whiteboard tables.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.

As a supplier, AmTab is in a unique position of controlling the entire supply chain. Being able to manufacture, design, and furnish all our products locally puts us in a great position in the marketplace. A big advantage is being able to make the adjustments that our customers want. Since we make the products at our facility, we can make sure that the customer's order is exactly how they want it to be. Another AmTab staple is that our products are 100% American made. All our materials are of the highest quality and sourced locally. We don't cut corners when it comes to quality and we ensure that all our products will exceed the marketplace's expectation. Combining our fantastic product line with our talented graphic and interior design team, we are able to increase student participation, increase revenue, increase school spirit and improve retention of students and staff.

3. Describe your inventory and distribution hubs, their location, and their service/fill rate of inventory from those locations.

The AmTab manufacturing facility is over 300,000 sq. feet and caters to a robust team of employees. Our location is in Bensenville, Illinois just outside of Chicago. Our warehouse consists of customer orders that are waiting to be shipped, our "heart beat" inventory of products capable of shipping within three days and new products being created and tested within our facility. We have a very high fill rate due to our centralized location.

4. Describe in detail your company's sales structure (representatives) and those dedicated to this proposal and resulting contract award.

AmTab's sales team consists of Steve Samikkannu our General Manager and leader of the sales team as well as three other sales associates. The sales team is dedicated to not only training and servicing our dealers, but they are also capable and willing to work with the end customers directly. Our extended sales force consists of our authorized dealer network who have years of experience in the industry and are dedicated to customer satisfaction. Both our team and our dealers will be instructed to give this contact the highest priority and attention.

5. Describe your proposed order process and ordering methods for this proposal and contract award. Provide a complete narrative on the system to include, but not limited to the following: process for order placement, verification, and tracking, invoicing, and payment process. Specify if you will be including a dealer network and how they will be involved.

AmTab uses a well-trained dealer network that works hand in hand with the end customer. Customers will have the option of placing orders directly with AmTab or directly with one of AmTab's dealers. When a customer is ready to place an order a purchase order will be needed with the contract information listed. The order can then be placed via email or fax. AmTab's order team will enter the order and it will immediately go into production. A sales order acknowledgment will be sent to the customer or dealer within 24 hours notifying that the order has been received and started. Our customer service team can answer questions at any time throughout the production process including estimated ship times. When an order is close to completion our customer service team will notify the customer as to the ship date, delivery date and tracking information when available. Customer satisfaction is our highest priority.

6. For online ordering, describe how many personnel is dedicated to your online ordering helpdesk.

Customers can go on the website to view products and customize products, but they cannot specifically place an order through the site. Customers can create and design what they like and then will receive a quote for what they want. We have three highly trained customer quote associates and three highly trained customer order associates. They will assist with any questions or clarifications so that the customer gets exactly what they want and need.

7. Describe any minimum order requirements.

No minimum requirement needed.

8. Detail any rebates, custom lists, or other incentive offers that will be extended through the resulting contract.

These options are available and are handled on a case by case basis depending on the volume of the order.

9. Describe in detail your proposed exchange and return program(s) and policy(s). Describe all restocking fees that may apply.

Restocking fee is 0%-50%, but will not exceed 50%. This is handled on a case by case basis.

10. Describe how backorders are processed and communicated.

We do not have backorders. We make to order.

11. Describe your company's experience integrating with third-party procurement systems (i.e. punchouts).

AmTab currently uses multiple third party procurement systems and would love the opportunity to pair with Cooperative Purchasing Connection procurement system.

12. Describe any "added value" attributes being offered to CPC and its participating agencies when purchasing services through your company.

AmTab products are 100% American made, UL and MAS Green Certified, approved by ADA standards, and are locally sourced. Not only are our products world-class, but we offer a Lifetime- Limited Lifetime Warranty. Our customers get products and services that last a long time and is an investment that they will reap the rewards from. Our partners get to work with our company that is in complete control of the supply chain. AmTab designs, manufactures, and furnishes everything from start to finish in house. This makes life easy for our partners as they can rely on us for getting the job done and they know where their products originally came from. Another advantage our partners receive working with us is the fact they have the opportunity to change or make additions to the products that they order being that everything is done in the same building. Finally, we offer elite products with stunning personalized graphics and designs as well as interior décor services. We take pride

in every product that we produce and continue to expand the products we manufacture and the designs we create.

13. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

The accounting team along with our contract specialist will analyze and audit all invoices to make sure all sales are reported in accordance with the terms and conditions set forth in this contract.

14. Describe your company's environmental policy or green initiatives.

AmTab is committed to being environmentally friendly, sustainable, and responsible. We love our planet and build products that are earth-friendly. Through our designing, manufacturing, packaging, transportation, and furnishing processes, we follow all local, state and federal environmental standards. Our goal is to implement business practices that incorporate life-cycle thinking into the design, manufacture, use, and the end-of-life management of our products to prevent pollution and waste, and work towards the continuous improvement of our environmental performance.

AmTab incorporates renewable, recycled, and recyclable materials in our products while also using cutting edge technology to make design considerations for the environment. Our company also addresses end-of-life management and recovery options for the materials that make up our products. We use materials from the Sustainable Forestry Initiative as well as Environmentally Preferable Products as certified by the Composite Panel Association. AmTab is UL and MAS Green Certified. Our Sustainability policy is attached.

Exceptions & Deviations (10 points)

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

N/A

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.

Respondents must include the following when requesting exceptions:

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

N/A

References

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the CPC's tri-state area are preferred. A contact name, phone number and email will be required. *Note, please ensure your references are prepared to speak with a representative from CPC.

Reference #1 – Company Name
Service Level Purchased
Year of Purchase
Reference Contact
Phone
Email

Anoka Hennepin School District
Top Tier
8+ Years
Tiffany Audette, CPPB
(763) 506-1306
Tiffany.Audette@ahschools.us

Reference #2 – Company Name
Service Level Purchased
Year of Purchase
Reference Contact

Las Cruces SD
Top Tier
9+ Years
Jerry Ontiveiros

Phone	((575) 527-5846
Email	jontiver@lcps.com

Reference #3 – Company Name	National Heritage Academics
Service Level Purchased	Top Tier
Year of Purchase	10+ Years
Reference Contact	Angela Wilbur
Phone	(616) 954-2256
Email	awilbur@nbaschools.com

Additional Requirements

As required by CPC, submit the following additional items as individual PDFs as outlined below:

1. Exhibit A – Marketing Plan – Name of Company (20 points)

Submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on the Vendor’s website.

Attached

2. Exhibit B – Letter/Line of Credit – Name of Company

Attach a letter from a business’s chief financial institution indicating the current line of credit available to the business and evidence of financial stability for the past three calendar years (2019, 2018, 2017). This letter should state the line of credit as a range (i.e. “Credit in the low six (6) figures” or “a credit line exceeding five (5) figures”). The Letter/Line of Credit will be deemed “Confidential”. This letter/line of credit is a requirement to help determine the financial stability of the company.

Attached

1 - Pricing Schedule

*Please note this workbook has multiple tabs.

Instructions. Complete the following schedule for all products and accessories. The form should be completed by the standards listed in the Technical

Responding Company's Name: **AmTab Manufacturing Corporation**

REQUIRED FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
Furniture	Mobile Bench Table - Rectangle - 30"W x 8'1"L - 4 Benches	AmTab Manufacturing	MBT08	MBT08	EACH	\$3,077	50%	\$ 1,538.50
Furniture	Mobile Bench Table - Rectangle - 30"W x 10'1"L - 4 Benches	AmTab Manufacturing	MBT10	MBT10	EACH	\$3,270	50%	\$ 1,635.00
Furniture	Mobile Bench Table - Rectangle - 30"W x 12'1"L - 4 Benches	AmTab Manufacturing	MBT12	MBT12	EACH	\$3,372	50%	\$ 1,686.00
Furniture	Mobile Bench Table - Elliptical - 46"W x 10'1"L - 4 Benches	AmTab Manufacturing	MBE10	MBE10	EACH	\$3,922	50%	\$ 1,961.00
Furniture	All-In-One Mobile Convertible Bench - 72"L	AmTab Manufacturing	ACB6	ACB6	EACH	\$1,698	50%	\$ 849.00
Furniture	All-In-One Mobile Convertible Bench - 84"L	AmTab Manufacturing	ACB7	ACB7	EACH	\$1,774	50%	\$ 887.00
Furniture	All-In-One Mobile Convertible Bench - 96"L	AmTab Manufacturing	ACB8	ACB8	EACH	\$1,873	50%	\$ 936.50
Furniture	Mobile Convertible Bench - 72"L	AmTab Manufacturing	MCB6	MCB6	EACH	\$1,458	50%	\$ 729.00
Furniture	Mobile Convertible Bench - 84"L	AmTab Manufacturing	MCB7	MCB7	EACH	\$1,493	50%	\$ 746.50
Furniture	Mobile Convertible Bench - 96"L	AmTab Manufacturing	MCB8	MCB8	EACH	\$1,564	50%	\$ 782.00
Furniture	Mobile Space Saver - Table and Benches - Recessed - 28"W x 14'L - Single (1 Table and 2 Benches)	AmTab Manufacturing	MSS114	MSS114	EACH	\$18,122	50%	\$ 9,061.00
Furniture	Mobile Space Saver - Table and Benches - Recessed - 28"W x 14'L - Double (2 Tables and 4 Benches)	AmTab Manufacturing	MSS214	MSS214	EACH	\$27,175	50%	\$ 13,587.50
Furniture	Mobile Space Saver - Table and Benches - Surface - 28"W x 14'L - Single (1 Table and 2 Benches)	AmTab Manufacturing	MSSA114	MSSA114	EACH	\$18,560	50%	\$ 9,280.00
Furniture	Mobile Space Saver - Table and Benches - Surface - 28"W x 14'L - Double (2 Tables and 4 Benches)	AmTab Manufacturing	MSSA214	MSSA214	EACH	\$27,569	50%	\$ 13,784.50
Furniture	Mobile Stool Table - Round - 60" Round Diameter - 8 Stools	AmTab Manufacturing	MSR608	MSR608	EACH	\$3,379	50%	\$ 1,689.50
Furniture	Mobile Round Stool Table - Octagon - 60" Octagonal Diameter - 8 Stools	AmTab Manufacturing	MSOC608	MSOC608	EACH	\$3,379	50%	\$ 1,689.50
Furniture	Mobile Bench Table - Round - 60" Round Diameter - 4 Benches	AmTab Manufacturing	MBR604	MBR604	EACH	\$3,496	50%	\$ 1,748.00
Furniture	Mobile Bench Table - Octagon - 60" Octagonal Diameter - 4 Benches	AmTab Manufacturing	MBOC604	MBOC604	EACH	\$3,496	50%	\$ 1,748.00
Furniture	Mobile Stool and Bench Table - Round - 60" Round Diameter - 4 Stools and 2 Benches	AmTab Manufacturing	MSBR6042	MSBR6042	EACH	\$3,680	50%	\$ 1,840.00
Furniture	Mobile Stool Table - Rectangle - 30"W x 4'L - 4 Stools	AmTab Manufacturing	MST44	MST44	EACH	\$1,702	50%	\$ 851.00
Furniture	Mobile Stool Table - Rectangle - 30"W x 8'1"L - 8 Stools	AmTab Manufacturing	MST88	MST88	EACH	\$2,981	50%	\$ 1,490.50
Furniture	Mobile Stool Table - Rectangle - 30"W x 10'1"L - 12 Stools	AmTab Manufacturing	MST1012	MST1012	EACH	\$3,425	50%	\$ 1,712.50
Furniture	Mobile Stool Table - Rectangle - 30"W x 12'1"L - 12 Stools	AmTab Manufacturing	MST1212	MST1212	EACH	\$3,740	50%	\$ 1,870.00
Furniture	Mobile Stool Table - Rectangle - 30"W x 12'1"L - 16 Stools	AmTab Manufacturing	MST1216	MST1216	EACH	\$3,769	50%	\$ 1,884.50
Furniture	Mobile Stool Table - Elliptical - 54"W x 6'1"L - 10 Stools	AmTab Manufacturing	MSE610	MSE610	EACH	\$3,837	50%	\$ 1,918.50
Furniture	Mobile Stool Table - Elliptical - 46"W x 10'1" - 12 Stools	AmTab Manufacturing	MSE1012	MSE1012	EACH	\$3,888	50%	\$ 1,944.00
Furniture	Mobile E-Z Tilt Table - Round - 48" Round Diameter	AmTab Manufacturing	MRZT48	MRZT48	EACH	\$2,028	50%	\$ 1,014.00
Furniture	Mobile E-Z Tilt Table - Round - 48" Round Diameter x 42"H	AmTab Manufacturing	MRZT4842	MRZT4842	EACH	\$2,232	50%	\$ 1,116.00
Furniture	Mobile E-Z Tilt Table - Round - 60" Round Diameter	AmTab Manufacturing	MRZT60	MRZT60	EACH	\$2,324	50%	\$ 1,162.00
Furniture	Mobile E-Z Tilt Table - Square - 60"W x 60"L	AmTab Manufacturing	MSQZT60	MSQZT60	EACH	\$2,324	50%	\$ 1,162.00
Furniture	Mobile E-Z Tilt Table - Hexagon - 60" Hexagon Diameter	AmTab Manufacturing	MHXZT60	MHXZT60	EACH	\$2,350	50%	\$ 1,175.00
Furniture	Mobile E-Z Tilt Table - Octagon - 60" Octagon Diameter	AmTab Manufacturing	MOCZT60	MOCZT60	EACH	\$2,369	50%	\$ 1,184.50
Furniture	Mobile E-Z Tilt Table - Oval - 72" Oval	AmTab Manufacturing	MOVZT72	MOVZT72	EACH	\$2,381	50%	\$ 1,190.50
Furniture	Mobile E-Z Tilt Café Table - Round - 24" Round x Adjustable 30"H to 42"H	AmTab Manufacturing	CBR24	CBR24	EACH	\$1,856	50%	\$ 928.00

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
Furniture	Mobile E-Z Tilt Café Table - Round - 30" Round x Adjustable 30"H to 42"H	AmTab Manufacturing	CBR30	CBR30	EACH	\$1,878	50%	\$ 939.00
Furniture	Mobile E-Z Tilt Café Table - Round - 36" Round x Adjustable 30"H to 42"H	AmTab Manufacturing	CBR36	CBR36	EACH	\$1,899	50%	\$ 949.50
Furniture	Mobile E-Z Tilt Café Table - Round - 42" Round x Adjustable 30"H to 42"H	AmTab Manufacturing	CBR42	CBR42	EACH	\$1,921	50%	\$ 960.50
Furniture	Mobile E-Z Tilt - Rectangle - 24"W x 48"L	AmTab Manufacturing	CB2448	CB2448	EACH	\$1,364	50%	\$ 682.00
Furniture	Mobile E-Z Tilt - Rectangle - 24"W x 60"L	AmTab Manufacturing	CB2460	CB2460	EACH	\$1,487	50%	\$ 743.50
Furniture	Mobile E-Z Tilt - Rectangle - 24"W x 72"L	AmTab Manufacturing	CB2472	CB2472	EACH	\$1,537	50%	\$ 768.50
Furniture	Mobile E-Z Tilt - Rectangle - 24"W x 84"L	AmTab Manufacturing	CB2484	CB2484	EACH	\$1,645	50%	\$ 822.50
Furniture	Mobile E-Z Tilt - Rectangle - 24"W x 96"L	AmTab Manufacturing	CB2496	CB2496	EACH	\$1,718	50%	\$ 859.00
Furniture	Mobile E-Z Tilt - Rectangle - 30"W x 60"L	AmTab Manufacturing	CB3060	CB3060	EACH	\$1,521	50%	\$ 760.50
Furniture	Mobile E-Z Tilt - Rectangle - 30"W x 72"L	AmTab Manufacturing	CB3072	CB3072	EACH	\$1,623	50%	\$ 811.50
Furniture	Mobile E-Z Tilt - Rectangle - 30"W x 84"L	AmTab Manufacturing	CB3084	CB3084	EACH	\$1,655	50%	\$ 827.50
Furniture	Mobile E-Z Tilt - Rectangle - 30"W x 96"L	AmTab Manufacturing	CB3096	CB3096	EACH	\$1,726	50%	\$ 863.00
Furniture	Mobile E-Z Tilt - Rectangle - 36"W x 60"L	AmTab Manufacturing	CB3660	CB3660	EACH	\$1,630	50%	\$ 815.00
Furniture	Mobile E-Z Tilt - Rectangle - 36"W x 72"L	AmTab Manufacturing	CB3672	CB3672	EACH	\$1,694	50%	\$ 847.00
Furniture	Mobile E-Z Tilt - Rectangle - 36"W x 84"L	AmTab Manufacturing	CB3684	CB3684	EACH	\$1,910	50%	\$ 955.00
Furniture	Mobile E-Z Tilt - Rectangle - 36"W x 96"L	AmTab Manufacturing	CB3696	CB3696	EACH	\$2,079	50%	\$ 1,039.50
Furniture	Mobile Shape Table - Round - 48" Round Diameter x 29"H	AmTab Manufacturing	MRD48	MRD48	EACH	\$1,367	50%	\$ 683.50
Furniture	Mobile Shape Table - Round - 48" Round Diameter x 29"H	AmTab Manufacturing	MRD4842	MRD4842	EACH	\$1,583	50%	\$ 791.50
Furniture	Mobile Shape Table - Square - 48"W x 48"L	AmTab Manufacturing	MSQ48	MSQ48	EACH	\$1,385	50%	\$ 692.50
Furniture	Mobile Shape Table - Hexagon - 48" Hexagon Diameter	AmTab Manufacturing	MHX48	MHX48	EACH	\$1,367	50%	\$ 683.50
Furniture	Mobile Shape Table - Round - 60" Round Diameter	AmTab Manufacturing	MRD60	MRD60	EACH	\$1,467	50%	\$ 733.50
Furniture	Mobile Shape Table - Square - 60"W x 60"L	AmTab Manufacturing	MSQ60	MSQ60	EACH	\$1,481	50%	\$ 740.50
Furniture	Mobile Shape Table - Octagon - 60" Octagonal Diameter	AmTab Manufacturing	MOC60	MOC60	EACH	\$1,467	50%	\$ 733.50
Furniture	Mobile Shape Table - Round - 72" Round Diameter	AmTab Manufacturing	MRD72	MRD72	EACH	\$1,723	50%	\$ 861.50
Furniture	Mobile Shape Table - Oval - 72" Oval	AmTab Manufacturing	MOV72	MOV72	EACH	\$1,655	50%	\$ 827.50
Furniture	Mobile Shape Table - Round - 48" Round Diameter - T Legs	AmTab Manufacturing	MRD48TL	MRD48TL	EACH	\$1,472	50%	\$ 736.00
Furniture	Mobile Shape Table - Round - 48" Round Diameter x 42"H - T Legs	AmTab Manufacturing	MRD4842TL	MRD4842TL	EACH	\$1,692	50%	\$ 846.00
Furniture	Mobile Shape Table - Round - 60" Round Diameter - T Legs	AmTab Manufacturing	MRD60TL	MRD60TL	EACH	\$1,568	50%	\$ 784.00
Furniture	Mobile Shape Table - Round - 72" Round Diameter - T Legs	AmTab Manufacturing	MRD72TL	MRD72TL	EACH	\$1,835	50%	\$ 917.50
Furniture	Mobile Shape Table - Rectangle - 30"W x 61"L	AmTab Manufacturing	MT6	MT6	EACH	\$1,547	50%	\$ 773.50
Furniture	Mobile Shape Table - Rectangle - 30"W x 81"L	AmTab Manufacturing	MT8	MT8	EACH	\$1,851	50%	\$ 925.50
Furniture	Mobile Shape Table - Rectangle - 30"W x 101"L	AmTab Manufacturing	MT10	MT10	EACH	\$1,925	50%	\$ 962.50
Furniture	Mobile Shape Table - Rectangle - 30"W x 121"L	AmTab Manufacturing	MT12	MT12	EACH	\$1,977	50%	\$ 988.50
Furniture	Mobile Shape Table - Rectangle - 36"W x 81"L	AmTab Manufacturing	MT836	MT836	EACH	\$1,900	50%	\$ 950.00
Furniture	Mobile Shape Table - Rectangle - 36"W x 101"L	AmTab Manufacturing	MT1036	MT1036	EACH	\$2,051	50%	\$ 1,025.50
Furniture	Mobile Shape Table - Rectangle - 36"W x 121"L	AmTab Manufacturing	MT1236	MT1236	EACH	\$2,173	50%	\$ 1,086.50
Furniture	Mobile Shape Table - Elliptical - 46"W x 101"L	AmTab Manufacturing	MTE1046	MTE1046	EACH	\$2,418	50%	\$ 1,209.00
Furniture	Mobile Folding Booth Seating - 24"W x 48"L	AmTab Manufacturing	MFBS244	MFBS244	EACH	\$4,466	50%	\$ 2,233.00
Furniture	Mobile Folding Booth Seating - 24"W x 60"L	AmTab Manufacturing	MFBS245	MFBS245	EACH	\$4,789	50%	\$ 2,394.50
Furniture	Mobile Folding Booth Table - 24"W x 48"L	AmTab Manufacturing	MBZT244	MBZT244	EACH	\$1,679	50%	\$ 839.50
Furniture	Mobile Folding Booth Table 30"W x 48"L	AmTab Manufacturing	MBZT304	MBZT304	EACH	\$1,797	50%	\$ 898.50
Furniture	Mobile Folding Booth Table 24"W x 60"L	AmTab Manufacturing	MBZT245	MBZT245	EACH	\$1,823	50%	\$ 911.50
Furniture	Mobile Folding Booth Table 30"W x 60"L	AmTab Manufacturing	MBZT305	MBZT305	EACH	\$1,872	50%	\$ 936.00
Furniture	Mobile Folding Booth Seating with Table - Package - 80"W x 48"L x 40"H	AmTab Manufacturing	MFBS244	MFBS244	EACH	\$10,604	50%	\$ 5,302.00
Furniture	Mobile Folding Booth Seating with Table - Package - 86"W x 48"L x 40"H	AmTab Manufacturing	MFBS304	MFBS304	EACH	\$10,930	50%	\$ 5,465.00
Furniture	Mobile Folding Booth Seating with Table - Package - 80"W x 60"L x 40"H	AmTab Manufacturing	MFBS245	MFBS245	EACH	\$11,398	50%	\$ 5,699.00

3 - Services Price Schedule

*Please note this workbook has multiple tabs.

Instructions. Complete the tables below if your company offers the following services. Please note this is an **REQUIRED** form.

Responding Company's Name:

AmTab Manufacturing Corporation

OPTIONAL FORM

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects:	
	Rate	& Rates			Y/N, please detail if Yes.	Y/N, please detail if Yes.
Furniture Installation	\$18,000	\$5,000	\$96	0.57	Yes, 1.0%	
Graphic Signage Installation	\$60,000.00	\$25,000	\$96	0.57	Yes, 1.0%	

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects:	
	Rate	& Rates			Y/N, please detail if Yes.	Y/N, please detail if Yes.
Maintenance & Support	\$18,000	\$5,000	\$96	0.57	Yes, 1.0%	

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects:	
	Rate	& Rates			Y/N, please detail if Yes.	Y/N, please detail if Yes.
Product Training	\$18,000	\$5,000	\$96	0.57	Yes, 1.0%	

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects:	
	Rate	& Rates			Y/N, please detail if Yes.	Y/N, please detail if Yes.
Interior Design	\$36,000	\$10,000	\$96	0.57	Yes, 1.0%	

Vendor Forms & Signatures

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled “***Vendor Forms & Signatures – Name of Company***”.
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled “Vendor Forms & Signatures – Name of Company”:

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance “EDGAR” Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

Addendum Acknowledgement

Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):

- | | | | |
|-------------------------------------|----------------|--------------------------|----------------|
| <input checked="" type="checkbox"/> | Addendum No. 1 | <input type="checkbox"/> | Addendum No. 5 |
| <input type="checkbox"/> | Addendum No. 2 | <input type="checkbox"/> | Addendum No. 6 |
| <input type="checkbox"/> | Addendum No. 3 | <input type="checkbox"/> | Addendum No. 7 |
| <input type="checkbox"/> | Addendum No. 4 | <input type="checkbox"/> | Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

Martha Davchev
Authorized Signature

08/03/2020
Date

Acknowledgment: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.

Authorized Signature

Date

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name	<u>AmTab Manufacturing Corporation</u>	Date	<u>08/03/2020</u>
Address	<u>600 Eagle Drive</u>	City, State, Zip	<u>Bensenville, IL 60106</u>
Contact Person	<u>Martha Davchev</u>	Title	<u>Paralegal / Contract Specialist</u>
Authorized Signature	<u><i>Martha Davchev</i></u>	Title	<u>Paralegal / Contract Specialist</u>
Email	<u>contractteam@amtab.com</u>	Phone	<u>630-301-7600</u>

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency _____

Authorized Representative _____

Name Printed or Typed _____

Awarded this _____ **day of** _____ **Contract Number** _____

Contract to Commence _____

Uniform Guidance “EDGAR” Certification Form

200 CRF Part 200

Instructions: When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

Martha Davchev

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

08/03/2020

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

“federally assisted construction contract” in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

4. Davis Bacon Act

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor’s acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency’s federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Vendor Certification (By Item)	Vendor Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	Yes	MD
2. Termination for Cause of Convenience	Yes	MD
3. Equal Employment Opportunity	Yes	MD
4. Davis-Bacon Act	Yes	MD
5. Contract Work Hours and Safety Standards Act	Yes	MD
6. Right to Inventions Made Under a Contract or Agreement	Yes	MD
7. Clean Air Act and Federal Water Pollution Control Act	Yes	MD
8. Debarment and Suspension	Yes	MD
9. Byrd Anti-Lobbying Amendment	Yes	MD
10. Procurement of Recovered Materials	Yes	MD
11. Profit as a Separate Element of Price	Yes	MD
12. General Compliance with Participating Agencies	Yes	MD

AmTab Manufacturing Corporation

Name of Business

Martha Davchev

Signature of Authorized Representative

Martha Davchev - Paralegal / Contract Specialist

Printed Name/Title

08/03/2020

Date

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials & Classroom Supplies
Solicitation Number: 21.4
Vendor Name: AmTab Manufacturing Corporation

If a subcontractor will not be used, check this box: - No subcontractors will be utilized

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

X	Document Title	How to be Submitted
X	Performance Bond of \$2,500 (Copy)	Submit as PDF
X	Certificate of Insurance – Name of Company	Submit as PDF
X	Pricing Schedule – Name of Company	Submit as an Excel document
X	Vendor Questionnaire – Name of Company	Submit as a PDF
X	Vendor Forms & Signatures – Name of Company	Submit as one (1), single PDF. *Signatures Required
X	Exhibit A – Marketing Plan – Name of Company	Submit as PDF
X	Exhibit B – Letter/Line of Credit – Name of Company <ul style="list-style-type: none"> • Confidential 	Submit as PDF
X	Additional Information – as required <ul style="list-style-type: none"> • Business Type Certificate (see Vendor Questionnaire) 	Submit as PDF

IMPORTANT: All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.

Martha Davchev

Authorized Signature

Martha Davchev - Paralegal / Contract Specialist

Printed Name/Title

08/03/2020

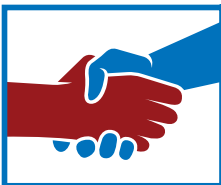
Date

EXHIBIT A- Marketing Plan – AmTab Manufacturing Company

AmTab works closely with our extensive dealer network that helps facilitate the contracts. We train our dealers on the various contract that we are on and what those specifics details pertain to. Our dealer network then works closely with the end user to help meet their needs. We have a state of the art design studio that we use to take high-level product images that are edited further in adobe. We regularly are creating full-color print advertisements to our support our sales team efforts either for our dealer's usage or for our own personal usage as we are frequently attending events. Notifying our dealers across the country that we have been awarded the contract is standard protocol. Our dealers will be supplied with any relevant details that this specific contract pertains to. Our top priorities will be to target relevant conferences, virtual events and our dealers who are located in North Dakota, South Dakota, and Minnesota. We will have our dealers in those states contact potential leads and visit different learning environments. AmTab is involved in a few different periodicals. We have case studies, testimonials, popular periodicals where we are mentioned online and in newspapers, in addition, we are involved in trade newsletters. Also, once we are on said contract we will utilize our database of contacts that we have acquired through various conferences, trade shows, and events held by AmTab. Promoting our contract to our K-12 contacts and dealers through email marketing, social media, google ads, among many other different mediums we use regularly. The contract award will be given and sent throughout our dealer network. Since they will be in contact with the end user it is important for them to have the award placed on their website and sent to interested parties.



Warranty Statement:



**LIFETIME – LIMITED LIFETIME
WARRANTY**

UNLIMITED LIFETIME WARRANTY FOR THE FIRST 15 YEARS

AmTab® warrants products purchased here-under to be free of defects in materials and workmanship for a period of fifteen (15) years from the date of shipment.

LIMITED LIFETIME WARRANTY AFTER THE FIRST 15 YEARS

AmTab® will provide full product support.

UNLIMITED LIFETIME WARRANTY

- All Operating Mechanisms
- All Weld Joints
- All Dyna-Rock™ Edges

Unless Considered Unenforceable Or Unlawful Under Applicable Law:

- All implied warranties, including but not limited to warranties of merchantability and fitness for a particular purpose are hereby excluded.
- Purchaser's remedy, if any, for any defective products shall be limited to a refund, replacement or adjustment by AmTab® of the products at AmTab's® option, and shall in no event include damages of any kind, whether incidental, consequential or otherwise.

Warranty Does Not Apply To:

Expected regular wear and tear; Failure to maintain products in original condition; Abuse and misuse; Accident; Alteration, editing, or modification of the product; Utilizing foreign components in the place of AmTab® components in any of the products; Damage caused by cleaning chemicals; Rust or corrosion caused by not completely drying the product after cleaning; Exposure to moisture, humidity, temperature, or the elements causing damage to the product; Freight damage and shipping damage; Natural Disasters; Unforeseen Negative Events; Other AmTab® Considerations

Terms and Conditions are subject to change without notice from time to time in AmTab's® sole discretion

Effective Date is for products shipped after August 1, 2020



IPLV.SA32495 Folding Rollaway Tables

[Page Bottom](#)

Folding Rollaway Tables

[See General Information for Folding Rollaway Tables](#)

AMTAB MFG CORP

SA32495

652 N HIGHLAND AVE
AURORA, IL 60506-2940 USA

Bench tables, mobile, Model(s) MBT10-27, MBT10-29, MBT12-27, MBT12-29, MBT8-27, MBT8-29

Convertible benches, mobile, Model(s) MCB6-27, MCB6-29, MCB7-27, MCB7-29, MCB8-27, MCB8-29

Mobile bench table, Model(s) MBE10-29

Mobile convertible benches, Model(s) ACB6-27, ACB6-29, ACB7-27, ACB7-29, ACB8-27, ACB8-29

Mobile stool table, Model(s) MSE1012-29

Round bench table, mobile, Model(s) MBR604

Round stool table, mobile, Model(s) MSR608

Stool tables, mobile, Model(s) MST10-12, MST12-12, MST12-16, MST8-8

[Last Updated](#) on 2014-07-17

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The appearance of a company's name or product in this database does not in itself assure that products so identified have been manufactured under UL's Follow-Up Service. Only those products bearing the UL Mark should be considered to be Certified and covered under UL's Follow-Up Service. Always look for the Mark on the product.

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MISSION STATEMENT

AmTab® is a world-class American designer, manufacturer, and furnisher of high-impact learning environments. All AmTab® products and services help create inspiring learning environments and transformational learner experiences.

ENVIRONMENTAL POLICY

AmTab® has always been committed to being environmentally friendly, sustainable, and responsible. We love our planet and build products that are earth-friendly. Through our designing, manufacturing, packaging, transportation, and furnishing processes, we follow all local, state and federal environmental standards. Our goal is to implement business practices that incorporate life-cycle thinking into the design, manufacture, use, and the end-of-life management of our products to prevent pollution and waste, and work towards the continuous improvement of our environmental performance. Our environmental policy and related goals will continue to be clearly communicated to our employees, dealers, suppliers, customers, and partners. Together, we are making a strong positive impact.

DESIGN FOR ENVIRONMENT AND DURABILITY

AmTab® takes into account the impact that our products have on the environment and strategically designs them to maximize their sustainability. AmTab® incorporates renewable, recycled, and recyclable materials; uses cutting edge technology to make design considerations for the environment; and, addresses the end-of-life management and recovery options for the materials that make up our products. AmTab® uses materials from the Sustainable Forestry Initiative. AmTab® uses Environmentally Preferable Products as certified by the Composite Panel Association. AmTab® packaging materials are from recycled products. AmTab® will design and manufacture products that have a long useful life and can withstand repeated use and handling. AmTab® products are MAS Green Certified.

CHEMICAL MANAGEMENT

AmTab® works to mindfully reduce and eliminate chemicals that are hazardous to human and ecosystem health throughout our manufacturing facility. We maintain Safety Data Sheets both electronically and hard copy for easy access by both our office and factory personnel.

TRANSPORTATION

AmTab® is committed to reducing transportation related emissions through idling reductions, carrier selection, and reductions in unnecessary intercompany movement. We have consolidated our manufacturing and warehouse operations and reduced our truck fleet to minimal use. We always strive to maximize efficiency and minimize footprint when shipping products.

ELECTRONIC MEETINGS, COMMUNICATIONS, AND MESSAGING

AmTab® has been continuously utilizing technology and technological advances to operate in an effort to minimize and eliminate consumption of resources and reduce waste. AmTab® utilizes electronic meetings, communications, and messaging throughout the global footprint. AmTab® has converted many legacy paper-based documentation processes to modern electronic file management systems saving materials, time, and effort. In addition, AmTab® has invested in a robust website and related portal to access critical information without the need for paper-based materials. Electronic communications are the norm at AmTab®.



Low-Emitting Materials

Certificate of Compliance

AMTAB MANUFACTURING CORP. OF BENSENVILLE, IL

600 EAGLE DRIVE; ZIP CODE: 60106

Awarded to:

Category: Educational Furniture - Tables
Cert. Scheme: VOC Emissions

Accredited Standards & Test Methods: ANSI/BIFMA e3-2014 Sections 7.6.1, 7.62

classroom furniture

*Conforms With: LEED v4.1 ID+C, BD+C
Criteria of MAS Certified Green® Program

*low-emitting interiors
low-emitting material*

Bracketed Products: Activity Tables, Training & Seminar Tables, Café & Pedestal Tables, Mobile Tables & Benches, Plywood Core Tables, Folding Tables & Benches.

Test Date: 10/4/2019 Report No.:1901202 Certificate No.: MAS1901202

valid September 2019 to September 2020



Product Certifier, MAS Certified Green CT

Testing Cert. # 2925.01
Product Cert. # 2925.02

Laboratory Testing by **Materials Analytical Services, LLC** - ISO/IEC 17025:2017
3rd Party Product Certification by **MAS Certified Green®** - ISO/IEC 17065:2012
*outside of A2LA accreditation scope

3945 Lakefield Ct. · Suwanee, Ga. · 770-866-3200 · <http://www.mascertifiedgreen.com>



Low-Emitting Materials

Certificate of Compliance

AMTAB MANUFACTURING CORP. OF BENSENVILLE, IL

600 EAGLE DRIVE; ZIP CODE: 60106

Awarded to:

Category: Educational Furniture - Tables
Cert. Scheme: VOC Emissions

Accredited
Standards & Test Methods:

ANSI/BIFMA e3-2014 Sections 7.6.1, 7.62, 7.6.3
California Dept. of Public Health Standard Method v1.2

classroom furniture
classroom furniture

*Conforms
With:

LEED v4.1 ID+C, BD+C
(CHPS) 2019 Core Criteria 3.0 EQ C6.1.4
Criteria of MAS Certified Green® Program

low-emitting interiors
furniture & furnishings
low-emitting material

Bracketed
Products:

Dynalite ABS Tables, Utility & Art Tables, Folding Tables & Benches, Activity Tables, Whiteboard Tables, Wheelchair Accessible Tables, Café' & Pedestal Tables, Science Lab Tables, Computer & Technology Tables, Conference & Classroom Tables, Booth Systems, Mobile Tables & Benches, Training & Seminar Tables.

Test Date:

10/4/2019 Report No.:1901203 Certificate No.: MAS1901203



Testing Cert. # 2925.01
Product Cert. # 2925.02

valid September 2019 to September 2020

Product Certifier, MAS Certified Green CT

Laboratory Testing by **Materials Analytical Services, LLC** - ISO/IEC 17025:2017
3rd Party Product Certification by **MAS Certified Green®** - ISO/IEC 17065:2012
*outside of AZLA accreditation scope

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THIS CERTIFIES THAT

AmTab Manufacturing Corporation



* Nationally certified by the: **CHICAGO MINORITY SUPPLIER DEVELOPMENT COUNCIL**

* NAICS Code(s) : 337127


* Description of their product/services as defined by the North American Industry Classification System (NAICS)

01/31/2020

Issued Date

CH08955

Certificate Number


Adrienne Trimble



Expiration Date

Phillip A. Barreda

01/31/2021

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[Certify, Develop, Connect, Advocate.](#)

* MBEs certified by an Affiliate of the National Minority Supplier Development Council, Inc.®



AmTab Manufacturing Corp.
600 Eagle Drive
Bensenville, IL 60106

AMTAB MANUFACTURING AUTHORIZED DEALERS

Staples

11500 Waayzata Blvd.
Minnetonka, MN 55305
PHONE: 612-578-6369
CONTACT: Jenny Lynse
EMAIL: Jenny.Lysne@Staples.com

MeTEOR Education

2468 Chippewa Trail
Muskegon, MI 49445
PHONE: 800-699-7516
CONTACT: Brandon Hillman
EMAIL: Bhillman@meteoreducation.com

The YES Group

1201 Mendota Heights Rd.
Mendota Heights, MN 55120
PHONE: 651-452-9889 ext. 2055
CONTACT: Justin Thompson
EMAIL: justin@theyesgroup.com

School Specialty

734 Robin Street
Smithfield, UT 84335
PHONE: 1-888-388-3224
CONTACT: Mike Schwab
EMAIL: Mike.Schwab@schoolspecialty.com

Office Elements

1102 Historic 4th Street
Sioux City, IA 51101
PHONE: 712-255-0181
CONTACT: Linda Fickbohm
EMAIL: linda@officeelements.net

Northern Business

2326 W. Superior Street
Duluth, MN 55806
PHONE: 218-262-3807
CONTACT: Penny Aultman
EMAIL: paultman@nbpoffice.com

Intereum

9800 8th Avenue North
Plymouth, MN 55441
PHONE: 612-272-6553
CONTACT: Kim Sorensen
EMAIL: Ksorensen@intereum.com

Cooperative Purchasing Connection
Tabulation Report RFP #21.4 - Instructional Materials
and Classroom Supplies
Vendor: Barnes & Noble Booksellers, Inc.

General Comments: See Barnes - Noble submission attachments in response to RFP #21.4 Instructional Materials and Classroom Supplies
N. Evans-Watt, E- businessdevelopmentbids@bn.com

General Attachments: **Bid Bond - Barnes - Noble, Inc.pdf** **On file with CPC.**
Certificate of Insurance - Barnes - Noble, Inc.pdf
Cover Letter - Barnes - Noble, Inc.pdf
Exhibit A -Marketing Plan - Barnes - Noble, Inc.pdf
Exhibit B - Letter of Credit - Barnes - Noble, Inc.pdf **Confidential; on file with CPC.**
Pricing Schedule - Barnes - Noble, Inc..xlsx
Vendor Forms - Signatures - Barnes - Noble, Inc.pdf
Vendor Questionnaire - Barnes - Noble, Inc.pdf



CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
08/03/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Aon Risk Services Northeast, Inc. New York NY Office One Liberty Plaza 165 Broadway, Suite 3201 New York NY 10006 USA	CONTACT NAME: PHONE (A/C. No. Ext): (866) 283-7122 FAX (A/C. No.): 800-363-0105		
	E-MAIL ADDRESS:		
INSURED Barnes & Noble, Inc. 122 Fifth Avenue New York NY 10011 USA	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A: ACE American Insurance Company		22667
	INSURER B: Indemnity Insurance Co of North America		43575
	INSURER C: ACE Fire Underwriters Insurance Co.		20702
	INSURER D: XL Specialty Insurance Co		37885
	INSURER E: Great American Assurance Company		26344
INSURER F:			

COVERAGES **CERTIFICATE NUMBER:** 570083435753 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS. **Limits shown are as requested**

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> *CGL OCC. LIMIT IS EXCESS OF \$50,000 SIR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:			XSLG71236195 SIR applies per policy terms & conditions	05/01/2020	05/01/2021	EACH OCCURRENCE	\$2,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$1,000,000
							MED EXP (Any one person)	Excluded
							PERSONAL & ADV INJURY	\$2,000,000
							GENERAL AGGREGATE	\$4,000,000
							PRODUCTS - COMP/OP AGG	\$4,000,000
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			ISA H25294981	05/01/2020	05/01/2021	COMBINED SINGLE LIMIT (Ea accident)	\$2,000,000
							BODILY INJURY (Per person)	
							BODILY INJURY (Per accident)	
							PROPERTY DAMAGE (Per accident)	
D	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$10,000			US00071041LI20A	05/01/2020	05/01/2021	EACH OCCURRENCE	\$5,000,000
							AGGREGATE	\$5,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY <input type="checkbox"/> ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below			WLR66927520 AOS WLR66927489 CA MA	05/01/2020	05/01/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER	
A			N/A		05/01/2020	05/01/2021	E.L. EACH ACCIDENT	\$1,000,000
							E.L. DISEASE-EA EMPLOYEE	\$1,000,000
							E.L. DISEASE-POLICY LIMIT	\$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 RE: Bid Submission #21.4 Instrumental Materials & Classroom Supplies. Cooperative Purchasing Connection is included as Additional Insured in accordance with the policy provisions of the General Liability policy.

CERTIFICATE HOLDER Cooperative Purchasing Connection 1001 E. Mount Faith Avenue Fergus Falls MN 56537 USA	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

Holder Identifier :

570083435753

Certificate No :



Vendor Questionnaire

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled “***Vendor Questionnaire – Name of Company***”.
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

The following sections will need to be completed before submission and submitted as one (1) single PDF titled “Vendor Questionnaire – Name of Company”:

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Warranty](#)
6. [Industry-Specific Information](#)
7. [References](#)
8. [Additional Requirements*](#)

Company Information

Name of Company: Barnes & Noble Booksellers, Inc. – Corporate Headquarters

Company Address: 122 Fifth Avenue, Business Development Dept.

City, State, Zip code: New York, NY 10011

Website: www.bn.com

Phone: (212) 633-3300

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Melissa Willits	mwillits@bn.com	(317) 844-4385
Contract Manager			
Sales Manager	Courtney Steilen (MN & ND)	csteilen@bn.com	(612) 387-3673
Marketing Manager			
Customer Service Manager			
Account Manager(s)	Michelle Hayes (South Dakota)	mhayes@bn.com	(402) 393-6954
	Catherine Moreno (Minnesota)	cmoreno@bn.com	(651) 639-9256
	Russ Meyer (MN & ND)	rmeyer@bn.com	(612) 704-4278

List who will be responsible for receiving updated membership lists.

Name	Email	Phone
N. Evans-Watt	businessdevelopmentbids@bn.com	(212) 352-3668

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
Jessica Pelzer	jpelzer@bn.com	(320) 259-7951

List who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
Madeline Noi	mnoi@bn.com	(212) 352-3769

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see bid checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise
X	N/A

Qualifications & Experience (80 points)

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Barnes & Noble's principal business is the sale of trade books (generally, hardcover and paperback titles), mass market paperbacks (such as mystery, romance, science fiction and other popular fiction), children's books, eBooks and other digital content, NOOK® and related accessories, bargain books, magazines, gifts, café products and services, educational toys & games, music and movies direct to customers through our bookstores or on www.barnesandnoble.com. We offer our customers a full suite of textbook options (new, used, digital and rental).

Barnes & Noble became a publicly traded company in 1993, and continued to grow throughout the 1990s, adding an e-commerce website, BN.com, and publishing capabilities. In August of 2019, Barnes & Noble was acquired by Elliott Advisors (UK) Limited ("Elliott") and taken private. Elliott's acquisition of Barnes & Noble followed its June 2018 acquisition of Waterstones, the largest retail bookseller in the United Kingdom. James Daunt, Managing Director of Waterstones, was appointed CEO of Barnes & Noble, Inc. and its subsidiaries.

2. Provide evidence of what your company is doing to remain viable in the industry.

Barnes & Noble has established relationships within the Education market through our long history of Barnes & Noble Bookstores selling educational materials. More recently, we have developed and grown our Business Development division that works outside of our stores to partner directly with schools and non-profits. Barnes & Noble has a dedicated sales field that works with Educators throughout the country. We provide personalized customer service, a competitive discounting structure, and continue to add products and services for our Educators. For example, we now offer STEM/STEAM products and materials as the demand has increased. We recently leveraged our relationships with one of our publishing partners to create *Story Design*, STEM/STEAM project-based lesson plans called to help Educators bring active learning into the classroom. Another publisher partnership allows us to offer curated Classroom Library Sets for Educators. In response to Covid-19 and distance learning, we've increased our eBook options and recently developed an online ordering portal specifically for educators. Our Business Development team remains viable by serving as consultants to our customers, recommending products that meet the needs within communities and classrooms as well as responding to challenges and needs as they arise.

3. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Barnes & Noble has continues to increase our customer base year-over-year and have longstanding relationships with schools. Our customers continue to do business with us due to our exceptional customer service and the vast selection of products we offer as the world's largest bookseller. We leverage our publisher relationships we have built over the years to provide options for Educators in the classroom while saving them time and money. We continue to listen to the needs and issues that educators face and work to create and provide solutions.

The average age of our institutional contracts is seven (7) years with customers renewing and/or personally asking us to respond to new bids as they become available. This adds to the longevity and continued relationships we have with our institutional customers.

4. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies for each year in CPC's tri-state area of Minnesota, North Dakota, and South Dakota?

Our Business Development team works with approximately 1500 agencies in the tri-state area of Minnesota, North Dakota and South Dakota.

5. Describe your current locations, staffing levels, and the number of staff that will be dedicated to the resulting contract is awarded.

CPC's Dedicated Barnes & Noble Team includes your local Business Development Managers (BDM), Courtney Steilen who covers seven (7) of our Minnesota stores in addition to one (1) North Dakota store, Catherine Moreno, who cover five (5) Minnesota stores, Michelle Hayes who covers our Sioux Falls store in South Dakota; Russ Meyer who covers the

remaining five (5) Minnesota stores in addition to our Fargo store in North Dakota and Melissa Willits, Regional Business Development Manager (RBDM), who manages the Midwest and West regions.

The business development managers will serve as your local points of contact to help with quotes, purchase orders, to support the needs of the District and streamline response times. The team can assist with additional title recommendations, substitutions or lists of recently published and relevant books. This department works closely with a sales support team, inventory team, customer service team and warehouse managers and teams in our distribution centers. We also have Booksellers, Store Managers and District Managers in each of our 17 stores located throughout Minnesota, North Dakota and South Dakota.

6. Describe your company's logistics (experience, production, distribution of products, warehouse inventories, and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.

As the world's largest bookseller Barnes & Noble has a long history of delivery and distribution of our products to customers all over the country. We keep our warehouse stocked with curated title lists specifically for Educators. Our customers can order through our online portal and see real-time inventory stock in order to process orders fast and efficiently. Our inventory team works to sort and compile complete orders so that our customers receive their orders timely and completely. Barnes & Noble has long-standing partnerships with all major publishers and is able to provide customers a vast selection of inventory with negotiated pricing.

7. Is your organization able to service all areas and eligible agencies within CPC's tri-state area?

 X Yes No

If NO, explain why your organization is not able to service an area and/or state.

N/A

8. List the other contracts you have in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

Please refer to our complete Cooperative listing

9. Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

Please refer to our complete Cooperative listing.

10. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).

N/A

Marketing & Partnership *(25 points)*

11. Describe how your company markets directly to potential customers.

Barnes & Noble markets directly to our customers via email, phone, social media and in-person meetings. We communicate new products and tools to our educators. Our marketing team provides streamlined and branded information to keep our communications consistent and accurate. Our sales representatives cascade this information to the customers they serve.

12. Describe marketing collateral and sales campaigns that have been successful for your organization in the past. Describe how your organization plans to utilize your marketing staff with this anticipated contract.

Barnes & Noble has had success with multiple events and opportunities we offer our educators. Our marketing team provides communication tools to market for these special events and we communicate these events to educators. A few examples of events we have marketed successfully include: Educator hands-on workshops where we introduced

Story Design, Educator Appreciation weekends for K-12 Educators to receive extra discounts in-store and online, and school Bookfair Fundraising events.

13. Describe your organization's ability to participate in conference tradeshows and how you will position the contract at those tradeshows. List all, conference tradeshows that your organization has attended in the last three (3) years.

Barnes and Noble has the ability to participate in many small, and large-scale events, Most recently at the Baltimore National Education Conference which took place earlier this year.

14. Describe how your company will position this contract to CPC's participating agencies if awarded.

If awarded this contract, Barnes and Noble will communicate to participating agencies the value they will gain when partnering with a leader in the education field and largest bookseller in the world. We will provide our top-notch customer service and provide agencies access to the products and services we offer.

15. Describe how you plan to inform and train your personnel on the details and promotion of the contract.

The Barnes & Noble Business Development division will collaborate as a team to learn details about the CPC contract and work to meet the needs of our customers. We are so excited to be a part of this contract and to increase our presence in the communities within Minnesota, South Dakota and North Dakota. Our business development team has a collaborative approach and we are fortunate to have excellent leadership that provides tools and opportunities to work as a team both on a national and state level.

Financials & Level of Support (25 points)

1. Describe how your organization works with agencies to determine payment terms.

Our set payment terms are 0% Net 30 Days.

2. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card? Describe the fee charge, if applicable.

Yes, procurement cards are accepted. Fee assessments are not required for purchasing with procurement card.

3. Indicate the level of support your company will offer on this contract category.

- Pricing is the same as offered to individual education, government, and nonprofit agencies.
 Pricing is the same as offered to cooperative purchasing organizations or state purchasing departments.
 Pricing is better than what is offered to individual education, government, and nonprofit agencies.
 Pricing is better than what is offered to cooperative purchasing organizations or state purchasing departments.
 Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

[Click or tap here to enter text.](#)

4. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

Yes No

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

N/A

5. Has your company been disbarred and or suspended in doing business within the United States?

_____ *Yes* X *No*

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

N/A

Warranty (15 points)

1. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe warranty coverage and any limit/circumstance restrictions.

N/A

2. Do warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

_____ *Yes* _____ *No*

If NO, describe why travel and mileage are not covered.

N/A

3. List any geographic areas within CPC's tri-state area for which your organization cannot provide a certified technician to perform warranty repairs. How will CPC participating agencies in these areas be provided service for warranty repair?

N/A

Industry Specific Information (140 points)

1. Provide a narrative description of the products and services you are offering in your proposal.

Products we offer include books, textbooks, eBooks, gift cards, STEM/STEAM products, and Educational materials. We continue to expand our product line for educators – Classroom Library Sets and *Story Design* (our project-based lesson plans) are a few examples of products we have introduced. Services we offer include our excellent customer service experience, recommended title lists, and BN *Classroom* – our educator portal for online orders made for educators.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.

What sets us apart from our competition is our extensive book knowledge, personalized customer service and extensive product line. We have a dedicated team and sales representatives who partner with our schools to provide the best possible service. With the advantage of our long-term relationships with publishers, we can offer the largest selection of inventory with competitive pricing options. We coordinate delivery of all materials and provide continued service to make sure we meet the needs of our customers.

3. Describe your inventory and distribution hubs, their location, and their service/fill rate of inventory from those locations.

Barnes & Noble has dual distribution centers. The larger of the two air-conditioned facilities is a 1.4 million – square-foot facility located in Monroe, NJ. The second is on the west coast in Reno, NV. Our delivery rate for in stock products is 5-7 business days.

4. Describe in detail your company's sales structure (representatives) and those dedicated to this proposal and resulting contract award.

Barnes & Noble has 3 Sales Representatives in MN, 2 in North Dakota and 1 in South Dakota along with a Regional Sales Manager who oversees all of these Sales Representatives. We also have a sales support team, an inventory team, customer service team and warehouse managers and teams in our distribution centers. We also have Booksellers, Store Managers and District Managers in each of our 17 stores located throughout Minnesota, North Dakota and South Dakota.

5. Describe your proposed order process and ordering methods for this proposal and contract award. Provide a complete narrative on the system to include, but not limited to the following: process for order placement, verification, and tracking, invoicing, and payment process. Specify if you will be including a dealer network and how they will be involved.

Barnes & Noble has a smooth and easy order process through our educator portal – educators create a list of books and submit to their purchasing department for approval and PO request. Once approved, the order is submitted to our stocked warehouse, tracking and order status updates are provided throughout the process. Orders are compiled and shipped directly to school, invoiced via Institutional Account and invoice sent to Accounts Payable of school/district on file. Sales Representatives help throughout this entire process with access to the portal and tracking/delivery details. As needed, any custom or special orders are done by the sales representatives via our internal ordering system.

6. For online ordering, describe how many personnel is dedicated to your online ordering helpdesk.

Barnes & Noble Sales Representatives are available throughout the entire online ordering process. When assistance is needed, our sales team partners with our inventory specialists, warehouse managers, regional manager and sales support to serve the needs of our customers.

7. Describe any minimum order requirements.

We do not have minimum order requirements.

8. Detail any rebates, custom lists, or other incentive offers that will be extended through the resulting contract.

We offer our schools/districts our institutional discounts, we provide all K-12 Educators a free membership with discounts on classroom purchases and special appreciation weekends with extra discounts on all purchases. We also provide options for our schools to hold Bookfair Fundraisers in our stores and online.

9. Describe in detail your proposed exchange and return program(s) and policy(s). Describe all restocking fees that may apply.

With a sales receipt or Barnes & Noble.com packing slip, a full refund in the original form of payment will be issued from any Barnes & Noble Booksellers store for returns of new and unread books, and unopened and undamaged music CDs, DVDs, vinyl records, electronics, toys/games, and audio books made within 30 days of purchase from a BN Booksellers store or BN.com. There are no restocking fees in connection with returns or exchanges.

10. Describe how backorders are processed and communicated.

Barnes & Noble Sale Representatives communicate directly to our customers when we receive notice from publishers of any backorders or delays. Our inventory teams work with the publishers to request stock of high-demand titles. Our online ordering system offers real time inventory stock to avoid any surprises and provide detail of items that are in stock. If any titles are on backorder, we communicate the expected in-stock date and offer to recommend a replacement if needed.

11. Describe your company's experience integrating with third-party procurement systems (i.e. punchouts).

We recently introduced our Educator Portal with punchout capabilities to come.

12. Describe any “added value” attributes being offered to CPC and its participating agencies when purchasing services through your company.

As described previously, Barnes & Noble’s added value attributes are:

- a. **Book Fairs** – is an in-store fundraising event for schools. Online shopping extends your bookfair and helps you reach supporters anywhere and everywhere. Please contact your business development managers to plan your book fair.
- b. **Classroom by Barnes & Noble** – A curated portal for Institutional Account purchases. A new platform educators and administrators can rely on to access an extensive selection of top selling books and materials, bringing the ease of browsing a Barnes & Noble bookcase to your schools and classrooms. Please contact your business development managers, listed above.
- c. **Classroom Libraries** – Get students excited about reading with our engaging collection of leveled books that include a variety of genres, bilingual, Spanish and English titles; a range of new and classic bestsellers as well as culturally and historically relevant texts. Trust Barnes & Noble and our experts to curate the best collections to compliment your curriculum with our new Classroom libraries. (see our marketing material, enclosed).
- d. **Educator Discount Program** – Pre-K-12 educators, including classroom teachers, school librarians, principals, guidance counselors, and homeschooling parents, receive a **20% Discount** off the publisher’s list price on most books purchased for use in the classroom. During **Educator Appreciation Weekends** (held three times a year) and the **Educator Holiday Shopping Event** (in December), the **discount on books increases to 25%** and applies to both classroom and personal purchases. The Educator Discount can be used in store or online.
- e. **Kids Club Discount Program** – B&N Kids' Club™ is a free in-store and online program that provides exclusive privileges and benefits with the goal of entertaining kids and rewarding the Barnes & Noble parents.
 - **Welcome Gift** — 30% off list price on any one kids' book or toy
 - **Loyalty Rewards** — \$5 reward for every \$100 you spend on kids' stuff
 - **Birthday Club** — Birthday presents for each of your children's birthdaysBefore the big date, we'll email you a coupon for a FREE cupcake or cookie from our Barnes & Noble Café that you can use anytime during your child's birthday week!
 - **Additional Benefits**You will have access to age-appropriate product recommendations for all your children, fun activity ideas & more
- f. **Story Design** – K-8 student-driven, high-engagement interdisciplinary program that combines STEM with English Language Arts. The approach is project-based learning which students learn by solving an open-ended problem using procedures they devise (see our marketing material, enclosed).

13. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Our MN and Dakota stores will be required to prepare monthly sales reports for internal and contractual purposes to verify compliance.

14. Describe your company’s environmental policy or green initiatives.

N/A

Exceptions & Deviations (10 points)

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

Barnes & Noble does not have a physical catalog that members may view. Please refer to our website for full listing: www.bn.com and/or our educator portal with our most current and up to date status of stock.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.

Respondents must include the following when requesting exceptions:

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

N/A

References

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the CPC's tri-state area are preferred. A contact name, phone number and email will be required. *Note, please ensure your references are prepared to speak with a representative from CPC.

Reference #1 – Company Name
Service Level Purchased
Year of Purchase
Reference Contact
Phone
Email

Omaha Public Schools
Supplemental Books and Classroom Library – Value: \$2.7M
2020
Yvonne Schuster, Buyer
531-299-9769
Yvonne.schuster@ops.org

Reference #2 – Company Name
Service Level Purchased
Year of Purchase
Reference Contact
Phone
Email

Harmony Public Schools
Classroom Library Books – Value: \$1.7M
2019
Dr. Mehmet Bayar, Buyer
(713) 343-3333
purchasing@harmonytx.org

Reference #3 – Company Name
Service Level Purchased
Year of Purchase
Reference Contact
Phone
Email

Newark Board of Education
Reading & Instructional Materials – Value: \$360,000.00
2019-20
Tracey Robinson, Buyer
Click or tap here to enter text.
t6robinson@nps.k12.nj.us

Additional Requirements

As required by CPC, submit the following additional items as individual PDFs as outlined below:

1. Exhibit A – Marketing Plan – Name of Company (20 points)

Submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on the Vendor's website.

2. Exhibit B – Letter/Line of Credit – Name of Company

Attach a letter from a business's chief financial institution indicating the current line of credit available to the business and evidence of financial stability for the past three calendar years (2019, 2018, 2017). This letter should state the line of credit as a range (i.e. "Credit in the low six (6) figures" or "a credit line exceeding five (5) figures"). The Letter/Line of Credit will be deemed "Confidential". This letter/line of credit is a requirement to help determine the financial stability of the company.

Barnes & Noble Cooperative Membership Contracts

Name: Mohave Educational Services Cooperative

of Contracts: 1

Contract #: **15B-B&N-0518**

Contract Name: **Library Books and Related Materials, eReaders, Periodicals, and Database Subscriptions**

Coverage: Arizona State

Duration: 5/18/2019 to 5/18/2021

Contract Contact: Aracely Rivas – aracely@mesc.org 928 718 3226

Cooperative link: [Mohave Site Link](#)

Name: Buy Board

of Contracts: 2

Coverage: Texas and Nationally

Contract #: **573-18**

Contract Name: **Instructional Materials, Classroom/Teaching Supplies & Equipment**

Duration: **11/1/2019-10/31/2020**

Contract #: **609-20**

Contract Name: **Library Books, Used Textbooks, and Other Books**

Duration: **06/1/2020-05/31/2021**

Contract Contact: Gina Montoya – Gina.Montoya@tasb.org 800 695-2919

Cooperative link: [BuyBoard Site Link](#)

Name: Multi – Regional Purchasing Cooperative (MRPC)

of Contracts: 1

Contract #: 2019-02

Contract Name: **Instructional/General Catalog RFP**

Coverage: ESC 9, 10, 11, 14 and 15

Duration: 8/1/2019 to 8/31/2021

Contract Contact: Dana Parrish – dana.parrish@esc9.net

Cooperative link: [MRPC Site Link](#)

Name: Kentucky Educational Development Corporation (KEDC)

of Contracts: 1

Coverage: Kentucky

Contract #: **10100102**

Contract Name: Catalog Bid

Duration: **1/1/2019 12/31/2020**

Contract Contact: Chris Clevenger – Chris.Clevenger@KEDC.org 606-929-2234

Cooperative link:

Barnes & Noble Cooperative Membership Contracts

Name: Delaware Chenango Madison Otsego Cooperative (DCMOC)

of Contracts: 1

Coverage: New York

Contract #: **2018-108**

Contract Name: **Textbook Bid**

Duration: 4/1/2018 to 3/31/2020

Contract Contact: Debra Bestwick – bestwicd@dcmoboces.com

Cooperative link: [DCMO Boces](#)

Name: ESC 1 (TX)

of Contracts: 1

Coverage: Education Service Center 1

Contract #: **19-Agency-000044**

Contract Name: **Library and Technology Purchasing Cooperative**

Duration: 7/1/2020 to 6/30/2021

Contract Contact: Marc Garcia - mdgarcia@esc1.net 956-984-6178

Cooperative link: [ESC 1 Library and Technology Purchasing Cooperative](#)

ESC2 – Goodbuy Cooperative

Contract #: **19-20 6E000**

Contract Name: **Teaching Aids: Instructional/Classroom Supplies**

Duration: 6/1/2020 to 5/31/2021

Sherry Fitzpatrick

<https://goodbuy.esc2.net>

Name: ESC 3 Regional Purchasing Cooperative (RPC)

of Contracts: 3

Coverage: Education Service Center 3

Contract #: **04-251-19**

Contract Name: **Instructional Materials and Supplies**

Duration: **8/1/2019 to 7/31/2020**

Contract #: **04-253-19**

Contract Name: **Special Education Materials and Supplies**

Duration: **8/1/2019 to 7/31/2020**

Contract #: **04-252-19**

Contract Name: **Library and Instructional Books**

Duration: **8/1/2019 to 7/31/2020**

Contract Contact: Deanna Wigzell – wigzell@esc3.net 361-573-0731

Cooperative link: [ESC 3 - RPC Information](#)

Barnes & Noble Cooperative Membership Contracts

Name: ESC 5 SETX Purchasing Cooperative (TX)

of Contracts: 3

Coverage: Education Service Center 5

Contract #: **20181002**

Contract Name: **Instructional Teaching Aids and Supplies**

Duration: **12/1/2019 to 11/30/2020**

Contract #: **20181007**

Contract Name: **Library Books**

Duration: **12/1/2019 to 11/30/2020**

Contract #: **20190406**

Contract Name: **Special Education Teaching & Assessment Materials, Equipment & Supplies**

Duration: **6/1/2020 to 5/31/2021**

Contract Contact: Jean Kyle – jekyle@esc5.net 409-951-1720

Cooperative link: [ESC5 Link](#)

Name: Epic 6 Cooperative (TX)

of Contracts: 3

Coverage: Education Service Center 6

Contract #: **13.18**

Contract Name: **Instructional Supplies**

Duration: **7/1/2020 to 6/30/2021**

Contract #: **14.18**

Contract Name: **Library Books**

Duration: **7/1/2020 to 6/30/2021**

Contract #: **20.18**

Contract Name: **Special Education Supplies**

Duration: **7/1/2020 to 6/30/2021**

Contract Contact: Matthew Reddoch – mreddoch@esc6.net 936-435-8288

Cooperative link: [Epic 6](#)

Name: ESC7 (TX)

of Contracts: 3

Coverage: Education Service Center 7

Contract #: **LIB1920**

Contract Name: **Library Books & Supplies**

Barnes & Noble Cooperative Membership Contracts

Duration: **06/13/2020 to 06/13/2021**

Contract #: **EDACT1920**

Contract Name: **Educational Activities & Supplies**

Duration: **8/15/2020 to 8/15/2021**

Contract #: **ICAT1819**

Contract Name: **Instructional Catalog**

Duration: **12/13/2019 to 12/13/2020**

Contract Contact: Martha Lakey – purchasing@esc7.net 903-988-6859

Cooperative link: [ESC 7 Vendor Link](#)

Name: The Interlocal Purchasing System (TIPS)

of Contracts: 3

Coverage: Education Service Center 8

Contract #: **180302**

Contract Name: **Academic Curriculum, Instructional Materials and Services**

Duration: **5/25/2018 to 5/28/2021**

Contract #: **171002**

Contract Name: **Books and Library and Educational Materials**

Duration: **17/15/2017 to 12/18/2020**

Contract #: **180902**

Contract Name: **Classroom and Teaching Aids Goods and Services**

Duration: **11/15/2018 to 11/30/2021**

Contract Contact: unknown

Cooperative link: [BN Vendor Profile](#)

Name: TexBuy

of Contracts: 3

Coverage: Education Service Center 16

Contract #: **04-261-18**

Contract Name: **Instructional Materials and Supplies**

Duration: **8/1/2020 to 7/31/2021**

Contract #: **04-263-18**

Contract Name: **Special Education Materials and Supplies**

Duration: **8/1/2020 to 7/31/2021**

Contract #: **04-262-18**

Contract Name: **Library and Instructional Books**

Barnes & Noble Cooperative Membership Contracts

Duration: **8/1/2020 to 7/31/2021**

Contract Contact: Andrew Pickens – andrew.pickens@esc16.net 806-677-5040

Cooperative link: [ESC 16 - Textbuy](#)

Name: ESC 18

of Contracts: 1

Coverage: Education Service Center 18

Contract #: **R18-2019-03-000009**

Contract Name: **ESC Purchasing Cooperative**

Duration: **06/23/2020 to 6/22/2021**

Contract Contact: John Burdsal – jburdsal@esc18.net 432-561-4335

Cooperative link: [Epic 6](#)

Name: ESC 19 Allied State Purchasing Cooperative

of Contracts: 1

Coverage: ESC Region 19

Contract #: **19-7335**

Contract Name: Classroom Curriculum, Supplies, Equipment and Related

Duration: **7/31/2019 to 7/31/2020**

Renewal Options: (4) one – year renewals

Contract Contact: Royce Cleveland – (915) 780-5019

Cooperative link: [Allied State Cooperative](#)

Name: ESC 20 2013 Purchasing Cooperative

of Contracts: 2

Coverage: Education Service Center 20

Contract #: **17030**

Contract Name: **Instructional Supplies**

Duration: **Expires 10/31/2020**

Contract #: **18027**

Contract Name: **General Supplies**

Duration: **Expires 04/30/2021**

A	B	C	D	E	F	G	H	I	J	
1 - Pricing Schedule										
*Please note this workbook has multiple tabs.										
1	Instructions. Complete the following schedule for all products and accessories. The form should be completed by the standards listed in the Technical Specifications. 2,000 rows for data entry have been provided, additional rows may be added following the same format. Please note this is a required form .									
2	Responding Company's Name:									
3	Barnes & Noble Booksellers, Inc.									
4	Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
5	Early Learning	Books (Hardcover and paperback)					Discounts contingent upon quantity requested	\$ -	0-35%	#VALUE!
6		Sterling Publishing Books					Discount extended may be deeper; contingent upon quantity requested	\$ -	40%	
7		Educational Toys & Games					Discounts contingent upon quantity requested	\$ -	0-20%	#VALUE!
8		Music CDs					Discounts contingent upon quantity requested	\$ -	0-35%	#VALUE!
9		DVDs					Discounts contingent upon quantity requested	\$ -	0-35%	#VALUE!
10		NOOK eBooks					Discounts contingent upon quantity requested	\$ -	0%	\$ -
11		Audiobooks					Discounts contingent upon quantity requested	\$ -	0-25%	#VALUE!
12		Textbooks					Discounts contingent upon quantity requested	\$ -	0-10%	#VALUE!
13		Classroom Libraries					Price contingent upon quantity requested and classroom size			\$ -
14										
15	Special Education	Books (Hardcover and paperback)					Discounts contingent upon quantity requested	\$ -	0-35%	#VALUE!
16		Sterling Publishing Books					Discount extended may be deeper; contingent upon quantity requested	\$ -	40%	
17		Educational Toys & Games					Discounts contingent upon quantity requested	\$ -	0-20%	#VALUE!
18		Music CDs					Discounts contingent upon quantity requested	\$ -	0-35%	#VALUE!
19		DVDs					Discounts contingent upon quantity requested	\$ -	0-35%	#VALUE!
20		NOOK eBooks					Discounts contingent upon quantity requested	\$ -	0%	\$ -
21		Audiobooks					Discounts contingent upon quantity requested	\$ -	0-25%	#VALUE!
22		Textbooks					Discounts contingent upon quantity requested	\$ -	0-10%	#VALUE!
23										\$ -
24	STEM/STEAM	Barnes & Noble, Story Design					Price/discounting contingent upon requested quantity			\$ -
25										\$ -
26	Science	Textbooks					Discounts contingent upon quantity requested	\$ -	0-10%	#VALUE!
27		Books (Hardcover and paperback)					Discounts contingent upon quantity requested	\$ -	0-35%	#VALUE!
28		Educational Toys & Games					Discounts contingent upon quantity requested	\$ -	0-20%	#VALUE!
29										\$ -
30										\$ -
31										\$ -
32										\$ -

A	B	C	D	E	F	G	H	I	J
Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
8									\$ -
33									\$ -
34	Arts & Crafts					Discounts contingent upon quantity requested	\$ -	0-20%	#VALUE!
35									
36	Career & Tech Ed					Discounts contingent upon quantity requested	\$ -	0-10%	#VALUE!
37									
38	Health					Discounts contingent upon quantity requested	\$ -	0-10%	#VALUE!
39						Discounts contingent upon quantity requested	\$ -	0-35%	#VALUE!
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Vendor Forms & Signatures

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Vendor Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled "Vendor Forms & Signatures – Name of Company":

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance "EDGAR" Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

Addendum Acknowledgement

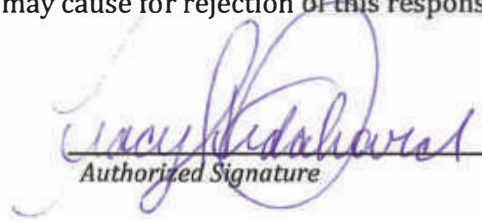
Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):

- | | | | |
|--------------------------|----------------|--------------------------|----------------|
| <input type="checkbox"/> | Addendum No. 1 | <input type="checkbox"/> | Addendum No. 5 |
| <input type="checkbox"/> | Addendum No. 2 | <input type="checkbox"/> | Addendum No. 6 |
| <input type="checkbox"/> | Addendum No. 3 | <input type="checkbox"/> | Addendum No. 7 |
| <input type="checkbox"/> | Addendum No. 4 | <input type="checkbox"/> | Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.



Authorized Signature

Date

Acknowledgment: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.



Authorized Signature

July 17, 2020

Date

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name	<u>Barnes & Noble Booksellers, Inc.</u>	Date	<u>July 17, 2020</u>
Address	<u>122 Fifth Avenue, Business Devel. Dept.</u>	City, State, Zip	<u>New York, NY 10011</u>
Contact Person	<u>N. Evans-Watt</u>	Title	<u>RFP/Contract Analyst</u>
Authorized Signature		Title	<u>VP, Business Development</u>
Email	<u>businessdevelopmentbids@bn.com</u>	Phone	<u>(212) 352-3668</u>

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency _____

Authorized Representative _____

Name Printed or Typed _____

Awarded this _____ **day of** _____ **Contract Number** _____

Contract to Commence _____

Uniform Guidance “EDGAR” Certification Form

200 CRF Part 200

Instructions: When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

“federally assisted construction contract” in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

4. Davis Bacon Act

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor’s acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency’s federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

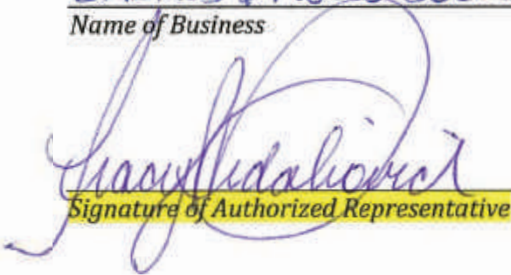
12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Vendor Certification (By Item)	Vendor Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	Yes	TV
2. Termination for Cause of Convenience	Yes	TV
3. Equal Employment Opportunity	Yes	TV
4. Davis-Bacon Act	Yes	TV
5. Contract Work Hours and Safety Standards Act	Yes	TV
6. Right to Inventions Made Under a Contract or Agreement	Yes	TV
7. Clean Air Act and Federal Water Pollution Control Act	Yes	TV
8. Debarment and Suspension	Yes	TV
9. Byrd Anti-Lobbying Amendment	Yes	TV
10. Procurement of Recovered Materials	Yes	TV
11. Profit as a Separate Element of Price	Yes	TV
12. General Compliance with Participating Agencies	Yes	TV

BARNES & NOBLE BOOKSELLERS, INC.
Name of Business


Signature of Authorized Representative

TRACY VIDAKOVICH, VP BUSINESS DEVEL.
Printed Name/Title

7/17/2020
Date

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

N/A

Solicitation Name: _____

Solicitation Number: _____

Vendor Name: _____

If a subcontractor will not be used, check this box:

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

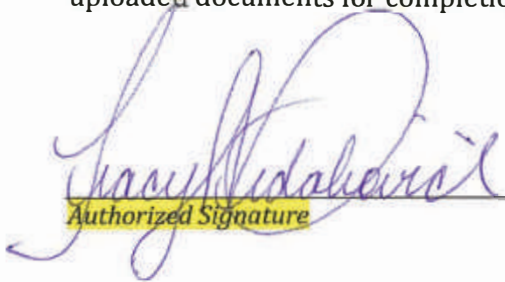
Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

X	Document Title	How to be Submitted
X	Performance Bond of \$2,500 (Copy)	Submit as PDF
X	Certificate of Insurance – Name of Company	Submit as PDF
X	Pricing Schedule – Name of Company	Submit as an Excel document
X	Vendor Questionnaire – Name of Company	Submit as a PDF
X	Vendor Forms & Signatures – Name of Company	Submit as one (1), single PDF. *Signatures Required
X	Exhibit A – Marketing Plan – Name of Company	Submit as PDF
X	Exhibit B – Letter/Line of Credit – Name of Company <ul style="list-style-type: none"> • Confidential 	Submit as PDF
X	Additional Information – as required <ul style="list-style-type: none"> • Business Type Certificate (see Vendor Questionnaire) 	Submit as PDF

IMPORTANT: All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.



Authorized Signature

Tracy Vidakovich, VP Business Development

Printed Name/Title

July 17, 2020

Date

BARNES & NOBLE

BOOKSELLERS



Barnes & Noble response to RFP #21.4 Instrumental Materials & Classroom Supplies

Due: August 5, 2020

Cooperative Purchasing Connection



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Contact Us: businessdevelopmentbids@bn.com

Corporate Office | Business Development Division: 122 Fifth Avenue, New York, NY 10011 | Tele: (212) 633-3300



August 3, 2020

VIA ELECTRONIC SUBMISSION - PUBLIC PURCHASING

Cooperative Purchasing
1001 E. Mount Faith Avenue
Fergus Falls, MN 56537
Attn: Lisa Traux, Procurement Coordinator

Re: 21.4 Instructional Materials & Classroom Supplies

Dear Ms. Traux,

Barnes & Noble would like to thank **Cooperative Purchasing Connection** (“CPC”) for extending the opportunity to participate in the bidding process for **Instructional Materials & Classroom Supplies**.

Your local Barnes & Noble business development managers and store team have many years’ experience serving the educational, governmental, and non-profit sectors of the communities we serve. Barnes & Noble stores put a great deal of effort in ensuring that our service and products meet the needs of the public both in retail and institutional settings.

Our Offer

Barnes & Noble Booksellers, Inc. would like to present the following offer to **Cooperative Purchasing Connection** and its members:

- **0-35%** discount on all non-additional discount books from list price
- **40% or more discount** on Sterling Publishing titles
- Added Value Services
- **Free** shipping on all orders and more!

MUST reference “**#21.4 Instructional Materials**” on all purchase orders to receive these terms.

Please find enclosed our bid for **Instructional Materials & Classroom Supplies**.

We look forward to working with **Cooperative Purchasing Connection** and hope to hear from you soon.

Thank you.

Natiesha Evans-Watt

(O): 212-352-3668
(F): 832-442-3035
nevans-watt@bn.com
businessdevelopmentbids@bn.com

**Business Development
RFP/Contract Analyst**

Barnes & Noble, Inc.
122 Fifth Avenue
New York, NY 10011
BN.com | nook.com



Contact Us: businessdevelopmentbids@bn.com

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BARNES & NOBLE

BOOKSELLERS

About Us

Executive Summary

Barnes & Noble, Inc., one of the nation's largest booksellers, provides customers a unique experience across its multi-channel distribution platform. As of April 29, 2019, the Company operates 630 bookstores in 50 states, which are supported by 2 distribution centers. Barnes & Noble maintains an eCommerce site, develops digital reading products and operates NOOK, one of the largest digital bookstores. Barnes & Noble is utilizing the strength of its retail footprint in combination with its online and digital businesses to provide an omni-channel experience for its customers, fulfilling its commitment to offer customers any book, anytime, anywhere and in any format.



Barnes & Noble's principal business is the sale of trade books (generally, hardcover and paperback titles), mass market paperbacks (such as mystery, romance, science fiction and other popular fiction), children's books, eBooks and other digital content, NOOK® and related accessories, bargain books, magazines, gifts, café products and services, educational toys & games, music and movies direct to customers through our bookstores or on www.barnesandnoble.com. We offer our customers a full suite of textbook options (new, used, digital and rental). Barnes & Noble owns its own publishing company, Sterling Publishing Company, Inc. which publishes multiple imprints and over 5,000 print titles across many subject areas and is a leader in general trade book publishing.

Background

Barnes & Noble became a publicly traded company in 1993, and continued to grow throughout the 1990s, adding an e-commerce website, BN.com, and publishing capabilities. In 2016, Barnes & Noble began introducing new prototype stores in select markets across the country, featuring a contemporary aesthetic with books at the center, expanded food and beverage offerings, and comfortable seating for a welcoming customer experience.

Our Company employs approximately 23,000 employees 8,000 full-time and 15,000 part-time. We carry over 3 million titles in our distribution network and can order from any publisher with books in print.

In August of 2019, Barnes & Noble was acquired by Elliott Advisors (UK) Limited ("Elliott") and taken private. Elliott's acquisition of Barnes & Noble followed its June 2018 acquisition of Waterstones, the largest retail bookseller in the United Kingdom. James Daunt, Managing Director of Waterstones, was appointed CEO of Barnes & Noble, Inc. and its subsidiaries.

END OF SECTION ONE: ABOUT US

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BARNES & NOBLE

BOOKSELLERS

Dedicated Barnes & Noble Team

CPC's **Dedicated Barnes & Noble Team** includes your local Business Development Managers (BDM), **Courtney Steilen** who covers seven (7) of our Minnesota stores in addition to one (1) North Dakota store, **Catherine Moreno**, who cover five (5) Minnesota stores, **Michelle Hayes** who covers our Sioux Falls store in South Dakota; **Russ Meyer** who cover the remaining five (5) Minnesota stores in addition to our Fargo store in North Dakota and **Melissa Willits**, Regional Business Development Manager (RBDM), who manages the Midwest and West regions.

The business development managers will serve as your local points of contact to help with quotes, purchase orders, to support the needs of the District and streamline response times. The team can assist with additional title recommendations, substitutions or lists of recently published and relevant books.

Our corporate business development department in New York City is also available to assist the Cooperative with future RFPs, contracts, and renewals.

Melissa Willits
Regional Business
Development Mgr.
T: (317) 844-4385
E: mwillits@bn.com



Store #3301/Edina
3230 Galleria
Edina, MN 55435
T: (952) 920-2124
E: crm3301@bn.com

Courtney Steilen
Business Development Mgr.
T: (952) 920-2124
E: csteilen@bn.com

MN Stores:
Burnsville
Calhoun
Eden Prairie Center
Edina
Galleria
Mall of America
Mandato

ND Store:
Dakota Square Mall

Catherine Moreno
Business Development Mgr.
T: (651) 639-9256
E: cmoreno@bn.com

Michelle Hayes
Business Development Mgr.
T: (402) 393-6954
E: mhayes@bn.com

Russ Meyer
Business Development Mgr.
T: (612) 704-4278
E: rmeyer@bn.com

MN Stores:
Apache Mall
Maplewood Mall
Roseville II
Eagan
Woodbury

SD Store:
Sioux Falls

MN Stores:
Ridgehaven Mall
Maple Grove
Northtown
St. Cloud
Miller Hill Mall

ND Store:
Fargo

BARNES & NOBLE

BOOKSELLERS

N. Evans-Watt

Contract & RFP Analyst

Barnes & Noble, Inc.

Madeline Noi

Coordinator

Corporate Office

122 Fifth Avenue

Business Development Department

New York, NY 10011

T: (212) 352-3668

E: businessdevelopmentbids@bn.com

END OF SECTION: DEDICATED BARNES & NOBLE TEAM

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BARNES & NOBLE

BOOKSELLERS

Added Value Services

- a. **Book Fairs** – is an in-store fundraising event for schools. Online shopping extends your bookfair and helps you reach supporters anywhere and everywhere. Please contact your business development manager to plan your book fair.

b. **Classroom by Barnes & Noble** – A curated portal for Institutional Account purchases. A new platform educators and administrators can rely on to access an extensive selection of top selling books and materials, bringing the ease of browsing a Barnes & Noble bookcase to your schools and classrooms. Please contact your business development managers, listed above.

c. **Classroom Libraries** – Get students excited about reading with our engaging collection of leveled books that include a variety of genres, bilingual, Spanish and English titles; a range of new and classic bestsellers as well as culturally and historically relevant texts. Trust Barnes & Noble and our experts to curate the best collections to compliment your curriculum with our new Classroom libraries. (see our marketing material, enclosed).

d. **Educator Discount Program** – Pre-K-12 educators, including classroom teachers, school librarians, principals, guidance counselors, and homeschooling parents, receive a **20% Discount** off the publisher's list price on most books purchased for use in the classroom. During **Educator Appreciation Weekends** (held three times a year) and the **Educator Holiday Shopping Event** (in December), the **discount on books increases to 25%** and applies to both classroom and personal purchases. The Educator Discount can be used in store or online.

- e. **Kids Club Discount Program** – B&N Kids' Club™ is a free in-store and online program that provides exclusive privileges and benefits with the goal of entertaining kids and rewarding the Barnes & Noble parents.

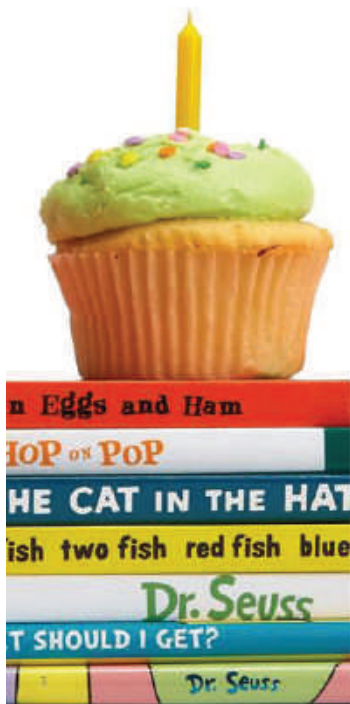
- **Welcome Gift** — **30% off list price on any one kids' book or toy**
- **Loyalty Rewards** — **\$5 reward for every \$100 you spend on kids' stuff**
- **Birthday Club** — **Birthday presents for each of your children's birthdays**
Before the big date, we'll email you a coupon for a FREE cupcake or cookie from our Barnes & Noble Café that you can use anytime during your child's birthday week!
- **Additional Benefits**
You will have access to age-appropriate product recommendations for all your children, fun activity ideas & more

- f. **Story Design** – K-8 student-driven, high-engagement interdisciplinary program that combines STEM with English Language Arts. The approach is project-based learning which students learn by solving an open-ended problem using procedures they devise (see our marketing material, enclosed).

END OF SECTION: ADDED VALUE SERVICES

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BARNES & NOBLE

BOOKSELLERS

Products & Order Processing

- a. **Our Products** – Barnes & Noble Booksellers, Inc. offers the following products: Audiobooks; (Published) Books (Trade Binding, Paperback, Textbooks and Technical Manuals), eBooks, NOOK eReaders, NOOK Tablets, CDs, DVDs; Educational Toys & Games; Gift Products; and Gift Cards.
- b. **Bulk Order Process** – quotes and bulk orders are placed by phone or email with the Business Development Manager (“BDM”) or store manager. A BDM may generate a quote for the items you wish to purchase, once discounts and pricing has been reviewed and approved, you may issue your purchase order for processing.



- c. **Cataloging, Labeling & MARC Coding Services** – Barnes & Noble currently does not offer these services.
- d. **Contract Reporting** (if applicable) – Barnes & Noble has experience with managing contract usage and reporting with several contracts submitted on a monthly and/or quarterly basis. These contracts include two (2) State contracts (New York and Florida) as well as Cooperatives including: TIPS (TX); Mohave Cooperative (AZ); Allied States Cooperative (TX); Kentucky Purchasing Cooperative (KY); BuyBoard (TX); and Choice Partner (TX).
- e. **Discounts** – are applied to list prices. Our standard discount is listed as 0-35% off list price because we cover a wide range of products with a varied discount structure. Trade book discounts generally range between 20-35% off list price and may be eligible for a larger discount based on the amount of titles and/or quantities requested. Discounts may also be determined as follows:

Dollar Discount	Volume Discount
Up to \$999.00 – 20% Discount	100 copies or more of a single title: may be eligible for discount beyond 35%
\$1,000-\$4,999 – 30% Discount	
Over \$5,000 – 35% Discount	

- f. **Payment Terms** – 0% Net 30 Days – no additional discount for early payments.
- g. **Quotes & Order Processing** – We can ensure that during our stores open hours we can return a quote within 3 hours; more time should be allotted for larger quotes.
 - We accept electronically transmitted orders with payment via purchase order, credit card or p-card;

BARNES & NOBLE

BOOKSELLERS

- Consolidated orders from all publishers and delivered to one location, helping to ensure smoother processing and closing out of PO;
 - Streamlined invoicing process and deferred billing;
 - Standard orders can be processed and expected to be delivered within 7-14 business days after receipt of orders;
 - Track shipments; and deliver early notifications of cancelled and backordered titles
- h. **Return Policy** – With a sales receipt or Barnes & Noble.com packing slip, a full refund in the original form of payment will be issued from any Barnes & Noble Booksellers store for returns of new and unread books, and unopened and undamaged music CDs, DVDs, vinyl records, electronics, toys/games, and audio books made within 30 days of purchase from a BN Booksellers store or BN.com.

END OF SECTION: PRODUCTS AND ORDER PROCESSING

BARNES & NOBLE

BOOKSELLERS

Capabilities & Capacity

Barnes & Noble has 17 bookstores in the state of Minnesota, 3 in North Dakota and 1 in South Dakota that are staffed with knowledgeable and resourceful booksellers who can assist Cooperative Purchasing Connection members with in-store purchases. As mentioned, your business development managers are your direct points of contact who will manage purchase orders, classroom library selections and other requests made by your members. They are joined by Melissa Willits, Regional Business Development Manager of the Midwest and Western regions.



Melissa Willits

Jan 2020-Present – Regional Business Development Manager

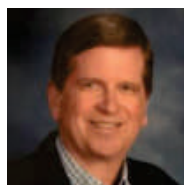
Jan 2002-Jan 2020 – District Manager



Michelle Hayes

Oct 2019-Present – Business Development Manager

- Michelle is a sales professional with extensive experience achieving strong and sustainable revenue, market, and profit contributions through expertise in business development, needs assessment, consultative-selling techniques, and client relationship management skills. She has keen presentation, contract negotiation, and communication skills, leading to the cultivation of strong customer relations and closing of lucrative contracts.



Russ Meyer

Sept. 2018-Present – Business Development Manager

- Russ is responsible for both new and existing commercial accounts through proactive B2B outreach to corporations, institutions, schools, nonprofit agencies and literary organizations within the Greater Minneapolis Metro area. As an outside Marketing and Sales Representative of Barnes &

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BARNES & NOBLE

BOOKSELLERS

Noble, Russ' responsibilities include cultivating existing business, generating new sales opportunities, and helping to make Barnes & Noble a valuable resource in the communities we serve.



Catherine Moreno Gámez

Sept. 2019-Present – Business Development Manager

- Catherine values working as a team to serve both internal and external customers. She is good at building rapport, solving complex customer service issues, and supporting others toward their goals. She believes that if, "I can help enough people get what they want, I will get what I want" said, Zig Ziglar! Her Specialties: Teaching | Instructional Design | Communication | Customer Service Solutions and Sales | Program Development | Public Speaking



Courtney Steilen

June 2019-Present – Business Development Manager

END OF SECTION: CAPABILITIES & CAPACITY

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Qualifications & Past Projects

Barnes & Noble currently partners with over 40,000 institutions (nationwide school districts, libraries and other governmental entities), as well as statewide contracts with Arizona, Florida, Missouri, New Mexico, New York and Utah providing library materials, books, and related services. As a privately held educational resource company, Barnes & Noble can be nimble and adapt to best support the fluctuating needs of our schools. We can offer unique solutions to provide resources, both in school and at home.

Here you will find a list of some of the most recently won contracts by Barnes & Noble Booksellers, Inc.

State of Florida

- ACS #55000000-20-NY-ACS Books & Non-Print Library Materials
- Serves all state, city and local entities including schools, libraries and government entities
- Term: entered in July 2015, renewed through June 30, 2025
- Value: \$3M annual spending

State of New York

- PC22868 Books & Non-Print Library Materials & Related Ancillary Services
- Serves all state, city and local entities including the largest school system in the US, NYC DOE
- Term: entered in 2015 and renewed through May 30, 2025
- Value: \$5M annual spending

State of New Mexico

- 90-000-19-00032 Library Materials Statewide Agreement
- Serves all state, city and local entities
- Term: 8/5/2019-7/31/2023

State of Utah

- GJ20-14 Educational Toys and Games, School Supplies and Curriculum Materials
- Serves all state, city and local entities
- Term: 6/1/2020-5/30/2022

State of Missouri

- CC201852003 Statewide Books and Materials (Qualified Vendors List, Formal)
- Serves various State Agencies located throughout the State of Missouri
- Term: May 2, 2020-May1, 2021

Omaha Public School

- #20-045 Supplement Books – Classroom Library Collection
- Serves the largest school district in Nebraska with more than 53,000 students
- Preselected Title List for Classroom Libraries as well as Supplier Recommended Titles should include the following themes: race/ethnicity, immigration, religion, socioeconomics, disabilities, gay/lesbian/transgender family members, divorce/blended, aging, foster care, incarceration, death, deployment, and adoption.
- Value: \$2.3M one-time purchase as of July 1, 2020

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Harmony Public Schools (Texas)

- Classroom Library sets for K-12
- Largest charter management organization in Texas with 48 campuses, enrolling 40,000+ students
- Value: \$1M+ one-time purchase

Newark Public Schools (New Jersey)

- Reading & Instructional Materials
- Serves the entire city of Newark which includes 75,000+ students
- Value: \$360,000.00, on-going purchases as of March 1, 2020

Lafayette Parish School System (Louisiana)

- 55-18 Elementary and Middle School Robotics
- Little Bits – Code Kit Education Class Packs (\$78,317.80)
- Little Bits – STEAM Education Class Packs (\$78,317.80)
- Wonder Workshop Classroom Pack (\$41,710.90)
- Sphero SPRK + 12 Pack (\$33,262.90)

The Fayette County Board of Education (Kentucky)

- Serves Lexington, Kentucky K-12 students
- 03-20 Books Non-Library Catalog Discount
- Term: 3/1/2020-2/ 28/2021

END OF SECTION: QUALIFICATIONS & PAST PROJECTS

Barnes & Noble Enclosures

BN W-9

Certificate of Insurance

BN Discount Structure

BN References

Classroom Libraries – Marketing

Story Design – Marketing

BN Return Policy

Exhibit A – Marketing Plan

Exhibit B – Letter/Line of Credit

Bid bond – Cashier’s check (.pdf)

Contact Us: businessdevelopmentbids@bn.com

Corporate Office | Business Development Division: 122 Fifth Avenue, New York, NY 10011 | Tele: (212)

Request for Taxpayer Identification Number and Certification

**Give Form to the
 requester. Do not
 send to the IRS.**

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type.
 See Specific instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Barnes & Noble Booksellers, Inc.																					
2 Business name/disregarded entity name, if different from above Barnes & Noble Booksellers, Inc.																					
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <table style="width: 100%; margin-top: 5px;"> <tr> <td><input type="checkbox"/> Individual/sole proprietor or single-member LLC</td> <td><input checked="" type="checkbox"/> C Corporation</td> <td><input type="checkbox"/> S Corporation</td> <td><input type="checkbox"/> Partnership</td> <td><input type="checkbox"/> Trust/estate</td> </tr> <tr> <td colspan="5"> <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____ </td> </tr> <tr> <td colspan="5"> <small>Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</small> </td> </tr> <tr> <td colspan="5"> <input type="checkbox"/> Other (see instructions) ▶ _____ </td> </tr> </table>	<input type="checkbox"/> Individual/sole proprietor or single-member LLC	<input checked="" type="checkbox"/> C Corporation	<input type="checkbox"/> S Corporation	<input type="checkbox"/> Partnership	<input type="checkbox"/> Trust/estate	<input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____					<small>Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</small>					<input type="checkbox"/> Other (see instructions) ▶ _____					4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) <u>5</u> Exemption from FATCA reporting code (if any) _____ <small>(Applies to accounts maintained outside the U.S.)</small>
<input type="checkbox"/> Individual/sole proprietor or single-member LLC	<input checked="" type="checkbox"/> C Corporation	<input type="checkbox"/> S Corporation	<input type="checkbox"/> Partnership	<input type="checkbox"/> Trust/estate																	
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<input type="checkbox"/> Other (see instructions) ▶ _____																					
5 Address (number, street, and apt. or suite no.) See instructions. 122 Fifth Avenue, Business Development Department	Requester's name and address (optional)																				
6 City, state, and ZIP code New York, NY 10011																					
7 List account number(s) here (optional)																					

Part I Taxpayer Identification Number (TIN)																																																							
Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see <i>How to get a TIN</i> , later.																																																							
Note: If the account is in more than one name, see the instructions for line 1. Also see <i>What Name and Number To Give the Requester</i> for guidelines on whose number to enter.	<table border="1" style="width: 100%; text-align: center;"> <tr> <td colspan="9">Social security number</td> </tr> <tr> <td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;">-</td><td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;">-</td><td style="width: 20px;"> </td> </tr> <tr> <td colspan="9">OR</td> </tr> <tr> <td colspan="9">Employer identification number</td> </tr> <tr> <td style="width: 20px;">1</td><td style="width: 20px;">3</td><td style="width: 20px;">-</td><td style="width: 20px;">4</td><td style="width: 20px;">0</td><td style="width: 20px;">3</td><td style="width: 20px;">0</td><td style="width: 20px;">3</td><td style="width: 20px;">8</td> </tr> <tr> <td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;"> </td><td style="width: 20px;"> </td> </tr> </table>	Social security number													-			-		OR									Employer identification number									1	3	-	4	0	3	0	3	8									
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Employer identification number																																																							
1	3	-	4	0	3	0	3	8																																															

Part II Certification	
Under penalties of perjury, I certify that:	
1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and 2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and 3. I am a U.S. citizen or other U.S. person (defined below); and 4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.	
Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.	
Sign Here	Signature of U.S. person ▶
Date ▶ January 2, 2020	

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

BARNES & NOBLE BOOKSELLERS

DISCOUNT STRUCTURE

<u>Product Type</u>	<u>Discount</u>	<u>Notes</u>
Books – Hardcover	0-35%	Additional discounts may be available
Books – Paperback	0-35%	Additional discounts may be available
Books – Used	Not Available	
Books – Out of Print	Not Available	
Textbooks	0-10%	
Audiobooks	0-25%	
Café Consumables	No Discount	
NOOK eReaders & Tablets	0-6%	Varies by Volume
NOOK eBooks	No Discount	
NOOK Accessories	0-15%	Varies by Volume
NOOK Protection Plans	0-25%	Varies by Volume
Magazines	No Discount	
Music CDs	0-35%	
DVDs	0-35%	
Educational Toys & Games	0-20%	
Gift Product	0-35%	
DISCOUNT EXCEPTIONS		
DISCOUNT	DISCOUNT	NOTES
No Additional Discount (“NAD”) Titles	0-10%	
VOLUME DISCOUNTS		
DISCOUNT	DISCOUNT	NOTES
100 Copies or more of a single (Non-NAD) Title	May be eligible for discounts beyond 35%	
\$2500 or more per order (Non-NAD) Titles	May be eligible for discounts beyond 35%	
For a complete catalog listing please visit www.bn.com		
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BARNES & NOBLE BOOKSELLERS

REFERENCES

Organization Name	Address	City	State	Zip	Contact Name	Phone Number	Email Address
Contract #	Contract Name				Start Date – End Date		Contract Value
Gwinnett County Public Schools	437 Old Peachtree Road NW	Suwanee	GA	30024	Stephanie Maddox	(678) 301-6298	Stephanie_maddox@gwinnett.k12.ga.us
B19-15SM	Instructional Materials Catalog Discount			01/01/2019-12/31/2019			
Volusia County Public Schools	3750 Olson Drive	Daytona	FL	32124	Kendra Meeks	(386) 947-8786	Klmeeks1@volusia.k12.fl.us
CL-905KM	Teaching Aids, Equipment and Supplies			12/1/2018-11/30/2021			
Jefferson County Public Schools	3001 Crittenden Drive	Louisville	KY	40209	Donna Cockerill	(502) 485-3167	donna.cockerill@jefferson.kyschools.us
7653	Books other than Library or Textbooks			March 2, 2019-March 1, 2020			
Schertz-Cibolo-Universal City ISD	1056 Elbel Road	Schertz	TX	78154	Terry Canal	(210) 945-6223	tcanal@scuc.txed.net
18-006S	General Supplies			5/31/2018-5/31/2022			
New Mexico Statewide Price Agreement	110 St. Francis Drive	Santa Fe	NM	87505	Yuliasuti Wulandari	(505) 827-0485	Yuliasuti.wulandari@state.nm.us
90-000-19-00032	Library Materials – Statewide Price Agreement			August 5, 2019-August 4, 2020			
Florida State Contract	FL Division of State Purchasing	Tallahassee	FL	32399	Jennifer Hyatt	(850) 488-8366	jennifer.hyatt@dms.myflorida.com
55101500-17-ACS	Books and Non-print Library Materials & Related Ancillary Services			Expires: May 31, 2020			\$5,000,000.00/annually
New York State Contract	OGS, 38 FL., Corning Tower Empire State Plaza	Albany	NY	12242	Shrilata Nath	(518) 474-3034	Shrilata.nath@ogs.ny.gov
PC66998	Books and Non-print Library Materials & Related Ancillary Services			July 31, 2015-May 31, 2020			\$5,000,000.00/annually

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REFERENCES

Organization Name	Address	City	State	Zip	Contact Name	Phone Number	Email Address
Contract #	Contract Name				Start Date – End Date		Contract Value
Fort Worth ISD	100 N. University Drive, 140F	Fort Worth	TX	76107	Taylor Shaw	(817) 814-2207	Taylor.shaw@fwisd.org
15-130-C	Supplies, Equipment, Repair and Services for Special Needs		July 30, 2019-August 31, 2020 (renewable: 1 year)				
West Virginia Dept. of Ed.	DOE, Bldg 6 Rm 204 1900 Kanawha Blvd. E	Charleston	WV	25305	Michelle Childers	(304) 558-2686	Michelle.childers@k12.wv.us
Wake County Public Schools	1551 Rock Quarry Rd.	Raleigh	NC	27610	Petra Gooding	(919) 588-3456	pgooding@wcpss.net
#20-200	K-12 Instructional Support Books						\$26,932.00
Harmony Public Schools	9321 W. Sam Houston Pkwy	Houston	TX	77099	Dr. Mehmet Bayar	(713) 343-3333	purchasing@harmonytx.org
Detroit Public Schools	Classroom Library Sets for K-12		May 1, 2019				\$1,087,106.86
19-0245	301 W. Grand Blvd., 11 th Fl	Detroit	MI	48202	Steve Jackinsky	(313) 873-4991	Stephen.jackinsky@detroitk12.org
Fayette County Public Schools	Printed Novels		June 13, 2019				\$35,750.00
03-19	1126 Russell Cave Rd	Lexington	KY	40505	Matthew Moore	(859) 381-3885	Matthew.moore@fayette.kyschools.us
Arlington ISD	Books, Non-Library Catalog Discount		March 1, 2019-February 28, 2020 (renewed annually)				
19-79	1203 West Pioneer Pkwy	Arlington	TX	76013	Tammy Craig	(682) 867-7352	tcraig@aisd.net
State of Arizona, Dept of Health	Books for Summer Reading		May 3, 2019-May 2, 2020 (renewable for 2 years)				\$100,415.29
BPM 001252	150 North 18 th Avenue	Phoenix	AZ	85007	Felicia Marquez	(602) 542-1040	Felicia.marquez@azdhs.gov
	Educational Materials		August 1, 2019-July 31, 2020 (not to exceed 5 years)				

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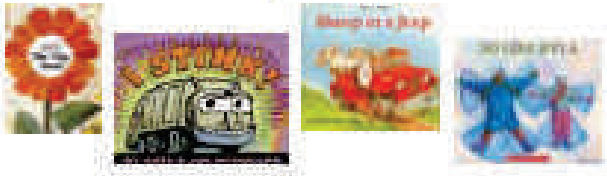
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Early Childhood Starter Classroom Libraries

If you're just beginning your pre-school or early elementary Classroom Library, these sets are the perfect place to start. This mix of classic and contemporary titles will also integrate seamlessly into your existing collections.

Terrific Read-Alouds-PreK-K Set of 26 Books

9781456976084 With Storage Bins \$395.99



Bonus Read-Alouds-PreK-K Set of 25 Books

9781456976088 With Storage Bins \$207.22



Basic Concepts-PreK-K Set of 25 Books

9781456976101 With Storage Bins \$259.80



Sight Word Readers-PreK-K Set of 20 Books

9781456976125 With Storage Bins \$76.30



Multicultural Texts-PreK-K Set of 15 Books

9781456976149 With Storage Bins \$153.87



Social-Emotional Learning-PreK-K Set of 20 Books

9781456976163 With Storage Bins \$187.22



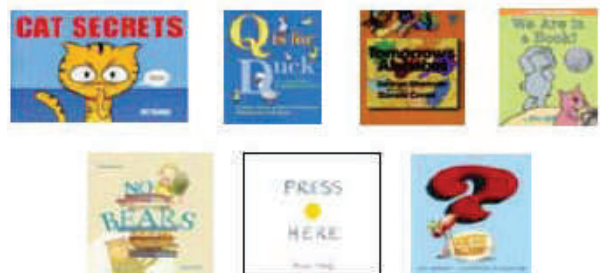
STEAM Texts-PreK-K Set of 20 Books

9781456976187 With Storage Bins \$205.06




Interactive Picture Books-PreK-K Set of 15 Books

9781456976200 With Storage Bins \$236.41



How STORY DESIGN Works

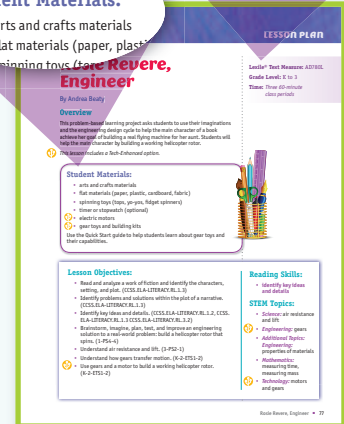
Each lesson plan opens with the information you'll need to plan a successful Story Design project:

- The featured story and an **Overview** of the project inspired by the book.
- The book's **Lexile® Measure** and **Grade Level** help identify lessons appropriate for your students. Class **Time** for the lesson is estimated.
- **Student Materials** tells you what your students will need. Most projects can be carried out using household items, but when you see this logo: , the lesson includes an optional, **Tech-Enhanced** activity.
- **Lesson Objectives** identifies the learning goals and provides references to the applicable curriculum standards.
- **Reading Skills** (for K to 3) and **STEM Topics** (Science, Technology, Engineering, and Math) taught in the lesson are also listed.

Lexile® Text Measure: AD780L
Grade Level: K to 3
Time: Three 60-minute class periods

Student Materials:

- arts and crafts materials
- flat materials (paper, plastic)



Analyze the Book

Read the book aloud to the class or have the class is familiar with the book, explain *For this project, you will identify the problem to solve it. One way to do it is...*

Differentiate Instruction

- **Decrease Difficulty**
 - Read the book to the class. As you read, pause after the major event in the story.

K–3 Lesson Plans include an **Analyze the Book** literature lesson that helps students improve their reading skills and identify the problem in the book that they will address in the STEM project.

Grade 4–8 Lesson Plans include **Summary of the Book** and **Identify the Problem** features that describe the book and the problem in the book that the STEM project will address.

- The **Identify the Problems Worksheet** provides a structured format (for all grades) to use for this part of the lesson.

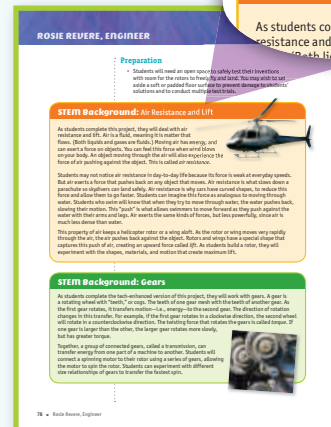
Differentiate Instruction offers ideas for decreasing and increasing the difficulty of lessons to meet students at their skill levels.

- **STEM Background** boxes give the basics students need to know about the project's STEM topics.

- **Orange** boxes discuss **Science** topics.
- **Green** boxes discuss **Technology** topics.
- **Blue** boxes discuss **Engineering** topics.
- **Red** boxes discuss **Math** topics.

STEM Background: Air

As students complete this project, the resistance and lift. Air is a fluid, not a solid, and it can be used to lift and push things.



Go to bn.com to learn more about Story Design.



ROSIE REVERE, ENGINEER

Engineering Design Cycle

Students have now identified a practical problem faced by the character in the story. Next, students will brainstorm a solution to that problem. This is the engineering goal.

Differentiate Instruction

Decrease Difficulty

- Offer pre-made propeller parts, instead of having students make them.
- Limit the number of gears to two or three.

Increase Difficulty

- Encourage students to build their own assembly instructions and read them to the class.
- Challenge students to build a helicopter that can fly.

Engineering Design Cycle

1. **Define** the problem. What is the problem? What are the constraints? What are the materials that will work best, and decide how you will build your solution.
2. **Imagine** how your solution might look. Draw a picture of your solution.
3. **Plan** how to build your solution. What materials will you use? How will you build your solution?
4. **Create** your solution using the materials you selected. You can modify your design, materials, or plan at any time.
5. **Improve** your solution. Test your solution. If it does not work, you can modify your design, materials, or plan at any time.

The Engineering Design Cycle

Engineering Design Cycle

Students have now identified a practical problem faced by the character in the story. Next, students will brainstorm a solution to that problem. This is the engineering goal.

Ideas and language are offered for helping students apply the **Engineering Design Cycle** to address the practical problem faced by the characters in the story as they work through the five steps of the cycle. **Differentiate Instruction** offers ideas for decreasing and increasing the difficulty of lessons to meet students at their skill levels.

- The **Engineering Design Cycle Worksheet** provides a structured format and student reference for this part of the lesson.

- Present and Assess Solutions** gives suggestions for helping your students present their completed projects.
- Back to the Book** offers ideas for classroom discussion that will bring the lesson full circle, showing students how much they learned about the book as they worked on their STEM projects.
- Use the **Student Reflection Worksheet** to guide your students through a self-assessment and reflection activity.
- The **Rubric for Student Assessment** will help guide your evaluation of your students' work on the lesson.
- The **Instructor Reflection Worksheet** can help you evaluate the success of the project in your classroom.

Reflect on Your Project

Present and Assess Solutions

At the completion of the project, have students demonstrate their solutions. During their presentations, students should be able to...

- Identify the problem from *Rosie Revere, Engineer*.
- Describe how their solution solves the story's problem.
- Explain their engineering process, including brainstorming, building, testing, and revising.
- Construct or describe a story that can spin through the air longer than a spinning top.

Back to the Book

Lead a class discussion on *Rosie Revere, Engineer* for the context of students' projects and presentations. Consider discussing...

- whether their solution would work in the world of the book.
- how the story would change if the character were a boy.
- how the character's feelings would be impacted by the solution or how character relationships would be affected by the solution.

Student Reflection

Distribute the **Student Reflection Worksheet**. Guide students through the self-assessment and reflection activity. Remind students that even if their project was not successful, they still have learned a lot about the story and the lesson's STEM topics.

Assessment

Use the **Rubric for Student Assessment** to evaluate student work on the project. Keep in mind that to prepare for problem-based learning, students may repeatedly activate the learning algorithm and complete the engineering design cycle, even if their problem does not.

Instructor Reflection

Complete the **Instructor Reflection Worksheet** to evaluate how successful the project and its implementation were in your classroom.

Rubric for Student Assessment, Grades 4 to 6

Accomplished

Instructor Reflection

1. Were students engaged with the book?

ROSIE REVERE, ENGINEER

Meeting Standards:

Common Core English Language Arts Standards

- Retell stories, including key details, and demonstrate understanding of their central messages or themes. (CCSS.ELA-LITERACY.RL.1.2)
- Describe how characters in a story respond to major events and challenges. (CCSS.ELA-LITERACY.RL.1.3)
- Analyze how an individual, a group, or an institution makes choices and takes actions based on the evidence and issues at hand. (CCSS.ELA-LITERACY.RL.1.4)
- Describe how a problem is solved or a problem is solved. (CCSS.ELA-LITERACY.RL.1.5)

Next Generation Science Standards

- Ask questions, make observations, and gather information about a situation people want to change as a first step to developing a solution to the problem. (CCSS.ELA-LITERACY.RL.1.2)
- Describe a simple design, drawing, or physical model to illustrate how the shape of an object helps it function or solve a problem. (CCSS.ELA-LITERACY.RL.1.3)
- Analyze data obtained from testing different materials to determine which materials have the properties that are best suited for an intended purpose. (CCSS.ELA-LITERACY.RL.1.4)
- Plan and conduct an investigation to provide evidence of the effects of different materials on the solution of a problem. (CCSS.ELA-LITERACY.RL.1.5)

Common Core Mathematics Standards

- Measure the length of an object by applying appropriate units such as cubes, pennies, paper clips, and measuring tapes. (CCSS.MATH.CONTENT.1.MD.A.1)

Meeting Standards lists the specific national standards addressed in each lesson:

- Common Core English Language Arts Standards, Next Generation Science Standards** and (where applicable) **Common Core Mathematics Standards** and **GSTA Computer Science Standards**

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Returns or exchanges will not be permitted (i) after 30 days or without receipt, (ii) for product not carried by Barnes & Noble or Barnes & Noble.com, or (iii) for purchases made with a check less than 7 days prior to the date of return.

Policy on receipt may appear in two sections.

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A government-issued photo identification (driver's license, passport) is required. Home phone number and street address (no PO Box) must appear on all checks.

ELECTRONIC CHECK SERVICE POINT OF SALE NOTICE

When you provide a check as payment, you authorize us to either use information from your check to make a one-time electronic fund transfer from your account or to process the payment as a check transaction. Funds may be withdrawn from your account on that day, and you will not receive the check back from your financial institution. If your payment is returned due to insufficient funds, you authorize us to make a one-time electronic fund transfer from your account to collect a fee allowed by state law in the amount listed on the accompanying chart.

*Fee is dollar amount or percentage of check face value, whichever is greater. This information is not intended to be legal advice and is subject to change. For inquiries, please call (800) 843-2665.

STATE	FEE*
CO*	\$20 or 20%
CT, ID, IN, NM, NY, UT	\$20
LA*	\$25 or 5%
AZ, CA, DC, IL, KY, ME, MA, MI, MO, NE, NV, NH, NJ, NC, OK, PA, RI, VT, WV, WI	\$25
GA*	\$30 or 5%
OH*	\$30 or 10%
AK, AL, AR, HI, IA, KS, MN, MT, SD, TN, TX, WY	\$30
MD, OR	\$35
FL*	\$40 or 5%
DE, MS, ND, SD, WA	\$40
VA	\$50

PRIVACY POLICY

We respect your privacy. For complete details on our customer privacy policy, please visit us online at barnesandnobleinc.com

WE GLADLY ACCEPT



BARNES & NOBLE

BOOKSELLERS



Barnes & Noble response to:

RFP #21.4 Instrumental Materials & Classroom Supplies

Due: August 5, 2020

EXHIBIT A - Marketing Plan



EXHIBIT A – MARKETING PLAN

If awarded, Barnes & Noble Booksellers will execute the following to support **Cooperative Purchasing Connection** and its members:

- Send e-mail notifications to members with discount information and procedures for ordering
- Electronically notify members with discount information and ordering procedures
- Local business development manager will make personal contact with members to answer questions and provide information
- Provide one central contact to receive purchase orders and invoices
- Provide quotes within two business days of receipt
- Provide contact information for business development manager who can assist members with any ordering issues or questions
- Our marketing department will connect with the Cooperative after confirmation of award and work closely to design an advertisement to be issued to the members.

Barnes & Noble does not advertise awarded contracts on our website.

BARNES & NOBLE BOOKSELLERS



Barnes & Noble response to:

RFP #21.4 Instrumental Materials & Classroom Supplies

Due: August 5, 2020

EXHIBIT B - Letter of Credit



Cooperative Purchasing Connection
Tabulation Report RFP #21.4 - Instructional Materials
and Classroom Supplies
Vendor: Kaplan Early Learning Company

General Comments:

- General Attachments:** Cooperative Purchasing Connection RFP 21.4 - Bid Bond.pdf
Cooperative Purchasing Connection RFP 21.4 - COI.pdf
Cooperative Purchasing Connection RFP 21.4 - Exhibit A_Marketing Plan.pdf
Cooperative Purchasing Connection RFP 21.4 - Exhibit B_Letter-Line of Credit.pdf Confidential; on file.
Cooperative Purchasing Connection RFP 21.4 - Vendor Questionnaire.pdf
RFP 21.4 - Pricing Schedule (1).xlsx Full price list on file with CPC.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
7/28/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).


PRODUCER McGriff Insurance Services 250 W. First Street PO Box 168 Winston-Salem NC 27102	CONTACT NAME: Jenean Donsecz PHONE (A/C, No, Ext): 336-733-0233 FAX (A/C, No): 888-632-4236 E-MAIL ADDRESS: jdonsecz@mcgriffinsurance.com	
	INSURER(S) AFFORDING COVERAGE	
INSURED Kaplan Early Learning Company 1310 Lewisville-Clemmons Rd. Lewisville NC 27023	INSURER A: Accident Fund Ins Co of America NAIC #: 10166	
	INSURER B: Hanover Insurance Company NAIC #: 22292	
	INSURER C: Great American Assurance Company NAIC #: 26344	
	INSURER D: Fireman's Fund Insurance Company NAIC #: 21873	
	INSURER E: AMERICAN AUTOMOBILE INS CO NAIC #: 21849	

COVERAGES CERTIFICATE NUMBER: 1706966200 REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDITIONAL INSURED	SUBROGATION WAIVED	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
D B	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Cyber Liability GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y	Y	USC013422200 LH6D26031802	3/1/2020 3/1/2020	3/1/2021 3/1/2021	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 Cyber Liability \$ 2,000,000
E	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y		SCV0044392001	3/1/2020	3/1/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
D C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 0	Y	Y	USC00881220U EXC3237259	3/1/2020 3/1/2020	3/1/2021 3/1/2021	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	WCV6140444	3/1/2020	3/1/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
B	Prof Liab, E&O			LH6D26031802	3/1/2020	3/1/2021	\$1,000,000 OCC \$2,000,000 AGG

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Certificate Holders are included as Additional Insured in above policies when required by written contract. Waiver of Subrogation endorsement is included in Workers Comp/Employers Liability, General Liability, Auto Liability, Umbrella, & Excess Liability policies (which are Form Following under Endt. GA1 69 65). Coverage is Primary & Noncontributory from any other insurance available to the additional insured. 30 days notice of cancellation for all other reasons other than non-payment which is 10 days.

CERTIFICATE HOLDER Cooperative Purchasing Connection 1001 E Mount Faith Ave Fergus Falls MN 56537	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

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BID BOND

**Travelers Casualty and Surety Company of America
Hartford, CT 06183**

KNOWN ALL BY THESE PRESENTS, That we, KAPLAN EARLY LEARNING COMPANY, INC., as Principal, and Travelers Casualty and Surety Company of America, as Surety, are held and firmly bound unto Cooperative Purchasing Connection, 1001 E. Mount Faith Ave. Fergus Falls, MN 56537, as Obligee, in the sum of Two Thousand Five Hundred Dollars (2,500) for the payment of which we bind ourselves, and our successors and assigns, jointly and severally, as provided herein.

WHEREAS, Principal has submitted or is about to submit a bid to the Obligee on a contract for Bid #21.4 - Instructional Materials & Classroom Supplies ("Project").

NOW, THEREFORE, the condition of this bond is that if Obligee accepts Principal's bid, and Principal enters into a contract with Obligee in conformance with the terms of the bid and provides such bond or bonds as may be specified in the bidding or contract documents, then this obligation shall be void; otherwise Principal and Surety will pay to Obligee the difference between the amount of Principal's bid and the amount for which Obligee shall in good faith contract with another person or entity to perform the work covered by Principal's bid, but in no event shall Surety's and Principal's liability exceed the penal sum of this bond.

Signed this 5th day of August, 2020.

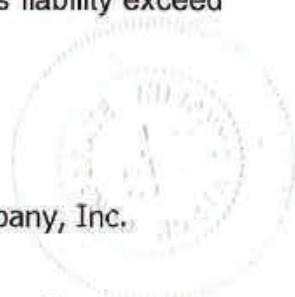
Kaplan Early Learning Company, Inc.

(Principal)

By: *Matthew Shuman*

Travelers Casualty and Surety Company of America

By: *Sylvia J. Donsecz*
Sylvia J. Donsecz, Attorney-in-Fact





Travelers Casualty and Surety Company of America
Travelers Casualty and Surety Company
St. Paul Fire and Marine Insurance Company

POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS: That Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company are corporations duly organized under the laws of the State of Connecticut (herein collectively called the "Companies"), and that the Companies do hereby make, constitute and appoint **SYLVIA J DONCSECZ** of **WINSTON SALEM, North Carolina**, their true and lawful Attorney-in-Fact to sign, execute, seal and acknowledge any and all bonds, recognizances, conditional undertakings and other writings obligatory in the nature thereof on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

IN WITNESS WHEREOF, the Companies have caused this instrument to be signed, and their corporate seals to be hereto affixed, this **3rd day of February, 2017**.



State of Connecticut

City of Hartford ss.

By: 
 Robert L. Raney, Senior Vice President

On this the **3rd day of February, 2017**, before me personally appeared **Robert L. Raney**, who acknowledged himself to be the Senior Vice President of Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company, and that he, as such, being authorized so to do, executed the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer.

In Witness Whereof, I hereunto set my hand and official seal.

My Commission expires the **30th day of June, 2021**




 Marie C. Tetreault, Notary Public

This Power of Attorney is granted under and by the authority of the following resolutions adopted by the Boards of Directors of Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company, which resolutions are now in full force and effect, reading as follows:

RESOLVED, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President, any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary may appoint Attorneys-in-Fact and Agents to act for and on behalf of the Company and may give such appointee such authority as his or her certificate of authority may prescribe to sign with the Company's name and seal with the Company's seal bonds, recognizances, contracts of indemnity, and other writings obligatory in the nature of a bond, recognizance, or conditional undertaking, and any of said officers or the Board of Directors at any time may remove any such appointee and revoke the power given him or her; and it is

FURTHER RESOLVED, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President may delegate all or any part of the foregoing authority to one or more officers or employees of this Company, provided that each such delegation is in writing and a copy thereof is filed in the office of the Secretary; and it is

FURTHER RESOLVED, that any bond, recognizance, contract of indemnity, or writing obligatory in the nature of a bond, recognizance, or conditional undertaking shall be valid and binding upon the Company when (a) signed by the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary and duly attested and sealed with the Company's seal by a Secretary or Assistant Secretary; or (b) duly executed (under seal, if required) by one or more Attorneys-in-Fact and Agents pursuant to the power prescribed in his or her certificate or their certificates of authority or by one or more Company officers pursuant to a written delegation of authority; and it is

FURTHER RESOLVED, that the signature of each of the following officers: President, any Executive Vice President, any Senior Vice President, any Vice President, any Assistant Vice President, any Secretary, any Assistant Secretary, and the seal of the Company may be affixed by facsimile to any Power of Attorney or to any certificate relating thereto appointing Resident Vice Presidents, Resident Assistant Secretaries or Attorneys-in-Fact for purposes only of executing and attesting bonds and undertakings and other writings obligatory in the nature thereof, and any such Power of Attorney or certificate bearing such facsimile signature or facsimile seal shall be valid and binding upon the Company and any such power so executed and certified by such facsimile signature and facsimile seal shall be valid and binding on the Company in the future with respect to any bond or understanding to which it is attached.

I, **Kevin E. Hughes**, the undersigned, Assistant Secretary of Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company, do hereby certify that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which remains in full force and effect.

Dated this **5th** day of **August**, 20**20**




 Kevin E. Hughes, Assistant Secretary

To verify the authenticity of this Power of Attorney, please call us at 1-800-421-3880.
Please refer to the above-named Attorney-in-Fact and the details of the bond to which the power is attached.

Vendor Questionnaire

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "*Vendor Questionnaire – Name of Company*".
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

The following sections will need to be completed before submission and submitted as one (1) single PDF titled "Vendor Questionnaire – Name of Company":

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Warranty](#)
6. [Industry-Specific Information](#)
7. [References](#)
8. [Additional Requirements*](#)

Company Information

Name of Company: Kaplan Early Learning Company

Company Address: 1310 Lewisville-Clemmons Rd

City, State, Zip code: Lewisville, NC 27023

Website: www.kaplanco.com

Phone: 800-334-2014

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	David Bumgarner	dbumgarner@kaplanco.com	800-334-2014 Ext. 3235
Contract Manager	Elizabeth Patterson	epatterson@kaplanco.com	800-334-2014 Ext. 6208
Sales Manager	Mark Hansen	mhansen@kaplanco.com	800-334-2014 Ext. 3486
Marketing Manager	Anna Wilmoth	awilmoth@kaplanco.com	800-334-2014 Ext. 3480
Customer Service Manager	Paula King	pking@kaplanco.com	800-334-2014 Ext. 3257
Account Manager(s)	Trudy Higgins	thiggins@kaplanco.com	800-334-2014 Ext. 6250

List who will be responsible for receiving updated membership lists.

Name	Email	Phone
Bids Department	bids@kaplanco.com	800-334-2014

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
Bennette Roberson	broberson@kaplanco.com	800-334-2014 Ext. 6224

Lisa who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
Angie Hutchins	ahutchins@kaplanco.com	800-334-2014 Ext. 3210

Identify any business types/classifications that your company holds. **Submit documentation in PDF format to verify business status (see bid checklist).*

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Qualifications & Experience *(80 points)*

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

See enclosed

2. Provide evidence of what your company is doing to remain viable in the industry.

See enclosed

3. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

See enclosed

4. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies for each year in CPC's tri-state area of Minnesota, North Dakota, and South Dakota?

See enclosed

5. Describe your current locations, staffing levels, and the number of staff that will be dedicated to the resulting contract is awarded.

See enclosed

6. Describe your company's logistics (experience, production, distribution of products, warehouse inventories, and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.

See enclosed

7. Is your organization able to service all areas and eligible agencies within CPC's tri-state area?

Yes *No*

If NO, explain why your organization is not able to service an area and/or state.

Click or tap here to enter text.

8. List the other contracts you have in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

See enclosed

9. Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

See enclosed

10. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).

See enclosed

Marketing & Partnership *(25 points)*

1. Describe how your company markets directly to potential customers.

See enclosed

2. Describe marketing collateral and sales campaigns that have been successful for your organization in the past. Describe how your organization plans to utilize your marketing staff with this anticipated contract.

See enclosed

3. Describe your organization's ability to participate in conference tradeshows and how you will position the contract at those tradeshows. List all, conference tradeshows that your organization has attended in the last three (3) years.

See enclosed

4. Describe how your company will position this contract to CPC's participating agencies if awarded.

See enclosed

5. Describe how you plan to inform and train your personnel on the details and promotion of the contract.

See enclosed

Financials & Level of Support *(25 points)*

1. Describe how your organization works with agencies to determine payment terms.

See enclosed

2. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card? Describe the fee charge, if applicable.

See enclosed

3. Indicate the level of support your company will offer on this contract category.

- Pricing is the same as offered to individual education, government, and nonprofit agencies.
- Pricing is the same as offered to cooperative purchasing organizations or state purchasing departments.
- Pricing is better than what is offered to individual education, government, and nonprofit agencies.
- Pricing is better than what is offered to cooperative purchasing organizations or state purchasing departments.
- Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

4. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

Yes No

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

5. Has your company been disbarred and or suspended in doing business within the United States?

Yes No

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

Warranty (15 points)

1. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe warranty coverage and any limit/circumstance restrictions.

See Enclosed

2. Do warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

Yes

No

If NO, describe why travel and mileage are not covered.

See Enclosed

3. List any geographic areas within CPC's tri-state area for which your organization cannot provide a certified technician to perform warranty repairs. How will CPC participating agencies in these areas be provided service for warranty repair?

See enclosed

Industry Specific Information (140 points)

1. Provide a narrative description of the products and services you are offering in your proposal.

See enclosed

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.

See enclosed

3. Describe your inventory and distribution hubs, their location, and their service/fill rate of inventory from those locations.

See enclosed

4. Describe in detail your company's sales structure (representatives) and those dedicated to this proposal and resulting contract award.

See enclosed

5. Describe your proposed order process and ordering methods for this proposal and contract award. Provide a complete narrative on the system to include, but not limited to the following: process for order placement, verification, and tracking, invoicing, and payment process. Specify if you will be including a dealer network and how they will be involved.

See enclosed

6. For online ordering, describe how many personnel is dedicated to your online ordering helpdesk.

See enclosed

7. Describe any minimum order requirements.

See enclosed

8. Detail any rebates, custom lists, or other incentive offers that will be extended through the resulting contract.

See enclosed

9. Describe in detail your proposed exchange and return program(s) and policy(s). Describe all restocking fees that may apply.

See enclosed

10. Describe how backorders are processed and communicated.

See enclosed

11. Describe your company's experience integrating with third-party procurement systems (i.e. punchouts).

See enclosed

12. Describe any "added value" attributes being offered to CPC and its participating agencies when purchasing services through your company.

See enclosed

13. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

See enclosed

14. Describe your company's environmental policy or green initiatives.

See enclosed

Exceptions & Deviations *(10 points)*

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

See enclosed

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.

Respondents must include the following when requesting exceptions:

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

See enclosed

References

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the CPC's tri-state area are preferred. A contact name, phone number and email will be required. *Note, please ensure your references are prepared to speak with a representative from CPC.

Reference #1 – Company Name
Service Level Purchased
Year of Purchase
Reference Contact
Phone
Email

Lil Scholars Preschool
Click or tap here to enter text.
Provider of early childhood classroom educational materials for 12+ years
Marci Johnston
515-285-2256
Lilscholars1@gmail.com

Reference #2 – Company Name
Service Level Purchased
Year of Purchase
Reference Contact
Phone
Email

Ebenezer Ridges Child Care
Click or tap here to enter text.
Providers of early childhood classroom educational materials for 18+ years
Jody Schumann
952-898-3576
jschuma2@fairview.org

Reference #3 – Company Name
Service Level Purchased
Year of Purchase
Reference Contact
Phone
Email

Supporting Families Together Association
Click or tap here to enter text.
Provider of early childhood classroom educational materials for 9+ years
Sherri Underwood
608-443-2120
sherri@supportingfamilies together.org

Additional Requirements

As required by CPC, submit the following additional items as individual PDFs as outlined below:

1. Exhibit A – Marketing Plan – Name of Company (20 points)

Submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on the Vendor's website.

2. Exhibit B – Letter/Line of Credit – Name of Company

Attach a letter from a business's chief financial institution indicating the current line of credit available to the business and evidence of financial stability for the past three calendar years (2019, 2018, 2017). This letter should state the line of credit as a range (i.e. "Credit in the low six (6) figures" or "a credit line exceeding five (5) figures"). The Letter/Line of Credit will be deemed "Confidential". This letter/line of credit is a requirement to help determine the financial stability of the company.

Vendor Questionnaire – Kaplan Early Learning Company

Qualifications & Experience

1. Kaplan Early Learning Company had its beginning in 1949 when Leon Kaplan opened a toy store in downtown Greensboro, North Carolina, for the holiday buying season. In 1950 he and his wife moved the store, Tiny Town, to West Fifth Street in Winston-Salem, North Carolina. Tiny Town carried toys, juvenile furniture, and games. It wasn't long before the store outgrew the modest space and moved to West Fourth Street. One of the reasons for the store's success was that Mr. Kaplan made a point of offering unique and out-of-the-ordinary toys. Another Tiny Town opened in the Thruway Shopping Center in Winston-Salem, North Carolina, in 1955. Mr. Kaplan had several stores located in Atlanta, Georgia, Boca Raton, Florida, and Washington, DC.

Today, Kaplan Early Learning Company is a leader in the distribution of educational materials. Kaplan currently has over 50 educational sales consultants located throughout the United States assisting customers with their educational material requirements and classroom setups. Kaplan Early Learning Company is a major supplier for Head Start (a federal program that provides disadvantaged infants and preschoolers with educational, health, nutritional, and social services), school districts across the U.S., and U.S. military bases' child care programs around the world.

2. Kaplan Early Learning Company creates several catalogs each year along with sales brochures and pamphlets published periodically throughout the year. Kaplan continually strives to enhance the quality of early childhood products by offering educators outstanding materials and training. In 2001, Kaplan created the Professional Development Team whose focus is to partner with early childhood professionals and build customer relations through developing and adapting the most appropriate and current work in assessment, curriculum and training products for educators.

Kaplan Early Learning Company's philosophy is simple; "We will be the premier resource and service provider in the childhood development arena, focusing on educational environments, innovative products, information and services directed toward learning readiness". Our success lies in our strong business reputation for quality products, excellent customer service, and our role as a resource for all current and potential customers. Thanks to the dedication, loyalty, and hard work of Kaplan employees, the company has tripled in size since 1980. Kaplan Early Learning Company will continue to grow and prosper through the continued efforts of our employees working as a customer-focused team. Last year Kaplan celebrated its 50th year of serving the early childhood educational market.

Kaplan Early Learning Company has been a leader in the early childhood market for over 50 years that enhance children's learning with a stellar reputation in our market. We contribute our continued growth to the trust and appreciation of our customers in our products, our service, and our integrity.

Kaplan is known for quality products and exceptional service. And, as Hal Kaplan says: "Kaplan never discounts quality". We stand behind our products and take pride in our reputation as a valuable partner to our customers.

3. Kaplan has hundreds of repeat customer. Some of our repeat customers and their average annual sales are listed below:
 - Georgia Family Partnership/GA – Customer for 8+ years/Average annual sales: \$578,000+
 - South Carolina First Steps/SC – Customer for 20+ years/Average annual sales: \$301,704+
 - Quality Care for Children/GA – Customer for 20+ years/Average annual sales: \$228,335+
 - Illinois Action for Children/IL – Customer for 20+ years/Average annual sales: \$264,645+
 - ELC of Miami Dade/FL – Customer for 19+ years/Average annual sales: \$425,944+
 - School Board of Miami Dade/FL – Customer for 20+ years/Average annual sales: \$235,693+
 - Head Start of Greater Dallas/TX – Customer for 20+ years/Average annual sales: \$182,602+

4. Kaplan provides instructional materials to thousands of customers in the tri-state area as well as nationwide. Below is a list of some of the agencies that Kaplan Early Learning Company serves:
 - Child Care Aware
 - Lutheran Social Services
 - CCR&R
 - YMCA's
 - Community Action Programs
 - Head Starts
 - School Districts
 - US Military Bases' Child Care

5. Kaplan Early Learning Company is located at 1310 Lewisville-Clemmons Road in Lewisville, North Carolina. Kaplan employs 290 employees which include 40 sales representatives located throughout the United States.

6. Kaplan Early Learning Company site includes 2 office buildings, a 160,000 square foot warehouse, a 204,000 square foot distribution center, and a catalog showroom. There have been several additions to the original site including 60,000 square feet added to the warehouse in 1991, a four story addition in 1993 for more office, warehouse, and training space, and the new distribution center in 1995. Kaplan maintains a 95% fill rate.

In 2000 Kaplan invested in a highly integrated PeopleSoft system to ensure complete and accurate communication between all departments with the specifics of each order received. This system has allowed Kaplan to efficiently handle over 100,000 orders each year.

8. Kaplan Early Learning Company partners with many cooperative purchasing programs such as:
 - Choice Partners
 - TIPS/TAPS
 - TX BuyBoard
 - ASC – Allied State Cooperative
 - KPC

9. Kaplan Early Learning Company partners with many cooperative purchasing programs such as:
 - Kentucky Educational Development Cooperative – KY
 - Capitol Region Education County Cooperative Purchasing – CT
 - MISBO Purchasing Consortium – GA
 - Texas BuyBoard – TX
 - Region 2 Education Service Center/GoodBuy – TX
 - Harris County/Choice Partners – TX
 - Region 20 Education Service Center – TX
 - Region 4 Education Service Center/TCPN – TX
 - Texas Interlocal TIPS/TAPS Region 8 Education Service Center – TX
 - Multi Regional Purchasing Cooperative – TX
 - Region 5 Education Service Center – TX
 - Denver Public Schools/Cooperative Educational Purchasing Council – CO
 - Central Kentucky Education Cooperative – KY
 - 1GPA (1 Government Procurement Alliance) – AZ

10. Any agency listed as a member of Cooperative Purchasing Connections will be eligible to purchase from this contract. KELC requests that CPC members reference contract #4619 when ordering to ensure they receive correct terms. Should a customer not be listed, KELC will request their CPC membership number or ask that they contact CPC to register as a member and supply their membership number. Kaplan will not exempt any eligible customer from ordering off of this contract.

Kaplan Early Learning Company receives several solicitations from multiple agencies throughout the year. Bid specification can vary from one agency to another. Terms offered from Kaplan will depend on the bid specifications outlined in each bid. Kaplan Early Learning Company does not influence our customer's contract choice. Our policy is to offer a consistent pricing strategy across our customer spectrum.

Marketing & Partnership

1. A typical plan includes alignment of both our digital and print efforts for a joint rollout within the first 90 days of planning. Digital efforts typically include an email blast to the appropriate audience, social media outreach where applicable, custom landing page and formatted email blasts for employees to forward to their contacts. Print efforts typically include a targeted postcard/flyer featuring the announcement, applicable representatives and cross promoting any digital efforts. Thereafter, our experienced sales force of 50 representatives nation-wide continues to spread the word on the streets through a combination of in-person visits and

phone calls. Our telesales department also has the ability to conduct larger phone awareness campaigns.

2. A typical marketing plan includes alignment of both our digital and print efforts for a joint rollout within the first 90 days of planning.

- Announcement of award through any applicable social media sites – We have over 10,000 followers throughout our Kaplan Early Learning Company social media channels, including Facebook, Twitter, Pinterest, LinkedIn, Google+ and Instagram.
- Direct mail campaigns – We have in-house marketing project management and in-house graphic designers to facilitate these campaigns in a timely manner.
- Co-branded materials – We are accustomed to co-branded materials to targeted audiences
- Advertisement – We have standing advertisement agreements with a wide range of regional and national publications.
- Participation in Trade Shows – Our sales force attends hundreds of trade shows annually.
- We have an in-house digital graphic designer to execute specific landing pages around these types of opportunities. A link to Cooperative Purchasing Connections website can be published on both printed and digital marketing pieces.
- Summary of contract and services offered – This summary can be published on both printed and digital marketing pieces.

Kaplan has a Marketing Department that employs 10 full-time marketing specialists supported by a professional photographer and website programmers. The department led by Anna Wilmoth, Vice President/Director of Marketing, has been with Kaplan for 7 years in a leadership capacity. Our commitment to market this contract is supported by these proposals:

- Marketing team will design and initiate a custom advertising plan that will incorporate the talent and expertise of multiple departments to achieve the best promotional outcome.
- Marketing pieces advertising the contract with terms will be mailed to all eligible customers. Quarterly mailing will focus attention on the contract and the partnership between CPC and Kaplan.
- Digital promotion of contract using social media outlets.
- Kaplan's Targeted Sales Team will create a targeted-sales plan of contact via phone contracted customers to ensure they know about the contract, the terms, and any additional information they may require. Our Targeted Sales Team supports the marketing campaigns that Kaplan has for many customers.
- Our 50 territory managers will also market the contract by visiting customers, attending conferences and contacting eligible customers to ensure they have access to the contract's information.

3. As stated above, our sales forces attend hundreds of trade show annually. Some of the shows Kaplan's sales representatives attend are:

- NAEYC Annual Conference
- NAEYC Professional Learning Institute

- NAEYC Public Policy Forum
 - NHSA Annual Conference
 - McCormick Leaders Conference
 - Zero to Three Annual Conference
 - Title 1 Annual Conference
 - Child Care Aware Leadership Institute
 - SECA
 - ILA
4. Any agency listed as a member of CPC will be able to purchase off this contract. KELC requests that members reference contract #4619 when ordering to ensure they receive correct terms. Should a customer not be listed, KELC will request their CPC membership number or ask that they contact CPC to register as a member and supply their membership number.
 5. The sales force is notified of the agreement and the initial national push from the corporate office. They are then in conversations with their area managers to determine the best plan of attack – which normally consists of tradeshow promotions, in-person visits and phone calls to all interested parties.

Financials & Level of Support

1. Our Accounting Department will set up payment terms after working with the buying agency. Industry specific information is needed when setting up payment terms.
2. Yes, payment by procurement card is accepted and there is not a fee assessed when paying with a procurement card.

Warranty

1. We guarantee the quality of our merchandise for one year. Unused items may be returned by calling our customer service center and request a return authorization number. We suggest that before signing any delivery receipt; please check all packages for damage or carton shortages. Please note any damage or discrepancies on the receipt before signing.

The majority of the products we sell have a one-year warranty. We do have some products which have extended warranties. Here is a sample of these products:

- Trikes: 5 year warranty
- Kaplan Cots: 8 year Warranty
- Unit Wood Blocks: Lifetime Warranty
- Carolina Line Furniture: Lifetime Warranty
- Premium Maple Furniture: Lifetime Warranty
- Nature Color Furniture: 10 Year Warranty

On safety, our products meet CPSC standards. Our furniture products have rounded corners and smooth surfaces. Our paints, glues and pastes are non-toxic. Kaplan stands behind our products to insure quality and safety to our customers even after the warranty has expired.

2. On-site warranty repairs are not services Kaplan provides. The warranty on a specific item is arranged through the vendor.
3. On-site warranty repairs are not services Kaplan provides. The warranty on a specific item is arranged through the vendor

Industry Specific Information

1. Kaplan Early Learning Company is a provider of early childhood classroom educational materials, furniture, furnishings, curriculum, assessment & screening, and technology innovative products for age's birth through grade 5. Kaplan also offers professional development accredited courses for teachers and early childhood providers.
2. Kaplan Early Learning Company possesses many unique aspects that set our company apart from our competitors. Let's look at three specific examples.
 - First, Kaplan's business philosophy requires a company-wide team approach to customer satisfaction. Each Kaplan employee is responsible for our customers' Kaplan experience. This has allowed our employees to directly increase our customer base, our market share and our fiscal growth. We are not just employees of a company – we are the company. And, as such, we have a voice in our success. In the present world of "business as usual", Kaplan Early Learning Company core values promote exceptional customer satisfaction and loyalty.
 - Second, Kaplan also is aware that innovative products are required in the educational world of today. Technology is essential in our schools and Kaplan is always on the forefront of new technological products for classrooms. We also use the latest technology to provide an e-market place to allow teachers to download e-books, music, resource books, and actual lesson plans planned by educational professionals to expand their teaching resources.
 - Finally, Kaplan Early Learning Company has expanded our company's focus from simply being a vendor supplying products to providing Professional Development courses for teachers, educators, and early childhood care providers. These courses can be customized to meet specific school district requirements.
3. Kaplan Early Learning Company has one location in Lewisville, North Carolina that includes 160,000 square foot warehouse, a 204,000 square foot distribution center, and a catalog showroom at our Lewisville, NC site. Kaplan's corporate office is located at 1310 Lewisville-Clemmons Rd, Lewisville, NC 27023.

Kaplan Early Learning Company understands that on-time delivery is essential to customer satisfaction. We take seriously the delivery requirements of our customers. Normal delivery is 3 to 12 business days for in-stock items depending on the customer's shipping location in the U.S.; 2-6 weeks for drop ship items; and backorders normally ship within 30 business days. To meet this challenge, Kaplan uses only proven delivery services such as UPS, UPS ground, Wilson truck lines, Roadrunner, and etc. Large K-Truck deliveries have been arranged to deliver on Saturdays to meet customer's expectations. Historically, Kaplan's delivery service has been applauded by our customers. Kaplan maintains a 95% fill rate.

4. **Company Sales Structure:**

Executive Support

David Bumgarner
Vice President
dbumgarner@kaplanco.com
800-334-2014 Ext. 3235

Marketing

Anna Wilmoth
Director of Marketing
awilmoth@kaplanco.com
800-334-2014 Ext. 3480

Sales

Mark Hansen
Vice President, Sales, Curriculum & Assessment
mhansen@kaplanco.com
800-334-2014 Ext. 3486

Tom Dodd
Vice President, Eastern Sales Region
tdodd@kaplanco.com
800-334-2014 Ext. 5340

Jeff Hancock
Vice President, Western Sales Region
jhancock@kaplanco.com
800-334-2014 Ext. 5014

Sales Support

Paula King
Senior Manager Customer Service
pking@kaplanco.com
800-334-2014 Ext. 3257

Financial Reporting

Bennette Roberson
Bids and Contracts Agent
broberson@kaplanco.com
800-334-2014 Ext. 6224

Accounts Payable

Angie Hutchins
Credit and Collections Manager
ahutchins@kaplanco.com
800-334-2014 Ext. 3210

Contracts

Elizabeth Patterson
Senior Bid Manager
epatterson@kaplanco.com

800-334-2014 Ext. 6208

Order Placement

Dareen Shouse

Manager, Order Placement & Customer Verification

dshouse@kaplanco.com

800-334-2014 Ext. 3273

5. Ordering Process

Orders are received in our Customer Verification Department and customer account information is looked up to ensure the order is billed and shipped to the correct address. Then the order is processed by our Order Placement Department and items are entered into the system. The items are then picked by our Warehouse staff, boxed for shipment and orders are then shipped to the shipping address provided at time of order. Orders are invoiced as we ship so an invoice is generated and mailed to the billing address provided at time of order. Orders are then complete and closed.

If an email is provided at time of order an email confirmation is sent once the order is processed. Tracking information is also sent to the same email once tracking is available.

Customers may place their orders using any of the methods listed below:

Toll Free Phone Ordering:	800-334-2014
Toll Free Fax Number:	800-452-7526
Online Ordering:	www.kaplanco.com
Email Order to:	customerverification@kaplanco.com
Mailing Address:	Kaplan Early Learning Company P.O. Box 609 Lewisville, NC 27023

Please reference contract #4619 when placing orders to ensure you receive correct contract terms.

Kaplan does not use a dealer network.

6. Kaplan Early Learning Company's Total Customer Care Department is open Monday-Friday 8 am to 8 pm EST. Our customer service department is available to help with any online ordering questions, we also offer "Live Chat" during our regular office hours. The department is manned by 17 customer service professionals averaging 15 years' experience with Kaplan. Because Kaplan has an integrated PeopleSoft system, one toll-free phone call to TCC is all that is required to solve billing issues, tracking orders, checking on backorders, etc.
7. Minimum order of \$300 is required before discount is applied. Free standard UPS shipping will be applied to orders of \$300 or more per shipping location.
8. Any additional discounts may be negotiated with KELC's sales representative based on order size shipping to one location.

9. Your satisfaction is our priority. We at Kaplan Early Learning Company want you to be pleased with your purchases. If for any reason you are not satisfied with any part of your order, you may return it for credit, exchange or refund. We guarantee the quality of our merchandise for one year. Unused items may be returned by calling our customer service center and request a return authorization number.

If an item is returned due to customer ordering error then a 15% restocking fee will be assessed. Items returned due to Kaplan's error will not incur a restocking fee.

10. Kaplan Early Learning Company has developed relationships with our manufacturers and introduced performance standards regarding backorders and discontinued items. We equally recognize availability issues can arise due to market demand; however, our Product Information team closely monitors inventory levels to champion shipping orders 100% complete. Kaplan has increased inventory to meet our customer's ordering requirements. In the event a product is not available when ordered, our Total Customer Care Department will:
- Contact the authorized purchaser and obtain approval for Kaplan to (1) delete the item, (2) backorder the product, or (3) replace the item with a suitable and approved product substitute. Items will not be deleted, backorder or substituted without prior approval. The order will ship with available product and no orders will be "held" unless requested by your organization. Backorders normally fill within 30-45 business days depending on our suppliers.
 - Products deemed "discontinued/no longer available" from the manufacturer are updated in our ordering system. A Total Customer Care Representative will contact the order originator if availability issues arise after an order is submitted. Items that are no longer available will also be listed on the packing slips and invoices.
11. Kaplan Early Learning Company offers online ordering that is compatible to the Business Plus Punch-Out. Our "My Kaplan" ordering system will allow you to access our online catalog, view product discounts, view order history, create shopping list, allow tiered approval levels for orders and track shipments. Kaplan will process your order upon receipt of PO. See enclosed "My Kaplan" online ordering information statement.

Kaplan Early Learning Company offers online ordering via our My Kaplan online ordering system. Its advantages are:

- Allows customers to see their contract terms (discounts and freight)
- Orders can be place at the customer's convenience
- View order history
- Place orders on hold
- View shipment tracking
- Shopping List and Group Shopping Lists can be created
- Allow management of order processes ~ Approval Level
- Personalization – *the customer's logo can be used to personalize the site.*
- Expedient internal set up by Kaplan

12. **Kaplan Online Floor Planner:**

Make your classroom vision into a reality with our free online floor planning tool. Enter the dimensions of your space and then simply drag and drop your favorite Kaplan products into your virtual classroom. You can rearrange your virtual classroom until you're satisfied with the design, view it in 3-D and estimate the cost.

Customize Classroom Lists & Correlation List:

Selecting appropriate materials has never been simpler! Our customized classroom lists & curriculum correlations, researched and developed by our education experts, suggest materials aligned to specific standards, benchmarks, and objectives.

MY KAPLAN, Customizable Online Supply Procurement Solution:

The only full service provider in the early childhood industry, Kaplan Early Learning Company has a unique perspective. We do more than sell supplies. Our goal is to streamline your supply procurement process without sacrificing quality or service. My Kaplan, our customizable e-commerce system, was designed with customers like you in mind. It offers a sophisticated set of online tools that take the complexity out of purchasing supplies. You'll know exactly who's ordering what, when and for how much. It is all at your fingertips!

- Fast, convenient and secure way to order the supplies you need
- View contract pricing and discounts, as applicable
- Track orders and shipments
- View order history
- Create shopping lists
- Approve or modify pending orders based using tiered approval levels unique to your organization

13. The contract will be hard coded into our PeopleSoft system to ensure that contract terms are adhered. At time of reporting period, compliance will be confirmed.
14. Kaplan Early Learning Company participates in recycling efforts with our packaging and corrugated goods 35% - 45% post-consumer material. We promote the value and critical importance of minimizing the packaging used with our products and in our office environment. We have made major significant capital investments in a packaging distribution system that effectively generates state-of-the-art shipment consolidations to minimize packaging requirements.

Kaplan conducts continued internal audits to evaluate manufacturing and shipment practices. We have a deep desire to ensure natural resources for wood manufacturing are conserved to promote a wildlife habitat. We are good stewards of natural resources evaluating and monitoring practices.

Our organization makes every effort to understand and comply with environmental regulations. We work in close partnership with associated suppliers and vendors to ensure safety standards are adopted throughout our processes and for our people. KELC works in close partnership with associated suppliers and vendors to demonstrate environmental ethics.

We use materials and energy efficiently to conserve natural resources. This would include recycled pallets for all storage and outbound shipments and actively participate in packaging recycling programs. We monitor energy consumption through facility thermostat control.

The health and safety of our employees is a critical and central priority in every facility. Our policy is to ensure we offer a safe work environment and to comply with all local, national and international regulations. Employees are educated for the prevention of job-related injuries, property damage and environmental accidents through training programs. Our joint safety performance is a measure of our success.

We minimize the creation of scrap material and focus on the opportunity to recycle waste. No hazardous solids or gases are omitted.

Corporate purchasing includes environmental criteria to support, promote and maintain environmentally responsible practices.

Exceptions & Deviations

1. Offer is not valid with any other sales offers, bids, quotes, coupons or discounts. This offer cannot be used toward purchases of gift certificates. This offer does not apply to outdoor playground structures, parts, surfacings or services of playground. It does not apply to lofts, technology products, computers & accessories, curriculum, assessment & screening materials, "All About ECERS-R", "All About ITERS-R", professional development, Tot Tree (#96616), Gaggle Buggy (#26792), LEGO products, laminators & accessories, sterilizers and all PPE items. Product exclusions are subject to change.

Shipping Exclusions: Excludes Next Day Air, 2nd Day Air, and K-Truck delivery services. Orders shipping to Alaska and Hawaii are excluded from free shipping.

2. **RFP Section III. C. Terms and Conditions/Freight and Delivery – Page 10**

Free standard UPS shipping applied to orders of \$300 or more per shipping location. Alaska and Hawaii are excluded from free shipping. Orders shipping to AK and HI will be charged a minimum 25% of order value for freight costs. Free shipping excludes truck items, Next Day Air, 2nd Day Air, and K-Truck delivery services.

Orders under \$300 will be charged 15% of order value for freight costs with a minimum charge of \$5.00, whichever is greater. Truck shipment orders will be charged 15% of order value for freight costs with a minimum charge of \$62.50, whichever is greater.

1 - Pricing Schedule

*Please note this workbook has multiple tabs.

Instructions. Complete the following schedule for all products and accessories. The form should be completed by the standards listed in the Technical Specifications. 2,000 rows for data entry have been provided, additional rows may be added following the same format. Please note this is a **required form**.

Responding Company's Name:

Kaplan Early Learning Company

REQUIRED FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
Furniture	SOP 30" 5 COMP STORAGE	Kaplan	31672	31672	EA		\$345.95	15%	\$294.06
Furniture	SOP RANGE AND SINK	Kaplan	31698	31698	EA		\$475.95	15%	\$404.56
Furniture	SOP REFRIGERATOR	Kaplan	31703	31703	EA		\$299.95	15%	\$254.96
Furniture	SOP TABLE AND BENCHES SET 2	Kaplan	33066	33066	EA		\$782.95	15%	\$665.51
Furniture	SOP CARPET RUNNER BLUE 2X8	Kaplan	33169	33169	EA		\$99.95	15%	\$84.96
Curriculum/Assessment	SOCIAL STRONG EMOTION SECURE.P	Kaplan	20225	20225	EA		\$16.95	15%	\$14.41
Curriculum/Assessment	GETTING TO THE HEART OF LEARN	Kaplan	72299	72299	EA		\$16.95	15%	\$14.41
Curriculum/Assessment	SIMPLE STEAM PBK	Kaplan	90588	90588	EA		\$24.95	15%	\$21.21
Curriculum/Assessment	LITERACY FOR ALL YOUNG LEARNER	Kaplan	72302	72302	EA		\$29.95	15%	\$25.46
Curriculum/Assessment	ENCOURAGING PHYSICAL ACTIVITY	Kaplan	72306	72306	EA		\$19.95	15%	\$16.96
Curriculum/Assessment	STEM PLAY	Kaplan	81378	81378	EA		\$24.95	15%	\$21.21
Curriculum/Assessment	LOSE THE LECTURE	Kaplan	30730	30730	EA		\$29.95	15%	\$25.46
Curriculum/Assessment	BUILDING ON WHOLE LEADERSHIP	Kaplan	30782	30782	EA		\$29.95	15%	\$25.46
Curriculum/Assessment	INSPIRING PROFESSIONAL GROWTH	Kaplan	30803	30803	EA		\$18.95	15%	\$16.11
Curriculum/Assessment	GROWING TOGETHER	Kaplan	30815	30815	EA		\$19.95	15%	\$16.96
Curriculum/Assessment	INSPIRING EC LEADERSHIP	Kaplan	81391	81391	EA		\$18.95	15%	\$16.11
Furniture	SOP CURIO STORAGE	Kaplan	31673	31673	EA		\$474.95	15%	\$403.71
Furniture	SOP WOVEN BASKETS SET OF 3	Kaplan	31708	31708	EA		\$109.95	15%	\$93.46
Furniture	SOP CIRCLE ACRYLIC MIRROR	Kaplan	31868	31868	EA		\$159.95	15%	\$135.96
Furniture	SOP RECT NEST BASKETS (SET 3)	Kaplan	31875	31875	EA		\$99.95	15%	\$84.96
Furniture	SOP CIRCLE WOVEN TRAY (3)	Kaplan	31882	31882	EA		\$119.95	15%	\$101.96
Furniture	SOP 24" 5 COMPARTMENT STORAGE	Kaplan	32845	32845	EA		\$309.95	15%	\$263.46
Furniture	SOP TAN COUCH	Kaplan	33139	33139	EA		\$299.95	15%	\$254.96
Furniture	SOP TAN CHAIR	Kaplan	33140	33140	EA		\$209.95	15%	\$178.46
Furniture	SOP FIREPLACE	Kaplan	31680	31680	EA		\$549.95	15%	\$467.46
Furniture	SOP ARMOIRE	Kaplan	31692	31692	EA		\$445.95	15%	\$379.06
Furniture	SOP KITCHEN ISLAND	Kaplan	31704	31704	EA		\$524.95	15%	\$446.21
Furniture	SOP FARMHOUSE TABLE	Kaplan	31739	31739	EA		\$499.95	15%	\$424.96
Furniture	SOP BENCHES SET OF 2	Kaplan	31742	31742	EA		\$324.95	15%	\$276.21
Furniture	SOP 42" OVAL TABLE	Kaplan	31757	31757	EA		\$319.95	15%	\$271.96
Furniture	SOP STOOLS SET OF 2	Kaplan	32844	32844	EA		\$179.95	15%	\$152.96
Furniture	SOP NATURE STRIPE BLU CRT 6X9	Kaplan	33167	33167	EA		\$295.95	15%	\$251.56
Furniture	SOP BLUE LEAF CARPET 6X9 RECT	Kaplan	33168	33168	EA		\$295.95	15%	\$251.56
Furniture	SOP HIGHLAND STRIPE OVAL 6X9BL	Kaplan	33170	33170	EA		\$295.95	15%	\$251.56
Furniture	SOP NATURE STRIPE GRN CRT 6X9	Kaplan	33171	33171	EA		\$295.95	15%	\$251.56
Furniture	SOP GRN LEAF CARPET 6X9 RECT	Kaplan	33172	33172	EA		\$295.95	15%	\$251.56
Furniture	SOP CARPET RUNNER GREEN 2X8	Kaplan	33173	33173	EA		\$99.95	15%	\$84.96
Furniture	SOP LOWLAND STRIPE OVAL 6X9 GR	Kaplan	33176	33176	EA		\$295.95	15%	\$251.56
Furniture	12IN CAROLINA CHAIR SET 2	Kaplan	28280	28280	EA		\$139.95	15%	\$118.96
Furniture	16IN CAROLINA CHAIR	Kaplan	28281	28281	EA		\$99.95	15%	\$84.96
Furniture	10IN CAROLINA CHAIR SET 2	Kaplan	28552	28552	EA		\$129.95	15%	\$110.46
Furniture	14IN CAROLINA CHAIR SET 2	Kaplan	28553	28553	EA		\$149.95	15%	\$127.46
Furniture	30X48 BIRCH TBL W/18" LGS	Kaplan	28833-18	28833-18	EA		\$229.95	15%	\$195.46
Furniture	30X48 BIRCH TBL W/20" LGS	Kaplan	28833-20	28833-20	EA		\$229.95	15%	\$195.46
Furniture	30X48 BIRCH TBL W/22" LGS	Kaplan	28833-22	28833-22	EA		\$229.95	15%	\$195.46

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
Furniture	30X48 BIRCH TBL W/24" LGS	Kaplan	28833-24	28833-24	EA		\$229.95	15%	\$195.46
Furniture	24X24 HPL SQUARE TBL JR	Kaplan	33568-JR	33568-JR	EA		\$159.95	15%	\$135.96
Furniture	24X24 HPL SQUARE TBL ST	Kaplan	33568-ST	33568-ST	EA		\$159.95	15%	\$135.96
Furniture	24X36 HPL RECT TBL JR	Kaplan	33570-JR	33570-JR	EA		\$169.95	15%	\$144.46
Furniture	24X36 HPL RECT TBL ST	Kaplan	33570-ST	33570-ST	EA		\$169.95	15%	\$144.46
Furniture	24X48 HPL RECT TBL JR	Kaplan	33571-JR	33571-JR	EA		\$189.95	15%	\$161.46
Furniture	24X48 HPL RECT TBL ST	Kaplan	33571-ST	33571-ST	EA		\$189.95	15%	\$161.46
Furniture	30 HPL ROUND TBL JR	Kaplan	33573-JR	33573-JR	EA		\$159.95	15%	\$135.96
Furniture	30 HPL ROUND TBL ST	Kaplan	33573-ST	33573-ST	EA		\$159.95	15%	\$135.96
Furniture	30X30 HPL SQUARE TBL JR	Kaplan	33574-JR	33574-JR	EA		\$169.95	15%	\$144.46
Furniture	30X30 HPL SQUARE TBL ST	Kaplan	33574-ST	33574-ST	EA		\$169.95	15%	\$144.46
Furniture	30X48 HPL RECT TBL JR	Kaplan	33576-JR	33576-JR	EA		\$219.95	15%	\$186.96
Furniture	30X60 HPL RECT TBL JR	Kaplan	33578-JR	33578-JR	EA		\$239.95	15%	\$203.96
Furniture	30X60 HPL RECT TBL ST	Kaplan	33578-ST	33578-ST	EA		\$239.95	15%	\$203.96
Furniture	36 HPL ROUND TBL JR	Kaplan	33579-JR	33579-JR	EA		\$189.95	15%	\$161.46
Furniture	36 HPL ROUND TBL ST	Kaplan	33579-ST	33579-ST	EA		\$189.95	15%	\$161.46
Furniture	30X36 RECT BIRCH TBL W/18"LEGS	Kaplan	84677-18	84677-18	EA		\$219.95	15%	\$186.96
Furniture	30X36 RECT BIRCH TBL W/20"LEGS	Kaplan	84677-20	84677-20	EA		\$219.95	15%	\$186.96
Furniture	30X36 RECT BIRCH TBL W/22"LEGS	Kaplan	84677-22	84677-22	EA		\$219.95	15%	\$186.96
Furniture	30X36 RECT BIRCH TBL W/24"LEGS	Kaplan	84677-24	84677-24	EA		\$219.95	15%	\$186.96
Furniture	24X48 BIRCH TABLE W/18" LEGS	Kaplan	87027-18	87027-18	EA		\$209.95	15%	\$178.46
Furniture	24X48 BIRCH TABLE W/20" LEGS	Kaplan	87027-20	87027-20	EA		\$209.95	15%	\$178.46
Furniture	24X48 BIRCH TABLE W/22" LEGS	Kaplan	87027-22	87027-22	EA		\$209.95	15%	\$178.46
Furniture	24X48 BIRCH TABLE W/24" LEGS	Kaplan	87027-24	87027-24	EA		\$209.95	15%	\$178.46
Furniture	30" RND BIRCH TABLE W/18"LEGS	Kaplan	87029-18	87029-18	EA		\$189.95	15%	\$161.46
Furniture	30" RND BIRCH TABLE W/20IN LGS	Kaplan	87029-20	87029-20	EA		\$189.95	15%	\$161.46
Furniture	30" RND BIRCH TABLE W/22"LEGS	Kaplan	87029-22	87029-22	EA		\$189.95	15%	\$161.46
Furniture	30" RND BIRCH TABLE W/24"LEGS	Kaplan	87029-24	87029-24	EA		\$189.95	15%	\$161.46
Furniture	24X60 RECT BIRCH TBL W/18"LEGS	Kaplan	87030-18	87030-18	EA		\$219.95	15%	\$186.96
Furniture	24X60 RECT BIRCH TBL W/20"LEGS	Kaplan	87030-20	87030-20	EA		\$219.95	15%	\$186.96
Furniture	24X60 RECT BIRCH TBL W/22"LEGS	Kaplan	87030-22	87030-22	EA		\$219.95	15%	\$186.96
Furniture	24X60 RECT BIRCH TBL W/24"LEGS	Kaplan	87030-24	87030-24	EA		\$219.95	15%	\$186.96
Furniture	24X36 RECT BIRCH TBL W/18"LEGS	Kaplan	87031-18	87031-18	EA		\$176.95	15%	\$150.41
Furniture	24X36 RECT BIRCH TBL W/20"LEGS	Kaplan	87031-20	87031-20	EA		\$176.95	15%	\$150.41
Furniture	24X36 RECT BIRCH TBL W/22"LEGS	Kaplan	87031-22	87031-22	EA		\$176.95	15%	\$150.41
Furniture	24X36 RECT BIRCH TBL W/24"LEGS	Kaplan	87031-24	87031-24	EA		\$176.95	15%	\$150.41
Furniture	24X24 BIRCH TBL W/18" LGS	Kaplan	87032-18	87032-18	EA		\$152.95	15%	\$130.01
Furniture	24X24 BIRCH TBL W/20" LGS	Kaplan	87032-20	87032-20	EA		\$152.95	15%	\$130.01
Furniture	24X24 BIRCH TBL W/22" LGS	Kaplan	87032-22	87032-22	EA		\$152.95	15%	\$130.01
Furniture	24X24 BIRCH TBL W/24" LGS	Kaplan	87032-24	87032-24	EA		\$152.95	15%	\$130.01
Furniture	42IN ROUND TABLE OAK JR	Kaplan	35380-JR	35380-JR	EA		\$234.95	15%	\$199.71
Furniture	42IN ROUND TABLE OAK ST	Kaplan	35380-ST	35380-ST	EA		\$234.95	15%	\$199.71
Furniture	48IN ROUND TABLE OAK JR	Kaplan	35381-JR	35381-JR	EA		\$244.95	15%	\$208.21
Furniture	48IN ROUND TABLE OAK ST	Kaplan	35381-ST	35381-ST	EA		\$244.95	15%	\$208.21
Furniture	24X36 RECT TABLE OAK JR	Kaplan	35382-JR	35382-JR	EA		\$179.95	15%	\$152.96
Furniture	24X36 RECT TABLE OAK ST	Kaplan	35382-ST	35382-ST	EA		\$179.95	15%	\$152.96
Furniture	24X48 RECT TABLE OAK JR	Kaplan	35383-JR	35383-JR	EA		\$189.95	15%	\$161.46
Furniture	24X48 RECT TABLE OAK ST	Kaplan	35383-ST	35383-ST	EA		\$189.95	15%	\$161.46
Furniture	30X48 RECT TABLE OAK JR	Kaplan	35384-JR	35384-JR	EA		\$209.95	15%	\$178.46
Furniture	30X48 RECT TABLE OAK ST	Kaplan	35384-ST	35384-ST	EA		\$209.95	15%	\$178.46
Furniture	30X60 RECT TABLE OAK JR	Kaplan	35385-JR	35385-JR	EA		\$210.95	15%	\$179.31
Furniture	30X60 RECT TABLE OAK ST	Kaplan	35385-ST	35385-ST	EA		\$210.95	15%	\$179.31

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
Furniture	30X72 RECT TABLE OAK JR	Kaplan	35386-JR	35386-JR	EA		\$239.95	15%	\$203.96
Furniture	30X72 RECT TABLE OAK ST	Kaplan	35386-ST	35386-ST	EA		\$239.95	15%	\$203.96
Furniture	36X72 HALF MN TBL OAK JR	Kaplan	35388-JR	35388-JR	EA		\$274.95	15%	\$233.71
Furniture	36X72 HALD MN TBL OAK ST	Kaplan	35388-ST	35388-ST	EA		\$274.95	15%	\$233.71
Furniture	48X72 KIDNEY TBL OAK JR	Kaplan	35389-JR	35389-JR	EA		\$324.95	15%	\$276.21
Furniture	48X72 KIDNEY TBL OAK ST	Kaplan	35389-ST	35389-ST	EA		\$324.95	15%	\$276.21
Furniture	BLK LEG PRFLE STACK CHAIR 7.5	Kaplan	7107-DB	7107-DB	EA		\$31.95	15%	\$27.16
Furniture	BLK LEG PRFLE STACK CHAIR 7.5	Kaplan	7107-NT	7107-NT	EA		\$31.95	15%	\$27.16
Furniture	BLK LEG PRFLE STACK CHAIR 9.5	Kaplan	7109-DB	7109-DB	EA		\$34.95	15%	\$29.71
Furniture	BLK LEG PRFLE STACK CHAIR 9.5	Kaplan	7109-NT	7109-NT	EA		\$34.95	15%	\$29.71
Furniture	BLK LEG PRFLE STACK CHAIR 11.	Kaplan	7111-DB	7111-DB	EA		\$37.95	15%	\$32.26
Furniture	BLK LEG PRFLE STACK CHAIR 11.	Kaplan	7111-NT	7111-NT	EA		\$37.95	15%	\$32.26
Furniture	BLK LEG PRFLE STACK CHAIR 13.5	Kaplan	7113-DB	7113-DB	EA		\$39.95	15%	\$33.96
Furniture	BLK LEG PRFLE STACK CHAIR 13.5	Kaplan	7113-NT	7113-NT	EA		\$39.95	15%	\$33.96
Furniture	BLK LEG PRFLE STACK CHAIR 15.5	Kaplan	7115-DB	7115-DB	EA		\$49.95	15%	\$42.46
Furniture	BLK LEG PRFLE STACK CHAIR 15.5	Kaplan	7115-NT	7115-NT	EA		\$49.95	15%	\$42.46
Furniture	BLK LEG PRFLE STACK CHAIR 17.	Kaplan	7117-DB	7117-DB	EA		\$59.95	15%	\$50.96
Furniture	BLK LEG PRFLE STACK CHAIR 17.	Kaplan	7117-NT	7117-NT	EA		\$59.95	15%	\$50.96
Furniture	24X24 SQUARE TBL OAK JR	Kaplan	71422-JR	71422-JR	EA		\$169.95	15%	\$144.46
Furniture	24X24 SQUARE TBL OAK ST	Kaplan	71422-ST	71422-ST	EA		\$169.95	15%	\$144.46
Furniture	30X36 RECT TABLE OAK JR	Kaplan	84773-JR	84773-JR	EA		\$199.95	15%	\$169.96
Furniture	30X36 RECT TABLE OAK ST	Kaplan	84773-ST	84773-ST	EA		\$199.95	15%	\$169.96
Furniture	COLR LEG PRFLE STACK CHAIR 7.5	Kaplan	5107-DB	5107-DB	EA		\$31.95	15%	\$27.16
Furniture	COLR LEG PRFLE STACK CHAIR 7.5	Kaplan	5107-NT	5107-NT	EA		\$31.95	15%	\$27.16
Furniture	COLR LEG PRFLE STACK CHAIR 9.5	Kaplan	5109-DB	5109-DB	EA		\$34.95	15%	\$29.71
Furniture	COLR LEG PRFLE STACK CHAIR 9.5	Kaplan	5109-NT	5109-NT	EA		\$34.95	15%	\$29.71
Furniture	COLR LEG PRFLE STACK CHAIR 11.	Kaplan	5111-DB	5111-DB	EA		\$37.95	15%	\$32.26
Furniture	COLR LEG PRFLE STACK CHAIR 11.	Kaplan	5111-NT	5111-NT	EA		\$37.95	15%	\$32.26
Furniture	COLR LEG PRFLE STACK CHAIR 13.	Kaplan	5113-DB	5113-DB	EA		\$39.95	15%	\$33.96
Furniture	COLR LEG PRFLE STACK CHAIR 13.	Kaplan	5113-NT	5113-NT	EA		\$39.95	15%	\$33.96
Furniture	COLR LEG PRFLE STACK CHAIR 15.	Kaplan	5115-DB	5115-DB	EA		\$49.95	15%	\$42.46
Furniture	COLR LEG PRFLE STACK CHAIR 15.	Kaplan	5115-NT	5115-NT	EA		\$49.95	15%	\$42.46
Furniture	COLR LEG PRFLE STACK CHAIR 17.	Kaplan	5117-DB	5117-DB	EA		\$59.95	15%	\$50.96
Furniture	COLR LEG PRFLE STACK CHAIR 17.	Kaplan	5117-NT	5117-NT	EA		\$59.95	15%	\$50.96
Furniture	24X24 SQR TBL 15 24 LEG MPL/DB	Kaplan	71423-DB	71423-DB	EA		\$169.95	15%	\$144.46
Furniture	24X24 SQR TBL 15 24 LEG MPL/NT	Kaplan	71423-NT	71423-NT	EA		\$169.95	15%	\$144.46
Furniture	24X24 SQR TBL 21 30 LEG MPL/DB	Kaplan	71424-DB	71424-DB	EA		\$169.95	15%	\$144.46
Furniture	24X24 SQR TBL 21 30 LEG MPL/NT	Kaplan	71424-NT	71424-NT	EA		\$169.95	15%	\$144.46
Furniture	24X36 TBL 15 24 LEG MPL/DB	Kaplan	71425-DB	71425-DB	EA		\$179.95	15%	\$152.96
Furniture	24X36 TBL 15 24 LEG MPL/NT	Kaplan	71425-NT	71425-NT	EA		\$179.95	15%	\$152.96
Furniture	24X36 TBL 21 30 LEG MPL/DB	Kaplan	71426-DB	71426-DB	EA		\$179.95	15%	\$152.96
Furniture	24X36 TBL 21 30 LEG MPL/NT	Kaplan	71426-NT	71426-NT	EA		\$179.95	15%	\$152.96
Furniture	30X48 TBL 15 24 LEG MPL/DB	Kaplan	71427-DB	71427-DB	EA		\$209.95	15%	\$178.46
Furniture	30X48 TBL 15 24 LEG MPL/NT	Kaplan	71427-NT	71427-NT	EA		\$209.95	15%	\$178.46
Furniture	30X48 TBL 21 30 LEG MPL/DB	Kaplan	71428-DB	71428-DB	EA		\$209.95	15%	\$178.46
Furniture	30X48 TBL 21 30 LEG MPL/NT	Kaplan	71428-NT	71428-NT	EA		\$209.95	15%	\$178.46
Furniture	42IN RND TBL 15 24 LEG MPL/DB	Kaplan	71429-DB	71429-DB	EA		\$234.95	15%	\$199.71
Furniture	42IN RND TBL 15 24 LEG MPL/NT	Kaplan	71429-NT	71429-NT	EA		\$234.95	15%	\$199.71
Furniture	42IN RND TBL 21 30 LEG MPL/DB	Kaplan	71430-DB	71430-DB	EA		\$234.95	15%	\$199.71
Furniture	42IN RND TBL 21 30 LEG MPL/NT	Kaplan	71430-NT	71430-NT	EA		\$234.95	15%	\$199.71
Furniture	30X36 TBL 21 30 LEG MPL/DB	Kaplan	84763-DB	84763-DB	EA		\$199.95	15%	\$169.96
Furniture	30X36 TBL 21 30 LEG MPL/NT	Kaplan	84763-NT	84763-NT	EA		\$199.95	15%	\$169.96
Furniture	30X36 TBL 15 24 LEG MPL/DB	Kaplan	84764-DB	84764-DB	EA		\$199.95	15%	\$169.96

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
Furniture	30X36 TBL 15 24 LEG MPT/NTRL	Kaplan	84764-NT	84764-NT	EA		\$199.95	15%	\$169.96
Furniture	48 ROUND 15 24 LEG MPL/DB	Kaplan	84801-DB	84801-DB	EA		\$244.95	15%	\$208.21
Furniture	48 ROUND 15 24 LEG MPL/NT	Kaplan	84801-NT	84801-NT	EA		\$244.95	15%	\$208.21
Furniture	48 ROUND 21 30 LEG MPL/DB	Kaplan	84802-DB	84802-DB	EA		\$244.95	15%	\$208.21
Furniture	48 ROUND 21 30 LEG MPL/NTRL	Kaplan	84802-NT	84802-NT	EA		\$244.95	15%	\$208.21
Furniture	24X48 TBL 15 24 LEG MPL/DB	Kaplan	84804-DB	84804-DB	EA		\$189.95	15%	\$161.46
Furniture	24X48 TBL 15 24 LEG MPL/NTRL	Kaplan	84804-NT	84804-NT	EA		\$189.95	15%	\$161.46
Furniture	24X48 TBL 21 30 LEG MPL/DB	Kaplan	84805-DB	84805-DB	EA		\$189.95	15%	\$161.46
Furniture	24X48 TBL 21 30 LEG MPL/NTRL	Kaplan	84805-NT	84805-NT	EA		\$189.95	15%	\$161.46
Furniture	30X60 TBL 15 24 LEG MPL/DB	Kaplan	84807-DB	84807-DB	EA		\$210.95	15%	\$179.31
Furniture	30X60 TBL 15 24 LEG MPL/NTRL	Kaplan	84807-NT	84807-NT	EA		\$210.95	15%	\$179.31
Furniture	30X60 TBL 21 30 LEG MPL/DB	Kaplan	84808-DB	84808-DB	EA		\$210.95	15%	\$179.31
Furniture	30X60 TBL 21 30 LEG MPL/NTRL	Kaplan	84808-NT	84808-NT	EA		\$210.95	15%	\$179.31
Furniture	36X72 HM TBL 21 30 LEG MPL/DB	Kaplan	84810-DB	84810-DB	EA		\$274.95	15%	\$233.71
Furniture	36X72 HM TBL 21 30 LEG MPL/NT	Kaplan	84810-NT	84810-NT	EA		\$274.95	15%	\$233.71
Furniture	36X72 HM TBL 15 24 LEG MPL/DB	Kaplan	84811-DB	84811-DB	EA		\$274.95	15%	\$233.71
Furniture	36X72 HM TBL 15 24 LEG MPL/NT	Kaplan	84811-NT	84811-NT	EA		\$274.95	15%	\$233.71
Furniture	48X72 KIDNEY 15 24 LEG MPL/DB	Kaplan	84818-DB	84818-DB	EA		\$324.95	15%	\$276.21
Furniture	48X72 KIDNEY 15 24 LEG MPL/NT	Kaplan	84818-NT	84818-NT	EA		\$324.95	15%	\$276.21
Furniture	48X72 KIDNEY 21 30 LEG MPL/DB	Kaplan	84819-DB	84819-DB	EA		\$324.95	15%	\$276.21
Furniture	48X72 KIDNEY 21 30 LEG MPL/NT	Kaplan	84819-NT	84819-NT	EA		\$324.95	15%	\$276.21
Furniture	30X72 TBL 15 24 LEG MPL/DB	Kaplan	87005-DB	87005-DB	EA		\$239.95	15%	\$203.96
Furniture	30X72 TBL 15 24 LEG MPL/NT	Kaplan	87005-NT	87005-NT	EA		\$239.95	15%	\$203.96
Furniture	30X72 TBL 21 30 LEG MPL/DB	Kaplan	87006-DB	87006-DB	EA		\$239.95	15%	\$203.96
Furniture	30X72 TBL 21 30 LEG MPL/NT	Kaplan	87006-NT	87006-NT	EA		\$239.95	15%	\$203.96
Furniture	1-1/4" FLEXIFELT SILENCE SLDRS	Kaplan	87008	87008	EA		\$7.95	15%	6.76
Furniture	SILENT SLIDERS-20SETS(80 PCS)	Kaplan	87037	87037	EA		\$139.95	15%	\$118.96
Furniture	CHUNKY STACK CHAIR 7.5	Kaplan	2007-DB	2007-DB	EA		\$44.95	15%	\$38.21
Furniture	CHUNKY STACK CHAIR 7.5	Kaplan	2007-NT	2007-NT	EA		\$44.95	15%	\$38.21
Furniture	CHUNKY STACK CHAIR 9.5	Kaplan	2009-DB	2009-DB	EA		\$51.95	15%	\$44.16
Furniture	CHUNKY STACK CHAIR 9.5	Kaplan	2009-NT	2009-NT	EA		\$51.95	15%	\$44.16
Furniture	CHUNKY STACK CHAIR 11.5	Kaplan	2011-DB	2011-DB	EA		\$53.95	15%	\$45.86
Furniture	CHUNKY STACK CHAIR 11.5	Kaplan	2011-NT	2011-NT	EA		\$53.95	15%	\$45.86
Furniture	CHUNKY STACK CHAIR 13.5	Kaplan	2013-DB	2013-DB	EA		\$56.95	15%	\$48.41
Furniture	CHUNKY STACK CHAIR 13.5	Kaplan	2013-NT	2013-NT	EA		\$56.95	15%	\$48.41
Furniture	CHUNKY STACK CHAIR 15.5	Kaplan	2015-DB	2015-DB	EA		\$65.95	15%	\$56.06
Furniture	CHUNKY STACK CHAIR 15.5	Kaplan	2015-NT	2015-NT	EA		\$65.95	15%	\$56.06
Furniture	CHUNKY STACK CHAIR 17.5	Kaplan	2017-DB	2017-DB	EA		\$72.95	15%	\$62.01
Furniture	CHUNKY STACK CHAIR 17.5	Kaplan	2017-NT	2017-NT	EA		\$72.95	15%	\$62.01
Furniture	BOUNCY BANDS FOR DESK	Kaplan	53468	53468	EA		\$15.95	15%	\$13.56
Furniture	BOUNCY BAND FOR CHAIR	Kaplan	53469	53469	EA		\$14.95	15%	\$12.71
Furniture	48IN RND TABLE 15 24 LEG DB	Kaplan	70598-DB	70598-DB	EA		\$279.95	15%	\$237.96
Furniture	48IN RND TABLE 15 24 LEG NT	Kaplan	70598-NT	70598-NT	EA		\$279.95	15%	\$237.96
Furniture	48IN RND TABLE 21 30 LEG DB	Kaplan	70599-DB	70599-DB	EA		\$279.95	15%	\$237.96
Furniture	48IN RND TABLE 21 30 LEG NT	Kaplan	70599-NT	70599-NT	EA		\$279.95	15%	\$237.96
Furniture	24X48 REC TABLE 15 24 LEG DB	Kaplan	70600-DB	70600-DB	EA		\$199.95	15%	\$169.96
Furniture	24X48 REC TABLE 15 24 LEG NT	Kaplan	70600-NT	70600-NT	EA		\$199.95	15%	\$169.96
Furniture	24X48 REC TABLE 21 30 LEG DB	Kaplan	70601-DB	70601-DB	EA		\$199.95	15%	\$169.96
Furniture	24X48 REC TABLE 21 30 LEG NT	Kaplan	70601-NT	70601-NT	EA		\$199.95	15%	\$169.96
Furniture	30X60 REC TABLE 15 24 LEG DB	Kaplan	70602-DB	70602-DB	EA		\$239.95	15%	\$203.96
Furniture	30X60 REC TABLE 15 24 LEG NT	Kaplan	70602-NT	70602-NT	EA		\$239.95	15%	\$203.96
Furniture	30X60 REC TABLE 21 30 LEG DB	Kaplan	70603-DB	70603-DB	EA		\$239.95	15%	\$203.96
Furniture	30X60 REC TABLE 21 30 LEG NT	Kaplan	70603-NT	70603-NT	EA		\$239.95	15%	\$203.96

Vendor Forms & Signatures

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "*Vendor Forms & Signatures – Name of Company*".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled "Vendor Forms & Signatures – Name of Company":

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance "EDGAR" Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

Addendum Acknowledgement

Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):

- | | | | |
|-------------------------------------|----------------|--------------------------|----------------|
| <input checked="" type="checkbox"/> | Addendum No. 1 | <input type="checkbox"/> | Addendum No. 5 |
| <input type="checkbox"/> | Addendum No. 2 | <input type="checkbox"/> | Addendum No. 6 |
| <input type="checkbox"/> | Addendum No. 3 | <input type="checkbox"/> | Addendum No. 7 |
| <input type="checkbox"/> | Addendum No. 4 | <input type="checkbox"/> | Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.



Authorized Signature

7-31-20

Date

Acknowledgment: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.

Authorized Signature


Date

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name	Kaplan Early Learning Company	Date	7-31-2020
Address	1310 Lewisville-Clemmons Rd	City, State, Zip	Lewisville, NC 27023
Contact Person	Elizabeth Patterson	Title	Associate Director of Bids/Contracts
Authorized Signature		Title	Associate Director of Bids/Contracts
Email	bids@kaplanco.com	Phone	800-334-2014

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency _____

Authorized
Representative _____

Name Printed or Typed _____

Awarded this _____ day of _____ Contract Number _____

Contract to Commence _____

Uniform Guidance “EDGAR” Certification Form

200 CRF Part 200

Instructions: When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

"federally assisted construction contract" in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

4. Davis Bacon Act

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor's acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Vendor Certification (By Item)	Vendor Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	Yes	EP
2. Termination for Cause of Convenience	Yes	EP
3. Equal Employment Opportunity	Yes	EP
4. Davis-Bacon Act	Yes	EP
5. Contract Work Hours and Safety Standards Act	Yes	EP
6. Right to Inventions Made Under a Contract or Agreement	Yes	EP
7. Clean Air Act and Federal Water Pollution Control Act	Yes	EP
8. Debarment and Suspension	Yes	EP
9. Byrd Anti-Lobbying Amendment	Yes	EP
10. Procurement of Recovered Materials	Yes	EP
11. Profit as a Separate Element of Price	Yes	EP
12. General Compliance with Participating Agencies	Yes	EP

Kaplan Early Learning Company

Name of Business



Signature of Authorized Representative

Elizabeth Patterson Associate Director of Bids/Contracts

Printed Name/Title

7-31-2020

Date

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials & Classroom Supplies

Solicitation Number: 21.4

Vendor Name: Kaplan Early Learning Company

If a subcontractor will not be used, check this box: Kaplan Early Learning Company does not use subcontractors

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:

Company Name:

Street Address:

City, State, Zip:

Telephone:

Primary Contact:

Email Address of Contact:

Services to be provided:

Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

X	Document Title	How to be Submitted
X	Performance Bond of \$2,500 (Copy)	Submit as PDF
X	Certificate of Insurance - Name of Company	Submit as PDF
X	Pricing Schedule - Name of Company	Submit as an Excel document
X	Vendor Questionnaire - Name of Company	Submit as a PDF
X	Vendor Forms & Signatures - Name of Company	Submit as one (1), single PDF. *Signatures Required
X	Exhibit A - Marketing Plan - Name of Company	Submit as PDF
X	Exhibit B - Letter/Line of Credit - Name of Company <ul style="list-style-type: none"> Confidential 	Submit as PDF
X	Additional Information - as required <ul style="list-style-type: none"> Business Type Certificate (see Vendor Questionnaire) 	Submit as PDF

IMPORTANT: All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.



 Authorized Signature

Elizabeth Patterson Associate Director of Bids/Contracts

 Printed Name/Title

7-31-2020

 Date

Exhibit A – Marketing Plan – Kaplan Early Learning Company

A typical marketing plan includes alignment of both our digital and print efforts for a joint rollout within the first 90 days of planning.

- Announcement of award through any applicable social media sites – We have over 10,000 followers throughout out Kaplan Early Learning Company social media channels, including Facebook, Twitter, Pinterest, LinkedIn, Google+ and Instagram.
- Direct mail campaigns – We have in-house marketing project management and in-house graphic designers to facilitate these campaigns in a timely manner.
- Co-branded materials – We are accustomed to co-branded materials to targeted audiences
- Advertisement – We have standing advertisement agreements with a wide range of regional and national publications.
- Participation in Trade Shows – Our sales force attends hundreds of trade shows annually.
- We have an in-house digital graphic designer to execute specific landing pages around these types of opportunities. A link to CPC website can be published on both printed and digital marketing pieces
- Summary of contract and services offered – This summary can be published on both printed and digital marketing pieces



Cooperative Purchasing Connection
Tabulation Report RFP #21.4 - Instructional Materials
and Classroom Supplies
Vendor: LAKESHORE EQUIPMENT COMPANY DBA
LAKESHORE LEARNING MATERIALS

General Comments: Must reference -Per Bid RFP #21.4- on all purchase orders.
Delivery in 7-10 business days ARO.
Discount not applicable on sale items.
Visit us at our website- www.LakeshoreLearning.com.

General Attachments: **Full catalogs on file with CPC.**
2020 Lakeshore Elementary Catalog (reduced size) - Lakeshore Learning Materials.pdf
2020 Lakeshore Learning Materials Catalog (reduced size) - Lakeshore Learning Materials.pdf
Bid Brochure - Lakeshore Learning Materials.pdf
Business License - Lakeshore Learning Materials.pdf
Business Type Certificate - Lakeshore Learning Materials.pdf
Certificate of Insurance - Lakeshore Learning Materials.pdf
Cover Letter - Lakeshore Learning Materials.pdf
Exhibit A - Marketing Plan - Lakeshore Learning Materials.pdf
Exhibit B - Letter-Line of Credit - Lakeshore Learning Materials (CONFIDENTIAL).pdf
Lakeshore 2020 Price List with 5% Discount - Lakeshore Learning Materials.pdf
Performance Bond of \$2,500 (Copy).pdf
Pricing Schedule - Lakeshore Learning Materials.xlsx **Full price list on file with CPC.**
Retail Store List - Lakeshore Learning Materials.pdf
Sole Source - Lakeshore Learning Materials.pdf
Vendor Forms - Signatures - Lakeshore Learning Materials.pdf
Vendor Questionnaire - Lakeshore Learning Materials.pdf

Lakeshore Equipment Company
DBA: Lakeshore Learning Materials

NAMED INSURED

- Lakeshore Equipment Company
- DBA: Lakeshore Learning Materials
- DBA: Lakeshore Curriculum Materials Company
- DBA: Lakeshore Learning Stores
- DBA: Toys to Grow On, Inc.
- Lakeshore Kids and Company, Inc.
- JoAnn Kaplan DBA Design Landscape & Kaplan Landscape
- Kaplan & Kaplan, LLC (as respects 2649-2654 and 2695 E. Dominguez St., Carson, CA; 1500 Dominguez St., Long Beach, CA; 2777-79 El Presidio, Carson, CA; 20974 S. Santa Fe Ave., Carson, CA)
- Montague Associates
- Building C LLC (as respects 20850 S. Alameda St., Carson, CA)
- Lakeshore Warehouse LLC (as respects 2161 Dominguez St., Carson, CA)
- Lakeshore Warehouse East LLC (as respects 547 McKinney Ave., Midway, KY)
- DC2, LLC (as respects 547 McKinney Ave., Midway, KY)

Bond: 0783928
Premium :\$100.00

BID BOND

KNOW ALL MEN BY THESE PRESENTS,

That we, Lakeshore Equipment Company dba Lakeshore Learning Materials
as Principal, and Harco National Insurance Company a corporation
authorized to transact a general surety business in the State of Minnesota as Surety, are held and firmly
bound unto The Cooperative Purchasing Connection
 (hereinafter called the Obligee)

in the full and just sum of Two Thousand Five Hundred & xx/100
Dollars, (\$ 2,500.00) for the payment whereof in lawful money of the United States, we bind ourselves, our
heirs, administrators, executors, successors and assigns, jointly and severally, firmly by these presents.

WHEREAS, the said PRINCIPAL has submitted the accompanying bid for
RFP #21.4 – Instructional Materials & Classroom Supplies


NOW, THEREFORE, if the Obligee shall accept the bid of the Principal and the Principal shall enter into a
Contract with the Obligee in accordance with the terms of such bid, or in the event of the failure of the Principal to enter
such Contract, if the Principal shall pay to the Obligee the difference not to exceed the penalty hereof between the
amount specified in said bid and such larger amount for which the Obligee may in good faith contract with another party
to perform the Work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and
effect.

Signed and Sealed this 22 day of July, 2020
YEAR

Lakeshore Equipment Company dba Lakeshore Learning Materials

Harco National Insurance Company

Surety


PAMELA M. JAO, BID SUPERVISOR Principal

By: 
Aidan Smock Attorney-in-Fact

POWER OF ATTORNEY
HARCO NATIONAL INSURANCE COMPANY
INTERNATIONAL FIDELITY INSURANCE COMPANY

Bond # 0783928

Member companies of IAT Insurance Group, Headquartered: 702 Oberlin Road, Raleigh, North Carolina 27605

KNOW ALL MEN BY THESE PRESENTS: That HARCO NATIONAL INSURANCE COMPANY, a corporation organized and existing under the laws of the State of Illinois, and INTERNATIONAL FIDELITY INSURANCE COMPANY, a corporation organized and existing under the laws of the State of New Jersey, and having their principal offices located respectively in the cities of Rolling Meadows, Illinois and Newark, New Jersey, do hereby constitute and appoint

PAUL JEFFREY HERING, MARTA COLLETT, SANDRA CORONA, RICHARD HALLETT, AIDAN SMOCK,
KATHLEEN VANDERSLICE, TIMOTHY MCCLELLAN

San Diego, CA

their true and lawful attorney(s)-in-fact to execute, seal and deliver for and on its behalf as surety, any and all bonds and undertakings, contracts of indemnity and other writings obligatory in the nature thereof, which are or may be allowed, required or permitted by law, statute, rule, regulation, contract or otherwise, and the execution of such instrument(s) in pursuance of these presents, shall be as binding upon the said HARCO NATIONAL INSURANCE COMPANY and INTERNATIONAL FIDELITY INSURANCE COMPANY, as fully and amply, to all intents and purposes, as if the same had been duly executed and acknowledged by their regularly elected officers at their principal offices.

This Power of Attorney is executed, and may be revoked, pursuant to and by authority of the By-Laws of HARCO NATIONAL INSURANCE COMPANY and INTERNATIONAL FIDELITY INSURANCE COMPANY and is granted under and by authority of the following resolution adopted by the Board of Directors of INTERNATIONAL FIDELITY INSURANCE COMPANY at a meeting duly held on the 13th day of December, 2018 and by the Board of Directors of HARCO NATIONAL INSURANCE COMPANY at a meeting held on the 13th day of December, 2018.

*RESOLVED, that (1) the Chief Executive Officer, President, Executive Vice President, Senior Vice President, Vice President, or Secretary of the Corporation shall have the power to appoint, and to revoke the appointments of, Attorneys-in-Fact or agents with power and authority as defined or limited in their respective powers of attorney, and to execute on behalf of the Corporation and affix the Corporation's seal thereto, bonds, undertakings, recognizances, contracts of indemnity and other written obligations in the nature thereof or related thereto; and (2) any such Officers of the Corporation may appoint and revoke the appointments of joint-control custodians, agents for acceptance of process, and Attorneys-in-fact with authority to execute waivers and consents on behalf of the Corporation; and (3) the signature of any such Officer of the Corporation and the Corporation's seal may be affixed by facsimile to any power of attorney or certification given for the execution of any bond, undertaking, recognizance, contract of indemnity or other written obligation in the nature thereof or related thereto, such signature and seals when so used whether heretofore or hereafter, being hereby adopted by the Corporation as the original signature of such officer and the original seal of the Corporation, to be valid and binding upon the Corporation with the same force and effect as though manually affixed."

IN WITNESS WHEREOF, HARCO NATIONAL INSURANCE COMPANY and INTERNATIONAL FIDELITY INSURANCE COMPANY have each executed and attested these presents on this 31st day of December, 2018



STATE OF NEW JERSEY
County of Essex

STATE OF ILLINOIS
County of Cook



Kenneth Chapman

Executive Vice President, Harco National Insurance Company
and International Fidelity Insurance Company

On this 31st day of December, 2018, before me came the individual who executed the preceding instrument, to me personally known, and, being by me duly sworn, said he is the therein described and authorized officer of HARCO NATIONAL INSURANCE COMPANY and INTERNATIONAL FIDELITY INSURANCE COMPANY; that the seals affixed to said instrument are the Corporate Seals of said Companies; that the said Corporate Seals and his signature were duly affixed by order of the Boards of Directors of said Companies.



IN TESTIMONY WHEREOF, I have hereunto set my hand affixed my Official Seal, at the City of Newark, New Jersey the day and year first above written.

Shirelle A. Outley a Notary Public of New Jersey
My Commission Expires April 4, 2023

CERTIFICATION

I, the undersigned officer of HARCO NATIONAL INSURANCE COMPANY and INTERNATIONAL FIDELITY INSURANCE COMPANY do hereby certify that I have compared the foregoing copy of the Power of Attorney and affidavit, and the copy of the Sections of the By-Laws of said Companies as set forth in said Power of Attorney, with the originals on file in the home office of said companies, and that the same are correct transcripts thereof, and of the whole of the said originals, and that the said Power of Attorney has not been revoked and is now in full force and effect.

IN TESTIMONY WHEREOF, I have hereunto set my hand on this day, July 22, 2020

A00874

Irene Martins, Assistant Secretary

CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF CALIFORNIA

County of San Diego }

On JUL 22 2020

before me, Sandra Corona, Notary Public,
Date Insert Name of Notary exactly as it appears on the official seal

personally appeared Aidan Smock
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

Witness my hand and official seal.

Signature Sandra Corona
Signature of Notary Public



Place Notary Seal Above

OPTIONAL

Though the information below is not required by law, it may prove valuable to persons relying on the document and could prevent fraudulent removal and reattachment of the form to another document.

Description of Attached Document

Title or Type of Document: _____

Document Date: _____ Number of Pages: _____

Signer(s) Other Than Named Above: _____

Capacity(ies) Claimed by Signer(s)

Signer's Name: _____

- Individual
- Corporate Officer — Title(s): _____
- Partner Limited General
- Attorney in Fact
- Trustee
- Guardian or Conservator
- Other: _____

RIGHT THUMBPRINT
OF SIGNER

Top of thumb here

Signer is Representing:

Signer's Name: _____

- Individual
- Corporate Officer — Title(s): _____
- Partner Limited General
- Attorney in Fact
- Trustee
- Guardian or Conservator
- Other: _____

RIGHT THUMBPRINT
OF SIGNER

Top of thumb here

Signer is Representing:

CALIFORNIA ACKNOWLEDGMENT

CIVIL CODE 5 1189

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California }
County of Los Angeles }

On July 22, 2020 before me, Mary E. Stevens, Notary Public
Date Here Insert Name and Title of the Officer

personally appeared Rafael Muro
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s) or the entity upon behalf of which the person(s) acted, executed the instrument.



I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature Mary E. Stevens
Signature of Notary Public

Place Notary Seal and/or Stamp Above

OPTIONAL

Completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.

Description of Attached Document

Title or Type of Document: _____

Document Date: _____ Number of Pages: _____

Signer(s) Other Than Named Above: _____

Capacity(ies) Claimed by Signer(s)

Signer's Name: _____

- Corporate Officer – Title(s): _____
- Partner – Limited General
- Individual Attorney in Fact
- Trustee Guardian or Conservator
- Other: _____

Signer is Representing: _____

Signer's Name: _____

- Corporate Officer – Title(s): _____
- Partner – Limited General
- Individual Attorney in Fact
- Trustee Guardian or Conservator
- Other: _____

Signer is Representing: _____

Vendor Questionnaire

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled “***Vendor Questionnaire – Name of Company***”.
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

The following sections will need to be completed before submission and submitted as one (1) single PDF titled “Vendor Questionnaire – Name of Company”:

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Warranty](#)
6. [Industry-Specific Information](#)
7. [References](#)
8. [Additional Requirements*](#)

Company Information

Name of Company: Lakeshore Equipment Company dba Lakeshore Learning Materials

Company Address: 2695 E. Dominguez St.

City, State, Zip code: Carson, CA 90895

Website: www.LakeshoreLearning.com

Phone: (800) 421-5354

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	Monique Forshay	mforshay@lakeshorelearning.com	(310) 537-8600 ext. 2865
Contract Manager	Mike Duong	mduong@lakeshorelearning.com	(800) 421-5354 ext. 2392
Sales Manager	Monique Forshay	mforshay@lakeshorelearning.com	(310) 537-8600 ext. 2865
Marketing Manager	Emily Fain	efain@lakeshorelearning.com	(800) 421-5354 ext. 2233
Customer Service Manager	Monique Forshay	mforshay@lakeshorelearning.com	(310) 537-8600 ext. 2865
Account Manager(s)	Monique Forshay	mforshay@lakeshorelearning.com	(310) 537-8600 ext. 2865

List who will be responsible for receiving updated membership lists.

Name	Email	Phone
Bid Reporting	bidreports@lakeshorelearning.com	(800) 421-5354

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
Bid Reporting	bidreports@lakeshorelearning.com	(800) 421-5354

Lisa who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
Bid Reporting	bidreports@lakeshorelearning.com	(800) 421-5354

Identify any business types/classifications that your company holds. ***Submit documentation in PDF format to verify business status (see bid checklist).**

x	Business Type/Classification
X	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
X	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Qualifications & Experience *(80 points)*

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Like many great enterprises, Lakeshore started with one person taking a chance. An Omaha homemaker named Ethelyn decided to pack up her family and move to California to open a toy store back in 1954. The move was a bit unconventional for a woman in 1950s America, but then again, entrepreneurs don't typically follow the status quo. Initially, Ethelyn focused on selling toys to parents, but before long, local schools started calling her for art materials and other classroom supplies. Ethelyn listened to her customers. Sensing an untapped market, she sold the store and started Lakeshore Learning Materials.

Eventually, Ethelyn's sons, Charles and Michael, joined the business—expanding operations and turning Lakeshore into a million-dollar company within just a few years. When Ethelyn retired in 1971, Michael assumed the duties of CEO, while Charles became the Vice President in charge of merchandise and buying. Today, Michael's sons, Bo and Josh, are an integral part of the business as well—having worked their way up from summer jobs in the warehouse to President/CEO and President of Merchandising, respectively.

2. Provide evidence of what your company is doing to remain viable in the industry.

As a company, Lakeshore is proud to have a 99% fill rate. We work very hard to keep all of our items stocked in our warehouse and available for immediate delivery. If by some chance there is a back order, we won't bill or invoice you until every item is delivered. From the day we receive your order, you will receive your materials in 7-10 working days, guaranteed. For large orders, we will work with our manufacturers to make sure we have the appropriate stock available to meet your delivery dates.

With more than 1.5 million square feet of warehouse space, we're able to keep items in stock and ready to ship. We have two state-of-the-art distribution centers located in Carson, California, and Midway, Kentucky, enabling us to serve the United States coast-to-coast!

With Lakeshore, you will be working with a single point-of-contact from start to finish. As the direct manufacturer of Lakeshore products, we develop and manufacture the vast majority of the items featured in our catalogs, retail stores and website. We are not restricted from sales, territories or Dealer Authorizations. In addition, our products are always in stock and are backed by our ironclad warranty!

We have extensive experience partnering with Site and Design Advisory Teams on large classroom projects. Upon award, our team can meet with Advisory Boards to visit the classroom sites to measure, develop and deliver 3-D renderings of each classroom at no additional cost.

Lakeshore's passion for supporting educators does not end with the products we make. Our Lakeshore Professional Services Group (PSG) is proud to offer personalized, hands-on learning services designed to support the unique and growing needs of teachers and educators.

3. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

70% of our customers in the Minnesota tri-state area have been purchasing from us for over 20 years and 90% for over 10 years.

4. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies for each year in CPC's tri-state area of Minnesota, North Dakota, and South Dakota?

Lakeshore has over 1,200 purchasing customers in the Minnesota tri-state area.

5. Describe your current locations, staffing levels, and the number of staff that will be dedicated to the resulting contract is awarded.

Lakeshore has 62 retail stores, 81 sales representatives, and over 2,000 employees across the US. We also offer international representation, directly.

6. Describe your company's logistics (experience, production, distribution of products, warehouse inventories, and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.

Experience

Lakeshore has extensive experience working with school districts, early childhood programs (both public and private) and government agencies. Below are a few examples of the types of large orders that we skillfully and conscientiously handle on a regular basis.

- Milwaukee Public Schools selected Lakeshore to partner in the redesign of kindergarten and 1st-grade classrooms districtwide. The goal was to provide teachers and students with environments that reflected early childhood best practices and would encourage children to collaborate, explore and engage with a variety of resources across domains. Classroom design and furniture selection were created in an intentional way, and the hands-on resources selected provided teachers with opportunities to create stimulating learning centers and opportunities for their students.
- For the past two years, we have been providing the Cleveland Metropolitan School District with 4th-, 5th- and 6th-grade activity kits that are aligned to state and national standards in social studies and English language arts. The kits include customized, hands-on materials, as well as extensive teacher guides. Additionally, we offer professional development for the coaches and teachers involved in the project.
- District of Columbia Public Schools submitted more than \$1.7 million in full classroom orders. The district gave us 400 class-list inventories, which we closely examined in order to determine the schools' specific needs. Finally, we shipped orders to approximately 70 different locations—and then completed classroom setup in just two weeks!
- We provided an array of developmentally appropriate STEM kits for infant/toddler, preschool/pre-K and school-age programs in San Antonio. Innovative and engaging, the kits were designed to give children a fun, hands-on introduction to STEM.

Product Availability and Delivery Capability

As a company, Lakeshore is proud to have a 99% fill rate. We work very hard to keep all of our items stocked in our warehouse and available for immediate delivery. If by some chance there is a back order, we won't bill or invoice you until every item is delivered. From the day we receive your order, you will receive your materials in 7-10 working days, guaranteed. For large orders, we will work with our manufacturers to make sure we have the appropriate stock available to meet your delivery dates.

With more than 1.5 million square feet of warehouse space, we're able to keep items in stock and ready to ship. We have two state-of-the-art distribution centers located in Carson, California, and Midway, Kentucky, enabling us to serve the United States coast-to-coast! Our Carson distribution center is located at our company headquarters near the Ports of Long Beach and Los Angeles, accessible from every major trucking corridor, and our new distribution center in Midway is centrally located for all U.S. customers. Because Lakeshore is uniquely and strategically positioned geographically, our customers receive an unparalleled delivery experience.

From order to delivery, expect the best service in the industry!

- No invoice until your entire order has shipped
- Simple and hassle-free order tracking
- Custom labeling—so every item is delivered to the right classroom
- A single invoice no matter how many boxes or shipments in your order
- Personalized service from order to delivery

Order Procedure

In order to meet the project delivery schedule, Lakeshore requires purchase orders within 10 business days before scheduled delivery dates.

When Lakeshore receives a purchase order from Cooperative Purchasing Connection, your dedicated Lakeshore Inside Partner Kristen Sovern will contact CPC to coordinate the logistics of the delivery, such as:

- Delivery dates and locations
- Unloading restrictions
- Stairs/elevator restrictions
- Setup requirements

Once delivery details are confirmed, Kristen will process your purchase orders and work with our Traffic Department to arrange delivery dates according to your schedule.

For any delays in the project schedule, Lakeshore will coordinate to hold orders from shipping at one of our storage facilities (located in Midway, KY and Carson, CA), until CPC provides confirmation to release orders and schedule deliveries.

Delivery of Goods

Lakeshore typically ships over a million boxes via UPS each year, with four to eight UPS semi-truckloads leaving our warehouses every day. We contract with five trucking companies that deliver 45,000 truckloads of materials each year to different regions across the country, and that number is growing.

Delivery Time is 7-10 business days ARO.

Lakeshore is flexible and can alter delivery and installation schedules if CPC's schedule changes.

Installation Procedure

On delivery day, we take care of everything! Our delivery teams are trained to provide unbeatable service from the moment they arrive. We'll take care of every detail from start to finish. Lakeshore's Installation Supervisor will supervise the delivery to ensure that all items are assembled, complete setup in each room, and remove all debris such as cardboard and packaging. Upon completion of each installation, our supervisor will also verify that classrooms are left in *ready to move in* condition! Should any rooms require further cleaning, such as vacuuming, dusting or mopping, additional cleaning services will be arranged.

Installation Team

Lakeshore is proud to offer in-house highly trained installation and service team. Lakeshore successfully completed over 4,000 Complete Classroom installations in 2019. Lakeshore does not anticipate any delays in installations and can fulfill installation projects of any size! Lakeshore will require a minimum of 10 business days' notice to coordinate installation requirements. The number of staff Lakeshore assigns to an installation project depends on the size of the order and the number of days required to complete installation.

On the date of installation, our team will meet the truck, offload materials, and place all materials in designated area(s) or classroom(s). A supervisor will supervise the delivery to ensure that all items are assembled, complete set-up in each room and remove all debris such as cardboard and packings.

7. Is your organization able to service all areas and eligible agencies within CPC's tri-state area?

 X Yes No

If NO, explain why your organization is not able to service an area and/or state.

N/A

8. List the other contracts you have in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

Cooperative Purchasing Connection is the only cooperative contract that Lakeshore has in the Minnesota tri-state area. However, we do have some Nationwide cooperatives that CPC would be able to join or piggy back off of, such as BuyBoard, NCPA, and TIPS/TAPS.

9. Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

BuyBoard, NCPA (National Cooperative Purchasing Alliance), TIPS/TAPS

10. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).

N/A

Marketing & Partnership *(25 points)*

1. Describe how your company markets directly to potential customers.

Lakeshore attends tradeshows and conferences on a regular basis, marketing to potential customers utilizing content developed by Lakeshore staff member who are former educators.

2. Describe marketing collateral and sales campaigns that have been successful for your organization in the past. Describe how your organization plans to utilize your marketing staff with this anticipated contract.

Lakeshore has extensive experience working with school districts, early childhood programs (both public and private) and government agencies. Our developers and management team are all former educators and experts in developing marketing content to be used in conferences, workshops, and other professional development offerings.

Lakeshore's marketing and art departments will be dedicated to CPC's Marketing Plan. Our marketing staff will be versed in the intricacies of the arrangement with CPC. They will be exposed to the basic tenants of the agreement, as well as learning about the ways to increase business through this partnership. The marketing staff will be trained to use CPC as a primary source, with marketing materials being created that specifically emphasize the benefits of working with CPC and Lakeshore, to be distributed to relevant parties.

Our in-house Marketing and Art departments will work together to create any marketing pieces needed, whether they are handouts, brochures, flyers, etc. Conferences can be attended by one of our regional managers.

3. Describe your organization's ability to participate in conference tradeshows and how you will position the contract at those tradeshows. List all, conference tradeshows that your organization has attended in the last three (3) years.

Lakeshore attends conferences on a regular basis to market our customers and Lakeshore as well as to learn about more ways we can better serve the education community. If applicable, Lakeshore will educate staff and utilize the CPC contract at the tradeshows we attend.

The follow is a small sample list of several conferences that Lakeshore has attended in the last several years.

- ATYC -Academy for Teachers of Young Children, 2018 Willis ISD Vendor Fair
- CAST - Conference for the Advancement of Science Teaching
- CHILD Plant a Rainbow Conference
- Choice Partners COOP
- Clear Creek ISD What's Trending: Students First Vendor Fair
- Cypress-Fairbanks Teacher RRR Conference
- Dallas ISD ESL Conference
- Dallas ISD STEM Expo
- GCSLS - Global Christian School Leadership Summit
- Houston ISD New Teacher Academy Sponsor Expo

- ILA - International Literacy Association
- ISM - Rio Grande Valley Timeline
- NAEYC Institute - National Association for the Education of Young Children
- Now4Forever Summer Event- Plano
- Pasadena ISD Vendor Exhibit
- PDNAEYC - Paso del Norte Association for the Education of Young Children, S.E.E. Conference Symposium for Early Educators
- Region 5 Education Service Center Curriculum Conference
- Region One ESC - Education Service Center Fall Media Conference, 5th Annual Directors Symposium
- South by Southwest Head Start and Early Head Start Summer
- TAASPYC - Texas Association of Administrators and Supervisors Symposium
- TAEYC - Texas Association for the Education of Young Children
- TASBO - Texas Association of School Business Officials
- TCASE - Interactive Summer, 2018 Socorro ISD Vendor Fair Conference
- TEPSA – Texas Elementary Principals and Supervisors Association Summer
- THSA - Texas Head Start Association – Summer
- TSR - Texas School Ready Early Childhood Summer Institute
- Workforce Solutions Brazos Valley Child Care Quality Conference
- Workforce Solutions Cameron TRS Child Care Conference
- Workforce Solutions Cameron TRSSpring
- Workforce Solutions Directors' Day Conference

4. Describe how your company will position this contract to CPC's participating agencies if awarded.

Lakeshore is proud to have over 81 knowledgeable people around the United States that comprise our sales force. As the needs of the industry are ever changing, our consultants continue to learn and evolve to meet and exceed those needs. You can be confident that your local Lakeshore representative is an experienced, practiced professional who understands the needs of teachers and classrooms in all settings.

If awarded, we will provide the newly awarded contract information to our sales force and provide any training if necessary. Trainings will be in one of the following forms:

- Webinar
- Conference Call
- In-Person training at our corporate headquarters

These trainings will cover the CPC Contract Agreement, working knowledge of the solicitation process, awareness of the range of Public Agencies that can utilize the Contract Agreement, knowledge of benefits of the use of cooperative contracts, the customized Lakeshore eProcurement website, and any CPC marketing pieces.

In addition, your sales representative Monique Forshay will be available for any product demonstrations or trainings that are needed by CPC personnel. These trainings can be provided in person, phone, or via the internet. If you choose to do trainings via the internet, we can set up a webinar that will allow your personnel to call in and log in to view the training.

Sales will be monitored from the participating agencies provided they reference the CPC contract on their purchase orders. All reported sales will be provided in the form of a Usage Report. Please provide a CPC member list and we will include those members on our reports.

5. Describe how you plan to inform and train your personnel on the details and promotion of the contract.

Your Regional Manager, Monique Forshay, and your Inside Partner, Kristen Sovern, will be solely dedicated to the CPC contract. They will be hands on, with Monique being the primary point of contact to stay informed and to train all Lakeshore staff that may become involved with servicing the CPC contract.

When Lakeshore receives a purchase order from a CPC member agency, Kristen will contact the member agency to coordinate the logistics of the delivery and installation (if needed) with other Lakeshore departments. Your member agencies only need to reference "Per Bid #21.4" and your inside partner will make all the necessary arrangements.

The promotion of the contract will be undertaken by the Marketing Department. A marketing plan has been included for your review.

Financials & Level of Support (25 points)

1. Describe how your organization works with agencies to determine payment terms.

Lakeshore's payment terms are generally Net 30, however Lakeshore is always willing to work with customers if different terms are needed.

2. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card? Describe the fee charge, if applicable.

Lakeshore accepts procurement card payments at no additional charge.

3. Indicate the level of support your company will offer on this contract category.

- Pricing is the same as offered to individual education, government, and nonprofit agencies.
 Pricing is the same as offered to cooperative purchasing organizations or state purchasing departments.
 Pricing is better than what is offered to individual education, government, and nonprofit agencies.
 Pricing is better than what is offered to cooperative purchasing organizations or state purchasing departments.
 Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
N/A

4. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

Yes No

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

N/A

5. Has your company been disbarred and or suspended in doing business within the United States?

Yes No

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

N/A

Warranty (15 points)

1. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe warranty coverage and any limit/circumstance restrictions.

Product Warranty

We unconditionally guarantee every item. We stake our reputation on the quality of our products. If you are unhappy with any item for any reason, return it to us for a full refund or exchange. Your satisfaction is our number-one priority.

- Lifetime warranty on Premium-Quality Classroom Furniture, Tables and Desks, Chairs, and Cots!
- 10-year warranty on Classroom Carpets
- 5-year warranty on Write & Wipe Mobile Tables & Desks, Outdoor Furniture, Trikes, and Cribs
- All other items receive a full-year warranty (unless otherwise noted)

Making a Warranty Claim

To make a warranty claim for repair or replacement, contact Lakeshore Customer Service at (800) 428-4414 (6 a.m.-6 p.m., Mon.-Fri., PST) or lakeshore@lakeshorelearning.com. (If sending an email, include “Warranty Claim” along with your PO number in the subject line.) Lakeshore will begin evaluation of any claim within 24 hours of receipt. Lakeshore will begin addressing approved claims within 48 hours of determination. Warranty claims can be made at any point during the period of the warranty.

Repair and Replacement

Lakeshore will repair or replace any product or product component that is defective in material or workmanship for the life of its warranty period as long as the product is owned and used by its original owner (i.e. CPC).

2. Do warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

 X Yes No

If NO, describe why travel and mileage are not covered.

N/A

3. List any geographic areas within CPC's tri-state area for which your organization cannot provide a certified technician to perform warranty repairs. How will CPC participating agencies in these areas be provided service for warranty repair?

N/A

Industry Specific Information (140 points)

1. Provide a narrative description of the products and services you are offering in your proposal.

Lakeshore is dedicated to creating innovative educational materials and furniture that spark young imaginations, instill a sense of wonder, and foster a lifelong love of learning. With materials, furniture, and environments for infants, toddlers, and children through the 8th grade, we help children reach developmental milestones and achieve educational goals—while still having fun!

Offer

Lakeshore is pleased to present the following offer to Cooperative Purchasing Connection:

- 5% discount on all non-sale items from Lakeshore’s catalogs, website (www.LakeshoreLearning.com), and retail stores (see attached Store List for locations).
- FREE shipping on all orders in the contiguous U.S.

Complimentary White-Glove Delivery & Installation service on orders \$10,000 or more that ship to a single location in the contiguous U.S. Additional charges may apply for remote locations. This service includes:

- Unpacking and assembly
- Supervised classroom setup
- Debris removal
- Custom labeling and boxing of orders by designated information, such as by classroom or teacher

Must reference “Per RFP #21.4” on all purchase orders to receive these terms.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.

Lakeshore's commitment to service is unparalleled from start to finish. Not only can we comply with all terms and conditions of the RFP, we can also provide a seamless experience from designing classrooms through delivery and beyond. Lakeshore's classroom design team draws from our complete line of furniture to create classrooms that support the most up-to-date education practices while supporting the needs of children and teachers.

Our furniture is designed by expert educators in partnership with furniture engineers to ensure function and durability are blended—creating items that perfectly meet the needs of educators and students. We also create every piece to be top of the line. We believe that every child deserves the best—which is why all of our furniture is designed to *be* the best. We don't offer upgrades or additions, as all furniture is designed to be the highest quality from the outset. In addition, we offer exceptional details, including metal-to-metal construction, removable casters with no-scratch bottoms, and more.

Our commitment is evidenced by the fact that we thoroughly inspect each shipment we receive and never drop-ship. Upon ordering, Lakeshore is able to ship complete classrooms quickly and efficiently—with custom cartoning and labeling so every item gets to the right location. At delivery, we offer a complete white-glove experience and a degree of flexibility that demonstrates the value of a true partnership. Because we are always in stock, we ship efficiently, quickly and completely. If for any reason the customer experiences unforeseen delays in construction or other issues, we can store complete orders at our distribution facilities. We are certain that we can offer unmatched service in our partnership with CPC.

At Lakeshore, we have extensive classroom experience. Our product developers are true educators who understand the functional requirements of classroom furniture. They ensure that our furniture is the best by conferring regularly with thought leaders and other experts in education research and design. Each Lakeshore furniture line is designed with the specific needs of students in mind, is developmentally appropriate and includes intentional elements that enhance the learning experience.

Flex-Space Furniture

Lakeshore designed Flex-Space to allow teachers to arrange flexible spaces that fluidly change throughout the day—supporting a wide variety of independent and cooperative learning activities, while also giving students choices about how they learn best. Innovative, comfortable and versatile, Flex-Space promotes inspiration and equips students for success in the 21st-century world. What better springboard for helping children create, collaborate, communicate and think critically!

From balance ball seats and cozy couches to mobile desks and tables that glide wherever students need them, Flex-Space provides the flexibility that 21st-century classrooms demand. Created for kindergarten through eighth grade, Flex-Space gets students actively involved in their own education, discovering which learning methods work best for them, and ultimately developing the higher-level thinking needed for college and career success.

Lakeshore's expert development team created Flex-Space to meet the highest standards of quality, durability and lasting value—all hallmarks of the company's long-standing reputation. Highlights of Flex-Space furniture include:

- **Mobility:** Built-in locking casters (which can also be easily removed) quickly transport furniture as activities change throughout the day. This makes it easy to create custom spaces for independent work, group projects, whole-class presentations and more.
- **Collaborative Spaces:** Desks and tables configure multiple ways to support student interaction, while cozy carpets and chairs provide comfortable settings for small-group meetings.
- **Flexible Seating:** A variety of seating options lets students choose those that help them focus and perform at their best—whether they prefer wobble chairs, beanbag seats or one of many other options.

Outdoor Furniture

We also offer a full line of rugged outdoor classroom furniture that is specifically designed to withstand exposure to the elements. Outdoor furniture includes tables, storage units, privacy nooks and even comfy furniture. The entire line was designed to be functional and easy to use. For example, cushions feature fade-resistant and water-resistant covers and attach to the seats with a simple hook-and-loop fastener. The entire line is crafted from all-weather, easy-clean materials that include hidden metal construction that is built to last. We have even created all-weather covers that slip right over the storage units to help protect materials.

Heavy-Duty, Classic Birch, Kids Colors™ Furniture and More

Our Heavy-Duty, Classic Birch and Kids Colors furniture lines were designed with the specific needs of preschoolers in mind. Each piece is sized specifically for little ones while simultaneously keeping the needs of educators in mind. In addition to chairs and tables, each line includes storage units that have been specifically designed to store and organize materials required in high-quality early childhood classrooms. Lakeshore also offers top-quality carpets, soft seating and sturdy cots in addition to special furniture pieces needed in a preschool classroom. For example, our dramatic play furniture is designed with play in mind and has undergone extensive testing to meet real-world expectations. Likewise, our sensory tables are crafted for durability—plus, they are easy to clean and perfectly sized for little ones. We are confident that we have everything you need to completely furnish any early childhood classroom.

First Steps® and Connective Furniture

First Steps was created specifically for infants and toddlers. This beautiful birch line includes a non-toxic, wipe-clean finish for easy cleaning and care. It is also GREENGUARD Certified to help improve the quality of indoor air and earn LEED points. The design of the furniture includes a dense, rounded cruising rail, which is perfect to help little ones stand and eventually take their first steps. The pieces are also scientifically weighted to prevent tipping as little ones grasp for balance and learn to stand and walk. Shelf heights are accessible for little ones, and the overall low heights help caregivers keep toddlers in view. The variety of furniture pieces also helps support different classroom needs—from open materials storage to a locking cabinet. We also offer connective furniture, which is easily configured and includes storage units, panels and gates to accommodate any space. Connective furniture is ideal for creating nurturing spaces while supporting the practical classroom needs of caregivers and children.

Classroom Design

Our classroom design team is comprised of expert educators with years of real-life classroom experience. When it comes to classroom layout, they understand best practices and incorporate the most current research on learning and teaching while designing each classroom. Having designed thousands of classroom layouts, the team is able to identify and solve a variety of potential problems *before* they become problems. The team has designed a wide range of learning spaces, including traditional classrooms, flexible classrooms, outdoor classrooms, media centers, libraries and more. They also review and implement any requirements related to licensing, state or federal regulations, curriculum or accreditation standards, and more. We also offer complimentary 3-D classroom layouts for all Complete Classrooms® orders, which include “scaled” renderings depicting all furniture, carpet, doors, windows, etc., to ensure appropriate sizing and functionality.

After approval of classroom renderings, ordering and delivery is easy! Plus, everything ships together in a single order. You never need to worry about a partial classroom delivery or materials being left on the playground. Our installation teams ensure that every delivery runs smoothly and efficiently—and we don't leave until you are happy. Finally, we won't bill or invoice until every item is delivered—and you can expect your materials as soon as 7-10 business days from our California distribution center and 2-4 business days from our Kentucky distribution center.

Installation Procedure

On delivery day, we take care of everything! Our delivery teams are trained to provide unbeatable service from the moment they arrive. We'll take care of every detail from start to finish. Lakeshore's Installation Supervisor will supervise the delivery to ensure that all items are assembled, complete setup in each room, and remove all debris such as cardboard and packaging. Upon completion of each installation, our supervisor will also verify that classrooms are left in ready to move in condition! Should any rooms require further cleaning, such as vacuuming, dusting or mopping, additional cleaning services will be arranged.

Installation Team

Lakeshore is proud to offer in-house highly trained installation and service team. Lakeshore successfully completed over 4,000 Complete Classroom installations in 2019. Lakeshore does not anticipate any delays in installations and can fulfill installation projects of any size! Lakeshore will require a minimum of 10 business days' notice to coordinate

installation requirements. The number of staff Lakeshore assigns to an installation project depends on the size of the order and the number of days required to complete installation.

On the date of installation, our team will meet the truck, offload materials, and place all materials in designated area(s) or classroom(s). A supervisor will supervise the delivery to ensure that all items are assembled, complete set-up in each room and remove all debris such as cardboard and packings.

Dealer/Manufacturer Authorization

Lakeshore develops and manufactures the vast majority of the items featured in our catalogs, retail stores and website. As a direct manufacturer, we are not restricted from sales, territories, or Dealer Authorizations. For this proposal, we are happy to offer our complete furniture lines for RFP #21.4. Please visit our website, www.LakeshoreLearning.com, or review the enclosed catalogs and price list to view all of our available products.

Among the wide range of educational products offered by Lakeshore, there are over a thousand outstanding and innovative items for which we are the sole-source vendor. These exclusive materials are easily identified by the prefix in their item number. Any items you see with the following prefixes are sole-source items that you simply won't find anywhere other than Lakeshore:

**AA AB AX AZ DD DG EE FF GG HH JC JJ KC KT
LA LC LCW LDA LK LL LM PP PX RA RE RJ RR TT YB**

Please see the attached store list for authorized Lakeshore retail stores.

We certify that we are the manufacturer of, and are authorized to sell and install all Lakeshore Learning Materials products and furniture lines.

Quality & Safety

At Lakeshore, children's safety is our highest priority—and we know it's the top concern of our customers, too. That's why we want to provide you with detailed information about Lakeshore's testing and certification process...and share with you the rigorous steps we take to ensure our products are safe.

In the 66 years that we've been in business, Lakeshore has always been a huge step ahead when it comes to safety. Not only are we in full compliance with all the current U.S. safety regulations, but we also have our own in-house Quality Assurance Team that tests and inspects every item we carry with even more rigorous standards than those required by law. Every item we sell must meet or exceed all the government safety requirements, or we don't carry it—period.

For us, safety begins at the moment a product idea is conceived and put into development. First, we ensure that all the materials that go into each new product are safe. The materials must be phthalate-compliant (phthalates are sometimes found in PVC and other plastics), as well as BPA-compliant (BPA, or bisphenol A, is sometimes found in clear, hard plastics). The materials must also pass strict standards for lead content.

Once we confirm that the materials, we're using are safe, we conduct exhaustive "use and abuse" testing to make sure each product will remain safe through years of everyday use. And after a product passes our rigorous testing, it is then tested and certified by a third-party testing laboratory. Finally, we continue to monitor the safety of our products through periodic testing, both internally and by third-party labs, to ensure that our suppliers maintain the high level of integrity we demand of our materials.

For Lakeshore, children's safety always comes first. You can rest assured that the products we sell are safe and that we are doing everything we can to provide our customers with superior-quality products that they can trust with their children.

Lakeshore strives to offer the best possible pricing, which we pass along to our customers every day. Regardless of volume, if CPC contracts with Lakeshore, the board will receive the highest- quality products and the current best pricing available. With a 99% fill rate, Lakeshore is in stock and ready for immediate delivery.

When you work with Lakeshore, you get more than a vendor. You get a partner to help realize the educational goals of CPC.

3. Describe your inventory and distribution hubs, their location, and their service/fill rate of inventory from those locations.

With more than 1.5 million square feet of warehouse space, we're able to keep items in stock and ready to ship. We have two state-of-the-art distribution centers located in Carson, California, and Midway, Kentucky, enabling us to serve the United States coast-to-coast!

Lakeshore is proud to have a 99% fill rate. We work very hard to keep all of our items stocked in our warehouse and available for immediate delivery. If by some chance there is a back order, we won't bill or invoice you until every item is delivered. From the day we receive your order, you will receive your materials in 7-10 working days, guaranteed. For large orders, we will work with our manufacturers to make sure we have the appropriate stock available to meet your delivery dates.

4. Describe in detail your company's sales structure (representatives) and those dedicated to this proposal and resulting contract award.

Lakeshore is proud to have 81 sales representatives nationwide knowledgeable people around the United States that comprise our sales force. As the needs of the industry are ever changing, our consultants continue to learn and evolve to meet and exceed those needs. You can be confident that your Lakeshore representative Monique Forshay, is an experienced, practiced professional who understands the needs of teachers and classrooms in all settings.

Monique Forshay, Regional Manager

Monique has been with Lakeshore for 5 years. Monique's responsibilities include personally servicing customers in her respective areas of Minnesota to ensure that each customer's needs are met and that they receive superior service and quality educational materials. You can reach Monique by phone at (800) 421-5354 ext. 2865, by fax at (310) 537-7990, or by e-mail at mforshay@lakeshorelearning.com.

Joe Abbadessa, Vice President – Midwest

Joe has 20 years of experience at Lakeshore. He is responsible for managing 11 Regional Managers across the United States. He ensures that all customers in his area are receiving the best possible service. He also has a direct role in servicing the top clients in the area. You can reach Joe by phone at (800) 421-5354 ext. 2885, by fax at (310) 537-7990, or by e-mail at jabbadessa@lakeshorelearning.com.

Kristen Sovern, Inside Partner

Kristen acts as a liaison between Lakeshore and the customer to ensure open lines of communication so the customer's expectations are met and exceeded. Her responsibilities include personal account service, management of large deliveries and orders that require special handling, general sales support, and special events. You can reach Kristen by phone at (800) 421-5354, ext. 2381, by fax at (310) 537-7990, or by e-mail at ksovern@lakeshorelearning.com.

Jay Dudley, Vice President – Elementary & Professional Services Group

Jay has 13 years of experience at Lakeshore. As an educator himself, Jay is passionate about supporting his fellow educators with both high quality resources and professional development. He is responsible for managing Lakeshore's elementary business development efforts throughout the United States as well as Lakeshore's Professional Services Group. He ensures that all customers are receiving the best possible service. He also has a direct role in servicing the top elementary clients. You can reach Jay by phone at (469) 360-1075, by fax at (310) 537-7990, or by e-mail at jdudley@lakeshorelearning.com.

In addition, Lakeshore's Bid Department is also available to ensure the completion of this project. Bid Manager Mike Duong, Bid Supervisor Rafael Muro and Bid Analyst Chelsea Gayden will ensure that Lakeshore adheres to all contractual agreements and commitments, assist with renewals, and answer any questions regarding the contract. Our Bid team is available via e-mail at biddept@lakeshorelearning.com or by phone at (800) 421-5354.

5. Describe your proposed order process and ordering methods for this proposal and contract award. Provide a complete narrative on the system to include, but not limited to the following: process for order placement, verification, and tracking, invoicing, and payment process. Specify if you will be including a dealer network and how they will be involved.

Order Procedure

In order to meet the project delivery schedule, Lakeshore requires purchase orders within 10 business days before scheduled delivery dates.

When Lakeshore receives a purchase order from Cooperative Purchasing Connection, your dedicated Lakeshore Inside Partner Kristen Sovern will contact CPC to coordinate the logistics of the delivery, such as:

- Delivery dates and locations
- Unloading restrictions
- Stairs/elevator restrictions
- Setup requirements

Once delivery details are confirmed, Kristen will process your purchase orders and work with our Traffic Department to arrange delivery dates according to your schedule.

For any delays in the project schedule, Lakeshore will coordinate to hold orders from shipping at one of our storage facilities (located in Midway, KY and Carson, CA), until CPC provides confirmation to release orders and schedule deliveries.

Orders can be placed online at www.LakeshoreLearning.com, over the phone by calling (800) 778-4456, by fax (800) 537-5403 or by emailing PO's to orderdept@lakeshorelearning.com. If ordering online, participating members must reference "Per RFP #21.4" in the comment section at checkout.

eProcurement

Lakeshore offers custom eProcurement solutions that can meet all electronic ordering and invoicing needs. Our eProcurement team serves over 5,000 organizations nationwide, from metropolitan school districts to local Head Starts. We can create custom Procurement websites, as well as electronic integration via cxml punchout and EDI.

Benefits of Custom E-Procurement Websites

Online Ordering

- Control spending by setting up authorized users and restrictions.
- Improve efficiency
- Simplify reporting & reconciliation
- Achieve "green" goals
- Access to contract pricing!

Online features

- Online order tracking and administration
- Purchasing system integration (SAP, Oracle & more)
- Custom spending thresholds and approval processes
- Custom product assortments and terms
- Setup is fast and secure!

Customization

Lakeshore has the capability of creating separate user logons and passwords, with no limit of users! We can also customize our ePro website to limit purchases to just Classroom Furniture. Terms such as discount, free shipping, and tax exemption are built right into the site, so you always receive contract pricing.

Restrictions

We can also add in levels of approval routing (up to three different approval levels) into the site, along with individual. We can also narrow down item selection to target your schools' needs, such as removing certain types of items. Individual users can also be assigned spending limits or budgets, so that they do not exceed limits when shopping.

Purchase Options

Staff can purchase online by using a purchase order, or credit card. For further customization, please contact our customer service team at (855) 827-5830.

Our E-Procurement team is available to discuss eProcurement options or EDI integration with CPC's systems by phone at (855) 827-5830 or via email at myepro@lakeshorelearning.com.

Lakeshore will not be including a dealer network.

6. For online ordering, describe how many personnel is dedicated to your online ordering helpdesk.

Lakeshore has 3 people dedicated to the online helpdesk. There are 6-8 programmers, who work on our website and online ordering system. The web team also works closely with our Order Department, which consists of 20 people.

7. Describe any minimum order requirements.

N/A – There is no minimum requirement for orders.

8. Detail any rebates, custom lists, or other incentive offers that will be extended through the resulting contract.

Offer

Lakeshore is pleased to present the following offer to Cooperative Purchasing Connection:

- 5% discount on all non-sale items from Lakeshore's catalogs, website (www.LakeshoreLearning.com), and retail stores (see attached Store List for locations).
- FREE shipping on all orders in the contiguous U.S.

Complimentary White-Glove Delivery & Installation service on orders \$10,000 or more that ship to a single location in the contiguous U.S. Additional charges may apply for remote locations. This service includes:

- Unpacking and assembly
- Supervised classroom setup
- Debris removal
- Custom labeling and boxing of orders by designated information, such as by classroom or teacher

Must reference "Per RFP #21.4" on all purchase orders to receive these terms.

9. Describe in detail your proposed exchange and return program(s) and policy(s). Describe all restocking fees that may apply.

Not only are our products distinguished by their quality, educational merit and safety—they're also backed by our ironclad guarantee. If you are unhappy with any item for any reason, you may return it for a full refund or exchange...no questions asked! If you need assistance with an order, simply contact our Customer Service department at (800) 428-4414.

Returns Process

- Damaged items: Please call us as soon as you notice that an item is damaged.
 - If the item is being delivered by a trucking company, you can refuse the damaged item and they will send it back to us. Just make sure to note that on the freight bill before signing.

- If you don't notice the damages until the driver has left, or if your items were delivered another way, that's fine. Simply call our Customer Service Dept and we'll ship a replacement item right away, and arrange to have the damaged item picked up for you.
- Unsatisfactory items: If you are unhappy with any item, you may return it to us for a full refund. On the back of your packing slip is a "Returns Form," with our return address. On this form you can indicate the reason for your return, and whether you'd like a refund or another item in exchange. You may send the item back to us, and once we receive it, we'll either refund your purchase or send your exchange item to you. If the item is too large for you to return on your own, we'll help! Just call us and we can arrange for a pickup of the boxed item, and we'll simply deduct the return freight from your credit.

10. Describe how backorders are processed and communicated.

As a company, Lakeshore is proud to have a 99% fill rate. We work very hard to keep all of our items stocked in our warehouse and available for immediate delivery. If by some chance there is a back order, your Inside Partner, Kristen Sovern, will reach out to the CPC member to notify them of the backordered item and will work with them in order to either replace the item with a suitable alternate or provide a delivery window for the requested item. The member will not be billed or invoiced until every item is delivered. Back order time frame varies by item.

11. Describe your company's experience integrating with third-party procurement systems (i.e. punchouts).

We have the capability to link a custom Lakeshore website into 3rd party software.

How punchout works is this: You would sign into WELS and chose Lakeshore from a list of vendors. You would then be "punched out" to a Lakeshore custom site that reflects your discount/free shipping. While in the Lakeshore site, you would build a shopping cart, and when ready click "place order". The order will not actually download to us at this point. All the data from the shopping cart will dump (via cXML) into WELS for you: item#, description, qty, price, extended price. You will then proceed with creating a po in the WELS program. When ready, you would send us the PO electronically via cXML . We would send back a confirmation. Some of our customers chose to email us the PO instead of sending cXML. Those are all things our IT Team would work with CPC on.

12. Describe any "added value" attributes being offered to CPC and its participating agencies when purchasing services through your company.

- Unconditional lifetime warranty on all Premium Quality Furniture, tables, desks, chairs, and cots!
- Complimentary White-Glove Delivery & Installation service on orders \$10,000 or more that ship to a single location in the contiguous U.S. Additional charges may apply for remote locations. This service includes:
 - Unpacking and assembly
 - Supervised classroom setup
 - Debris removal
 - Custom labeling and boxing of orders by designated information, such as by classroom or teacher
- Professional Development on volume materials purchases available. This will give the teachers ideas on how to implement materials purchased to achieve the desired academic goals of the program. These can be donated In-Kind .
- Designated Lakeshore contacts available at all times.
- With 99% of our items in stock at all times, there are virtually no back orders.
- We stock all items at our warehouse, so there is never any drop-shipping from the manufacturer.
- You will receive your materials in 7–10 working days from the day we receive your order. Guaranteed!
- You will only receive one invoice for your entire order, eliminating time-consuming paperwork.
- We offer thousands of exclusive products, many of them created by our on-site product developers.
- Products are all classroom-tested/designed specifically to meet the needs of teachers and children.
- To expedite the setup of new equipment, we will pack/label your order according to the room or learning activity.
- Lakeshore maintains the same strict standards that first made us great! Every product we make is distinguished by its quality, safety, educational merit and play value. And naturally, every Lakeshore product

is backed by our ironclad guarantee: If you are unhappy with any item for any reason, you may return it for a full refund or exchange...no questions asked!

- Lakeshore develops and manufactures the vast majority of the items featured in our catalogs, retail stores and website. As a direct manufacturer, we are not restricted from sales, territories, or Dealer Authorizations. For this proposal, we are happy to offer our complete furniture lines for RFP #21.4. Please visit our website, www.LakeshoreLearning.com, or review the enclosed catalogs and price list to view all of our available products.

13. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Sales will be monitored from the participating agencies provided they reference “Per Bid #21.4” on their purchase orders. All reported sales will be provided in the form of a Usage Report.

14. Describe your company’s environmental policy or green initiatives.

Lakeshore Learning Materials is committed to minimizing the impact of its activities on the environment. We pledge to:

- Minimize waste by evaluating operations and ensuring they are as efficient as possible
- Create products that have low chemical emissions and identify them for consumers through GREENGUARD® certification, thereby improving the quality of the air in which the products are used
- Minimize toxic emissions through fleet selection and the source of our power requirement
- Actively promote recycling both internally and amongst our customers and vendors.
- Support the use of alternative fuels and offer employees the ability to charge electric vehicles at work
- Meet or exceed all environmental legislation that relates to Lakeshore

Climate Pledge

- The White House recently launched the American Business Act on Climate Pledge
- This initiative aims to reduce greenhouse gas emissions by 26%-28% by 2025 and calls on private companies to help
- Lakeshore has signed the pledge—and we are taking action!
- We are investing \$1 million in solar panels at our distribution center in Carson, California—an investment that will eventually pay for itself and help the environment
- We are installing motion-activated restroom fixtures—both hand dryers and water faucets—which will reduce water use by 42,000 tons and conserve 68 tons of paper over the next 10 years
- In addition, we continue to conserve energy and resources through our successful recycling program—which is expected to recycle over 8,000 tons of cardboard by 2025
- Please read more at: <https://www.whitehouse.gov/the-press-office/2015/10/19/fact-sheet-white-house-announces-commitments-american-business-act>

GREENGUARD Certification

Lakeshore offers a variety of classroom furniture pieces that have earned GREENGUARD Certification. Many of our furniture lines (Classic Birch, Flex-Space, First Steps® and Heavy-Duty) are certified by the GREENGUARD Environmental Institute to support low emissions standards—reducing chemical pollutants and helping to improve indoor air quality.

GREENGUARD Certification is recognized by numerous sustainable building programs, including the LEED® Building Rating System. Purchasing products that are GREENGUARD Certified helps you earn points toward LEED certification. Products on our website that feature the GREENGUARD logo are certified by the GREENGUARD Environmental Institute to comply with low emissions standards—reducing chemical pollutants and helping improve the quality of indoor air.

For a complete listing of Lakeshore’s GREENGUARD Certified products, just search for the keyword

“GREENGUARD” on our website. You may also request more information from Lakeshore’s Customer Service Department by calling (800) 421-5354.

Two generations later, Lakeshore continues to offer the best products and service around—and we’re still expanding! We offer two mail-order catalogs to meet the needs of parents, teachers and children worldwide. Plus, our full-service website offers instantaneous access to our catalogs as well as free activity ideas, an interactive classroom designer and much more.

Exceptions & Deviations (10 points)

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

- Must reference “Per Bid# 21.4” on all purchase orders to receive the terms given to CPC
- Discounts are not applicable to sale items.
- Lakeshore agrees to hold the discount offered in this submission throughout the lifetime of the contract. Catalogs and prices are subject to change with the release of new catalogs in January and February of each year and in the event of significant factors outside our control, such as government-imposed import tariffs.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.

Respondents must include the following when requesting exceptions:

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

N/A

References

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the CPC’s tri-state area are preferred. A contact name, phone number and email will be required. *Note, please ensure your references are prepared to speak with a representative from CPC.

Reference #1 – Company Name

Service Level Purchased

Year of Purchase

Reference Contact

Phone

Email

PICA Headstart

Classroom and educational supplies and furniture

Ongoing purchasing since 2005

Eva McDew, EHS Coordinator

(612) 377-7422

emcdew@picaheadstart.ort

Reference #2 – Company Name

Service Level Purchased

Year of Purchase

Reference Contact

Phone

Email

New Horizon Kids Quest

Classroom and educational supplies and furniture

Ongoing purchasing since 1997

Jessie Watson, Regional Vice President

(763) 557-1111

jwatson@nhacademy.net

Reference #3 – Company Name

Service Level Purchased

Year of Purchase

Milwaukee Public Schools

Classroom and educational supplies and furniture

Ongoing purchasing since 2007

Reference Contact**Phone****Email**

Krissy Washington, Program Coordinator

(414) 475-8094

washinkn@milwaukee.k12.wi.us

Additional Requirements

As required by CPC, submit the following additional items as individual PDFs as outlined below:

1. Exhibit A – Marketing Plan – Name of Company (20 points)

Submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on the Vendor's website.

2. Exhibit B – Letter/Line of Credit – Name of Company

Attach a letter from a business's chief financial institution indicating the current line of credit available to the business and evidence of financial stability for the past three calendar years (2019, 2018, 2017). This letter should state the line of credit as a range (i.e. "Credit in the low six (6) figures" or "a credit line exceeding five (5) figures"). The Letter/Line of Credit will be deemed "Confidential". This letter/line of credit is a requirement to help determine the financial stability of the company.

1 - Pricing Schedule

*Please note this workbook has multiple tabs.

Instructions. Complete the following schedule for all products and accessories. The form should be completed by the standards listed in the Technical Specifications. 2,000 rows for data entry have been provided, additional rows may be added following the same format. Please note this is a **required form**.

Responding Company's Name:

Lakeshore Learning Materials

REQUIRED FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
Arts & Crafts	Pastel Giant Washable Color Ink Pads - Set of 5 Colors	Lakeshore	AA103	AA103	One Unit		\$29.99	5%	\$ 28.49
Infants & Toddlers	Easy-Twist Animal Builders	Lakeshore	AA105	AA105	One Unit		\$19.99	5%	\$ 18.99
Infants & Toddlers	First Steps Sign-In Communication & Cubby Center	Lakeshore	AA107	AA107	One Unit		\$439.00	5%	\$ 417.05
Infants & Toddlers	Gross Motor Area - Birth-12 Months	Lakeshore	AA1101	AA1101	One Unit		\$650.00	5%	\$ 617.50
Infants & Toddlers	Changing Station Area - Birth-12 Months	Lakeshore	AA1107	AA1107	One Unit		\$1,200.00	5%	\$ 1,140.00
Infants & Toddlers	Mealtime Area - Birth-12 Months	Lakeshore	AA1109	AA1109	One Unit		\$750.00	5%	\$ 712.50
Infants & Toddlers	Cubbies & Communication Area - Birth-12 Months	Lakeshore	AA1110	AA1110	One Unit		\$1,125.00	5%	\$ 1,068.75
Infants & Toddlers	Library Area - Birth-12 Months	Lakeshore	AA1111	AA1111	One Unit		\$1,175.00	5%	\$ 1,116.25
Infants & Toddlers	Block Play Area - Birth-12 Months	Lakeshore	AA1112	AA1112	One Unit		\$2,075.00	5%	\$ 1,971.25
Infants & Toddlers	Sleeping Area - Birth-12 Months	Lakeshore	AA1113	AA1113	One Unit		\$3,625.00	5%	\$ 3,443.75
Infants & Toddlers	Discovery Area - Birth-12 Months	Lakeshore	AA1114	AA1114	One Unit		\$1,575.00	5%	\$ 1,496.25
Infants & Toddlers	Nonmobile Play Area - Birth-12 Months	Lakeshore	AA1115	AA1115	One Unit		\$3,100.00	5%	\$ 2,945.00
Infants & Toddlers	Block Play Area - 12-24 Months	Lakeshore	AA1202	AA1202	One Unit		\$2,200.00	5%	\$ 2,090.00
Infants & Toddlers	Changing Station Area - 12-24 Months	Lakeshore	AA1208	AA1208	One Unit		\$1,300.00	5%	\$ 1,235.00
Infants & Toddlers	Mealtime Area - 12-24 Months	Lakeshore	AA1210	AA1210	One Unit		\$425.00	5%	\$ 403.75
Infants & Toddlers	Dramatic Play Area - 12-24 Months	Lakeshore	AA1211	AA1211	One Unit		\$2,725.00	5%	\$ 2,588.75
Infants & Toddlers	Naptime Area - 12-24 Months	Lakeshore	AA1212	AA1212	One Unit		\$1,650.00	5%	\$ 1,567.50
Infants & Toddlers	Manipulatives Area - 12-24 Months	Lakeshore	AA1213	AA1213	One Unit		\$1,600.00	5%	\$ 1,520.00
Infants & Toddlers	Music Area - 12-24 Months	Lakeshore	AA1214	AA1214	One Unit		\$900.00	5%	\$ 855.00
Infants & Toddlers	Gross Motor Area - 12-24 Months	Lakeshore	AA1215	AA1215	One Unit		\$2,100.00	5%	\$ 1,995.00
Infants & Toddlers	Library Area - 12-24 Months	Lakeshore	AA1216	AA1216	One Unit		\$925.00	5%	\$ 878.75
Infants & Toddlers	Cubbies & Communication Area - 12-24 Months	Lakeshore	AA1217	AA1217	One Unit		\$1,125.00	5%	\$ 1,068.75
Social Studies	Lakeshore Career Hat Collection	Lakeshore	AA124	AA124	One Unit		\$79.99	5%	\$ 75.99
Infants & Toddlers	Changing Station Area - 24-36 Months	Lakeshore	AA1309	AA1309	One Unit		\$1,300.00	5%	\$ 1,235.00
Infants & Toddlers	Arts & Crafts Area - 24-36 Months	Lakeshore	AA1311	AA1311	One Unit		\$2,750.00	5%	\$ 2,612.50
Infants & Toddlers	Block Play Area - 24-36 Months	Lakeshore	AA1312	AA1312	One Unit		\$1,275.00	5%	\$ 1,211.25
Infants & Toddlers	Manipulatives Area - 24-36 Months	Lakeshore	AA1313	AA1313	One Unit		\$1,425.00	5%	\$ 1,353.75
Infants & Toddlers	Circle Time/Music Area - 24-36 Months	Lakeshore	AA1314	AA1314	One Unit		\$2,000.00	5%	\$ 1,900.00
Infants & Toddlers	Library Area - 24-36 Months	Lakeshore	AA1315	AA1315	One Unit		\$3,250.00	5%	\$ 3,087.50
Infants & Toddlers	Science Area - 24-36 Months	Lakeshore	AA1316	AA1316	One Unit		\$975.00	5%	\$ 926.25
Infants & Toddlers	Learning Corner Area - 24-36 Months	Lakeshore	AA1317	AA1317	One Unit		\$1,450.00	5%	\$ 1,377.50
Infants & Toddlers	Cubbies & Communication Area - 24-36 Months	Lakeshore	AA1318	AA1318	One Unit		\$1,125.00	5%	\$ 1,068.75
Infants & Toddlers	Dramatic Play Area - 24-36 Months	Lakeshore	AA1319	AA1319	One Unit		\$2,675.00	5%	\$ 2,541.25
Infants & Toddlers	Naptime Area - 24-36 Months	Lakeshore	AA1320	AA1320	One Unit		\$1,650.00	5%	\$ 1,567.50
Infants & Toddlers	First Steps Locking Supply Cabinet	Lakeshore	AA156	AA156	One Unit		\$499.00	5%	\$ 474.05
Infants & Toddlers	First Steps Play-Top Storage Center	Lakeshore	AA158	AA158	One Unit		\$399.00	5%	\$ 379.05
Language	First 100 Sight-Words Talking Boards	Lakeshore	AA162	AA162	One Unit		\$79.99	5%	\$ 75.99
Infants & Toddlers	Toddler Storytelling Kits - Complete Set	Lakeshore	AA165X	AA165X	One Unit		\$129.00	5%	\$ 122.55
Infants & Toddlers	Polar Bear, Polar Bear, What Do You Hear? Storytelling Kit	Lakeshore	AA166	AA166	One Unit		\$34.99	5%	\$ 33.24
Infants & Toddlers	Little Blue Truck Storytelling Kit	Lakeshore	AA167	AA167	One Unit		\$34.99	5%	\$ 33.24
Infants & Toddlers	Duck & Goose: Goose Needs a Hug Storytelling Kit	Lakeshore	AA168	AA168	One Unit		\$34.99	5%	\$ 33.24
Infants & Toddlers	The Rainbow Fish: Counting Storytelling Kit	Lakeshore	AA169	AA169	One Unit		\$34.99	5%	\$ 33.24
Arts & Crafts	Pastel Giant Washable Color Ink Pad - Aqua	Lakeshore	AA176AQ	AA176AQ	One Unit		\$6.49	5%	\$ 6.17
Arts & Crafts	Pastel Giant Washable Color Ink Pad - Lime	Lakeshore	AA176LM	AA176LM	One Unit		\$6.49	5%	\$ 6.17
Arts & Crafts	Pastel Giant Washable Color Ink Pad - Pink	Lakeshore	AA176PN	AA176PN	One Unit		\$6.49	5%	\$ 6.17
Arts & Crafts	Pastel Giant Washable Color Ink Pad - Teal	Lakeshore	AA176TL	AA176TL	One Unit		\$6.49	5%	\$ 6.17

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
Arts & Crafts	Pastel Giant Washable Color Ink Pad - Yellow	Lakeshore	AA176VE	AA176VE	One Unit		\$6.49	5%	\$ 6.17
Language	My Spanish Word Journal	Lakeshore	AA185	AA185	One Unit		\$3.79	5%	\$ 3.60
Language	My Spanish Word Journal - Set of 10	Lakeshore	AA186	AA186	One Unit		\$36.99	5%	\$ 35.14
Blocks & Manipulatives	Lakeshore Block Play People - Complete Set	Lakeshore	AA200X	AA200X	One Unit		\$119.00	5%	\$ 113.05
Blocks & Manipulatives	Lakeshore Block Play People - Caucasian Family	Lakeshore	AA201	AA201	One Unit		\$24.99	5%	\$ 23.74
Blocks & Manipulatives	Lakeshore Block Play People - Asian Family	Lakeshore	AA202	AA202	One Unit		\$24.99	5%	\$ 23.74
Blocks & Manipulatives	Lakeshore Block Play People - Hispanic Family	Lakeshore	AA203	AA203	One Unit		\$24.99	5%	\$ 23.74
Blocks & Manipulatives	Lakeshore Block Play People - Native American Family	Lakeshore	AA204	AA204	One Unit		\$24.99	5%	\$ 23.74
Blocks & Manipulatives	Lakeshore Block Play People - African American Family	Lakeshore	AA205	AA205	One Unit		\$24.99	5%	\$ 23.74
Language	Spanish/English Building Language Photo Library	Lakeshore	AA238	AA238	One Unit		\$49.99	5%	\$ 47.49
Infants & Toddlers	Soft & Safe Big Bin	Lakeshore	AA239	AA239	One Unit		\$179.00	5%	\$ 170.05
Infants & Toddlers	Toddler Treehouse Hideaway	Lakeshore	AA241	AA241	One Unit		\$379.00	5%	\$ 360.05
Language	Building Language Photo Library	Lakeshore	AA248	AA248	One Unit		\$49.99	5%	\$ 47.49
Infants & Toddlers	Little Shoppers! Wooden Walker	Lakeshore	AA252	AA252	One Unit		\$139.00	5%	\$ 132.05
Infants & Toddlers	First Steps Cubbies & Coats Storage Center	Lakeshore	AA260	AA260	One Unit		\$599.00	5%	\$ 569.05
Infants & Toddlers	Heavy-Duty Toddler Dress-Up Center	Lakeshore	AA266	AA266	One Unit		\$429.00	5%	\$ 407.55
Dramatic Play	Link & Go! Magnetic Train	Lakeshore	AA275	AA275	One Unit		\$29.99	5%	\$ 28.49
Infants & Toddlers	Look at Me! Balance Bar	Lakeshore	AA279	AA279	One Unit		\$229.00	5%	\$ 217.55
Teaching Resources	School-To-Home Organizer	Lakeshore	AA295	AA295	One Unit		\$7.99	5%	\$ 7.59
Teaching Resources	School-To-Home Organizer - Set of 10	Lakeshore	AA295X	AA295X	One Unit		\$69.99	5%	\$ 66.49
Books	Leveled Books Classroom Library 1 - Complete Library	Lakeshore	AA300X	AA300X	One Unit		\$649.00	5%	\$ 616.55
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level A (K)	Lakeshore	AA302	AA302	One Unit		\$42.99	5%	\$ 40.84
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level B (K)	Lakeshore	AA303	AA303	One Unit		\$39.99	5%	\$ 37.99
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level C (K)	Lakeshore	AA304	AA304	One Unit		\$41.99	5%	\$ 39.89
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level D (K-Gr. 1)	Lakeshore	AA305	AA305	One Unit		\$39.99	5%	\$ 37.99
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level E (Gr. 1)	Lakeshore	AA306	AA306	One Unit		\$40.99	5%	\$ 38.94
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level F (Gr. 1)	Lakeshore	AA307	AA307	One Unit		\$38.99	5%	\$ 37.04
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level G (Gr. 1)	Lakeshore	AA308	AA308	One Unit		\$43.99	5%	\$ 41.79
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level H (Gr. 1)	Lakeshore	AA309	AA309	One Unit		\$45.99	5%	\$ 43.69
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level I (Gr. 1)	Lakeshore	AA316	AA316	One Unit		\$45.99	5%	\$ 43.69
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level J (Gr. 1-2)	Lakeshore	AA317	AA317	One Unit		\$33.99	5%	\$ 32.29
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level K (Gr. 2)	Lakeshore	AA318	AA318	One Unit		\$38.99	5%	\$ 37.04
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level L (Gr. 2)	Lakeshore	AA319	AA319	One Unit		\$34.99	5%	\$ 33.24
Classroom Furniture	Learn & Store Chart Stand	Lakeshore	AA320	AA320	One Unit		\$239.00	5%	\$ 227.05
Infants & Toddlers	Toddler Dress-Up Center	Lakeshore	AA321	AA321	One Unit		\$329.00	5%	\$ 312.55
Sand & Water	Magnetic Alphabet Fishing Set - Uppercase	Lakeshore	AA322	AA322	One Unit		\$49.99	5%	\$ 47.49
Accessories	Magnetic Lowercase Fishing Letters	Lakeshore	AA328	AA328	One Unit		\$29.99	5%	\$ 28.49
Blocks & Manipulatives	Dressing Frames - Complete Set	Lakeshore	AA330X	AA330X	One Unit		\$69.99	5%	\$ 66.49
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level M (Gr. 2-3)	Lakeshore	AA336	AA336	One Unit		\$38.99	5%	\$ 37.04
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level N (Gr. 3)	Lakeshore	AA337	AA337	One Unit		\$39.99	5%	\$ 37.99
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level O (Gr. 3)	Lakeshore	AA338	AA338	One Unit		\$43.99	5%	\$ 41.79
Books	Leveled Books Classroom Library 1 - Book Bin Set - Level P (Gr. 3-4)	Lakeshore	AA339	AA339	One Unit		\$40.99	5%	\$ 38.94
Arts & Crafts	Washable Fingerprint - Pint - Black	Lakeshore	AA340BK	AA340BK	One Unit		\$2.99	5%	\$ 2.84
Arts & Crafts	Washable Fingerprint - Pint - Brown	Lakeshore	AA340BR	AA340BR	One Unit		\$2.99	5%	\$ 2.84
Arts & Crafts	Washable Fingerprint - Pint - Blue	Lakeshore	AA340BU	AA340BU	One Unit		\$2.99	5%	\$ 2.84
Arts & Crafts	Washable Fingerprint - Pint - Green	Lakeshore	AA340GR	AA340GR	One Unit		\$2.99	5%	\$ 2.84
Arts & Crafts	Washable Fingerprint - Pint - Red	Lakeshore	AA340RD	AA340RD	One Unit		\$2.99	5%	\$ 2.84
Arts & Crafts	Washable Fingerprint - Pint - Orange	Lakeshore	AA340RG	AA340RG	One Unit		\$2.99	5%	\$ 2.84
Arts & Crafts	Washable Fingerprint - Pint - Turquoise	Lakeshore	AA340TQ	AA340TQ	One Unit		\$2.99	5%	\$ 2.84
Arts & Crafts	Washable Fingerprint - Pint - Violet	Lakeshore	AA340VT	AA340VT	One Unit		\$2.99	5%	\$ 2.84
Arts & Crafts	Washable Fingerprint - Pint - White	Lakeshore	AA340WT	AA340WT	One Unit		\$2.99	5%	\$ 2.84

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
Arts & Crafts	Washable Fingerprint - Pint - Yellow	Lakeshore	AA340YE	AA340YE	One Unit		\$2.99	5%	\$ 2.84
Arts & Crafts	Washable Fingerprint - Pint - Set of 10 Colors	Lakeshore	AA342	AA342	One Unit		\$29.50	5%	\$ 28.03
Classroom Furniture	Teach & Store Chart Stand	Lakeshore	AA343	AA343	One Unit		\$269.00	5%	\$ 255.55
Classroom Furniture	Magnetic Write & Wipe Adjustable Easel	Lakeshore	AA348	AA348	One Unit		\$179.00	5%	\$ 170.05
Infants & Toddlers	Toddler-Safe Food Basket	Lakeshore	AA350	AA350	One Unit		\$29.99	5%	\$ 28.49
Infants & Toddlers	Classic Birch Transition Table	Lakeshore	AA356	AA356	One Unit		\$339.00	5%	\$ 322.05
Infants & Toddlers	Classic Birch Transition Chair - 9"	Lakeshore	AA357	AA357	One Unit		\$99.00	5%	\$ 94.05
Infants & Toddlers	Classic Birch Transition Chair - 12"	Lakeshore	AA358	AA358	One Unit		\$105.00	5%	\$ 99.75
Blocks & Manipulatives	Zip, Snap & Button Dressing Frames	Lakeshore	AA371	AA371	One Unit		\$39.99	5%	\$ 37.99
Blocks & Manipulatives	Buckle, Lace & Tie Dressing Frames	Lakeshore	AA372	AA372	One Unit		\$39.99	5%	\$ 37.99
Math	Easy-Grip Jumbo Pegs & Pegboard Set	Lakeshore	AA382	AA382	One Unit		\$16.99	5%	\$ 16.14
Infants & Toddlers	Color Discovery Boxes	Lakeshore	AA388	AA388	One Unit		\$59.99	5%	\$ 56.99
Math	Number Line Math Activity Chart	Lakeshore	AA391	AA391	One Unit		\$49.99	5%	\$ 47.49
Classroom Furniture	First Steps Double-Duty Storage Center	Lakeshore	AA392	AA392	One Unit		\$499.00	5%	\$ 474.05
Language	Early Writing Process Student Folder	Lakeshore	AA394	AA394	One Unit		\$2.39	5%	\$ 2.27
Language	Early Writing Process Student Folder - Set of 10	Lakeshore	AA395	AA395	One Unit		\$21.99	5%	\$ 20.89
Accessories	Extra Jumbo Pegboard	Lakeshore	AA396	AA396	One Unit		\$7.99	5%	\$ 7.59
Accessories	Extra Easy-Grip Jumbo Pegs - Set of 100	Lakeshore	AA397	AA397	One Unit		\$29.99	5%	\$ 28.49
Language	Match-A-Sound! Phonemic Awareness Boxes - Complete Set	Lakeshore	AA410X	AA410X	One Unit		\$139.00	5%	\$ 132.05
Language	Beginning Sounds Phonemic Awareness Box	Lakeshore	AA411	AA411	One Unit		\$49.99	5%	\$ 47.49
Language	Ending Sounds Phonemic Awareness Box	Lakeshore	AA412	AA412	One Unit		\$49.99	5%	\$ 47.49
Language	Rhyming Sounds Phonemic Awareness Box	Lakeshore	AA413	AA413	One Unit		\$49.99	5%	\$ 47.49
Social Studies	Infant/Toddler Poster Pack	Lakeshore	AA420	AA420	One Unit		\$24.99	5%	\$ 23.74
Infants & Toddlers	Toddler-Safe Active Play Kit	Lakeshore	AA450	AA450	One Unit		\$139.00	5%	\$ 132.05
Infants & Toddlers	Just-My-Size Comfy Book Nook	Lakeshore	AA455	AA455	One Unit		\$579.00	5%	\$ 550.05
Infants & Toddlers	Pretend & Play Toddler Kitchen	Lakeshore	AA470	AA470	One Unit		\$579.00	5%	\$ 550.05
Infants & Toddlers	Puzzle Builders	Lakeshore	AA478	AA478	One Unit		\$39.99	5%	\$ 37.99
Math	Magnetic Calendar Activity Center	Lakeshore	AA479	AA479	One Unit		\$69.99	5%	\$ 66.49
Sensory Exploration	Washable Tactile Pillows	Lakeshore	AA480	AA480	One Unit		\$69.99	5%	\$ 66.49
Infants & Toddlers	Step On Up! Toddler Changing Table	Lakeshore	AA490	AA490	One Unit		\$949.00	5%	\$ 901.55
Active Play	Lakeshore Active Play Kit	Lakeshore	AA508	AA508	One Unit		\$229.00	5%	\$ 217.55
Infants & Toddlers	Toddler-Tough Table & Chairs Set	Lakeshore	AA517	AA517	One Unit		\$299.00	5%	\$ 284.05
Accessories	Extra Toddler-Tough Chairs - Set of 2	Lakeshore	AA518	AA518	One Unit		\$139.00	5%	\$ 132.05
Infants & Toddlers	All-in-One Toddler Kitchen	Lakeshore	AA520	AA520	One Unit		\$599.00	5%	\$ 569.05
Language	Launch & Learn Language Games - Complete Set	Lakeshore	AA525X	AA525X	One Unit		\$85.00	5%	\$ 80.75
Language	Launch & Learn Alphabet Game	Lakeshore	AA526	AA526	One Unit		\$29.99	5%	\$ 28.49
Language	Launch & Learn Beginning Sounds Game	Lakeshore	AA527	AA527	One Unit		\$29.99	5%	\$ 28.49
Language	Launch & Learn Rhyming Sounds Game	Lakeshore	AA528	AA528	One Unit		\$29.99	5%	\$ 28.49
Science	Lakeshore Motion Discovery Tubes	Lakeshore	AA531	AA531	One Unit		\$39.99	5%	\$ 37.99
Infants & Toddlers	Toddler-Safe Washable Sensory Spirals	Lakeshore	AA537	AA537	One Unit		\$32.99	5%	\$ 31.34
Infants & Toddlers	Toddler-Safe Washable Sensory Balls	Lakeshore	AA538	AA538	One Unit		\$32.99	5%	\$ 31.34
Infants & Toddlers	Toddler-Safe Washable Sensory Stars	Lakeshore	AA539	AA539	One Unit		\$32.99	5%	\$ 31.34
Infants & Toddlers	Toddler-Safe Washable Sensory Materials - Complete Set	Lakeshore	AA540X	AA540X	One Unit		\$95.00	5%	\$ 90.25
Infants & Toddlers	First Steps See-Through Curved Storage Center	Lakeshore	AA550	AA550	One Unit		\$399.00	5%	\$ 379.05
Language	Printing Letters Practice Book - Uppercase	Lakeshore	AA555	AA555	One Unit		\$8.99	5%	\$ 8.54
Language	Printing Letters Practice Book - Uppercase - Set of 10	Lakeshore	AA555X	AA555X	One Unit		\$79.99	5%	\$ 75.99
Infants & Toddlers	First Steps Rectangular Classroom Carpet - 9' x 12'	Lakeshore	AA560	AA560	One Unit		\$489.00	5%	\$ 464.55
Infants & Toddlers	First Steps Round Classroom Carpet - 6' Diameter	Lakeshore	AA562	AA562	One Unit		\$259.00	5%	\$ 246.05
Infants & Toddlers	First Steps Round Classroom Carpet - 9' Diameter	Lakeshore	AA563	AA563	One Unit		\$449.00	5%	\$ 426.55
Infants & Toddlers	First Steps Rectangular Classroom Carpet - 6' x 9'	Lakeshore	AA564	AA564	One Unit		\$299.00	5%	\$ 284.05
Language	Printing Letters Practice Book - Lowercase	Lakeshore	AA565	AA565	One Unit		\$8.99	5%	\$ 8.54
Language	Printing Letters Practice Book - Lowercase - Set of 10	Lakeshore	AA565X	AA565X	One Unit		\$79.99	5%	\$ 75.99
Infants & Toddlers	First Steps Corner Storage Center	Lakeshore	AA596	AA596	One Unit		\$199.00	5%	\$ 189.05
Social Studies	Soft & Safe Community Helpers	Lakeshore	AA599	AA599	One Unit		\$36.99	5%	\$ 35.14

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
Infants & Toddlers	Climb & Crawl Toddler Slide	Lakeshore	AA605	AA605	One Unit		\$599.00	5%	\$ 569.05
Arts & Crafts	Collage Puppets - Set of 15	Lakeshore	AA619	AA619	One Unit		\$22.99	5%	\$ 21.84
Math	Addition Fluency Puzzles - Complete Set	Lakeshore	AA620X	AA620X	One Unit		\$69.99	5%	\$ 66.49
Math	Adding 3 Numbers Addition Fluency Puzzles	Lakeshore	AA621	AA621	One Unit		\$24.99	5%	\$ 23.74
Math	Missing Addend Addition Fluency Puzzles	Lakeshore	AA622	AA622	One Unit		\$24.99	5%	\$ 23.74
Math	Decomposing Numbers Addition Fluency Puzzles	Lakeshore	AA623	AA623	One Unit		\$24.99	5%	\$ 23.74
Sand & Water	Mix & Match Waterfalls - Set of 4	Lakeshore	AA628	AA628	One Unit		\$29.99	5%	\$ 28.49
Math	Building Math Skills Write & Wipe Boards - K-Gr. 2 - Set of 30	Lakeshore	AA651	AA651	One Unit		\$29.99	5%	\$ 28.49
Math	Building Math Skills Write & Wipe Boards - Gr. 3-5 - Set of 30	Lakeshore	AA652	AA652	One Unit		\$29.99	5%	\$ 28.49
Infants & Toddlers	Lakeshore Toddler Loft	Lakeshore	AA659	AA659	One Unit		\$1,699.00	5%	\$ 1,614.05
Infants & Toddlers	Learn My Shapes! Magnetic Boards	Lakeshore	AA670	AA670	One Unit		\$49.99	5%	\$ 47.49
Classroom Furniture	Heavy-Duty Adjustable Square Toddler Table - 30" x 30" - Low	Lakeshore	AA686	AA686	One Unit		\$219.00	5%	\$ 208.05
Classroom Furniture	Heavy-Duty Adjustable Round Table - 30" Diameter - Low	Lakeshore	AA687	AA687	One Unit		\$199.00	5%	\$ 189.05
Infants & Toddlers	No-Climb Bookstand	Lakeshore	AA692	AA692	One Unit		\$149.00	5%	\$ 141.55
Books & Manipulatives	Calming Colors Giant Soft Blocks	Lakeshore	AA693	AA693	One Unit		\$119.00	5%	\$ 113.05
Infants & Toddlers	Soft & Safe Children with Differing Abilities	Lakeshore	AA695	AA695	One Unit		\$29.99	5%	\$ 28.49
Arts & Crafts	Lakeshore Scissors Center	Lakeshore	AA696	AA696	One Unit		\$29.99	5%	\$ 28.49
Social Studies	Moods & Emotions Mirrors	Lakeshore	AA708	AA708	One Unit		\$39.99	5%	\$ 37.99
Language	Magic Board Printing Practice Cards	Lakeshore	AA719	AA719	One Unit		\$29.99	5%	\$ 28.49
Infants & Toddlers	Toddler Hardwood Kitchen Set	Lakeshore	AA725X	AA725X	One Unit		\$599.00	5%	\$ 569.05
Infants & Toddlers	Toddler Hardwood Stove	Lakeshore	AA726	AA726	One Unit		\$209.00	5%	\$ 198.55
Infants & Toddlers	Toddler Hardwood Kitchen Sink	Lakeshore	AA727	AA727	One Unit		\$209.00	5%	\$ 198.55
Infants & Toddlers	Toddler Hardwood Refrigerator	Lakeshore	AA728	AA728	One Unit		\$209.00	5%	\$ 198.55
Infants & Toddlers	My First Magic Board	Lakeshore	AA739	AA739	One Unit		\$16.99	5%	\$ 16.14
Accessories	Book Bins - Set of 16	Lakeshore	AA750X	AA750X	One Unit		\$94.50	5%	\$ 89.78
Teaching Resources	Connect & Store Book Bin - Blue	Lakeshore	AA758BU	AA758BU	One Unit		\$5.99	5%	\$ 5.69
Teaching Resources	Connect & Store Book Bin - Green	Lakeshore	AA758GR	AA758GR	One Unit		\$5.99	5%	\$ 5.69
Teaching Resources	Connect & Store Book Bin - Red	Lakeshore	AA758RD	AA758RD	One Unit		\$5.99	5%	\$ 5.69
Teaching Resources	Connect & Store Book Bin - Orange	Lakeshore	AA758RG	AA758RG	One Unit		\$5.99	5%	\$ 5.69
Teaching Resources	Connect & Store Book Bin - Purple	Lakeshore	AA758VT	AA758VT	One Unit		\$5.99	5%	\$ 5.69
Teaching Resources	Connect & Store Book Bins - Set of 6 Colors	Lakeshore	AA758X	AA758X	One Unit		\$34.99	5%	\$ 33.24
Teaching Resources	Connect & Store Book Bin - Yellow	Lakeshore	AA758YE	AA758YE	One Unit		\$5.99	5%	\$ 5.69
Arts & Crafts	Collage Pots - Set of 15	Lakeshore	AA765	AA765	One Unit		\$22.99	5%	\$ 21.84
Infants & Toddlers	Crawl & Explore First Climber	Lakeshore	AA770	AA770	One Unit		\$599.00	5%	\$ 569.05
Arts & Crafts	Blank Hardcover Book	Lakeshore	AA773	AA773	One Unit		\$39.99	5%	\$ 37.99
Arts & Crafts	Blank Hardcover Book - Set of 10	Lakeshore	AA774	AA774	One Unit		\$38.99	5%	\$ 37.04
Infants & Toddlers	Button Size-Sorting Box	Lakeshore	AA775	AA775	One Unit		\$24.99	5%	\$ 23.74
Language	My First Draw & Write Journal	Lakeshore	AA786	AA786	One Unit		\$3.99	5%	\$ 3.79
Language	My First Draw & Write Journal - Set of 10	Lakeshore	AA787	AA787	One Unit		\$38.99	5%	\$ 37.04
Games	Reading & Writing Skills Folder Game Libraries Gr. 4-5 - Complete Set	Lakeshore	AA790X	AA790X	One Unit		\$149.00	5%	\$ 141.55
Games	Grammar & Writing Folder Game Library - Gr. 4-5	Lakeshore	AA791	AA791	One Unit		\$39.99	5%	\$ 37.99
Games	Reading Literature Folder Game Library - Gr. 4-5	Lakeshore	AA792	AA792	One Unit		\$39.99	5%	\$ 37.99
Games	Reading Informational Text Folder Game Library - Gr. 4-5	Lakeshore	AA793	AA793	One Unit		\$39.99	5%	\$ 37.99
Games	Vocabulary Folder Game Library - Gr. 4-5	Lakeshore	AA794	AA794	One Unit		\$39.99	5%	\$ 37.99
Infants & Toddlers	Toddler Hardwood Table & Chairs Set	Lakeshore	AA798	AA798	One Unit		\$299.00	5%	\$ 284.05
Accessories	Extra Toddler Hardwood Chairs - Set of 2	Lakeshore	AA799	AA799	One Unit		\$139.00	5%	\$ 132.05
Infants & Toddlers	Play & Explore Color-Changing Light Center	Lakeshore	AA803	AA803	One Unit		\$329.00	5%	\$ 312.55
Infants & Toddlers	Store & Explore Play Mat	Lakeshore	AA807	AA807	One Unit		\$899.00	5%	\$ 854.05
Infants & Toddlers	Touch & Learn Picture Card Library	Lakeshore	AA808	AA808	One Unit		\$39.99	5%	\$ 37.99
Infants & Toddlers	Toddler Premium Beanbag Seat - Sky Blue	Lakeshore	AA818SB	AA818SB	One Unit		\$59.99	5%	\$ 56.99
Infants & Toddlers	Toddler Premium Beanbag Seat - Sage Green	Lakeshore	AA818SG	AA818SG	One Unit		\$59.99	5%	\$ 56.99
Infants & Toddlers	See-Inside Sensory Blocks	Lakeshore	AA823	AA823	One Unit		\$39.99	5%	\$ 37.99
Dramatic Play	Lakeshore Hardwood Super Garage	Lakeshore	AA824	AA824	One Unit		\$169.00	5%	\$ 160.55

3 - Services Price Schedule

*Please note this workbook has multiple tabs.

Instructions. Complete the tables below if your company offers the following services. Please note this is an **REQUIRED** form.

Responding Company's Name:

Lakeshore Learning Materials

OPTIONAL FORM

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects:	
	Standard Price Rate	Discounted Price & Rates			Mileage Charges (if any)	Y/N, please detail if Yes.
See Attached Cover Letter	N/A					

Installation Services

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects:	
	Standard Price Rate	Discounted Price & Rates			Mileage Charges (if any)	Y/N, please detail if Yes.
See Attached Cover Letter	N/A					

Maintenance & Support

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects:	
	Standard Price Rate	Discounted Price & Rates			Mileage Charges (if any)	Y/N, please detail if Yes.
Professional Development (half-day, up to 3 consecutive hours)	\$2,500	N/A	N/A	N/A	N/A	N/A
Professional Development (full-day, 3-6 hours)	\$3,500	N/A	N/A	N/A	N/A	N/A
Virtual Professional Training (60-minute live webinar session)	\$1,000	N/A	N/A	N/A	N/A	N/A
Virtual Professional Training (90-minute live webinar session)	\$1,500	N/A	N/A	N/A	N/A	N/A

Training Services

Description	Standard Price & Discounted Price & Rates		Per Diem Charges (if any)	Mileage Charges (if any)	Additional Discounts on Large Projects:	
	Standard Price Rate	Discounted Price & Rates			Mileage Charges (if any)	Y/N, please detail if Yes.
See Attached Cover Letter	N/A					

Other Services



2695 E. Dominguez St. • Carson, CA 90895 • (800) 421-5354 • Fax (310) 537-7990
www.LakeshoreLearning.com

Marketing Plan

Submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on the Vendor's website.

Our marketing plan will be managed at our corporate office headquarters in Carson, California. We have marketing and art departments that will be dedicated to the Cooperative Purchasing Connection (CPC) Marketing Plan. Our Director of Marketing and Events is Emily Fain, who is committed to marketing this contract to ensure that CPC members' needs are met.

Our marketing staff has extensive experience implementing strategies throughout the country and will be versed in the intricacies of the contract with CPC. They will be exposed to the basic tenants of the agreement, as well as learning about the ways to increase business through this partnership. The marketing staff will be trained to use CPC as a primary source, with marketing materials being created that specifically emphasize the benefits of working with CPC and Lakeshore, to be distributed to relevant parties. Our in-house Marketing and Art departments will work together to create any marketing pieces needed, whether they are handouts, brochures, flyers, etc.

Upon award, we will notify all appropriate Lakeshore departments and regional managers about the new contract. Our regional managers will actively spread the word about our new CPC contract when visiting customers. If requested, we can create targeted flyers that include specific contract details. Lakeshore regional managers can also attend any conferences related to CPC.

Sales will be monitored from the participating agencies provided they reference the CPC contract number on their purchase orders. All reported sales will be provided in the form of a Usage Report. Simply provide a CPC member list and we will include those members on our reports.

Upon award, we can create a custom eProcurement website linked to the CPC website.

Participating agencies must reference RFP #21.4 on all purchase orders.



2695 E. Dominguez St. • Carson, CA 90895 • (800) 421-5354 • Fax (310) 537-7990
www.LakeshoreLearning.com

July 31, 2020

Cooperative Purchasing Connection
Attn: Lisa Truax, Procurement Solutions Coordinator
1001 E Mount Faith Ave.
Fergus Falls, MN 56537

RE: RFP #21.4 – Instructional Materials & Classroom Supplies

Dear Ms. Truax and the Cooperative Purchasing Connection Staff,

Thank you for providing Lakeshore Learning Materials the opportunity to respond to **RFP #21.4 – Instructional Materials & Classroom Supplies**. Lakeshore is dedicated to creating innovative educational materials and furniture that spark young imaginations, instill a sense of wonder, and foster a lifelong love of learning. With materials, furniture, and environments for infants, toddlers, and children through the 8th grade, we help children reach developmental milestones and achieve educational goals—while still having fun!

Offer

Lakeshore is pleased to present the following offer to the Cooperative Purchasing Connection:

- 5% discount on all non-sale items from Lakeshore’s catalogs, website (www.LakeshoreLearning.com), and retail stores (see attached Store List for locations).
- FREE shipping on all orders in the contiguous U.S.

Complimentary White-Glove Delivery & Installation service on orders \$10,000 or more that ship to a single location in the contiguous U.S. Additional charges may apply for remote locations. This service includes:

- Unpacking and assembly
- Supervised classroom setup
- Debris removal
- Custom labeling and boxing of orders by designated information, such as by classroom or teacher

Must reference “Per Bid RFP #21.4” on all purchase orders to receive these terms.

Below are additional advantages to working with Lakeshore:

- Unconditional lifetime warranty on all Premium Quality Furniture, tables, desks, chairs, and cots!
- With 99% of our items in stock at all times, there are virtually no back orders.
- We stock all items at our warehouse, so there is never any drop-shipping from the manufacturer.

- You will receive your materials in 7–10 working days from the day we receive your order. Guaranteed!
- You will only receive one invoice for your entire order, eliminating time-consuming paperwork.
- We offer thousands of exclusive products, many of them created by our on-site product developers.
- Products are all classroom-tested/designed specifically to meet the needs of teachers and children.
- To expedite the setup of new equipment, we will pack/label your order according to the room or learning activity.
- Lakeshore maintains the same strict standards that first made us great! Every product we make is distinguished by its quality, safety, educational merit and play value. And naturally, every Lakeshore product is backed by our ironclad guarantee: If you are unhappy with any item for any reason, you may return it for a full refund or exchange...no questions asked!

Should you have any questions, please feel free to contact your Regional Manager Monique Forshay at (310) 537-8600 ext. 2865 or by e-mail at mforshay@lakeshorelearning.com.

Thank you in advance for giving Lakeshore Learning Materials the opportunity to serve you. We look forward to doing business with you!

Sincerely,



Chelsea Gayden
Bid Analyst
Lakeshore Learning Materials



2695 E. Dominguez St. • Carson, CA 90895 • (800) 421-5354 • Fax (310) 537-7990
www.LakeshoreLearning.com

August 3, 2020

Cooperative Purchasing Connection
Attn: Lisa Truax, Procurement Solutions Coordinator
1001 E Mount Faith Ave.
Fergus Falls, MN 56537

RE: RFP #21.4 – Instructional Materials & Classroom Supplies – Sole Source Letter

Dear Ms. Truax and the Cooperative Purchasing Connection Staff,

Among the wide range of educational products offered by Lakeshore, there are over a thousand outstanding and innovative items for which we are the sole-source vendor. These exclusive materials are easily identified by the prefix in their item number. Any items you see with the following prefixes are sole-source items that you simply won't find anywhere other than Lakeshore:

**AA AB AX AZ DD DG EE FF GG HH JC JJ KC KT LA LC
LCW LDA LK LL LM PP PX RE RJ RR RS TT WF VX YB**

If you have any additional questions about our products, or if I may be of further assistance, please don't hesitate to contact me at (800) 421-5354 or biddept@lakeshorelearning.com.

Sincerely,

A handwritten signature in blue ink that reads "Chelsea Gayden". The signature is written in a cursive, flowing style.

Chelsea Gayden
Bid Analyst
Lakeshore Learning Materials

Visit Our Stores!

For maps to store locations, visit: LakeshoreLearning.com

Arizona

Paradise Valley
(Phoenix Area)
4727 E. Bell Rd.
(602) 482-7900

Phoenix
4819 E. Ray Rd.
(480) 940-7700

California

Carson & outlet
2695 E. Dominguez St.
(310) 537-4778

Fountain Valley
18679 Brookhurst St.
(714) 963-8255

Laguna Hills
23501 Avenida de la Carlota
(949) 462-9353

Los Angeles
2323 S. Sepulveda Blvd.
(310) 893-1150

Murrieta
24420 Village Walk Pl.
(951) 461-1352

Northridge
17072 Devonshire St.
(818) 366-4105

Pasadena
3848 E. Foothill Blvd.
(626) 356-3848

Roseville
1850 Douglas Blvd.
(916) 774-4304

San Bernardino
898 E. Harriman Pl.
(909) 890-1222

San Diego
7510 Hazard Center Dr.
(619) 297-8494

San Jose
1099 S. Bascom Ave.
(408) 998-0794

San Leandro & outlet
1144 Montague Ave.
(510) 483-9750

San Marcos
702 Center Dr.
(760) 504-0292

Upland
125 N. Mountain Ave.
(909) 985-9945

California cont'd

Ventura New Location
4300 E. Main St.
(805) 289-1550

Walnut Creek
1929 Mt. Diablo Blvd.
(925) 944-1495

Colorado

Littleton
8680A Park Meadows
Center Dr.
(303) 768-8484

Connecticut

Hamden
2335 Dixwell Ave.
(203) 287-0900

Florida

Davie New
5795 S. University Dr.
(954) 284-0411

Fern Park
335 E. State Rd. 436
(407) 260-5531

Tampa
4501 W. Kennedy Blvd.
(813) 207-0468

Georgia

East Cobb
(Marietta Area)
4287 Roswell Rd.
(770) 578-3100

Idaho

Boise
417 N. Milwaukee St.
(208) 377-1855

Illinois

Chicago
2255 W. 95th St.
(773) 233-9210

Orland Park
15780 S. La Grange Rd.
(708) 403-6300

Palatine
1403 N. Rand Rd.
(847) 705-5052

Indiana

Indianapolis
1300 E. 86th St.
(317) 574-0304

Kansas

Merriam
5670 Antioch Rd.
(913) 432-3998

Maryland

Towson & outlet
1620 E. Joppa Rd.
(410) 296-5888

Massachusetts

Newton
230 Needham St.
(617) 969-1171

Saugus
352E Broadway
(781) 233-3770

Michigan

Sterling Heights
12210 Hall Rd.
(586) 803-1435

Minnesota

Maplewood
1721 Beam Ave.
(651) 777-0650

St. Louis Park
5699 W. 16th St.
(952) 541-0991

Nebraska

Omaha
12005 W. Center Rd.
(402) 334-4466

Nevada

Henderson
1243 W. Warm
Springs Rd.
(702) 396-2890

New Jersey

Cherry Hill
2020 Marlton Pike West
(856) 910-0888

East Brunswick New Location
269 State Route 18
(732) 967-8585

Hackensack
449 Essex St.
(201) 441-9214

New Mexico

Albuquerque
6646 Indian School Rd. NE
(505) 884-4866

New York

New Hyde Park
2079 Hillside Ave.
(516) 616-9360

Scarsdale
969A Central Park Ave.
(914) 472-1820

North Carolina

Matthews
10005 E. Independence
Blvd.
(704) 849-2370

Ohio

Cleveland
(Beachwood Area)
27500 Chagrin Blvd.
(216) 378-9488

Columbus
2148 Polaris Pkwy.
(614) 846-1710

Oklahoma

Oklahoma City
6300 N. May Ave.
(405) 858-8778

Oregon

Lake Oswego
16901 SW 65th Ave.
(503) 620-9888

Pennsylvania

King of Prussia
340 W. DeKalb Pike
(610) 354-0551

Rhode Island

Cranston
1400 Oaklawn Ave.
(401) 463-8800

Tennessee

Nashville New
21 White Bridge Rd.
(800) 428-4414

Texas

Austin
9828 Great Hills Trail
(512) 241-2885

Dallas
14060 N. Dallas Pkwy.
(972) 934-8866

Friendswood
19032 Gulf Fwy.
(281) 461-6263

Houston
2405 Post Oak Blvd.
(713) 355-1893

McAllen
1316 E. Expressway 83
(956) 618-0225

San Antonio
327 NW Loop 410
(210) 340-0504

The Woodlands
(Shenandoah Area)
19075 Interstate
45 South
(936) 271-3585

Utah

Salt Lake City
5480 S. 900 East
(801) 268-2224

Virginia

Alexandria
7009A Manchester Blvd.
(703) 719-0202

Washington

Bellevue
11027 NE 4th St.
(425) 462-8076

Visit our stores or shop online!
LakeshoreLearning.com

Lakeshore®

State of California
Secretary of State

CERTIFICATE OF STATUS

ENTITY NAME:

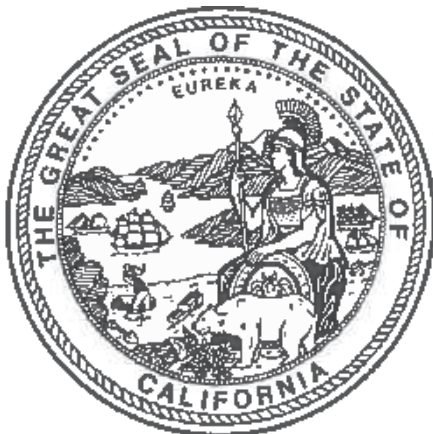
LAKESHORE EQUIPMENT COMPANY

FILE NUMBER: C0428018
FORMATION DATE: 02/14/1962
TYPE: DOMESTIC CORPORATION
JURISDICTION: CALIFORNIA
STATUS: ACTIVE (GOOD STANDING)

I, ALEX PADILLA, Secretary of State of the State of California,
hereby certify:

The records of this office indicate the entity is authorized to
exercise all of its powers, rights and privileges in the State of
California.

No information is available from this office regarding the financial
condition, business activities or practices of the entity.



IN WITNESS WHEREOF, I execute this certificate
and affix the Great Seal of the State of
California this day of May 03, 2017.

A handwritten signature in black ink, appearing to read "Alex Padilla".

ALEX PADILLA
Secretary of State



Lakeshore[®]



Two women and two children are smiling and interacting in the playroom.

ROADWORK

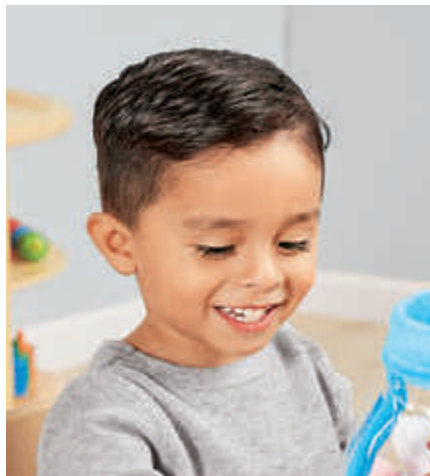
A large tower of colorful geometric blocks (red, yellow, green, blue) stands in the playroom.

A round wooden table with four chairs is set on a green circular rug, surrounded by various toys.

A young boy is kneeling on the floor, playing with colorful beads or small toys.



WELCOME to the World of Lakeshore®



At Lakeshore, we believe in creating materials that matter. Our innovative furniture and hands-on learning materials are designed to support the needs of students and teachers—while meeting the highest standards of quality and safety.

Developed by teachers for teachers, our products are meticulously crafted to help students reach developmental and academic milestones through sixth grade. Plus, all Lakeshore products are backed by our unconditional guarantee of customer satisfaction.

Lakeshore has been proud to serve teachers and students for over 65 years—and we look forward to the opportunity to support your needs, too.

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The Lakeshore® STORY

A Simple Beginning

The Lakeshore story begins with one person taking a chance—our founder, Ethelyn Kaplan. In 1954, this single mom packed up her family and headed to California to open a toy store. Not long after she set up shop, educators began calling her for classroom supplies. In that moment, Ethelyn discovered a higher purpose—serving teachers.



Ethelyn at her original store.

Reaching Our Customers Today

Today, we have a thriving e-commerce business, a national sales division, catalogs and retail locations across the country. We attribute our growth to the more than 2,000 people who make up our team—and who keep us reaching for the stars on behalf of students and teachers everywhere!

E-Commerce

LakeshoreLearning.com is your one-stop shop for products and services you won't find anywhere else—from innovative teaching materials to Customized Learning Solutions.

Catalogs

For materials that spark a love of learning, look to our flagship catalogs—*Early Childhood*, *Elementary*, *Infant & Toddler Environments* and *Gifts for Growing Minds*.



National Sales Division

If you need in-person, expert support with product selection, consultation or classroom design, our sales team is ready to help. Their depth of knowledge and problem-solving abilities are at your service—in any city, state or region!



Lakeshore Learning Store

Today, you will find Lakeshore Learning Stores from coast to coast! Customers can stop by any store for exclusive learning materials, teacher discounts, lamination services, expert support from our associates and more!

- **Free Loyalty Club**
Enjoy 15% savings on hundreds of in-store items.
- **Free Crafts for Kids**
Stop by our stores every Saturday from 11 am to 3 pm.
- **Try Before You Buy**
Want a closer look? We'll open any package you like.



**60+ stores
nationwide!**

Lakeshore® PRODUCT Innovation

At Lakeshore, we're focused on innovation—not only in the products we create but also in the way we develop them. What's our secret? Our in-house developers are teachers themselves, using firsthand knowledge of the classroom to create one-of-a-kind materials you won't find anywhere else. From the diverse tones of *People Colors® Crayons* to the hands-on reinforcement of *Snap & Slide Number Bonds*, our product developers put innovation front and center.

Developed by Teachers for Teachers

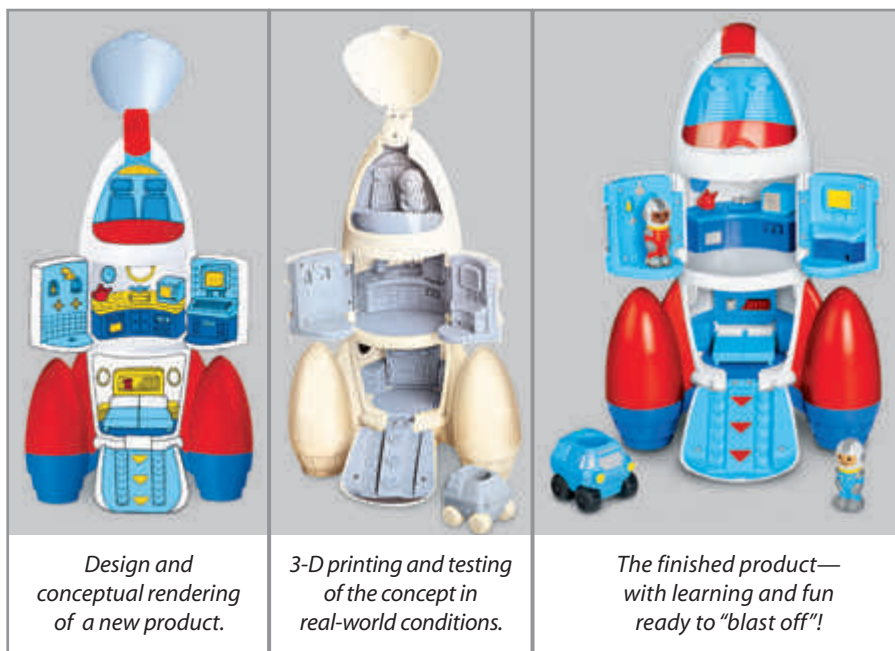
All of our product developers are educators who apply real-world classroom experience to every product they create—helping Lakeshore provide the materials teachers need so students can reach their education goals year after year.



Engineered for Success

Lakeshore product developers are supported by in-house engineers and designers who turn great concepts into products that promote learning in and out of the classroom.

To ensure quality and safety, every product undergoes an average of 100-plus hours of development and testing before it reaches our customers.



Design and conceptual rendering of a new product.

3-D printing and testing of the concept in real-world conditions.

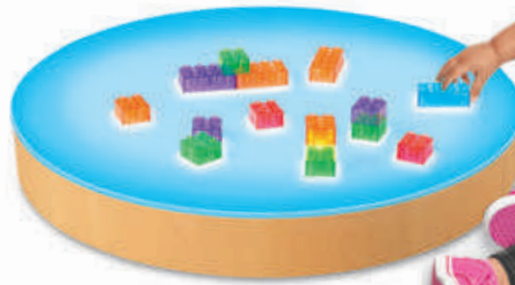
The finished product—with learning and fun ready to “blast off”!

Infants & Toddlers

We know that little ones love to investigate the world around them. So our product developers create infant & toddler materials that invite lots of exploration—while withstanding wear & tear and keeping children safe.



Feelings & Emotions Washable Dolls



Play & Explore Color-Changing Light Center

Preschool & Prekindergarten

As children grow, their developmental needs change. Our products for preschool & prekindergarten reflect this change—with materials that promote learning and discovery, creative expression and social-emotional development.



People Colors® Crayons



Alphabet Learning Locks



Jumbo Magnetic Building Tiles

Elementary

Our elementary products target core curriculum—from literacy and language to math, science and STEM. With an emphasis on versatility, we offer standards-based materials designed for a variety of instructional methods—including project-based learning, small groups and independent learning.



Snap & Slide Number Bonds



Hydraulics Engineering STEM Kit

Lakeshore® FURNITURE

Our proprietary furniture lines serve a variety of student populations and support their physical, social-emotional and academic needs. Whether you are expanding your infant & toddler program or incorporating flexible seating into your 21st-century classrooms, Lakeshore has the superior-quality furniture to create learning environments that will stand the test of time.

Infant & Toddler FURNITURE



Early Childhood FURNITURE



Flex-Space FURNITURE



Our product developers use their extensive classroom experience in partnership with a top-notch engineering team to create Lakeshore's exclusive furniture lines. From comfort and durability to developmental appropriateness, versatility and value, our school furniture meets the needs of:

- **Children**
- **Classrooms**
- **Facilities management**
- **Teachers**
- **Programs**
- **School administrators**

GREENGUARD® Certified

Products featuring the GREENGUARD logo are certified to comply with low-emissions standards—reducing chemical pollutants and improving the quality of indoor air.





Infant & Toddler

FURNITURE

We offer caregiver-tested furniture lines appropriate for any program—and all items support ITERS and NAEYC standards!

Not only are our infant & toddler furniture lines in full compliance with U.S. safety regulations, but they also provide ready-made solutions for every classroom...with features including nontoxic, wipe-clean finishes, easy-grip rails and fully contained play-top surfaces. We even offer a connective furniture system that allows teachers to create separate areas within the classroom!



- Birth-36 months
- Focus on safety
- Practical for caregivers

Early Childhood

FURNITURE



Made of the finest raw materials, our early childhood furniture lines are classroom-tough and built to last. With features like metal-to-metal construction and moisture-resistant surfaces, Lakeshore tables, chairs and storage units are guaranteed to withstand daily wear for years to come. Plus, our furniture and carpets are designed to support specific areas of the classroom...including dramatic play, block play and reading areas.

- Supports classroom organization
- Top-quality
- Built to last a lifetime





Flex-Space

FURNITURE

Lakeshore's product developers were inspired to create Flex-Space so teachers could meet the real-world needs of 21st-century elementary classrooms. Our most versatile furniture line lets teachers arrange flexible spaces that fluidly change throughout the day—supporting a wide variety of independent and cooperative learning activities while giving students choices about how they learn best.

Lifetime Warranty

on all Flex-Space storage units, desks and tables
(excluding write & wipe desks and tables)



- Over 10 flexible seating & storage options
- Easy to move & reconfigure

Lakeshore's POWER to Deliver

At Lakeshore, we are the developer, designer and distributor of our furniture and educational materials. This exceptional degree of control allows us to focus all of our efforts on creating the highest-quality classroom materials available. And with over 1.2 million square feet of inventory and distribution space, we are ready to fulfill all orders large and small.

We're happy to be called perfectionists—as long as our customers get the materials they need when they need them. That's why **all orders arrive fast, 100% complete** and **with one invoice**.



Company Headquarters—Carson, California



Home to our west coast distribution center, Lakeshore headquarters is in close proximity to the **Ports of Los Angeles** and **Long Beach**, giving us unbeatable access to multiple points of the supply chain—and resulting in faster order fulfillment for our customers.



*Over 1.2 million square feet
of inventory and distribution space.*

Super-Fast Delivery

With two national distribution centers, we can provide faster shipping anywhere in the country—with no drop shipments ever!

- In stock and ready to ship
- Custom labeling—so every item is delivered to the right classroom
- One invoice...and no bill until delivery is complete

Quality Control

From the selection of raw materials to order fulfillment, we provide the highest degree of quality control at every point of the supply chain.

International Customers

Our products are available in over 70 countries—and the list is growing! Plus, Lakeshore distributors are committed to upholding our standards of excellence and service.



Our eastern distribution center in Midway, Kentucky.



Super-fast, comprehensive service from order to delivery!

The Lakeshore[®] CUSTOMER Commitment

At Lakeshore, our commitment to customers is a cut above the rest. That's why we offer some of the most comprehensive warranties in the industry—along with an unconditional guarantee of customer satisfaction: If you aren't happy with an item, return it for a full refund or exchange...no questions asked. But there's more to our commitment than that. We are determined to provide a level of value and service you won't find anywhere else.

Warranties & Guarantees

Lakeshore offers a lifetime warranty on premium-quality furniture, classroom tables, chairs and cots; a 10-year warranty on all classroom carpets; and a 5-year warranty on our outdoor furniture, trikes and vehicles.



Responsible Manufacturing

Lakeshore holds itself to the highest standards of conduct among its employees, vendors and suppliers. We are proud to be in full compliance with the California Transparency in Supply Chains Act.

Product Safety

All Lakeshore products meet or exceed U.S. safety regulations. Plus, our in-house Quality Assurance team tests and inspects all items with even more rigorous standards than those required by law.



Complete Classrooms®

Lakeshore Complete Classrooms* provide the service needed to fulfill any project...at no additional cost. Using our experienced sales, design and installation teams, you get the expertise you need and the support you want.

It's as Easy as 1, 2, 3!

- 1 Meet with our experts to discuss your needs.
- 2 Select a classroom design.
- 3 On delivery day, we take care of everything!



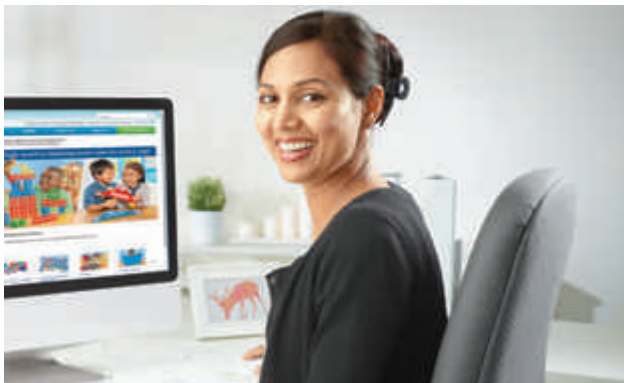
**Complete Classrooms service is provided for orders of \$10,000 or more that ship to a single location in the contiguous United States. Additional charges may apply for remote locations.*



Free White-Glove Service

Complete Classrooms come with complimentary white-glove service! Once your order is placed, our delivery teams provide unbeatable service—taking care of every detail from start to finish!

- Free Delivery
- Free Assembly
- Free Classroom Setup



eProcurement

Cut administrative costs, streamline processes and put the purchasing cycle at your fingertips. Our ePro site complements any system and only includes features you need.

- Oracle
- Ariba
- SAP
- Skyward...and more

Professional Services Group

Our passion for education doesn't end with the products we make. Our PSG team offers personalized, hands-on services to support the unique and growing needs of schools—with targeted trainings for both teachers and administrators.



Custom Solutions

We customize materials for thousands of districts and programs nationwide—providing the educational products they need but can't find anywhere else. Our team is ready to help!



Lakeshore[®]

www.LakeshoreLearning.com • phone: (800) 421-5354 • e-mail: bid@lakeshorelearning.com



Cooperative Purchasing Connection
Tabulation Report RFP #21.4 - Instructional Materials
and Classroom Supplies
Vendor: Hertzberg-New Method, Inc. DBA Perma-Bound
Books

General Comments:

- General Attachments:**
- CPC Bid Bond.pdf
 - CPC Certificate of Insurance.pdf
 - CPC Exhibit A Marketing Plan.pdf
 - CPC Exhibit B Letter-Line of Credit.pdf
 - CPC Quantity Discount Flier.pdf
 - CPC Sole Source Letter.pdf
 - CPC W-9 Form.pdf
 - RFP-214-Pricing-Schedule.xlsx
 - RFP-214-Vendor-Forms-Signatures-signed.pdf
 - RFP-214-Vendor-Questionnaire.docx

Request for Taxpayer Identification Number and Certification

Give form to the
requester. Do not
send to the IRS.

Print or type
See Specific Instructions on page 2.

Name (as shown on your income tax return) Hertzberg-New Method, Inc.	
Business name, if different from above Perma-Bound Books	
Check appropriate box: <input type="checkbox"/> Individual/Sole proprietor <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Limited liability company. Enter the tax classification (D=disregarded entity, C=corporation, P=partnership) ▶ <input checked="" type="checkbox"/> Exempt payee <input type="checkbox"/> Other (see instructions) ▶	
Address (number, street, and apt. or suite no.) 617 E. Vandalia Road	Requester's name and address (optional)
City, state, and ZIP code Jacksonville, IL 62650	
List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number	
or	
Employer identification number	
37	1001726

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
3. I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. See the instructions on page 4.

Sign Here	Signature of U.S. person ▶ Carol Foster	Date ▶	7/28/20
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,

J.L. HUBBARD INSURANCE and BONDS

A division of First Mid Insurance Group

IMPORTANT NOTICE

(Washington International Insurance Company)

It is important that all bid bonds be totally accurate. We ask that you check to be certain we have properly recorded the following:

- 1) Owner
- 2) Bid Security
- 3) Dates
- 4) Seals & Signatures
- 5) Project Number (if applicable)

If a change needs to be made, please contact us immediately.

To continue a high level of customer service we ask for sufficient time to process bond requests.

This bid has been authorized based upon the estimated contract price indicated below. If this estimate proves to be inaccurate, please notify us prior to bidding. It may be necessary to obtain surety approval.

CONTRACTOR: Hertzberg-New Method, Inc. dba Perma-Bound Books

PROJECT: Cooperative Purchasing Connection 1001 E Mount Faith Ave Fergus Falls MN 56537
Materials & Classroom Supplies

BID DATE: 8/5/2020

ESTIMATED CONTRACT PRICE: \$2,500.00

We ask that you please provide us with the bid results on this project by completing and returning this form. **If you are awarded a contract for this project and there is more than a 10% spread between you and the next bidder, your bonding company may require additional assurances prior to issuance of contract bonds.**

LOW BIDDER: _____ \$ _____

SECOND BIDDER: _____ \$ _____

THIRD BIDDER: _____ \$ _____

YOUR BID: _____ \$ _____

Thank you in advance for providing us with this information.

J.L. HUBBARD INSURANCE and BONDS
Blake E Allison, Surety Manager

1090 South Route 51, P.O. Box 14, Forsyth IL 62535 PHONE 217-877-3344 FAX 217-877-0795



AIA Document A310tm - 2010

Bid Bond

Contractor:

(Name, Legal Status and Address)

Hertzberg-New Method, Inc. dba Perma-Bound Books Washington International Insurance Company
617 East Vandalia
Jacksonville IL 62650

Surety:

(Name, Legal Status and Principal Place of Business)

1200 Main Street Suite 800
Kansas City MO 64105

Owner:

(Name, Legal Status and Address)

Cooperative Purchasing Connection
Attn: Cooperative Purchasing
1001 E Mount Faith Ave
Fergus Falls MN 56537

Bond Amount: \$2,500.00

Project:

(Name, location or address, and Project number, if any)

Materials & Classroom Supplies

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and give such bond or bonds as may be Specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waived any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

ADDITIONS AND DELETIONS:

The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added necessary information and where the author has added to or deleted from the original AIA text.

The document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

Signed and sealed this 5th day of August, 2020

Hertzberg-New Method, Inc. dba Perma-Bound Books
(Contractor as Principal) (Seal)

(Witness)

(Title)

Washington International Insurance Company
(Surety) (Seal)

Catherine L. Ater
(Witness)


(Title) Blake E Allison Attorney-in-Fact

State of Illinois

County of Macon } ss:

On 5th day of August, 2020 before me, a Notary Public in and for said County and State, residing therein, duly commissioned and sworn, personally appeared Blake E Allison

known to me to be Attorney-in-Fact of Washington International Insurance Company the corporation described in and that executed the within and foregoing instrument, and known to me to be the person who executed the said instrument in behalf of the said corporation, and he duly acknowledged to me that such corporation executed the same.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal, the day and year stated in this certificate above.

Catherine A. Ater
(Notary Public)

SWISS RE CORPORATE SOLUTIONS

NORTH AMERICAN SPECIALTY INSURANCE COMPANY
WASHINGTON INTERNATIONAL INSURANCE COMPANY
WESTPORT INSURANCE CORPORATION

GENERAL POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS, THAT North American Specialty Insurance Company, a corporation duly organized and existing under laws of the State of New Hampshire, and having its principal office in the City of Kansas City, Missouri and Washington International Insurance Company a corporation organized and existing under the laws of the State of New Hampshire and having its principal office in the City of Kansas City, Missouri, and Westport Insurance Corporation, organized under the laws of the State of Missouri, and having its principal office in the City of Kansas City, Missouri, each does hereby make constitute and appoint:

KEVIN J. BREHENY, RANDY S. CANNADY, TIM R. PATTON, GREG NUSSBAUM,

DANIEL A. MARTINI, BLAKE E. ALLISON, RANDY S. TAYLOR, JAMES D. MORGASON and ASHLYN B. TUCKER, JOINTLY OR SEVERALLY

Its true and lawful Attorney(s)-in-Fact, to make, execute, seal and deliver, for and on its behalf and as its act and deed, bonds or other writings obligatory in the nature of a bond on behalf of each of said Companies, as surety, on contracts of suretyship as are or may be required or permitted by law, regulation, contract or otherwise, provided that no bond or undertaking or contract or suretyship executed under this authority shall exceed the amount of: TWO HUNDRED MILLION (\$200,000,000.00) DOLLARS

This Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Boards of Directors of North American Specialty Insurance Company and Washington International Insurance Company at meetings duly called and held on March 24, 2000 and Westport Insurance Corporation by written consent of its Executive Committee dated July 18, 2011.

"RESOLVED, that any two of the President, any Senior Vice President, any Vice President, any Assistant Vice President, the Secretary or any Assistant Secretary be, and each or any of them hereby is authorized to execute a Power of Attorney qualifying the attorney named in the given Power of Attorney to execute on behalf of the Company bonds, undertakings and all contracts of surety, and that each or any of them hereby is authorized to attest to the execution of any such Power of Attorney and to attach therein the seal of the Company; and it is

FURTHER RESOLVED, that the signature of such officers and the seal of the Company may be affixed to any such Power of Attorney or to any certificate relating thereto by facsimile, and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be binding upon the Company when so affixed and in the future with regard to any bond, undertaking or contract of surety to which it is attached."



By Steven P. Anderson, Senior Vice President of Washington International Insurance Company & Senior Vice President of North American Specialty Insurance Company & Senior Vice President of Westport Insurance Corporation

By Michael A. Ito, Senior Vice President of Washington International Insurance Company & Senior Vice President of North American Specialty Insurance Company & Senior Vice President of Westport Insurance Corporation



IN WITNESS WHEREOF, North American Specialty Insurance Company, Washington International Insurance Company and Westport Insurance Corporation have caused their official seals to be hereunto affixed, and these presents to be signed by their authorized officers this 23rd day of APRIL, 20 20

North American Specialty Insurance Company
Washington International Insurance Company
Westport Insurance Corporation

State of Illinois
County of Cook ss:

On this 23rd day of APRIL, 20 20, before me, a Notary Public personally appeared Steven P. Anderson, Senior Vice President of

Washington International Insurance Company and Senior Vice President of North American Specialty Insurance Company and Senior Vice President of Westport Insurance Corporation and Michael A. Ito Senior Vice President of Washington International Insurance Company and Senior Vice President

of North American Specialty Insurance Company and Senior Vice President of Westport Insurance Corporation, personally known to me, who being by me duly sworn, acknowledged that they signed the above Power of Attorney as officers of and acknowledged said instrument to be the voluntary act and deed of their respective companies.



M. Kenny, Notary Public

I, Jeffrey Goldberg, the duly elected Vice President and Assistant Secretary of North American Specialty Insurance Company, Washington International Insurance Company and Westport Insurance Corporation do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney given by said North American Specialty Insurance Company, Washington International Insurance Company and Westport Insurance Corporation which is still in full force and effect.

IN WITNESS WHEREOF, I have set my hand and affixed the seals of the Companies this 5th day of August, 20 20

Jeffrey Goldberg

Jeffrey Goldberg, Vice President & Assistant Secretary of Washington International Insurance Company & North American Specialty Insurance Company & Vice President & Assistant Secretary of Westport Insurance Corporation

Vendor Questionnaire

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled “***Vendor Questionnaire – Name of Company***”.
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

The following sections will need to be completed before submission and submitted as one (1) single PDF titled “Vendor Questionnaire – Name of Company”:

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Warranty](#)
6. [Industry-Specific Information](#)
7. [References](#)
8. [Additional Requirements*](#)

Company Information

Name of Company: Perma-Bound Books

Company Address: 617 E. Vandalia Road

City, State, Zip code: Jacksonville, IL 62650

Website: www.perma-bound.com

Phone: 800-637-6581

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	James Orr	jorr@perma-bound.co,	800-637-6581
Contract Manager	Carol Foster	fosterc@perma-bound.com	800-637-6581, ext. 113
Sales Manager	Jerry Mullen	jerrymullen@perma-bound.com	800-637-6581
Marketing Manager	Jerry Mullen	jerrymullen@perma-bound.com	800-637-6581
Customer Service Manager	Tracy Savage	tracys@perma-bound.com	800-637-6581, ext. 114
Account Manager(s)	Cathy Copely	cathyc@perma-bound.com	800-637-6581, ext. 238

List who will be responsible for receiving updated membership lists.

Name	Email	Phone
Carol Foster	fosterc@perma-bound.com	800-637-6581, ext. 113

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
Carol Foster	fosterc@perma-bound.com	800-637-6581, ext. 113

Lisa who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
Todd Young, Sec-Treasurer	youngt@perma-bound.com	800-637-6581

Identify any business types/classifications that your company holds. ***Submit documentation in PDF format to verify business status (see bid checklist).**

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
X	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Qualifications & Experience (80 points)

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Hertzberg-New Method Bindery opened in its current location in South Jacksonville, Illinois on June 17th, 1954. In the mid 1960's Hertzberg-New Method began a new division of reinforced paperback books that would become known as Perma-Bound Books, and thus started the line of products that schools and libraries nationwide view as, "The Strongest Books You Can Buy."

Perma-Bound has library contracts and library relationships with every state in the U.S. We currently provide a complete range of books and media distribution services, cataloging and processing services, library collection development and analysis services to over 15,000 school districts in the U.S. Perma-Bound has been in business providing the above mentioned services for 66 years. School districts in every state, Canada, and international have purchased Perma-Bound books for their classrooms and libraries

2. Provide evidence of what your company is doing to remain viable in the industry.

We stock over 70,000 titles and can provide virtually every title that is in print, upon request of our customers. We continually add new titles to our inventory, providing titles our customers request to keep their libraries up to date. Our website (www.perma-bound.com) lists over 400,000 titles.

3. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Many of our customers have been buying their books from Perma-Bound for over 25 years.

4. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies for each year in CPC's tri-state area of Minnesota, North Dakota, and South Dakota?

Perma-Bound provides service to most school district within Minnesota, North Dakota and South Dakota.

5. Describe your current locations, staffing levels, and the number of staff that will be dedicated to the resulting contract is awarded.

Perma-Bound Books is located at 617 E. Vandalia Road, Jacksonville, IL 62650.

We employ over 260 employees within our plant and offices. There will be a dedicated Customer Services Representative to your Cooperative. There is also a dedicated Sales Representative and Sales Manager servicing customers in Minnesota, North and South Dakota. Many of our office and plant employees will be involved in processing, shipping and billing your orders. Perma-Bound Books is in the business of providing customers with the quality and service they expect and deserve.

6. Describe your company's logistics (experience, production, distribution of products, warehouse inventories, and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.

Perma-Bound's Illinois facility consists of 184,000 square feet of warehouse and office space, and 40,000 square feet of manufacturing space. Perma-Bound provides durable library bound books in our premium, guaranteed binding that lasts 7-10 times longer than ordinary paperbacks. We provide a wide range of digital products, including eBooks, educational software, electronic media, and teaching materials. We provide comprehensive cataloging, processing, and collection development analysis. We have over 70,000 titles in our inventory with over 3,500,000 volumes in order to provide rapid delivery. At Perma-Bound, we're always adapting to changing requirements in the library and curriculum markets. The one thing that has remained constant: our commitment to provide our customers with quality, value, selections, and service.

7. Is your organization able to service all areas and eligible agencies within CPC's tri-state area?

 X Yes

 No

If NO, explain why your organization is not able to service an area and/or state.

8. List the other contracts you have in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

Perma-Bound is a member of BuyBoard in all states. Contract #609-20 , expiring 5/31/2023

9. Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

Perma-Bound is a member of GSA, GoodBuy, TIPS, MHEC, Mohave, and all of the Educational Service Centers in Texas.

10. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).

None

Marketing & Partnership (25 points)

1. Describe how your company markets directly to potential customers.

Perma-Bound markets through our website, our local Perma-Bound Sales Representatives, and sending out sample books

2. Describe marketing collateral and sales campaigns that have been successful for your organization in the past. Describe how your organization plans to utilize your marketing staff with this anticipated contract.

We have been in business for 66 years and our success is our quality binding process. This is emphasized on our website as well as through demonstrations by our local Perma-Bound Sales Representatives. Many of your customers will be very familiar with our product and our outstanding service. Our marketing staff will keep all of our information updated daily.

3. Describe your organization's ability to participate in conference tradeshows and how you will position the contract at those tradeshows. List all, conference tradeshows that your organization has attended in the last three (3) years.

Perma-Bound participated in all major tradeshows dealing with books and educational materials, for example, ALA and NCTE. We also participate in local state conferences as well. Since we participate in all 50 states, Canada and International our list would be too great to post here.

4. Describe how your company will position this contract to CPC's participating agencies if awarded.

Perma-Bound will send out a letter of introduction to all participating members.

5. Describe how you plan to inform and train your personnel on the details and promotion of the contract.

Our local Perma-Bound Representatives and Managers will receive all of the details of this bid with Cooperative Purchasing Connection and will promote it. This information will also be available to all of our in-house staff, such as Customer Service Department, Order Department, Cataloging Department and Billing Departments.

Financials & Level of Support (25 points)

1. Describe how your organization works with agencies to determine payment terms.

Our payment terms are Net 30 days

2. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card? Describe the fee charge, if applicable.

Yes. No fees.

3. Indicate the level of support your company will offer on this contract category.

_____ Pricing is the same as offered to individual education, government, and nonprofit agencies.

- Pricing is the same as offered to cooperative purchasing organizations or state purchasing departments.
 Pricing is better than what is offered to individual education, government, and nonprofit agencies.
 Pricing is better than what is offered to cooperative purchasing organizations or state purchasing departments.
 Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

4. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

Yes No

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

5. Has your company been disbarred and or suspended in doing business within the United States?

Yes No

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Warranty (15 points)

1. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe warranty coverage and any limit/circumstance restrictions.

Perma-Bound bindings are unconditionally guaranteed. Books in Original Publisher's bindings are guaranteed for one year. Paperback editions are guaranteed for 30 days from manufacturer's defects.

2. Do warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

Yes No

If NO, describe why travel and mileage are not covered.
 Not applicable

3. List any geographic areas within CPC's tri-state area for which your organization cannot provide a certified technician to perform warranty repairs. How will CPC participating agencies in these areas be provided service for warranty repair?

None. All claims will be handled through our home office Customer Service Department at 800-637-6581.

Industry Specific Information (140 points)

1. Provide a narrative description of the products and services you are offering in your proposal.

Books, eBooks, Audios, Videos, CDs, DVDs, Teacher's Guides, Perma-Guides, Novel Units, Go Readers, Playaways and Student Packets. All materials may be used in Pre-K through Grade 12 in classrooms and libraries. Complete narrative descriptions are available on Pricing Schedule and our Perma-Bound website (www.perma-bound.com)

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.

Perma-Bound bindings have the best reputation in the industry for long life, durability, and warranty. All Perma-Bound books are manufactured under strict controls, in our own state-of-the-art production facility and then stored in our climate controlled warehouse. Our sales, service and follow-up is impeccable and second to none. Our cataloging and processing is

done in-house by our own highly trained personnel. Our personnel is cross-trained in various departments to ensure that no matter what the demand is, we have the necessary amount of personnel to ensure the orders are filled and shipped on the tightest of schedules. We employ a dedicated team of experienced database and website programmers with an in-house technical support group for customers.

3. Describe your inventory and distribution hubs, their location, and their service/fill rate of inventory from those locations.

Perma-Bound has over 70,000 titles in stock with an inventory of over 3,500,000 volumes. We have access to virtually any title in print. Our fill rate is 97%. One location: Jacksonville, IL

4. Describe in detail your company's sales structure (representatives) and those dedicated to this proposal and resulting contract award.

Our local Perma-Bound Sales Representatives are: Minnesota – Rebecca Peacock (rebeccapeacock@perma-bound.com) and Duane Beszhak (duanebeszhak@perma-bound.com). In South and North Dakota – Rebecca Peacock. Sales Manager: Brian Smith (briansmith@perma-bound.com). Home office: Minnesota – Melody Dobe (melodyd@perma-bound.com) and Cathy Copley (cathyc@perma-bound.com), North & South Dakota – Cathy Copley. Home office phone: 800-637-6581, Fax: 800-551-1169.

5. Describe your proposed order process and ordering methods for this proposal and contract award. Provide a complete narrative on the system to include, but not limited to the following: process for order placement, verification, and tracking, invoicing, and payment process. Specify if you will be including a dealer network and how they will be involved.

Website: www.perma-bound.com. Website is updated daily. Orders may be placed online, by phone at 800-637-6581, by fax at 800-551-1169, or by email at books@perma-bound.com. Verification and tracking by calling dedicated Customer Service Representatives at 800-637-6581. Payments may be made by check, all major credit cards, or by ACH.

6. For online ordering, describe how many personnel is dedicated to your online ordering helpdesk.

Your dedicated Customer Service Representatives or your local Perma-Bound Sales Representatives can help you with your online ordering needs. Our website also provides "help" tabs.

7. Describe any minimum order requirements.

No minimum order amount is necessary.

8. Detail any rebates, custom lists, or other incentive offers that will be extended through the resulting contract.

Value Added Services Provided:

Free Collection Analysis & Planning (CAP) service, evaluates your current collection with charts and graphs, and identifies future needs for your collection.

Free Manage My Collection Service

Free Series Tracker designed to announce NEW Titles released in popular fiction series. You are notified via email of a new title in a series we are tracking for you and any new series added to the database. Also provides a Gap Analysis for those books missing in a series.

Free Title matching, used in conjunction with our Manage my Collection program to minimize chances of duplicate ordering.

Free Teacher's Guides – 1 free guide per 20 or more of select titles

Free Correlations to Common Core and state standards

Free Typing Service

Free Bibliographic lists

Free Interactive Whiteboard services

9. Describe in detail your proposed exchange and return program(s) and policy(s). Describe all restocking fees that may apply.

Any items received damaged or in error may be returned or exchanged by calling your dedicated Customer Service Representatives to arrange either a pickup or credit at no charge to the customer. There are no restocking fees.

10. Describe how backorders are processed and communicated.

Back orders are normally shipped within 30 days. It will be stated "Back Order to Follow" on packing slip. If no back order is allowed we will send only one shipment and packing slip will state "Final Shipment".

11. Describe your company's experience integrating with third-party procurement systems (i.e. punchouts).

We currently have several "punchout" systems in place. If awarded, and you choose to use a "punchout" system, Perma-Bound will adhere to your specifications.

12. Describe any "added value" attributes being offered to CPC and its participating agencies when purchasing services through your company.

Perma-Bound offers Quantity Discounts as adding savings. This flier will be included with our bid response. Perma-Bound also offers FREE unattached Barcode, Spine Labels & MARC record.

13. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

We include contract numbers in our system at time of order to ensure proper handling of all CPC purchase orders. In addition, we periodically review our CPC orders to ensure they were found to be in compliance with the contract.

14. Describe your company's environmental policy or green initiatives.

Recyclable Materials: Cover Boards, 90%, Cartons, 90%, Spine Strips, 75%, Paper, 5-10%, Binders Boards, 100%, Endsheets, 100%, and Adhesive, 100%.

Exceptions & Deviations (10 points)

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

Perma-Bound Books requests that RFP #21.4 be placed on all purchase orders.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.

Respondents must include the following when requesting exceptions:

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

Page 13, #4, Express Store: Customers may use our Perma-Bound website: www.perma-bound.com to make their selections, lists, and purchase orders instead of Market Express.

References

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the CPC's tri-state area are preferred. A contact name, phone number and email will be required. *Note, please ensure your references are prepared to speak with a representative from CPC.

Reference #1 – Company Name

Service Level Purchased

Year of Purchase

Reference Contact

Phone

Email

Brandon Valley School District

Books & Educational Materials

2018

Mary Erickson, Library Media Specialist

605-582-3211

Mary.erickson@k12.sd.us

Reference #2 – Company Name

Service Level Purchased

Year of Purchase

Reference Contact

Harrisburg School District

Books & Educational Materials

2018

Cindy Dewandel, District Library Supervisor

Phone
Email

605-743-2567, ext. 6121
Cindy.dewandel@k12.sd.us

Reference #3 – Company Name
Service Level Purchased
Year of Purchase
Reference Contact
Phone
Email

Sioux Falls Christian School District
Books & Educational Materials
2018
Jane VanPeurse, MS/HS Librarian
605-334-1422
jvanpeurse@siouxfallschristian.org

Additional Requirements

As required by CPC, submit the following additional items as individual PDFs as outlined below:

1. Exhibit A – Marketing Plan – Name of Company (20 points)

Submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on the Vendor's website.

2. Exhibit B – Letter/Line of Credit – Name of Company

Attach a letter from a business's chief financial institution indicating the current line of credit available to the business and evidence of financial stability for the past three calendar years (2019, 2018, 2017). This letter should state the line of credit as a range (i.e. "Credit in the low six (6) figures" or "a credit line exceeding five (5) figures"). The Letter/Line of Credit will be deemed "Confidential". This letter/line of credit is a requirement to help determine the financial stability of the company.



THE STRONGEST BOOKS YOU CAN BUY
A DIVISION OF HERTZBERG-NEW METHOD, INC.

617 E. VANDALIA ROAD
JACKSONVILLE, ILLINOIS 62650-3599
800-637-6581
217-243-5451
FAX: 800-551-1169
FAX: 217-243-7505
WEB SITE: <http://www.perma-bound.com>

July 7, 2020
Cooperative Purchasing Connection
1001 E. Mount Faith Ave.
Fergus Falls, MN 56537
Re: RFP #21.4 - Instructional Materials & Classroom Supplies

Sole Source Letter

To Whom It May Concern:

Perma-Bound Books has a collection of over 55,000 titles. We are the sole source for Perma-Bound Books. We purchase publisher's editions and pre-bind them in our state-of-the-art production facility to meet the highest quality control standards and strict library binding specifications. Our Perma-Bound bindings are unconditionally guaranteed. The specifications are enclosed and they state in detail our operation.

Perma-Bound Books cannot be purchased from any source other than Perma-Bound, a Division of Hertzberg-New Method, Inc., Jacksonville, IL 62650.

Sincerely,

Todd Young
Secretary-Treasurer
Perma-Bound Books, A Division of
Hertzberg-New Method, Inc.

Serving schools
and libraries
with pride,
for over
a century
and a half.



These specifications apply to the binding of Pre-Bound books in a hard cover binding, and the binding itself should be unconditionally guaranteed against faulty materials of workmanship of any kind.

- A. Original Publisher's adhesive will be completely removed from the spine of the volume. Removal will be clean, without fraying, tearing, or mutilation of the parts, pages or contents of volume.
- B. Double fan adhesive binding shall be used. No drilling or stapling will be permitted. Durable easy opening should result, allowing the volume, when open, to lie flat, without stress or tightness of any kind.
- C. Adhesives shall be high grade internally plasticized co-polymer acetates of an emulsion type that meet AH-30 performance standards. Adhesive application is made to outer spine edge, as well as inner edge on both front and back of page by double fanning process. Run-in of adhesive not to exceed .0625 of an inch. Adhesive should be evenly and uniformly distributed.

Polyurethane reactive hot melts form an instant bond by the loss of heat which later crosslinks into a urethane material with better heat and water resistance. Conventional hot melts not permitted.

- D. Trimming should not be in excess of 0.125 of an inch on spine, top, bottom or fore edge of volume.
- E. Covers shall be laminated with a clear polyester film, thickness should be rated at, excluding the adhesive, not less than .001 of an inch in thickness and be free from blemishes or distortions of any kind.
- F. Children's books, 3/8 inch or less in thickness, should be equal to the Styleline Binding Specifications of Perma-Bound books. Styleline Binding is a Perma-Bound exclusive and patented process.

Endsheets have 2 ¼ in wide reinforcing cloth extension, with a second leaf attached to the extension along the binding edge.

The inlay will be made from flexible paperboard with the grain running parallel to the spine of the case. The inlay will be cut to the length of the volume and the full width of the spine board separation. This will be securely fastened in place in making the case. The case, before casing in, will be formed in such a way as to score the inlay, providing flexibility and openability. The book is then cased so that book hinge and spine are bonded to the cover in both the hinge and full width at the spine joint. In this manner, the joint and the hinge are fully locked in the wrap-around to the spine of the book, eliminating any buckling, space separations or gapping.

- G. Cover base paper turn in on case boards should be at least .006 of an inch in thickness without lamination. Turn in should not be less than .500 if an inch.

- H. Binders board should be Davey or equal cover board with thickness of not less than .060 of an inch. Board shall be in conformance with Commercial Standards CS-50-34.
- I. Back lining on spine should be full length of backbone. Back lining shall consist of stretch fabric (minimum .018 of an inch in thickness).
- J. All end papers shall be fabricated into a unit with the grain of the paper running parallel to the spine of the book and consisting of at least one free endleaf.
- K. Volumes shall be cased in with a glycol paste of polyvinyl resin – processed through a building-in machine – with sufficient pressure to insure good adhesion of the end papers and proper adhesion in the joints.
- L. All cases will have an inlay of flexible paper, with grain running lengthwise of the inlay, securely attached to the inside of the backbone of the cover.
- M. All volumes are to be rounded and backed.
- N. All work is to be processed in binder's own plant and facilities.
- O. Quality Control Station should be set up at each operation, the end result should be an unconditional guarantee.
- P. Adequate inventories of all titles will be carried to assure 90% or better fulfillment and prompt deliveries of all orders.
- Q. The plant and facilities should be open for inspection.
- R. Shipment must be made within 30 days of receipt of order.

1 - Pricing Schedule

*Please note this workbook has multiple tabs.

*Prices on Perma-Bound Pricing Schedule/Website are pre-discounted 30% off school & library prices on all books. Free Unattached Barcode, Spine Label & MARC records

Responding Company's Name: Perma-Bound Books

REQUIRED FORM

Product Category	Product Description	Manufacturer	Vendor SKU	Unit of Measure	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
AA (LONG VOWEL)	Easy to follow layout, wherein the text appears at the same place on every page, is ideal for learning this sound.	ABDO PUBLISHING	3	1	\$ 17.96		\$ 17.96
AA (SHORT VOWEL)	Easy to follow layout, wherein the text appears at the same place on every page, is ideal for learning this sound.	ABDO PUBLISHING	4	1	\$ 17.96		\$ 17.96
DARK TOWER	Material	PERMA-BOUND	7	1	\$ 15.04		\$ 15.04
MR. HYNDE IS OUT OF HIS MIND!	When boring Mr. Loring retires, A.J.'s class gets a new music teacher who raps, break-dances, and thinks he has what it takes to become a famous musician.	PERMA-BOUND	12	1	\$ 10.94		\$ 10.94
CHATO AND THE PARTY ANIMALS	Chato decides to throw a "pachanga" for his friend Novio Boy, who has never had a birthday party.	PERMA-BOUND	21	1	\$ 13.49		\$ 13.49
RIVER BETWEEN US	north to Illinois.	PERMA-BOUND	25	1	\$ 13.34		\$ 13.34
"TWELVE DANCING PRINCESSES	mysterious, Peter the gardener's boy discovers their secret and breaks the spell.	PERMA-BOUND	43	1	\$ 7.58		\$ 7.58
FIRE WITHIN	When college student David Rain rents a room in an unusual boardinghouse full of clay dragons, he has no idea what they, along with some lively squirrels, will help him jumpstart his writing career.	PERMA-BOUND	45	1	\$ 15.04		\$ 15.04
SURVIVORS: TRUE STORIES OF CHILDREN	Nine true accounts of Jewish boys and girls whose lives spiraled into danger and fear as the Holocaust overtook Europe.	PERMA-BOUND	46	1	\$ 12.49		\$ 12.49
AAAARRGGHH! SPIDER!	A clever spider is lonely and longs to become a family pet.	PERMA-BOUND	47	1	\$ 15.19		\$ 15.19
BEATRICE DOESN'T WANT TO	On the third afternoon of going to the library with her brother Henry, Beatrice finally finds something she enjoys doing.	PERMA-BOUND	60	1	\$ 13.49		\$ 13.49
CATALINA MAGDALENA HOOPENSTEINER WALKS	Presents the words and music--and varying forms of the name--of a classic camp song that dates at least from the 1940s.	SCHOLASTIC, INC	61	1	\$ 11.04		\$ 11.04
I LOVE DADDY	A father frog and his child spend time together swimming, making music, flying kites, and enjoying each other's company.	CANDLEWICK PRESS	65	1	\$ 7.64		\$ 7.64
I LOVE MOMMY	A mother frog and her child spend time together singing, playing, reading, and enjoying each other's company.	CANDLEWICK PRESS	66	1	\$ 7.64		\$ 7.64
KITE FLYING	A girl describes how her family makes and flies a kite.	PERMA-BOUND	68	1	\$ 13.49		\$ 13.49
ANCIENT ROMANS	Introduction to the life, culture, and history of the ancient Romans.	PERMA-BOUND	97	1	\$ 9.09		\$ 9.09
NEBRASKA NIGHTCRAWLERS	Jim and Brittany battle giant nightcrawlers when the creatures invade a village in Nebraska.	PERMA-BOUND	100	1	\$ 11.64		\$ 11.64
ALIEN ANDRIDS ASSAULT ARIZONA	Sally and Joey learn their teacher is an alien and work to prevent an invasion of even more aliens.	PERMA-BOUND	106	1	\$ 11.64		\$ 11.64
FREE BLACK GIRL BEFORE THE CIVIL WAR	Diary of a sixteen-year-old free African-American girl living in Massachusetts in 1854, includes records of her schooling, her participation in the abolitionist movement, and her concern for an arrested fugitive slave.	CAPSTONE PRESS	107	1	\$ 17.99		\$ 17.99
SOUTH CAROLINA SEA CREATURES	waves off South Carolina.	PERMA-BOUND	108	1	\$ 11.64		\$ 11.64
AARON BURR: RISE & FALL OF AN AMERICAN	Surveys the life of Aaron Burr, a hero of the American Revolution who later served as a senator from New York and Vice President under Jefferson, but who is best remembered for his duel with Alexander Hamilton.	ROSEN PUBLISHING GROUP	117	1	\$ 25.95		\$ 25.95
SPOON FOR EVERY BITE = CADA BOCADO C	In this folktale from New Mexico, a rich man tries to prove his wealth by using a new spoon for every bite and in the process is served a pretty dish of comeuppance.	PERMA-BOUND	124	1	\$ 14.30		\$ 14.30
"A" IS FOR ALIBI	killer.	PERMA-BOUND	129	1	\$ 8.51		\$ 8.51
LUCHA LIBRE: THE MAN IN THE SILVER M	familiar.	PERMA-BOUND	139	1	\$ 20.96		\$ 20.96
A. MY NAME IS ALICE	A funny alphabet book with winning illustrations by Steven Kellogg.	PERMA-BOUND	140	1	\$ 13.49		\$ 13.49
ANPAO: AN AMERICAN INDIAN ODYSSEY	to manhood.	PERMA-BOUND	144	1	\$ 8.51		\$ 8.51
ORILLAS DEL RIO PLUM	Laura and her family move to Minnesota where they live in a dugout until a new house is built and face misfortunes caused by flood, blizzard, and grasshoppers.	PERMA-BOUND	146	1	\$ 10.64		\$ 10.64
SEMBRAR SOPA DE VERDURAS (GROWING VE	A father and child plant, grow, and harvest a garden of vegetables and then make them into the best soup ever.	PERMA-BOUND	147	1	\$ 8.85		\$ 8.85
ABARAT	Candy Quackenbush of Chicketown, Minnesota, finds herself on the edge of a foreign world that is populated by strange creatures, and her life is forever changed.	PERMA-BOUND	153	1	\$ 8.51		\$ 8.51
ABDUCTION!	Thirteen-year-old Bonnie has a feeling of foreboding on the very day that her six-year-old brother Matt and their dog Pookie are abducted, and she becomes involved in a major search effort as well as a frightening adventure.	PERMA-BOUND	158	1	\$ 13.34		\$ 13.34
EDGAR ALLAN POE'S TALES OF MYSTERY A	Four abridged horror stories are matched with gothic pen-and-ink illustrations.	PERMA-BOUND	181	1	\$ 22.55		\$ 22.55
BONES AND THE BIG YELLOW MYSTERY	shopping at the mall.	PERMA-BOUND	194	1	\$ 10.94		\$ 10.94
SHALL I KNOT YOU A HAITI CHRISTMAS	When Mother Rabbit knits a warm winter hat for Little Rabbit, he likes it so much that he suggests they make hats for all of their friends as Christmas gifts.	PERMA-BOUND	196	1	\$ 7.58		\$ 7.58
YOU READ TO ME...MOTHER GOOSE TALES	Seventeen familiar nursery rhymes are presented in script format for two voices to read separately or together.	PERMA-BOUND	200	1	\$ 14.34		\$ 14.34
MUHAMMAD ALI	Biography of the renowned boxer, Muhammad Ali, in light of his spirituality, Civil Rights activism, and peace efforts.	PERMA-BOUND	213	1	\$ 10.64		\$ 10.64
KILLERS OF THE DAWN	As his battles against the vampirez continue, Darren Shan is framed as public enemy number one.	PERMA-BOUND	224	1	\$ 19.29		\$ 19.29
ANGEL EXPERIMENT	After the mutant Erasers abduct the youngest member of their group, the "birdkidds," who are the result of genetic experimentation, take off in pursuit and find themselves struggling to understand their own origins and purpose.	PERMA-BOUND	230	1	\$ 13.35		\$ 13.35
WHAT ELEPHANTS KNOW	great elephant driver.	PERMA-BOUND	237	1	\$ 13.49		\$ 13.49
HELLO, GOODBYE WINDOW	Nanna and Poppy's kitchen window is the nexus for important happenings in a little girl's life.	PERMA-BOUND	240	1	\$ 21.85		\$ 21.85
TIME TO SAY PLEASE!	Groups of mice narrate this story of children who learn that it is easier to get things if they are polite.	PERMA-BOUND	244	1	\$ 20.15		\$ 20.15
BOOK WITHOUT WORDS	An unusual book becomes the possession of a desperate boy with a dangerous dream and, years later, his servants must decide whether to try and use it.	PERMA-BOUND	248	1	\$ 11.64		\$ 11.64
DAY OF TEARS	and her parents.	PERMA-BOUND	249	1	\$ 13.34		\$ 13.34
MY BROTHER'S KEEPER	Thirteen-year-old Toby, a prematurely gray-haired Pittsburgh Pirates fan and baseball card collector, tries to cope with his brother's drug use, his father's absence, and his mother dating Stanley the Food King.	PERMA-BOUND	253	1	\$ 11.64		\$ 11.64

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PERSEUS VERY FUNNY, ELIZABETH!	Retells the adventures of Perseus, whose quest to kill Medusa leads him to a princess and a way to save his mother from a tyrant. Felicity's best friend, Elizabeth Cole, enjoys teasing her sister Annabelle and, when Annabelle becomes engaged, Elizabeth and Felicity join forces to make mischief in 18th-century Virginia.	PERMA-BOUND	261	1	\$ 12.48		\$ 12.48
PROFESSOR AND THE MADMAN: A TALE OF BEST SEAT IN SECOND GRADE	Introduces the story of Dr. Minor, American inmate of a British asylum, who volunteered and corresponded with Oxford English Dictionary editor Murray, providing thousands of definition quotations for the project which was unlike any class of the time. Sam's favorite thing about second grade is the class pet, a hamster named George Washington, so when the class goes on a field trip to a science museum, Sam cannot resist bringing George along.	PERMA-BOUND	284	1	\$ 11.57		\$ 11.57
MEET THE GECKO OWLS	Nolan Byrd, alias Shredderman, sets out to help the young star of his favorite television show expose a slanderous reporter. Describes different types of owls, their physical characteristics, habits and behavior, and efforts to protect them.	PERMA-BOUND	295	1	\$ 12.49		\$ 12.49
RADIOACTIVE BOY SCOUT: THE FRIGHTEN!	Presents the events resulting from a boy scout's creation of a nuclear reactor from information publicly available.	PERMA-BOUND	297	1	\$ 13.49		\$ 13.49
TURN AROUND, UPSIDE DOWN ALPHABET BO DRAGONOLOGY: THE COMPLETE BOOK OF DR	An alphabet where each letter becomes three different objects as the book is turned different directions. Presents an introduction to dragonology that includes spells for catching dragons, their natural history, and descriptions of legendary dragons and dragonslayers.	PERMA-BOUND	309	1	\$ 21.00		\$ 21.00
HELLSING, 3	The depleted Hellsing heroes and new bodyguards traverse South America in search of the Millennium threat and must deal with a country's defense against terrorists. Graphic Novel for Mature Readers.	PERMA-BOUND	313	1	\$ 13.62		\$ 13.62
HIT SQUAD SUMMER BOYS	Rich, blond, and beautiful, Brigit organizes a band of misfits to take on the bullies at her high school. Three cousins deal with the problems of love and romance while staying at their family's summer beach house.	PERMA-BOUND	319	1	\$ 23.79		\$ 23.79
THEY BROKE THE LAW, YOU BE THE JUDGE	Letters from and interviews with twenty-one children and teenagers who broke the law reveal what it is like to be arrested, attend legal proceedings, and be held accountable for one's actions.	PERMA-BOUND	331	1	\$ 18.44		\$ 18.44
SNAKES: BIGGEST LITTLEST! MARTIN LUTHER KING, JR.: WE SHALL OV	Presents the life of Martin Luther King, Jr., an African American minister who encouraged peaceful demonstrations against inequality in the treatment of African Americans and became a major voice for civil rights reform.	PERMA-BOUND	338	1	\$ 9.00		\$ 9.00
BULLYING: HOW TO DEAL WITH TAUNTING, EROSION: HOW LAND FORMS, HOW IT CHAN	Describes different kinds of bullying tactics and how they can be resolved. Discusses the process and effects of erosion, both natural and manmade, describing when and how it should be prevented.	PERMA-BOUND	341	1	\$ 9.02		\$ 9.02
MINERALS: FROM APATITE TO ZINC	Includes maps, charts, and sidebars using up-to-date research.	PERMA-BOUND	350	1	\$ 12.17		\$ 12.17
NATURAL RESOURCES: USING AND PROTECT	Defines the qualities of minerals, discusses their origins and uses, and explains why they need to be conserved. Includes maps, charts, and sidebars using up-to-date research.	PERMA-BOUND	352	1	\$ 11.55		\$ 11.55
SOIL: DIGGING INTO EARTH'S VITAL RES	Defines the qualities and importance of soil, describes its uses, and discusses what can be done about its mismanagement. Includes maps, charts, and sidebars using up-to-date research.	PERMA-BOUND	396	1	\$ 20.98		\$ 20.98
BLACK HOLES	formation, and their effects.	PERMA-BOUND	416	1	\$ 21.49		\$ 21.49
CONSTELLATIONS	Uses simple text to answer questions about constellations such as their patterns, positions, names, and scientific use.	PERMA-BOUND	432	1	\$ 21.49		\$ 21.49
INTERNATIONAL SPACE STATION	Uses simple text to describe the structure, equipment, crew, and purpose of the space station.	COMPASS POINT BOOKS	433	1	\$ 21.49		\$ 21.49
MILKY WAY AND OTHER GALAXIES	Uses simple text to describe our galaxy, its composition, and properties and the other types of galaxies in the universe.	COMPASS POINT BOOKS	434	1	\$ 21.49		\$ 21.49
SPACE WALKS	Uses simple text to describe how and why astronauts train to move through space and what equipment they use to do so safely.	COMPASS POINT BOOKS	435	1	\$ 21.49		\$ 21.49
ALEXANDER HAMILTON: FOUNDING FATHER	Covers the life of the West Indies native whose ambitions and financial aptitude influenced the creation of what became known as the Federal Reserve System. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	436	1	\$ 26.49		\$ 26.49
BENEDICT ARNOLD: FROM PATRIOT TO TRA	Covers the life of the Connecticut business man who became a soldier to fight British taxation but whose military career was marred by rumor, distrust, and unpaid debts which combined to lead him to treason. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	437	1	\$ 26.49		\$ 26.49
BENJAMIN FRANKLIN: SCIENTIST AND STA	Covers the life of the Massachusetts native whose many roles, publisher, scientist, diplomat and others, brought important ideas to the making of the United States of America. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	438	1	\$ 26.49		\$ 26.49
JOHN HANCOCK: SIGNER FOR INDEPENDENC	Covers the life of the Massachusetts merchant and governor whose ideas helped influence the state's passage of the Constitution by helping to create the Bill of Rights. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	439	1	\$ 26.49		\$ 26.49
JOHN PAUL JONES: FATHER OF THE AMERI	Covers the life of the Scotland-born merchant sailor whose appointment to the Continental Navy took the war into British waters. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	440	1	\$ 26.49		\$ 26.49
FREDERICK DOUGLASS: SLAVE, WRITER, A	Covers the life of the Maryland-born slave who escaped to start a life as a writer, speaker, and publisher promoting freedom for all, eventually becoming the first black man appointed to a U.S. government position. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	441	1	\$ 26.49		\$ 26.49
HARRIET BEECHER STOWE: AUTHOR AND AD	Covers the life of the Connecticut-born author of Uncle Tom's Cabin which brought attention to slavery's injustice, who also helped educate former slaves. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	442	1	\$ 26.49		\$ 26.49
JEFFERSON DAVIS: PRESIDENT OF THE CO	Covers the life of the Mississippi senator, previously war secretary under Pierce, who resigned believing he would be a military leader for the Confederacy, but was given its Presidency and, eventually, amnesty after its defeat. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	443	1	\$ 26.49		\$ 26.49
ULYSSES S. GRANT: UNION GENERAL-AND	Covers the life of the Ohio native whose military skills helped unify the U.S., but whose political skills were unable to handle government corruption. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	444	1	\$ 26.49		\$ 26.49
WILLIAM LLOYD GARRISON: ABOLITIONIST	Covers the life of the Massachusetts-born publisher who demanded immediate abolishment of slavery and in later years advocated women's rights and justice for Native Americans. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	445	1	\$ 26.49		\$ 26.49
CHRISTOPHER COLUMBUS: EXPLORER OF TH	Covers the life of the 15th-century Italian explorer whose voyages opened the Americas to trade with Europe. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	446	1	\$ 26.49		\$ 26.49
FRANCISCO PIZARRO: CONQUEROR OF THE	Covers the life of the Spanish fortune-hunting soldier who ransomed an Incan king and defeated a thriving empire, helping his country become Europe's greatest power in the 15th and 16th centuries. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	447	1	\$ 26.49		\$ 26.49
MICHELANGELO: SCULPTOR AND PAINTER	Covers the life of the Italian sculptor whose architectural designs and poetry along with his more famous statues and the Sistine Chapel Frescoes are a legacy making him one of the world's greatest artists. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	448	1	\$ 26.49		\$ 26.49
NICOLAUS COPERNICUS: FATHER OF MODER	Covers the life of the Polish official of the Roman Catholic Church whose astronomy studies changed the world's view of Earth as center of the universe. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	449	1	\$ 26.49		\$ 26.49
WILLIAM SHAKESPEARE: PLAYWRIGHT AND	Covers the life of the British playwright whose invention of new words and expressions along with the universal themes of his poetry and plays have bestowed on him the title of world's best and most important writer. Includes sidebars, timeline, primary source notes, and glossary.	COMPASS POINT BOOKS	450	1	\$ 30.02		\$ 30.02
CARPETBAGGERS	Discusses the Southern political and economic climate during Reconstruction, the use of Northerners as politicians, businessmen, and educators, and the corruption and failure of efforts to help the South recover from the Civil War.	COMPASS POINT BOOKS	451	1	\$ 20.99		\$ 20.99

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GREAT WOMEN OF THE CIVIL WAR	Discusses key women and their roles during the Civil War, including abolitionists, field nurses, and spies.	COMPASS POINT BOOKS	462	1	\$ 20.99		\$ 20.99
ARAPAHO AND THEIR HISTORY	Discusses the origins, territory assignments, and duties of the four all-black post-Civil War U.S. Army units and examines their reasons for joining and the conditions they endured.	COMPASS POINT BOOKS	463	1	\$ 20.99		\$ 20.99
BUFFALO SOLDIERS	Discusses the origins, territory assignments, and duties of the four all-black post-Civil War U.S. Army units and examines their reasons for joining and the conditions they endured.	COMPASS POINT BOOKS	464	1	\$ 20.99		\$ 20.99
CHUMASH AND THEIR HISTORY	Discusses the past and present lifestyles of the central Californian coastal tribe and examines key events which decimated their population and made their language officially extinct.	COMPASS POINT BOOKS	465	1	\$ 20.99		\$ 20.99
CREEK AND THEIR HISTORY	Discusses the past and present lifestyles of the southeastern woodlands tribe and examines key events which altered their existence, such as the Trail of Tears march to an Oklahoma reservation.	COMPASS POINT BOOKS	466	1	\$ 20.99		\$ 20.99
MEXICAN WAR	Discusses the various causes of the war with Mexico and examines both U.S. and Mexican viewpoints on its start and key battles as well as the impact of its resolution.	COMPASS POINT BOOKS	467	1	\$ 20.99		\$ 20.99
POWHTATAN AND THEIR HISTORY	Discusses the past and present lifestyles of the middle Atlantic coastal tribes called the Powhatan Confederacy and examines the key events which altered their existence, such as European disease epidemics.	COMPASS POINT BOOKS	469	1	\$ 20.99		\$ 20.99
WAMPANOAG AND THEIR HISTORY	Discusses the past and present lifestyles of the northeastern coastal tribes and examines key events which altered their existence, such as European disease epidemics.	COMPASS POINT BOOKS	470	1	\$ 20.99		\$ 20.99
WAR OF 1812	Discusses the various causes for U.S. involvement in the war between England and France and examines key battles, such as Baltimore's defense with Fort M'Henry that inspired Key's poem and the post-peace battle of New Orleans on January 8, 1815.	COMPASS POINT BOOKS	471	1	\$ 20.99		\$ 20.99
SALEM WITCH TRIALS	Discusses the religious background, economic divisions, and legal conflicts which embroiled the Puritans of Salem in hysterical accusations and convictions of witchcraft before lawmakers from other areas brought it to a halt.	COMPASS POINT BOOKS	472	1	\$ 20.99		\$ 20.99
STAMP ACT OF 1765	Discusses the 1765 British tax, repealed in 1766, that angered colonials, the economic and political reasons behind it, and the consequences of the Declaratory Act that followed.	COMPASS POINT BOOKS	473	1	\$ 20.99		\$ 20.99
DUST BOWL	Discusses the causes, both physical and economical, which reduced the fertile southern Great Plains to dry, wind-swept desert and examines the two ways the farmers dealt with it: migration and government aid.	COMPASS POINT BOOKS	474	1	\$ 20.99		\$ 20.99
INDUSTRIAL AMERICA	Discusses the ideas and inventions that changed the nation's workforce from time-consuming manual skills to time-saving manufactured unskilled labor and examines the impact industry had on lifestyle, laws, economy, and our environment.	COMPASS POINT BOOKS	475	1	\$ 20.99		\$ 20.99
BOSTON MASSACRE	Discusses the many important roles of women during the Revolutionary War, giving examples from both sides of homefront five colonials.	COMPASS POINT BOOKS	476	1	\$ 20.99		\$ 20.99
GREAT WOMEN OF THE AMERICAN REVOLUTION	Discusses the many important roles of women during the Revolutionary War, giving examples from both sides of homefront duties, military support, and political actions.	COMPASS POINT BOOKS	477	1	\$ 20.99		\$ 20.99
MINUTEMEN	Discusses the formation and training of the colonials who joined the militia known as Minutemen and examines their involvement in events at the start of the American Revolution.	COMPASS POINT BOOKS	478	1	\$ 20.99		\$ 20.99
ANTS	A brief introduction to ants discussing their characteristics, habitat, life cycle, and predators.	CAPSTONE PRESS	481	1	\$ 17.49		\$ 17.49
BEEFLES	A brief introduction to beetles discussing their characteristics, habitat, life cycle, and predators.	CAPSTONE PRESS	482	1	\$ 17.49		\$ 17.49
FIREFLIES	A brief introduction to fireflies discussing their characteristics, habitat, life cycle, and predators.	CAPSTONE PRESS	483	1	\$ 17.49		\$ 17.49
GRASSHOPPERS	A brief introduction to grasshoppers discussing their characteristics, habitat, life cycle, and predators.	CAPSTONE PRESS	484	1	\$ 17.49		\$ 17.49
MOSQUITOES	A brief introduction to mosquitoes discussing their characteristics, habitat, life cycle, and predators.	CAPSTONE PRESS	485	1	\$ 17.49		\$ 17.49
PRAYING MANTISES	A brief introduction to praying mantises discussing their characteristics, habitat, life cycle, and predators.	CAPSTONE PRESS	486	1	\$ 17.49		\$ 17.49
CANYONS	and the world.	CAPSTONE PRESS	487	1	\$ 17.49		\$ 17.49
HILLS	England.	CAPSTONE PRESS	488	1	\$ 17.49		\$ 17.49
ISLANDS	Describes islands, their formation, flora and fauna, impact of weather and humans, then lists notable islands of North America and the volcanic Surtsey Island.	CAPSTONE PRESS	489	1	\$ 17.49		\$ 17.49
MOUNTAINS	Describes mountains, their formation, flora and fauna, impact of weather and humans, then lists notable mountains of North America and the Himalaya's Mount Everest.	CAPSTONE PRESS	490	1	\$ 17.49		\$ 17.49
PLAINS	West Siberia.	CAPSTONE PRESS	491	1	\$ 17.49		\$ 17.49
VALLEYS	Describes valleys, their formation, flora and fauna, impact of weather and humans, then lists information on California's Death Valley and Africa's Great Rift Valley.	CAPSTONE PRESS	492	1	\$ 17.49		\$ 17.49
ELEPHANTS	Briefly introduces the characteristics, habitat, life cycle, and predators of elephants and includes a range map and amazing facts.	CAPSTONE PRESS	493	1	\$ 17.49		\$ 17.49
GORILLAS	Briefly introduces the characteristics, habitat, life cycle, and predators of gorillas.	CAPSTONE PRESS	494	1	\$ 17.49		\$ 17.49
KANGAROOS	Brief introduction to kangaroos discussing their physical characteristics, habitat, life cycle, and predators.	CAPSTONE PRESS	495	1	\$ 17.49		\$ 17.49
LIONS	Briefly introduces the characteristics, habitat, life cycle, and predators of lions.	CAPSTONE PRESS	496	1	\$ 17.49		\$ 17.49
WHALES	Briefly introduces the characteristics, habitat, life cycle, and predators of whales and includes a range map and amazing facts.	CAPSTONE PRESS	497	1	\$ 17.49		\$ 17.49
ZEBRAS	Briefly introduces the characteristics, habitat, life cycle, and predators of zebras.	CAPSTONE PRESS	498	1	\$ 17.49		\$ 17.49
IGLOOS	igloos.	CAPSTONE PRESS	499	1	\$ 17.49		\$ 17.49
LONGHOUSES	longhouses.	CAPSTONE PRESS	500	1	\$ 17.49		\$ 17.49
PLANK HOUSES	houses.	CAPSTONE PRESS	501	1	\$ 17.49		\$ 17.49
PUEBLOS	pueblos.	CAPSTONE PRESS	502	1	\$ 17.49		\$ 17.49
TEPEES	tepees.	CAPSTONE PRESS	503	1	\$ 17.49		\$ 17.49
WICKIUPS	wickiups.	CAPSTONE PRESS	504	1	\$ 17.49		\$ 17.49
BOA CONSTRUCTORS	Describes the physical characteristics, habitats, diet, and life cycles of boa constrictors.	CAPSTONE PRESS	505	1	\$ 17.49		\$ 17.49
COPPERHEADS	Describes the physical characteristics, habitats, diet, and life cycles of copperheads.	CAPSTONE PRESS	506	1	\$ 17.49		\$ 17.49
COTTONMOUTHS	Describes the physical characteristics, habitats, diet, and life cycles of cottonmouths.	CAPSTONE PRESS	507	1	\$ 17.49		\$ 17.49
GARTER SNAKES	Describes the physical characteristics, habitats, diet, and life cycle of garter snakes.	CAPSTONE PRESS	508	1	\$ 17.49		\$ 17.49
PYTHONS	Describes the physical characteristics, habitats, diet, and life cycles of pythons.	CAPSTONE PRESS	509	1	\$ 17.49		\$ 17.49
RATTLESNAKES	Describes the physical characteristics, habitats, diet, and life cycles of rattlesnakes.	CAPSTONE PRESS	510	1	\$ 17.49		\$ 17.49
CLIMATES	Introduces the main climates on Earth, including tropical, temperate, polar, and dry climates.	CAPSTONE PRESS	511	1	\$ 17.49		\$ 17.49
CLOUDS	Describes clouds, how they form, and how they affect the weather.	CAPSTONE PRESS	512	1	\$ 17.49		\$ 17.49
PRECIPITATION	Discusses the different forms of precipitation and how rain and snow are measured.	CAPSTONE PRESS	513	1	\$ 17.49		\$ 17.49
STORMS	Describes storms, the kind of damage they can cause, and the differences between types such as thunderstorms, tropical storms, hurricanes, tornadoes, blizzards, and monsoons.	CAPSTONE PRESS	514	1	\$ 17.49		\$ 17.49

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WEATHER FORECASTING	Discusses the tools and methods used to forecast the weather.	CAPSTONE PRESS	515	1	\$ 17.49		\$ 17.49
WIND	Discusses the wind and how it affects the weather.	CAPSTONE PRESS	516	1	\$ 17.49		\$ 17.49
AMAZON RIVER	An overview of South America's Amazon River, which is approximately 4000 miles long.	CREATIVE EDUCATION	517	1	\$ 18.97		\$ 18.97
STARRY ARMS: COUNTING BY FIVES	Uses five-armed starfish to briefly discuss their traits and how to count by fives.	PICTURE WINDOW BOOKS	519	1	\$ 19.49		\$ 19.49
CASH, CREDIT CARDS, OR CHECKS: A BOO	Briefly explains different payment methods through a story about back-to-school shopping.	PICTURE WINDOW BOOKS	520	1	\$ 19.49		\$ 19.49
LEMONS AND LEMONADE: A BOOK ABOUT SU	Briefly explains the concept of supply and demand through a story about competing lemonade stands.	PICTURE WINDOW BOOKS	521	1	\$ 19.99		\$ 19.99
SAVE, SPEND, OR DONATE? A BOOK ABOUT	Briefly explains different ways of handling money through a story about a brother and sister's allowance use.	PICTURE WINDOW BOOKS	522	1	\$ 19.49		\$ 19.49
UPS AND DOWNS: A BOOK ABOUT THE STOC	Briefly explains basic information on investing through a story about a birthday gift of stock.	PICTURE WINDOW BOOKS	523	1	\$ 19.49		\$ 19.49
EGGS AND LEGS: COUNTING BY TWOS	Chicken searches for her missing eggs which have begun running around the farm on legs.	PICTURE WINDOW BOOKS	524	1	\$ 19.99		\$ 19.99
FOOTPRINTS IN THE SNOW: COUNTING BY	Uses pairs of footprints through the countryside to count by twos.	PICTURE WINDOW BOOKS	525	1	\$ 19.49		\$ 19.49
HANDS DOWN: COUNTING BY FIVES	Uses hands and fingers to create creatures that can be counted in fives.	PICTURE WINDOW BOOKS	526	1	\$ 19.49		\$ 19.49
LOTS OF LADYBUGS! COUNTING BY FIVES	Multiplies the spots of ladybugs as they gather through the day.	PICTURE WINDOW BOOKS	527	1	\$ 20.49		\$ 20.49
PIE FOR PIGLETS: COUNTING BY TWOS	Piglets use multiples of two to make a pie that uses unusual ingredients.	PICTURE WINDOW BOOKS	528	1	\$ 19.49		\$ 19.49
DOUBLE BONES: THE ADVENTURE OF DIPLO	neck needed to move.	PICTURE WINDOW BOOKS	529	1	\$ 19.49		\$ 19.49
LIZARD TOOTH: THE ADVENTURE OF IGIAN	Briefly discusses the lifestyle of the dinosaur whose teeth resembled the teeth of the modern iguana.	PICTURE WINDOW BOOKS	530	1	\$ 19.49		\$ 19.49
LONG ARM: THE ADVENTURE OF BRACHIOSA	Briefly discusses the lifestyle of the dinosaur whose tail neck used air sacs to help lift its head up and down.	PICTURE WINDOW BOOKS	531	1	\$ 19.49		\$ 19.49
MONSTER FISH: THE ADVENTURE OF THE I	Briefly discusses the lifestyle of the dinosaur which swam deep in the ocean before shark-like animals populated the seas.	PICTURE WINDOW BOOKS	532	1	\$ 19.49		\$ 19.49
STIFF ARMOR: THE ADVENTURE OF ANKYLO	Briefly discusses the lifestyle of the dinosaur whose armor plates were fused into its leathery skin.	PICTURE WINDOW BOOKS	533	1	\$ 19.49		\$ 19.49
STRANGE LIZARD: THE ADVENTURE OF ALL	Briefly discusses the lifestyle of the dinosaur whose head was a large bony mass of bumps and ridges.	PICTURE WINDOW BOOKS	534	1	\$ 19.49		\$ 19.49
AGE OF NEW IDEAS	and flush toilets.	PICTURE WINDOW BOOKS	535	1	\$ 22.49		\$ 22.49
EARLY CIVILIZATIONS	Discusses ten inventions that early civilizations used to improve the ways they worked and traveled.	PICTURE WINDOW BOOKS	536	1	\$ 22.49		\$ 22.49
FIRST THOUSAND YEARS	Discusses the improvements inventions have accomplished in areas such as math, geography, and manufacturing.	PICTURE WINDOW BOOKS	537	1	\$ 22.49		\$ 22.49
HEALING AND MEDICINE	Discusses the discoveries and inventions that improve and lengthen our lives.	PICTURE WINDOW BOOKS	538	1	\$ 22.49		\$ 22.49
JOURNEY INTO SPACE	Discusses the inventions that gather information about space and those which enable us to explore it.	PICTURE WINDOW BOOKS	540	1	\$ 22.49		\$ 22.49
LONG, LONG AGO	Discusses ten of the very first inventions and the reasons they were needed.	PICTURE WINDOW BOOKS	541	1	\$ 22.49		\$ 22.49
TOP TEN INVENTORS	Discusses ten people and their inventions which have made a lasting impact on our world.	PICTURE WINDOW BOOKS	544	1	\$ 22.49		\$ 22.49
TRADE AND INDUSTRY	Discusses the inventions that changed transportation and how they affected industry.	PICTURE WINDOW BOOKS	545	1	\$ 22.49		\$ 22.49
WEAPONS AND WAR	Discusses the invention of types of weapons and how they affected combat.	PICTURE WINDOW BOOKS	546	1	\$ 22.49		\$ 22.49
RED EYES OR BLUE FEATHERS: A BOOK AB	Briefly discusses the color adaptations animals use to survive.	PICTURE WINDOW BOOKS	547	1	\$ 19.49		\$ 19.49
SAND, LEAF, OR CORAL REEF: A BOOK AB	Briefly discusses the adaptations animals have made to live in various environments.	PICTURE WINDOW BOOKS	548	1	\$ 19.49		\$ 19.49
STRANGE DANCES AND LONG FLIGHTS: A B	Briefly discusses the behaviors animals use to survive.	PICTURE WINDOW BOOKS	549	1	\$ 20.49		\$ 20.49
STRIPE, SPOTS, OR DIAMONDS: A BOOK	Briefly discusses how animal patterns help them hide and hunt.	PICTURE WINDOW BOOKS	550	1	\$ 20.49		\$ 20.49
SWING, SLITHER, OR SWIM: A BOOK AB	Briefly discusses how and why animal movements help them survive.	PICTURE WINDOW BOOKS	551	1	\$ 19.49		\$ 19.49
EYE OF THE STORM: A BOOK ABOUT HURRI	Briefly describes how hurricanes develop, what they do, and what people can do when evacuation isn't possible.	PICTURE WINDOW BOOKS	552	1	\$ 19.99		\$ 19.99
RISE WATERS: A BOOK ABOUT FLOODS	conditions.	PICTURE WINDOW BOOKS	554	1	\$ 19.99		\$ 19.99
RUMBLE, BOOM: A BOOK ABOUT THUNDERS	Briefly describes how thunderstorms develop, what they do, and what safety precautions people can take.	PICTURE WINDOW BOOKS	555	1	\$ 19.49		\$ 19.49
SIZZLE: A BOOK ABOUT HEAT WAVES	Briefly describes how heat waves develop, what they do, and what safety precautions people can take.	PICTURE WINDOW BOOKS	556	1	\$ 19.49		\$ 19.49
TWISTERS: A BOOK ABOUT TORNADOES	Briefly describes how tornadoes develop, what they do, and what safety precautions people can take.	PICTURE WINDOW BOOKS	557	1	\$ 20.49		\$ 20.49
WHITEOUT: A BOOK ABOUT BLIZZARDS	Briefly describes how blizzards develop, what they do, and what safety precautions people can take.	PICTURE WINDOW BOOKS	558	1	\$ 19.99		\$ 19.99
LOOK! A BOOK ABOUT SIGHT	Describes how the eye receives signals that are transmitted to the brain creating vision.	PICTURE WINDOW BOOKS	559	1	\$ 19.49		\$ 19.49
SHHH...! A BOOK ABOUT HEARING	Describes how sound reaches the ear, how the signal is transformed and sent to the brain, and how the brain reacts to sound.	PICTURE WINDOW BOOKS	560	1	\$ 19.99		\$ 19.99
SMELL, SNIFF, A BOOK ABOUT SMELL	Describes how odor is processed in the nose and transmitted to the brain for recognition.	PICTURE WINDOW BOOKS	561	1	\$ 19.49		\$ 19.49
SOFT AND SMOOTH, ROUGH AND BUMPY: A	Describes the sense of touch, how the body recognizes feeling, and how that information is transmitted to the brain.	PICTURE WINDOW BOOKS	562	1	\$ 19.99		\$ 19.99
YUM! A BOOK ABOUT TASTE	Describes how taste is registered on the tongue and that information is transmitted to the brain.	PICTURE WINDOW BOOKS	563	1	\$ 19.99		\$ 19.99
ALL SORTS OF CLOTHES	Describes a variety of different clothes that children wear, such as a soft sweatshirt, a frilly dress, and a baseball cap.	PICTURE WINDOW BOOKS	564	1	\$ 19.49		\$ 19.49
ALL SORTS OF NOISES	Describes some of the sounds that children hear throughout the day, like kitchen noises, street noises, and nighttime noises.	PICTURE WINDOW BOOKS	565	1	\$ 19.49		\$ 19.49
ALL SORTS OF NUMBERS	Counts various objects used by children as they play, such as two kites and four boats.	PICTURE WINDOW BOOKS	566	1	\$ 19.49		\$ 19.49
ALL SORTS OF SHAPES	bicycle wheels and pizza.	PICTURE WINDOW BOOKS	567	1	\$ 19.49		\$ 19.49
ANNIE OAKLEY, SHARP SHOOTER	Relates information about the girl who became known as a sharp shooter and traveled as a trick shooter in wild west shows.	PICTURE WINDOW BOOKS	568	1	\$ 14.99		\$ 14.99
JOHN HENRY	Relates information about the legend of John Henry, a steam locomotive.	PICTURE WINDOW BOOKS	569	1	\$ 14.99		\$ 14.99
JOHNNY APPLESEED	Relates episodes from the life of Johnny Appleseed, a peaceful man who roamed the West for fifty years planting and tending to the trees that bore his favorite fruit, the apple.	PICTURE WINDOW BOOKS	570	1	\$ 14.99		\$ 14.99
LEGEND OF DANIEL BOONE	Relates episodes from the life of Daniel Boone, a talented hunter and woodsman who helped explore the American West.	PICTURE WINDOW BOOKS	571	1	\$ 14.99		\$ 14.99
PAUL BUNYAN	Relates some of the legends of Paul Bunyan, a lumberjack said to be taller than the trees, who had a pet ox named Babe that he once hitched to a road that took too long to travel and had her pull it straight.	PICTURE WINDOW BOOKS	572	1	\$ 14.99		\$ 14.99
PRECOS BILL	and invented Texas chili.	PICTURE WINDOW BOOKS	573	1	\$ 14.95		\$ 14.95
CRITTER LITTERS: A BOOK OF ANIMAL, JO	Question and answer dialogue formats provide reasons to discuss language and the meaning of these animal jokes.	PICTURE WINDOW BOOKS	574	1	\$ 14.99		\$ 14.99
GIGGLE BUBBLES: A BOOK OF UNDERWATER	Question and answer dialogue formats provide reasons to discuss language and the meaning of these ocean jokes.	PICTURE WINDOW BOOKS	575	1	\$ 14.99		\$ 14.99
GOOFBALLS: A BOOK OF SPORTS JOKES	Question and answer dialogue formats provide reasons to discuss language and the meaning of these sports-related jokes.	PICTURE WINDOW BOOKS	576	1	\$ 14.99		\$ 14.99
LUNCHBOX LAUGHS: A BOOK OF FOOD JOKE	Question and answer dialogue formats provide reasons to discuss language and the meaning of these food-related jokes.	PICTURE WINDOW BOOKS	577	1	\$ 14.99		\$ 14.99
SCHOOL KIDDERS: A BOOK OF SCHOOL JOK	Question and answer dialogue formats provide reasons to discuss language and the meaning of these school-related jokes.	PICTURE WINDOW BOOKS	578	1	\$ 14.99		\$ 14.99
WACKY WHEELIES: A BOOK OF TRANSPORTA	Question and answer dialogue formats provide reasons to discuss language and the meaning of these vehicle-related jokes.	PICTURE WINDOW BOOKS	579	1	\$ 14.99		\$ 14.99
HAPPY EASTER GUS!	Gus and friends "eggscitedly" prepare for the Easter egg hunt at school with the giant chocolate egg for first prize.	PICTURE WINDOW BOOKS	580	1	\$ 14.99		\$ 14.99
HAPPY HALLOWEEN GUS!	In preparation for the Halloween parade, Gus must do two things--create the best costume and learn to march.	PICTURE WINDOW BOOKS	581	1	\$ 14.99		\$ 14.99

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Vendor Forms & Signatures

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled "***Vendor Forms & Signatures – Name of Company***".
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled "Vendor Forms & Signatures – Name of Company":

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance "EDGAR" Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

Addendum Acknowledgement

Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):

- | | | | |
|--------------------------|----------------|--------------------------|----------------|
| <input type="checkbox"/> | Addendum No. 1 | <input type="checkbox"/> | Addendum No. 5 |
| <input type="checkbox"/> | Addendum No. 2 | <input type="checkbox"/> | Addendum No. 6 |
| <input type="checkbox"/> | Addendum No. 3 | <input type="checkbox"/> | Addendum No. 7 |
| <input type="checkbox"/> | Addendum No. 4 | <input type="checkbox"/> | Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

Carol Foster
Authorized Signature

7/7/2020
Date

Acknowledgment: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.

Carol Foster
Authorized Signature

7/7/2020
Date

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name	Perma-Bound Books	Date	7/7/2020
Address	617 E. Vandalia Road	City, State, Zip	Jacksonville, IL 62650
Contact Person	Carol Foster	Title	Bid Coordinator
Authorized Signature	<i>Carol Foster</i>	Title	Bid Coordinator
Email	books@perma-bound.com	Phone	800-637-6581

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency _____

Authorized Representative _____

Name Printed or Typed _____

Awarded this _____ **day of** _____ **Contract Number** _____

Contract to Commence _____

Uniform Guidance “EDGAR” Certification Form

200 CRF Part 200

Instructions: When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

“federally assisted construction contract” in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

4. Davis Bacon Act

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor’s acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency’s federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Vendor Certification (By Item)	Vendor Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	Yes	Cf
2. Termination for Cause of Convenience	Yes	Cf
3. Equal Employment Opportunity	Yes	Cf
4. Davis-Bacon Act	Yes	Cf
5. Contract Work Hours and Safety Standards Act	Yes	Cf
6. Right to Inventions Made Under a Contract or Agreement	Yes	Cf
7. Clean Air Act and Federal Water Pollution Control Act	Yes	Cf
8. Debarment and Suspension	Yes	Cf
9. Byrd Anti-Lobbying Amendment	Yes	Cf
10. Procurement of Recovered Materials	Yes	Cf
11. Profit as a Separate Element of Price	Yes	Cf Cf
12. General Compliance with Participating Agencies	Yes	Cf Cf

Perma-Bound Books

Name of Business

Carol Foster

Signature of Authorized Representative

Carol Foster, Bid Coordinator

Printed Name/Title

7/7/2020

Date

Subcontractor Utilization Form

N/A

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: _____
Solicitation Number: _____
Vendor Name: _____

If a subcontractor will not be used, check this box:

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

X	Document Title	How to be Submitted
X	Performance Bond of \$2,500 (Copy)	Submit as PDF
X	Certificate of Insurance – Name of Company	Submit as PDF
X	Pricing Schedule – Name of Company	Submit as an Excel document
X	Vendor Questionnaire – Name of Company	Submit as a PDF
X	Vendor Forms & Signatures – Name of Company	Submit as one (1), single PDF. *Signatures Required
X	Exhibit A – Marketing Plan – Name of Company	Submit as PDF
X	Exhibit B – Letter/Line of Credit – Name of Company <ul style="list-style-type: none">• Confidential	Submit as PDF
X	Additional Information – as required <ul style="list-style-type: none">• Business Type Certificate (see Vendor Questionnaire)	Submit as PDF

IMPORTANT: All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.



Authorized Signature

Carol Foster, Bid Coordinator

Printed Name/Title

7/7/2020

Date



THE STRONGEST BOOKS YOU CAN BUY
A DIVISION OF HERTZBERG-NEW METHOD, INC.

617 E. VANDALIA ROAD
JACKSONVILLE, ILLINOIS 62650-3599
800-637-6581
217-243-5451
FAX: 800-551-1169
FAX: 217-243-7505
WEB SITE: <http://www.perma-bound.com>

Cooperative Purchasing Connection
1001 E. Mount Faith Avenue
Fergus Falls, MN 56537

Re: RFP #21.4
Instructional Materials & Classroom Supplies
Due August 5, 2020 at 10:00 A.M.

Exhibit A Marketing Plan – Perma-Bound Books

Perma-Bound Books will send out a letter of introduction to all Cooperative Purchasing Connections members. This letter will contain all the pertinent information for members to be able to access our website, provide our Local Representatives name, phone and email as well as the Regional Managers name, phone and email. Also included will be our in-house Customer Service Representatives name, phone and email.

When allowed, our representative will visit members and provide a demonstration of our Premium, school tough, library proven bindings. Sample books may also be given out.

Perma-Bound has the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information.

We have a Perma-Gram informational update on all direct or indirect marketing activities:
The Perma-Gram is sent each week to provide timely and relevant content to the customers of Perma-Bound and Contract members who have opted-in to receive more information about our company and applicable special offers.

Upon award we can discuss how your Contract Award will be displayed/linked on our website.

Serving schools
and libraries
with pride,
for over
a century
and a half.



THE STRONGEST BOOKS YOU CAN BUY
A DIVISION OF HERTZBERG-NEW METHOD, INC.

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Cooperative Purchasing Connection
1001 E. Mount Faith Avenue
Fergus Falls, MN 56537

Re: RFP #21.4
Instructional Materials & Classroom Supplies
Due August 5, 2020 at 10:00 A.M.

Exhibit B – Letter/Line of Credit for Perma-Bound Books

Attached please find Perma-Bound Book's Audited Financial Statements for 2017-2019.

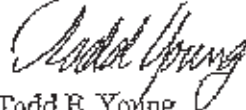
This information is Confidential and marked as such.

Serving schools
and libraries
with pride,
for over
a century
and a half.

Dear Sir or Madam:

Enclosed please find the audited financial statements for Hertzberg New-Method, Inc. for the most recent fiscal years completed. If you have any questions regarding the financial statements, please contact me at 217/243-5451, extension 185. Hertzberg New-Method, Inc. is a privately held company and financial statement information is kept confidential. Please do not share this information with other employees of Hertzberg New-Method, Inc. or make it available to the public. Thank you for your cooperation.

Sincerely,



Todd R. Young
Secretary-Treasurer

Enclosure



CONFIDENTIAL



Cooperative Purchasing Connection
Tabulation Report RFP #21.4 - Instructional Materials
and Classroom Supplies
Vendor: REALLY GOOD STUFF

General Comments:

- General Attachments:** Bid Bond_Check - Really Good Stuff.pdf **Check on file with CPC.**
COI_CooperativePurchasingConnectionCPC_W17392889.pdf
Copy of RFP 21.4 - Pricing Schedule.xlsx **Full Pricing on File with CPC.**
CPC Discount Terms.pdf
Exhibit A – Marketing Plan – Really Good Stuff, LLC.pdf
Exhibit B – Letter_Line of Credit – Really Good Stuff, LLC.pdf **Confidential**
RFP 21.4 - Vendor Forms - Signatures.pdf
RFP 21.4 - Vendor Questionnaire-1.docx

Vendor Questionnaire

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Vendor Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled “***Vendor Questionnaire – Name of Company***”.
5. Submit the Vendor Questionnaire, along with other required documents in Public Purchase.

The following sections will need to be completed before submission and submitted as one (1) single PDF titled “Vendor Questionnaire – Name of Company”:

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Marketing & Partnership](#)
4. [Financials & Level of Support](#)
5. [Warranty](#)
6. [Industry-Specific Information](#)
7. [References](#)
8. [Additional Requirements*](#)

Company Information

Name of Company: REALLY GOOD STUFF, LLC.

Company Address: PO BOX 1111

City, State, Zip code: SHELTON/CT/06484

Website: WWW.REALLYGOODSTUFF.COM

Phone: 800-366-1920

Provide the following company contacts that will be working with this anticipated contract. Include name, email, and phone number(s).

	Name	Email	Phone
General Manager	LYNN YEAGER	bidsupport@reallygoodstuff.com	800-366-1920
Contract Manager	LYNN YEAGER	bidsupport@reallygoodstuff.com	800-366-1920
Sales Manager	TISHA JACQUOT	tjacquot@reallygoodstuff.com	203-880-6401
Marketing Manager	LYNN YEAGER	bidsupport@reallygoodstuff.com	800-366-1920
Customer Service Manager	ALAN JOHNSON	Ajohnsont@reallygoodstuff.com	(877) 867-1920 x 104
Account Manager(s)	(MN:Tisha Jacquot) (ND/SD: Debra Lyons)	tjacquot@reallygoodstuff.com dlyons@reallygoostuff.com	(Tisha:203-880-6401) / (Debra:203-880-6407)

List who will be responsible for receiving updated membership lists.

Name	Email	Phone
LYNN YEAGER	bidsupport@reallygoodstuff.com	800-366-1920

List who will be responsible for submitting sales reports and administrative fee payments every quarter.

Name	Email	Phone
LYNN YEAGER	bidsupport@reallygoodstuff.com	800-366-1920

Lisa who will be responsible for conducting audits as requested by CPC.

Name	Email	Phone
LYNN YEAGER	bidsupport@reallygoodstuff.com	800-366-1920

Identify any business types/classifications that your company holds. ***Submit documentation in PDF format to verify business status (see bid checklist).**

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Vendor
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

Qualifications & Experience (80 points)

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Since we opened our doors in 1992, Really Good Stuff has dedicated itself to providing products and services that help teachers make a difference in children's lives.

Our exclusive collection of fun and creative teaching tools is what makes us unique! Many of our quality products start with ideas shared from classrooms around the country. All products are tested in the classroom and reviewed by teacher panels before they ever make it into our Really Good Stuff catalog or reallygoodstuff.com site.

2. Provide evidence of what your company is doing to remain viable in the industry.

New products are added weekly that align to the most current state standards, teaching practices, and country wide student needs.

3. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Customers have great relationships with their account managers. They feel fully supported when general questions or troubleshooting needs arise. We believe this standard is the best way to gain repeat customers.

4. Describe the number of agencies your organization, on average, provides instructional materials and classroom supplies for each year in CPC's tri-state area of Minnesota, North Dakota, and South Dakota?

Currently there are over 30 agencies that we have direct contact with for providing our materials. We are also an awarded vendor on a previous CPC contract and therefore have access to all CPC members, which is over 100 schools.

5. Describe your current locations, staffing levels, and the number of staff that will be dedicated to the resulting contract is awarded.

Our staff of 150 is currently located in Shelton, CT. The resulting contract will have 7 dedicated staff members ready to help once the contract is awarded;

This includes sales representatives, our entire bid team, our VP of sales, as well as our customer service manager.

6. Describe your company's logistics (experience, production, distribution of products, warehouse inventories, and delivery systems used) that should be considered in your ability to deliver on-time quality products to CPC participating agencies.

We are currently an awarded vendor with CPC on RFP 16.16 and have a 95% fill rate on our orders. We have a constant inventory replenishment system in place to order more supplies as soon as items are out of stock. Once items are ordered and shipped, tracking info is sent to provide customer with a proper expected date.

7. Is your organization able to service all areas and eligible agencies within CPC's tri-state area?

Yes No

If NO, explain why your organization is not able to service an area and/or state.

8. List the other contracts you have in place that could be accessed by our membership for your services (e.g. other consortiums) in the tri-state area?

We are currently only partnered with CPC in the MN/ND/SD area.

9. Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

Please see attachment E for details - there are currently over 200 active contracts we are participating in.

10. List the agencies, if any, you would exempt from this contract (i.e. current agencies that you are currently serving that will be exempt from pricing submitted with this proposal).

No agencies in the MN/ND/SD area are exempt from this contract.

Marketing & Partnership (25 points)

1. Describe how your company markets directly to potential customers.

Inside sales calling campaign: The primary goal of the Inside Sales call campaign is to drive CPC member districts towards Really Good Stuff products utilizing the CPC contract vehicle. This also includes reaching out to potential customers, notifying them of CPC and the potential benefits of becoming a member.

2. Describe marketing collateral and sales campaigns that have been successful for your organization in the past. Describe how your organization plans to utilize your marketing staff with this anticipated contract.

OUR TEAM: Dedicated account managers will be assigned to the MN, ND & SD regions. They will be fully trained on the CPC/Really Good Stuff program. When calling into member districts they will lead with the CPC contract. In addition, we employ a full-time Bid Team of three (3) who will be responsible for researching new opportunities within the member states, contract compliance, and reporting.

SOCIAL MEDIA: Awarded contract will be posted on our 3 Social Media account to notify entities in the MN/ND/SD area. This includes our Instagram, Twitter, and online blog "#RGSTeacher'sLounge". (BLOG: <https://blog.reallygoodstuff.com/> FACEBOOK: www.facebook.com/ReallyGoodStuff /TWITTER: www.twitter.com/reallygoodstuff)

EMAILS: Emails will be generated and sent out to Really Good Stuff customers located in MN, ND & SD announcing the CPC/Really Good Stuff partnership. Emails can include links to specific product webpage's to drive additional business and allow us to track our rate of success.

3. Describe your organization's ability to participate in conference tradeshows and how you will position the contract at those tradeshows. List all, conference tradeshows that your organization has attended in the last three (3) years.

Really Good Stuff will attend trade shows throughout the region when appropriate. This gives us an opportunity to reach a wide breadth of potential customers and continue to position CPC/Really Good Stuff partnership in new venues. Attended tradeshows include: GYTO Regional/ National ESEA (Title I) Conference/ Get Your Teach On/ Get Your Lead On/ NCTM/ Spring Teacher Retreat/ Splash Regional/ FASFEP/ GYTO University- Deanna Jump/ Nat'l SEL Conference May 18-20/ GYTO Nationals/ Splash Nationals/ NAEYC

4. Describe how your company will position this contract to CPC's participating agencies if awarded.

Because of our Inside sales calling campaign, some CPC agencies will receive a call and/or email from our account directors notifying or reminding them of the awarded contract. They will be informed that the purpose of this contract is to level the purchasing playing field between the smallest schools and their larger counterparts. They will also be informed of the benefits of utilizing the awarded contracts (i.e. product discount and free shipping).

5. Describe how you plan to inform and train your personnel on the details and promotion of the contract.

Our staff is fully aware on the details of this contract considering we were awarded the previous 16.16 contract back in 2016.

We will be sure to update them on any smaller details that may have changed since then (ie: contract name and number, CPC members, etc.)

Financials & Level of Support (25 points)

1. Describe how your organization works with agencies to determine payment terms.

Our standard payment term is Net 30, but we are flexible with this term on a case by case basis.

2. Does your company accept payment by procurement card? If so, is the participating agency assessed a fee for purchasing with a procurement card? Describe the fee charge, if applicable.

P-Cards are accepted - no additional fee is charged.

3. Indicate the level of support your company will offer on this contract category.

_____ Pricing is the same as offered to individual education, government, and nonprofit agencies.

_____ Pricing is the same as offered to cooperative purchasing organizations or state purchasing departments.

- Pricing is better than what is offered to individual education, government, and nonprofit agencies.
 Pricing is better than what is offered to cooperative purchasing organizations or state purchasing departments.
 Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

4. Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

Yes No

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

5. Has your company been disbarred and or suspended in doing business within the United States?

Yes No

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Warranty (15 points)

1. Describe your warranty program, including any conditions and requirements to qualify claims procedure and overall structure. Describe warranty coverage and any limit/circumstance restrictions.

Our Guarantee to YOU: We want you to be happy with everything you purchase. If something doesn't meet with your satisfaction, please contact us within 30 days to return any unused product. We'll be happy to give you a refund, an exchange, or a credit on your next order. Items must be unused and in their original packaging. Returns after 30 days, if approved, may be subject to restocking and return freight fees.

If Your Order Is Damaged: Before signing for delivery, inspect your packages for damage. Be sure to note any damage and the number of packages received, and have the driver sign, too. Please contact our Customer Support Team within 10 days to report receipt of any damaged products. We'll be happy to send a replacement.

If Your Product Is Defective: If a product proves to be defective within one year of purchase, after normal use, we will repair or replace the item. Some products may be covered by manufacturers' warranties that extend beyond a year. Please contact our Customer Support Team for additional information and assistance.

2. Do warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

Yes No

If NO, describe why travel and mileage are not covered.

These are not applicable since we will simply send out new product if a repair is needed

3. List any geographic areas within CPC's tri-state area for which your organization cannot provide a certified technician to perform warranty repairs. How will CPC participating agencies in these areas be provided service for warranty repair?

These are not applicable since we will simply send out new product if a repair is needed under warranty

Industry Specific Information (140 points)

1. Provide a narrative description of the products and services you are offering in your proposal.

Really Good Stuff, LLC. offers a wide variety of instructional materials, teaching aids, and organization materials for the

classroom. We also offer a custom kit service tailored to the needs of the buyer and personalized service from our account managers.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line.

Since 1992, Really Good Stuff® has created products that help teachers make a difference in students' lives. Right from the start, our goal has been to provide teachers with high quality, affordable, and innovative tools designed to make a difference in the classroom. In 2016, we became part of the Excelligence® Learning Family. With our goal in mind, we've continued to grow.

In 2012, we found a new way to meet teachers' needs by establishing our District and School Administrator line. Through special catalogs, our website, and dedicated sales reps, we offer many of our popular Products in Bulk to supply entire schools and districts at a discount. We also provide comprehensive curriculum kits and develop custom kits to meet specific district needs.

3. Describe your inventory and distribution hubs, their location, and their service/fill rate of inventory from those locations.

Our distribution program provides the most efficient shipping solution to our customers from our warehouse located in Kansas City, MO. Our products are distributed nationwide through UPS and various motor freight carriers. Currently we have a 95% fill rate.

4. Describe in detail your company's sales structure (representatives) and those dedicated to this proposal and resulting contract award.

The resulting contract will have 7 dedicated staff members ready to help once the contract is awarded; This includes 2 sales representatives, our bid team of 3, our VP of sales, as well as our customer service manager.

5. Describe your proposed order process and ordering methods for this proposal and contract award. Provide a complete narrative on the system to include, but not limited to the following: process for order placement, verification, and tracking, invoicing, and payment process. Specify if you will be including a dealer network and how they will be involved.

Ordering and Payment Options: An e-mail address and/or telephone number is extremely important so we can contact you quickly if there are any questions. Whenever possible, please supply your School name and address for shipping and don't forget to tell us if your school is closed for holidays and vacations! You can place your order Online, Phone, Fax or Mail. We accept VISA, MasterCard and Discover as well as P-cards. If your order includes both in-stock and out of stock items, you will initially be charged only for the in-stock portion of your order plus shipping and processing fees. Your order will not incur additional shipping charges for any backordered items.

Phone Orders: The toll-free number is 1-800-366-1920. Our helpful representatives are available to take your order Monday through Friday 9:00 AM to 11:00 PM (EST). We do not accept Purchase Orders or check payments by phone.

Fax Orders: 24 hours a day at 203-268-8120

Mail Orders: If you prefer to use a personal, company check or money order please mail your order to the following address.

"Really Good Stuff, LLC.

Attn: Inside Sales/CPC Contract

P.O.BOX 1111

Shelton, CT 06484"

Purchase Orders: Please send your purchase order with an authorized signature and title. Check that your billing and shipping information is correct. If your school does not issue purchase orders, you must submit your order on school letterhead signed by the individual with purchasing authority. We do not accept purchase orders over the telephone. Please mail or fax your order. If you fax your Purchase Order, please do not send us the original. We also accept Purchase Orders online!

6. For online ordering, describe how many personnel is dedicated to your online ordering helpdesk.

We have 6 staff available via phone, email, or chat to help with product questions, order entry, or IT helpdesk.

7. Describe any minimum order requirements.

N/A

8. Detail any rebates, custom lists, or other incentive offers that will be extended through the resulting contract.

N/A

9. Describe in detail your proposed exchange and return program(s) and policy(s). Describe all restocking fees that may apply.

Our Guarantee to YOU: We want you to be happy with everything you purchase. If something doesn't meet with your satisfaction, please contact us within 30 days to return any unused product. We'll be happy to give you a refund, an exchange, or a credit on your next order. Items must be unused and in their original packaging. Returns after 30 days, if approved, may be subject to restocking and return freight fees.

If Your Order Is Damaged: Before signing for delivery, inspect your packages for damage. Be sure to note any damage and the number of packages received, and have the driver sign, too. Please contact our Customer Support Team within 10 days to report receipt of any damaged products. We'll be happy to send a replacement.

If Your Product Is Defective: If a product proves to be defective within one year of purchase, after normal use, we will repair or replace the item. Some products may be covered by manufacturers' warranties that extend beyond a year. Please contact our Customer Support Team for additional information and assistance.

10. Describe how backorders are processed and communicated.

If your order includes both in-stock and out of stock items, you will initially be charged only for the in-stock portion of your order plus shipping and processing fees, and a member of our customer service team will be in contact based on the contact info provided when the order was placed. Your order will not incur additional shipping charges or any backordered items.

11. Describe your company's experience integrating with third-party procurement systems (i.e. punchouts).

RGS supports over 250 school districts, integrators, and individual consortiums via punch out. We have a dedicated sales support member as well as 5 IT staff who work on setting up, managing, and troubleshooting our punch out customers.

12. Describe any "added value" attributes being offered to CPC and its participating agencies when purchasing services through your company.

Customized Kits: Really Good Stuff offers a customized kit service. Your account director will gather all the necessary information based on your current needs and design a personalized kit of products aligned to support school and district wide initiatives. Not only are they completely customizable, they are budget friendly, and qualify for state and federal funding.

13. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Upon reporting, each order will be reviewed to ensure compliance with our contract. If an issue arises CPC will be notified and adjustments will be made.

14. Describe your company's environmental policy or green initiatives.

Really Good Stuff is reducing the size of their environmental footprint by purchasing from many print manufacturers that obtain tree fiber from sustainable sources. These sources are either certified by the Forest Stewardship Council (FSC) or Sustainable Forestry Initiative (SFI). Look for the FSC or SFI logo on the print products that you purchase from us and know that together we are all doing our part to help sustain the environment!

Exceptions & Deviations *(10 points)*

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

- The discount offered with this contract cannot be combined with any other discount offered.
- Drop ship items, Lift Gate, Palletized Inside Delivery, White Glove, Priority Express, Outside Contiguous U.S., and International deliveries do not qualify for the free shipping discount.
- Purchase orders must reference coupon code "CPC16" to ensure discount is applied.
- Delivery: In stock items 7-10 business days (ARO). Drop ship 1-4 weeks (ARO).

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.

Respondents must include the following when requesting exceptions:

- RFP section number and page number
- Describe the exception

- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

N/A

References

Provide three (3) references that have purchased instructional materials and classroom supplies from your company within the last two (2) years. References from the CPC’s tri-state area are preferred. A contact name, phone number and email will be required. *Note, please ensure your references are prepared to speak with a representative from CPC.

Reference #1 – Company Name	DALLAS ISD
Service Level Purchased	Instructional Materials
Year of Purchase	PURCHASING SINCE 2013
Reference Contact	Michael Smith
Phone	972-925-4114
Email	mgsmith@dallasisd.org

Reference #2 – Company Name	ALDINE ISD
Service Level Purchased	Instructional Supplies, Material and Equipment
Year of Purchase	PURCHASING SINCE 2014
Reference Contact	Italia Cea
Phone	281-985-4767
Email	nicea@aldineisd.org

Reference #3 – Company Name	Richardson ISD
Service Level Purchased	Teaching Aids & Instructional Materials
Year of Purchase	PURCHASING SINCE 2013
Reference Contact	Martin Hendren
Phone	469-593-0565
Email	martin.hendren@risd.org

Additional Requirements

As required by CPC, submit the following additional items as individual PDFs as outlined below:

- 1. Exhibit A – Marketing Plan – Name of Company (20 points)**
Submit a marketing plan that would describe, at a minimum, the following: process on how the contract will be launched to current and potential agencies, the ability to produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information, anticipated contract announcements, planned advertisements, industry periodicals, other direct, or indirect marketing activities promoting the awarded contract, and how the contract award will be displayed/linked on the Vendor’s website.
- 2. Exhibit B – Letter/Line of Credit – Name of Company**
Attach a letter from a business’s chief financial institution indicating the current line of credit available to the business and evidence of financial stability for the past three calendar years (2019, 2018, 2017). This letter should state the line of credit as a range (i.e. “Credit in the low six (6) figures” or “a credit line exceeding five (5) figures”). The Letter/Line of Credit will be deemed “Confidential”. This letter/line of credit is a requirement to help determine the financial stability of the company.

1 - Pricing Schedule

*Please note this workbook has multiple tabs.

Instructions. Complete the following schedule for all products and accessories. The form should be completed by the standards listed in the Technical Specifications. 2,000 rows for data entry have been provided, additional rows may be added following the same format. Please note this is a **required form**.

Responding Company's Name:

REALLY GOOD STUFF, LLC.

REQUIRED FORM

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
EZC	EZC Reader YELLOW	REALLY GOOD STUFF,	114097	114097	EA		\$ 8.04	5%	\$ 7.64
PENCILS/PENCIL ACCESSORIES	100th Day Pencil	REALLY GOOD STUFF,	114536	114536	EA		\$ 4.39	5%	\$ 4.17
HOOKS, HANGERS & MOUNTING	Stikki Clips 30 Pack	REALLY GOOD STUFF,	116871	116871	EA		\$ 7.29	5%	\$ 6.93
EZC	EZC Reader BLUE	REALLY GOOD STUFF,	117229	117229	EA		\$ 8.04	5%	\$ 7.64
BAGS AND POUCHES	Welcome To School Bags	REALLY GOOD STUFF,	118253	118253	EA		\$ 7.50	5%	\$ 7.13
DRY ERASE	Write Again Dry Erase 9x12	REALLY GOOD STUFF,	119405	119405	EA		\$ 35.04	5%	\$ 33.29
EZC	EZC Reader Return Sweep	REALLY GOOD STUFF,	121824	121824	EA		\$ 8.04	5%	\$ 7.64
WEARABLES	Royal Crowns	REALLY GOOD STUFF,	124838	124838	EA		\$ 8.99	5%	\$ 8.54
POSTERS	Place Value Intermed Poster	REALLY GOOD STUFF,	125437	125437	EA		\$ 11.99	5%	\$ 11.39
STATIONERY & NOTES	Welcome Postcard	REALLY GOOD STUFF,	126357	126357	EA		\$ 4.89	5%	\$ 4.65
HOOKS, HANGERS & MOUNTING	Ceiling Hangers	REALLY GOOD STUFF,	126944	126944	EA		\$ 8.99	5%	\$ 8.54
BASKETS, BINS, TUBS AND HOLDERS	Paper Baskets Set 1	REALLY GOOD STUFF,	128946	128946	EA		\$ 20.99	5%	\$ 19.94
BASKETS, BINS, TUBS AND HOLDERS	Book Baskets Square Set 1	REALLY GOOD STUFF,	128957	128957	EA		\$ 10.49	5%	\$ 9.97
BASKETS, BINS, TUBS AND HOLDERS	Book Basket LG Rectangle Set 1	REALLY GOOD STUFF,	128968	128968	EA		\$ 20.99	5%	\$ 19.94
BASKETS, BINS, TUBS AND HOLDERS	Book Basket MD Rectangle Set 1	REALLY GOOD STUFF,	128979	128979	EA		\$ 20.99	5%	\$ 19.94
BASKETS, BINS, TUBS AND HOLDERS	Book Basket MD Rectangle Blue	REALLY GOOD STUFF,	128979BL	128979BL	EA		\$ 24.99	5%	\$ 23.74
BASKETS, BINS, TUBS AND HOLDERS	Stacking Bins Set 1	REALLY GOOD STUFF,	129084	129084	EA		\$ 20.99	5%	\$ 19.94
STICKERS	Seasonal Stickers Set	REALLY GOOD STUFF,	129888	129888	EA		\$ 38.99	5%	\$ 37.04
HOOKS, HANGERS & MOUNTING	Plastic Ceiling Hooks	REALLY GOOD STUFF,	130262	130262	EA		\$ 4.50	5%	\$ 4.28
FOLDERS	Student Take Home Envelopes	REALLY GOOD STUFF,	130398	130398	EA		\$ 28.99	5%	\$ 27.54
DRY ERASE	Dry Erasers	REALLY GOOD STUFF,	132149	132149	EA		\$ 9.99	5%	\$ 9.49
PENCILS/PENCIL ACCESSORIES	Birthday Blitz Pencils	REALLY GOOD STUFF,	139162	139162	EA		\$ 4.39	5%	\$ 4.17
PENCILS/PENCIL ACCESSORIES	Student Star Pizazz Pencils	REALLY GOOD STUFF,	139330	139330	EA		\$ 4.39	5%	\$ 4.17
STUDENT BOOKS	American Symbols Book Set Of 9	REALLY GOOD STUFF,	139737	139737	EA		\$ 71.49	5%	\$ 67.92
MANIPULATIVES	Judy Plastic Clock Class Pack	REALLY GOOD STUFF,	140388	140388	EA		\$ 34.99	5%	\$ 33.24
STICKERS	100th Day Of School Stickers	REALLY GOOD STUFF,	141505	141505	EA		\$ 4.49	5%	\$ 4.27
READY-TO-DECORATE	Reading Hats	REALLY GOOD STUFF,	141552	141552	EA		\$ 12.99	5%	\$ 12.34
PENCILS/PENCIL ACCESSORIES	Return To Teacher Pencils	REALLY GOOD STUFF,	142769	142769	EA		\$ 4.39	5%	\$ 4.17
PENCILS/PENCIL ACCESSORIES	Happy Birthday Pencils	REALLY GOOD STUFF,	142781	142781	EA		\$ 4.39	5%	\$ 4.17
EZC	EZC Reader Strips BLUE	REALLY GOOD STUFF,	143538BL	143538BL	EA		\$ 19.97	5%	\$ 18.97
READING	Single EZC Reader Strip BLUE	REALLY GOOD STUFF,	143538BLA	143538BLA	EA		\$ 19.97	5%	\$ 18.97
EZC	EZC Reader Strips PINK	REALLY GOOD STUFF,	143538PI	143538PI	EA		\$ 19.97	5%	\$ 18.97

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
READING	EZC Reader Strips YELLOW	REALLY GOOD STUFF,	143538YE	143538YE	EA		\$ 19.97	5%	\$ 18.97
MANIPULATIVES	Unifix Cubes Box Of 500	REALLY GOOD STUFF,	146933	146933	EA		\$ 61.99	5%	\$ 58.89
PENCILS/PENCIL ACCESSORIES	Kindergarten Pencils	REALLY GOOD STUFF,	147484	147484	EA		\$ 4.99	5%	\$ 4.74
TEACHER AIDS	Large Magnetic Spaceman	REALLY GOOD STUFF,	147635	147635	EA		\$ 9.98	5%	\$ 9.48
BASKETS, BINS, TUBS AND HOLDERS	Alpha Storage Case w/Stickers	REALLY GOOD STUFF,	147768	147768	EA		\$ 17.99	5%	\$ 17.09
POCKET CHARTS & STANDS	Everyday Pocket Chart	REALLY GOOD STUFF,	147969	147969	EA		\$ 29.99	5%	\$ 28.49
POSTERS	Reading Genres 10-In-1 Posters	REALLY GOOD STUFF,	148245	148245	EA		\$ 21.99	5%	\$ 20.89
LABELS	Folder Labels	REALLY GOOD STUFF,	148322	148322	EA		\$ 12.99	5%	\$ 12.34
PENCILS/PENCIL ACCESSORIES	Cat In The Hat Pencils	REALLY GOOD STUFF,	150066	150066	EA		\$ 2.59	5%	\$ 2.46
PENCILS/PENCIL ACCESSORIES	Cat In The Hat Pencils	REALLY GOOD STUFF,	150088	150088	EA		\$ 31.68	5%	\$ 30.10
BAGS AND POUCHES	Really Good Stuff Storage Bag	REALLY GOOD STUFF,	150696	150696	EA		\$ 24.99	5%	\$ 23.74
POCKET CHARTS & STANDS	Desktop Pocket Chart Stand	REALLY GOOD STUFF,	151116	151116	EA		\$ 34.99	5%	\$ 33.24
POSTERS	Measurement 10-In-1 Poster Kit	REALLY GOOD STUFF,	151227	151227	EA		\$ 21.99	5%	\$ 20.89
HOOKS, HANGERS & MOUNTING	Magnetic Stick A Rounds	REALLY GOOD STUFF,	151690	151690	EA		\$ 5.99	5%	\$ 5.69
EZC	EZC Highlighter Tape Multipack	REALLY GOOD STUFF,	151802	151802	EA		\$ 22.99	5%	\$ 21.84
TEACHER AIDS	Spaceman Deluxe Student Set	REALLY GOOD STUFF,	151977	151977	EA		\$ 14.94	5%	\$ 14.19
TEACHER AIDS	Spaceman Kit Student+Teacher	REALLY GOOD STUFF,	151988	151988	EA		\$ 19.97	5%	\$ 18.97
MANIPULATIVES	Easy Shapes 3D Geometric Shape	REALLY GOOD STUFF,	152134	152134	EA		\$ 15.95	5%	\$ 15.15
BASKETS, BINS, TUBS AND HOLDERS	Book And Binder Holder Set 1	REALLY GOOD STUFF,	152222	152222	EA		\$ 21.99	5%	\$ 20.89
ORGANIZATION	Book+Binder-BLUE Label	REALLY GOOD STUFF,	152222BLA	152222BLA	EA		\$ 21.99	5%	\$ 20.89
ORGANIZATION	Book+Binder Holder Label Multi	REALLY GOOD STUFF,	152222L	152222L	EA		\$ 21.99	5%	\$ 20.89
GAMES, TOYS & PUZZLES	Wonder Soil Kit	REALLY GOOD STUFF,	152572	152572	EA		\$ 29.99	5%	\$ 28.49
RUGS & FLOOR SEATING	Really Good Sit Upons	REALLY GOOD STUFF,	152594	152594	EA		\$ 49.99	5%	\$ 47.49
CLASSROOM SUPPLIES	Desktop Helper Tape Strips	REALLY GOOD STUFF,	153493	153493	EA		\$ 13.49	5%	\$ 12.82
FOLDERS	My Writing Folder-Zaner Bloser	REALLY GOOD STUFF,	153527	153527	EA		\$ 23.09	5%	\$ 21.94
FOLDERS	My Writing Folder DNealian	REALLY GOOD STUFF,	153538	153538	EA		\$ 23.09	5%	\$ 21.94
POCKET CHARTS & STANDS	Word Family Pocket Chart	REALLY GOOD STUFF,	154182	154182	EA		\$ 34.49	5%	\$ 32.77
FOLDERS	Homework Folders	REALLY GOOD STUFF,	154268	154268	EA		\$ 21.99	5%	\$ 20.89
FOLDERS	Important Paper Folder	REALLY GOOD STUFF,	154269	154269	EA		\$ 21.99	5%	\$ 20.89
TEACHER AIDS	Deluxe Yacker Tracker	REALLY GOOD STUFF,	154309	154309	EA		\$ 159.99	5%	\$ 151.99
WEARABLES	Graduation Cap	REALLY GOOD STUFF,	154360	154360	EA		\$ 5.99	5%	\$ 5.69
PRIVACY SHIELDS	Privacy Shields Large	REALLY GOOD STUFF,	154388	154388	EA		\$ 43.99	5%	\$ 41.79
PRIVACY SHIELDS	Privacy Shields Large BLUE	REALLY GOOD STUFF,	154388BL	154388BL	EA		\$ 14.66	5%	\$ 13.93
PRIVACY SHIELDS	Privacy Shields Large GREEN	REALLY GOOD STUFF,	154388GR	154388GR	EA		\$ 14.66	5%	\$ 13.93
PRIVACY SHIELDS	Privacy Shields Large RED	REALLY GOOD STUFF,	154388RE	154388RE	EA		\$ 14.66	5%	\$ 13.93
BASKETS, BINS, TUBS AND HOLDERS	Storage Tub	REALLY GOOD STUFF,	154393	154393	EA		\$ 26.99	5%	\$ 25.64
CLEAR VINYL-SLEEVEES	Vinyl Press on Sleeve 4 x 6	REALLY GOOD STUFF,	154480	154480	EA		\$ 12.09	5%	\$ 11.49
POSTERS	Math Vocab 10-in-1 Poster Set	REALLY GOOD STUFF,	154516	154516	EA		\$ 3.99	5%	\$ 3.79
LABELS	Magazine Holder Adhesive Label	REALLY GOOD STUFF,	154549	154549	EA		\$ 3.29	5%	\$ 3.13
READER SETS	Walk Book Set	REALLY GOOD STUFF,	154591	154591	EA		\$ 53.94	5%	\$ 51.24
FLIP CHART/FLIP BOOKS	Place Values Flip Chart	REALLY GOOD STUFF,	154619	154619	EA		\$ 19.95	5%	\$ 18.95
MANIPULATIVES	Two Color Counters	REALLY GOOD STUFF,	154621	154621	EA		\$ 9.99	5%	\$ 9.49
CLEAR VINYL-SLEEVEES	Self Adhesive Vinyl Sleeve	REALLY GOOD STUFF,	154784	154784	EA		\$ 18.99	5%	\$ 18.04
STICKERS	Calendar Stickers	REALLY GOOD STUFF,	154859	154859	EA		\$ 2.29	5%	\$ 2.18
MANIPULATIVES	Play With Punctuation Marks	REALLY GOOD STUFF,	154882	154882	EA		\$ 19.54	5%	\$ 18.56

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Notes	Catalog List Price (MSRP)	Percent Discount	Net Price To Member
EZC	Highlighter Tape Multipack	REALLY GOOD STUFFE,	154909	154909	EA		\$ 33.99	5%	\$ 32.29
BASKETS, BINS, TUBS AND HOLDERS	Stackable Tub w/ Lock Lid M	REALLY GOOD STUFFE,	155143	155143	EA		\$ 27.99	5%	\$ 26.59
MANIPULATIVES	100 Unifix Cubes	REALLY GOOD STUFFE,	155176	155176	EA		\$ 13.99	5%	\$ 13.29
BASKETS, BINS, TUBS AND HOLDERS	Stackable Tub w/ Lock Lid L	REALLY GOOD STUFFE,	155212	155212	EA		\$ 29.99	5%	\$ 28.49
PENCILS/PENCIL ACCESSORIES	Happy 100th Day Pencil	REALLY GOOD STUFFE,	155251	155251	EA		\$ 4.39	5%	\$ 4.17
STUDENT BOOKS	First And Last Day Book Set	REALLY GOOD STUFFE,	155354	155354	EA		\$ 13.90	5%	\$ 13.21
FOLDERS	Writing Trait Portfolio Folder	REALLY GOOD STUFFE,	155384	155384	EA		\$ 23.09	5%	\$ 21.94
CHAIR POCKETS	Deluxe Chair Pocket-6pk-BL/RE	REALLY GOOD STUFFE,	155388	155388	EA		\$ 72.19	5%	\$ 68.58
JOURNALS	Picture This Drawing Journal	REALLY GOOD STUFFE,	155397	155397	EA		\$ 29.99	5%	\$ 28.49
JOURNALS	Jumbo Journals Gr K	REALLY GOOD STUFFE,	155413	155413	EA		\$ 29.99	5%	\$ 28.49
Folders	Really Good Homework Folders	REALLY GOOD STUFFE,	155419	155419	EA		\$ 21.99	5%	\$ 20.89
HOOKS, HANGERS & MOUNTING	Classroom Rainbow Clothespin	REALLY GOOD STUFFE,	155421	155421	EA		\$ 10.99	5%	\$ 10.44
EZC	EZC Strips Return Sweep Blue	REALLY GOOD STUFFE,	155432BL	155432BL	EA		\$ 19.97	5%	\$ 18.97
	EZC Strips Return Sweep Blue	REALLY GOOD STUFFE,	155432BLA	155432BLA	EA		\$ 19.97	5%	\$ 18.97
EZC	EZC Strips Return Sweep Pink	REALLY GOOD STUFFE,	155432PI	155432PI	EA		\$ 19.97	5%	\$ 18.97
EZC	EZC Strips Return Sweep Yellow	REALLY GOOD STUFFE,	155432YE	155432YE	EA		\$ 19.97	5%	\$ 18.97
POSTERS	Geometry 6 In 1 Poster Set	REALLY GOOD STUFFE,	155439	155439	EA		\$ 19.99	5%	\$ 18.99
DRY ERASE	2-Sided Lined Lapboard	REALLY GOOD STUFFE,	155442	155442	EA		\$ 32.27	5%	\$ 30.66
FOLDERS	Resource Folder- Zaner Primary	REALLY GOOD STUFFE,	155445	155445	EA		\$ 21.99	5%	\$ 20.89
DRY ERASE	Fine Dry Erase Marker BK	REALLY GOOD STUFFE,	155449	155449	EA		\$ 12.99	5%	\$ 12.34
FOLDERS	Resource Folder- Zaner	REALLY GOOD STUFFE,	155454	155454	EA		\$ 21.99	5%	\$ 20.89
CERTIFICATES AND COUPONS	Incentive Tickets	REALLY GOOD STUFFE,	155469	155469	EA		\$ 5.39	5%	\$ 5.12
FOLDERS	Letter SZ Magnetic File Pocket	REALLY GOOD STUFFE,	155471	155471	EA		\$ 17.99	5%	\$ 17.09
JOURNALS	Jumbo Journals Gr K-2	REALLY GOOD STUFFE,	155481	155481	EA		\$ 29.99	5%	\$ 28.49
FOLDERS	Class Work Folder	REALLY GOOD STUFFE,	155489	155489	EA		\$ 21.99	5%	\$ 20.89
MANIPULATIVES	Big Money Magnetic Coins+Bills	REALLY GOOD STUFFE,	155490	155490	EA		\$ 34.99	5%	\$ 33.24
FOLDERS	Welcome To First Grade Folder	REALLY GOOD STUFFE,	155496	155496	EA		\$ 23.09	5%	\$ 21.94
TEACHER AIDS	Zenergy Trio Chime	REALLY GOOD STUFFE,	155567	155567	EA		\$ 27.49	5%	\$ 26.12
TIMERS	8 Inch Audible Time Timer	REALLY GOOD STUFFE,	155568	155568	EA		\$ 29.99	5%	\$ 28.49
FOLDERS	Welcome To Second Grade Folder	REALLY GOOD STUFFE,	155570	155570	EA		\$ 23.09	5%	\$ 21.94
TIMERS	3 Inch Audible Time Timer	REALLY GOOD STUFFE,	155576	155576	EA		\$ 29.99	5%	\$ 28.49
POSTERS	Place Value Banner w/Magnet	REALLY GOOD STUFFE,	155625	155625	EA		\$ 29.99	5%	\$ 28.49
CLEAR VINYL SLEEVES	2 Sided Desktop Helper Sleeves	REALLY GOOD STUFFE,	155669	155669	EA		\$ 18.99	5%	\$ 18.04
FOLDERS	4 Pocket Student Folder	REALLY GOOD STUFFE,	155783	155783	EA		\$ 29.99	5%	\$ 28.49
PRIVACY SHIELDS	Multi Station Privacy Shield	REALLY GOOD STUFFE,	155785	155785	EA		\$ 26.99	5%	\$ 25.64
CLEAR VINYL SLEEVES	Self Adhesive Vinyl Sleeve DTH	REALLY GOOD STUFFE,	155787	155787	EA		\$ 29.99	5%	\$ 28.49
BASKETS, BINS, TUBS AND HOLDERS	Wire Works Supply Caddy	REALLY GOOD STUFFE,	155800	155800	EA		\$ 25.29	5%	\$ 24.03
DESKTOP HELPERS	Zaner 2-Sided DTH Intermediate	REALLY GOOD STUFFE,	155805	155805	EA		\$ 23.99	5%	\$ 22.79
POSTERS	Properties Of Numbers Posters	REALLY GOOD STUFFE,	155819	155819	EA		\$ 6.49	5%	\$ 6.17
DRY ERASE	No Bleed Flip Chart Markers 8	REALLY GOOD STUFFE,	155838	155838	EA		\$ 11.99	5%	\$ 11.39
POSTERS	Magnetic Fraction Set	REALLY GOOD STUFFE,	155845	155845	EA		\$ 19.99	5%	\$ 18.99
CRAFT KITS & SUPPLIES	Star Hole Punch	REALLY GOOD STUFFE,	155853	155853	EA		\$ 7.75	5%	\$ 7.36
POSTERS	Bold Beginnings Poster	REALLY GOOD STUFFE,	155873	155873	EA		\$ 0.99	5%	\$ 0.94
POSTERS	Parts Of Speech Poster Set	REALLY GOOD STUFFE,	155936	155936	EA		\$ 18.99	5%	\$ 18.04
POSTERS	Punctuation Magnet+Poster Set	REALLY GOOD STUFFE,	156039	156039	EA		\$ 25.99	5%	\$ 24.69
GAMES, TOYS & PUZZLES	Bananagrams Game	REALLY GOOD STUFFE,	156056	156056	EA		\$ 14.99	5%	\$ 14.24
POSTERS	Punctuation Marks Poster	REALLY GOOD STUFFE,	156125	156125	EA		\$ 6.49	5%	\$ 6.17
MANIPULATIVES	Alphabet Bean Bags	REALLY GOOD STUFFE,	156129	156129	EA		\$ 34.99	5%	\$ 33.24



COOPERATIVE PURCHASING CONNECTION
21.4 – INSTRUCTIONAL MATERIALS & CLASSROOM
SUPPLIES DISCOUNT AGREEMENT

1. Really Good Stuff would like to extend a 5% Catalog Discount and Free Shipping (see below for exclusions) to the COOPERATIVE PURCHASING CONNECTION.
2. The 5% discount will be off our regular pricing (merchandise total).
3. Lift Gate, Palletized Inside Delivery, White Glove, Priority Express, Outside Contiguous U.S., and International deliveries do not qualify for the free shipping discount.
4. Drop Ship items do not qualify for the free shipping discount. Drop ship items will be noted in our catalog and website with a truck icon that says "ships separately" (see below example)

 **Ships Separately**

5. Delivery: In stock items 7-10 business days (ARO). Drop ship 1-4 weeks (ARO).
6. There is no minimum discount.
7. Shipping: Go to https://www.reallygoodstuff.com/shippinginfo/a/customer_service_shipping_info/ for current shipping rates and policies.
8. Returns: Go to https://www.reallygoodstuff.com/returns/a/customer_service_returns/ for current Return & Exchange policies.
9. Discounts cannot be combined with other Really Good Stuff promotional offers and/or coupons.
10. **Purchase orders must reference coupon code “CPC16” to ensure discount is applied.**
11. Please email purchase orders and quote requests to your Account Directors:
MN - Tisha Jacquot (tjacquot@reallygoodstuff.com)
ND/SD - Debra Lyons (dlyons@reallygoodstuff.com)

Lynn Yeager
VP of Sales


Signature

7/29/2020
Date

Vendor Forms & Signatures

RFP #21.4 – Instructional Materials & Classroom Supplies

Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled “***Vendor Forms & Signatures – Name of Company***”.
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission and submitted as one single PDF titled “Vendor Forms & Signatures – Name of Company”:

1. [Addendum Acknowledgement](#)
2. [Contract Offer & Award](#)
3. [Uniform Guidance “EDGAR” Certification Form](#)
4. [Subcontractor Utilization Form](#)
5. [Solicitation Checklist](#)

Addendum Acknowledgement

Instructions: Please acknowledge receipt of all addenda issues with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. If no addenda were issued, sign the bottom section to verify. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received (check the box next to each addendum received):

- | | | | |
|-------------------------------------|----------------|-------------------------------------|----------------|
| <input checked="" type="checkbox"/> | Addendum No. 1 | <input checked="" type="checkbox"/> | Addendum No. 5 |
| <input checked="" type="checkbox"/> | Addendum No. 2 | <input checked="" type="checkbox"/> | Addendum No. 6 |
| <input checked="" type="checkbox"/> | Addendum No. 3 | <input checked="" type="checkbox"/> | Addendum No. 7 |
| <input checked="" type="checkbox"/> | Addendum No. 4 | <input checked="" type="checkbox"/> | Addendum No. 8 |

I understand that failure to confirm receipt of addenda may cause for rejection of this response.

Authorized Signature

Date

Acknowledgment: I hereby acknowledge that no addenda were issued during this solicitation process. I understand that failure to confirm this acknowledgment may cause for rejection of this response.

Lynn Geager

Authorized Signature

7/29/2020

Date

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name	REALLY GOOD STUFF, LLC.	Date	7/29/2020
Address	PO BOX 1111	City, State, Zip	SHELTON/CT/06484
Contact Person	LYNN YEAGER	Title	VP OF SALES
Authorized Signature	<i>Lynn Yeager</i>	Title	VP OF SALES
Email	BIDSUPPORT@REALLYGOODSTUFF.COM	Phone	800-366-1920

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency _____

Authorized Representative _____

Name Printed or Typed _____

Awarded this _____ **day of** _____ **Contract Number** _____

Contract to Commence _____

Uniform Guidance “EDGAR” Certification Form

200 CRF Part 200

Instructions: When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Vendors submitting proposals must complete this EDGAR Certification form regarding the Vendor’s willingness and ability to comply with certain requirements, which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the Vendor’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Vendor fails to complete any item of this form, CPC will consider and may list the response, as the Vendor is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Vendor using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding Vendor default are included in CPC’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as CPC’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay the Vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Vendor’s return policy. If the participating agency has paid the Vendor for goods and services provided as the date of termination, the Vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Vendor, the participating agency’s provision shall control.

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of

“federally assisted construction contract” in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

4. Davis Bacon Act

When required by Federal program legislation, Vendor agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor’s acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this title or imprisoned not more than five (5) years, or both.

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency’s federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, the Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the Vendor is not current listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by the Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Vendor's contract with CPC.

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

By **initialing the table (1-12)** and **signing below**, I certify that the information in this form is true, complete and accurate and that I am authorized by my business to make this certification and all consents and agreements contained herein.

Vendor Certification (By Item)	Vendor Certification: YES, I agree or NO, I do NOT agree	Initial
1. Violation of Contract Terms and Conditions	YES	LY
2. Termination for Cause of Convenience	YES	LY
3. Equal Employment Opportunity	YES	LY
4. Davis-Bacon Act	YES	LY
5. Contract Work Hours and Safety Standards Act	YES	LY
6. Right to Inventions Made Under a Contract or Agreement	YES	LY
7. Clean Air Act and Federal Water Pollution Control Act	YES	LY
8. Debarment and Suspension	YES	LY
9. Byrd Anti-Lobbying Amendment	YES	LY
10. Procurement of Recovered Materials	YES	LY
11. Profit as a Separate Element of Price	YES	LY
12. General Compliance with Participating Agencies	YES	LY

REALLY GOOD STUFF, LLC.

Name of Business

Lynn Yeager

Signature of Authorized Representative

LYNN YEAGER/VP OF SALES

Printed Name/Title

7/29/2020

Date

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Instructional Materials and Classroom Supplies
Solicitation Number: #21.4
Vendor Name: REALLY GOOD STUFF, LLC.

If a subcontractor will not be used, check this box:

Company Name: SUBCONTRACTOR WILL NOT BE USED.
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Solicitation Checklist

The following items/submittals are required to be considered as a qualified Vendor to the RFP. Vendor must submit an electronic version of their proposal by the due date and time listed in this RFP via Public Purchase (www.publicpurchase.com). Review the checklist provided below and ensure all of the necessary documents have been uploaded with your response.

Your organization's uploaded proposal should include the following submitted and correctly labeled documents:

X	Document Title	How to be Submitted
	Performance Bond of \$2,500 (Copy)	Submit as PDF
	Certificate of Insurance – Name of Company	Submit as PDF
	Pricing Schedule – Name of Company	Submit as an Excel document
	Vendor Questionnaire – Name of Company	Submit as a PDF
	Vendor Forms & Signatures – Name of Company	Submit as one (1), single PDF. *Signatures Required
	Exhibit A – Marketing Plan – Name of Company	Submit as PDF
	Exhibit B – Letter/Line of Credit – Name of Company <ul style="list-style-type: none">• Confidential	Submit as PDF
	Additional Information – as required <ul style="list-style-type: none">• Business Type Certificate (see Vendor Questionnaire)	Submit as PDF

IMPORTANT: All items **must be** submitted electronically in the format indicated for the proposal to receive consideration. Documents with inserted images of completed documents **will not be accepted**. Double-check your uploaded documents for completion prior to submission.

Lynn Yeager

Authorized Signature

LYNN YEAGER/VP OF SALES

Printed Name/Title

7/29/2020

Date



EXHIBIT A

MARKETING STRATEGY FOR CPC RFP #21.4 – INSTRUCTIONAL MATERIALS & CLASSROOM SUPPLIES

Sales

Leading Company Contract: Dedicated account managers will be assigned to the MN, ND & SD regions. They will be fully trained on the CPC/Really Good Stuff program. When calling into member districts they will lead with the CPC contract. In addition, we employ a full-time Bid Team of three (3) who will be responsible for researching new opportunities within the member states, contract compliance, and reporting.

Sole Source Vendor: A majority of our products are high quality unique teaching tools only available through Really Good Stuff. Sole Source letters will be provided upon request when given a list of items in question.

Inside sales calling campaign: The primary goal of the Inside Sales call campaign is to drive CPC member districts towards Really Good Stuff products utilizing the CPC contract vehicle. This also includes reaching out to potential customers, notifying them of CPC and the potential benefits of becoming a member.

Marketing

eShoolMall: Really Good Stuff is an approved eSchoolMall vendor. We have enhanced our ecommerce capabilities to allow for a seamless and user-friendly buying experience.

Express Online Marketplace: Really Good Stuff employs a full time “Punch-Out” Integration Manger who has worked with Express during the initial On-boarding integration process for CPC and will continue to do so.

Social Media: “The Teacher’s Lounge” Blog, Facebook, Twitter. At Really Good Stuff, we're committed to bringing you the best teaching resources online and off. We understand that now, more than ever, technology allows you to expand your Personal Learning Networks (PLNs) to connect with resources around the world. With mutual approval, the CPC/Really Good Stuff partnership



would be posted on all social media channels and “#RGSTeacher’sLounge” blog announcing the agreement.

#RGSTeacher’sLounge: The Blog was developed as a networking tool to bring teachers and school administrators together. It’s a forum that promotes fun and informative topics in a friendly environment.

<https://blog.reallygoodstuff.com/>

Facebook: www.facebook.com/ReallyGoodStuff

Twitter: www.twitter.com/reallygoodstuff

Email marketing campaign: Emails will be generated and sent out to Really Good Stuff customers located in MN, ND & SD announcing the CPC/Really Good Stuff partnership. Emails can include links to specific product webpage’s to drive additional business and allow us to track our rate of success.

Direct Mail & Electronic Collateral: Our Marketing team designs promotional flyers for use by Really Good Stuff sales representatives to promote additional business through the contract. The collateral may include promotions and are updated as necessary to reflect changes in the product lines, service or other company driven goals. Flyers are meant to direct business to the CPC Account Team. The Account Managers will also use this as a direct mail piece and in the form of an electronic file to assist them in promoting more business.

Trade Shows: Really Good Stuff will attend trade shows throughout the region when appropriate. This gives us an opportunity to reach a wide breadth of potential customers and continue to position CPC/Really Good Stuff partnership in new venues.

Website Display: Once awarded, we will work with our web designers to create a landing page that includes the awarded CPC contract along with all pertinent information (i.e.: contact information, order process, company logos, CPC website link, etc.).

We appreciate this opportunity and look forward to continuing a successful partnership with the Cooperative Purchasing Connection!



Evaluation Committee Report

RFP #21.4 – Instructional Materials & Classroom Supplies

Description of Solicitation

CPC issued a Request for Proposal (RFP) for Instructional Materials and Classroom Supplies on July 6, 2020. The solicitation intended to secure an experienced Vendor(s) equipped with the necessary resources and capabilities to develop a program for participating agencies to have the ability to purchase from a broad line of instructional materials and classroom supplies, at consortium level discounted pricing. The solicitation would not allow for stand-alone curriculum-based software and learning solutions. Instructional materials and classroom supplies may include, but not limited to the following categories:

- | | |
|----------------------|-----------------------------------|
| 1. Early Learning | 6. Career & Tech. Education (CTE) |
| 2. Special Education | 7. Health |
| 3. Science | 8. Math |
| 4. STEM/STEAM | 9. Family and Consumer Science |
| 5. Arts & Crafts | 10. Furniture |

The solicitation was due on August 5, 2020, at 10:00 a.m. CT. Thereafter, CPC conducted and followed its opening procedures and confirmed if the responding Vendors were deemed responsive or non-responsive.

Summary of Evaluation Committee Activity

The members of the Evaluation Committee were Julia Dangerfield, CPC Program Representative; Jerome Evans, CPC Representative; Lori Mittelstadt, CPC Assistant; Barb Nelson Cooperative Purchasing with Northwest Service Cooperative; and Megan Neubauer, Special Education Assistant with Lakes Country Academy.

Nine (9) proposals were received by the submission deadline. They include AmTab Manufacturing Corporation, Barnes & Noble Booksellers, Continental Clay, Hetzberg New Method, Inc. dba Perma-Bound Books, Kaplan Early Learning Company, Lakeshore Equipment Company dba Lakeshore Learning Materials, Nasco, Really Good Stuff, and YouthLight. Proposals were reviewed for compliance with the mandatory requirements outlined in the Request for Proposal (RFP). Six (6) of the nine (9) proposals were found to be compliant and deemed responsive, they include AmTab Manufacturing Corporation, Barnes & Noble Booksellers, Hetzberg New Method, Inc. dba Perma-Bound Books, Kaplan Early Learning Company, Lakeshore Equipment Company dba Lakeshore Learning Materials, and Really Good Stuff. The Evaluation Committee was able to conduct its technical evaluation the week of August 10, 2020, and the pricing evaluation during the week of August 17, 2020.

Evaluation Scoring Results

Refer to the attached Master Score Sheet, listed as Exhibit A.

Committee Discussion & Overview

Upon review the of the Vendor's responses, the Procurement Solutions Coordinator confirmed the following, as it pertained to the evaluation committee and their ability to evaluate and to score accordingly:

1. Hertzberg New Method, Inc. dba Perma-Bound Books' pricing schedule was inclusive of a 30% discount as shown in the submitted pricing schedule. Only additional volume discounts would be applied to the already discounted price.
2. Barnes & Noble Booksellers was required to provide access to the bn.com site to evaluate pricing according to the terms outlined in their proposal. CPC was able to confirm and vet pricing in a comparison style type format.

No other clarification was required by the Procurement Solutions Coordinator or the evaluation committee.

The evaluation committee agreed on the following:

AmTab Manufacturing Corporation

1. The Vendor is a Minority-Owned Business Enterprise (MBE).
2. The Vendor provided well thought out, thorough responses to the questions posed. The Vendor spoke director to current times (i.e. pandemic) and how they have or will adjust.
3. The Vendor is a dining area and cafeteria focused vendor but states that their products apply to classroom settings such as STEAM/STEM rooms, computer, and science labs, etc. and the structure of the learning environment.
4. The Vendor will provide robust training to the corporate team and resellers on the contract; how they can/will use the contract. There are four (4) network dealers in the tri-state area.
5. The Vendor has a high-quality standard for environmental and sustainability practices and policies.
6. The Vendor is the manufacturer and designer of their product lines. All products at 100% American made.
7. The Vendor is offering a strong lifetime limited warranty on their products.
8. The Vendor is proposing pricing that is equal to what they offer other cooperatives, some concern on the cost of services. The pricing structure discount is significant; custom products essentially cost more.
9. The Vendor is offering volume discounts on the total project price.

Kaplan Early Learning Company

1. The Vendor did not use the CPC provided technical questionnaire making it difficult for evaluators to follow.
2. The Vendor provides significant name/brand recognition in the education market; however, portions of their response were confusing and vague.
3. The Vendor has 40 sales representatives across the United States with a 95% fill rate; the Vendor did not commit/state-certain sales representation for the tri-state area in their response.
4. The Vendor provided a strong marketing plan; a well thought 90-day rollout plan.
5. The Vendor has expanded beyond instructional materials to provide Professional Development courses for teachers, educators, and early childhood care providers. The courses can be customized to meet the district's specific school district requirements.
6. The committee was unsure as to whether the Vendor could handle integration with the Express marketplace.
7. The Vendor has other cooperative contracts; no influence would be provided to select the CPC contract in the tri-state area.
8. The Vendor is offering a 15% discount (with some exceptions) on their entire catalog; no additional volume discounts are offered. There is a minimum order requirement of \$300 to receive free shipping; does not designate a \$300 list or \$300 discounted. Orders under \$300 will receive a 15% shipping charge with a minimum of \$5.00. Truck shipments will be charged 15% of the order value with a minimum of \$62.50, whichever is greater. Restocking fees may apply to returns.
9. CPC was able to confirm that the pricing and terms offered to CPC match that of the Capital Region Education Council (CT), a partner state in AEPA.
10. CPC was able to compare proposed pricing with pricing listed on Amazon Business and the discount offered to CPC was better than that listed on Amazon.

Lakeshore Equipment Company

1. The Vendor is classified as an 8(a) Qualified Business and Sole Source Vendor. This classification is a growing factor with agencies that have implemented procurement policy initiatives to procure from specific business types (i.e. minority-owned, women-owned, etc.).
2. The Vendor's entire management team are all former educators.
3. The Vendor provided a thorough, detailed response, a front-runner amongst responding Vendors.

4. The Vendor provides a superior, unconditional warranty on all products; a full refund or exchange with no questions asked. 48-hour response to approve all claims or exchange returns.
5. The Vendor is offering the same discount as other cooperatives, however the additional services (i.e. white-glove services) are an added value.
6. The Vendor holds a 99% fill rate and will provide free shipping with no minimum order requirement. No invoices will be sent until all items have been shipped.
7. The Vendor has retail storefronts that teachers can visit and procure for their classrooms; a value adds to have an actual storefront to purchase from.
8. Pricing is competitive within the market. As a sole source Vendor, they provide access to over 5,000+ products and services.
9. The Vendor is offering to hold the discount through the lifetime of the contract. Prices and catalogs subject to change with the release of new catalogs.
10. CPC was able to compare proposed pricing with pricing listed on Amazon Business and the discount offered to CPC was better than that listed on Amazon.

Really Good Stuff

1. The Vendor's response to the technical questionnaire was short and concise; the Vendor rarely elaborated beyond the minimum.
2. The Vendor is an incumbent and has a proven track record as a solid Vendor on both the contract and performance side of the agreement.
3. The Vendor will lead with the CPC contract. An inside sales call campaign would be used to drive agencies to the CPC contract.
4. The Vendor offers a very large breadth of product that reaches instructional materials, support materials, ancillary materials as well as the learning environment.
5. The Vendor started a District & School Administrative offering, speaking directly to those targets' educational segments.
6. The Vendor is offering refunds, exchanges, or credit on the next order if returned/exchanged within 30-days. Restocking fees apply after 30 days.
7. The Vendor currently holds 200+ contracts with other agencies, however, the pricing offered to CPC is better than is what is offered to individual agencies as well as other cooperative purchasing organizations.
8. CPC was able to compare proposed pricing with pricing listed on Amazon Business and the discount offered to CPC was better than that listed on Amazon.

Hetzberg New Method, Inc. dba Perma-Bound Books

1. The Vendor is classified as a Sole Source Vendor. They purchase publisher's editions and pre-bind them in their state-of-the-art production facility to meet the highest quality control standards and strict library binding specifications. Their bindings are unconditionally guaranteed.
2. The Vendor submitted a marketing plan that seemed relatively out of date on current marketing trends.
3. The Vendor will provide free unattached barcodes, spine labels, and MARC records for all purchases free of charge, a value-added service.
4. The Vendor would not provide shipping or tracking information of order; an agency would have to call the Vendor to learn about their order or to obtain tracking information.
5. The Vendor made an exception to bypass the use of CPC's Express Marketplace, and instead place their orders online directly with the Vendor. This exception conflicted with a previous statement stating they would adhere to CPC's "punchout" requirements.
6. The Vendor has a strong relationship with libraries and library systems across the United States.
7. The Vendor made it difficult for the committee to score pricing. The initial view of pricing was that of no discount offered, however, after clarification and the notation of print on the pricing form (altered) was that the products listed were inclusive of a 30% discount and volume discounts would be applied. While provided a table to provide volume discounts, the Vendor opted to submit their volume discounts in a separate document.
8. CPC was able to compare pricing with a current book provider as well as the responding Vendor, Barnes & Noble. Pricing looks higher; however, Perma-Bound books are all hardcover while compared options may not have been a hardcover option.

Barnes & Noble Booksellers

1. The Vendor provided vague responses to various questions of the technical questionnaire; the committee felt they could have shared or elaborated more on their response.
2. The Vendor's offer includes books, textbooks, eBooks, gift cards, STEM/STEAM products, and educational materials.
3. The Vendor currently serves 1,500 agencies in the tri-state area.
4. The Vendor provides local storefront locations in the tri-state area as an alternative to order online; shoppers in-store would need to reference the contract.
5. The Vendor presents a strong brand image in the book market. The committee feels they are next to Amazon in the book business.
6. The Vendor aids and assists agencies with book fairs to help support fundraising efforts.
7. The Vendor provides a value-add service called the Educator Discount Program which provides a minimum 20% discount off the publisher's list price on most books purchased for the use in the classroom. This discount increases during two (2) educator specific events.
8. The Vendor provides other value-add services such as Classroom Library Sets and Story Design (project-based lesson plans).
9. The Vendor is proposing no minimum order requirement along with no restocking fees in connection with returns or exchanges.
10. CPC was able to confirm that the pricing discount structure and terms offered to CPC are better than that offered to TexBuy, a partner state in AEPA.
11. CPC was able to compare pricing with a current book provider as well as the responding Vendor, Perma-Bound Books. Pricing was competitive; however, the comparison did not guarantee a cover match (i.e. hardcover to hardcover).

Recommendation

After a thorough analysis of the Vendor proposals, the Evaluation Committee recommends that contracts be awarded to AmTab Manufacturing Corporation, Barnes & Noble Booksellers, Hetzberg New Method, Inc. dba Perma Bound Books, Lakeshore Equipment Company dba Lakeshore Learning Materials, and Really Good Stuff.

The evaluation committee agreed that each Vendor represented a unique offering within their proposal that met the scope to be used in a learning environment whether it be the tangible daily ancillary products and solutions or the physical structure of a learning environment. Multiple Vendors were also home to sole source products with competitive pricing when compared to the global powerhouse of Amazon Business. The Evaluation Committee felt the minimum order requirement from Kaplan Early Learning would be a road-block for many CPC agencies.

DocuSigned by:

Julia Dangerfield
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Julia Dangerfield, CPC Program Representative

DocuSigned by:

Jerome Evans
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Jerome Evans, CPC Program Representative

DocuSigned by:

Lori Mittelstadt
DD897E94AF8243D...

Lori Mittelstadt, CPC Assistant

DocuSigned by:

Barb Nelson
D7EA0B7C86BB4FF...

*Barb Nelson, Cooperative Purchasing
Northwest Service Cooperative*

DocuSigned by:

Megan Neubauer
CA86C9CB5B93424...

*Megan Neubauer, Special Education Assistant
Lakes Country Service Cooperative*

DocuSigned by:

Lisa Truax
9AB8C86EB0B9422...

*Lisa Truax, Procurement Solutions Coordinator
RFP Facilitator*

1 Attachment/Exhibit A
Scoring Spreadsheet

cc: Procurement File

September 2, 2020

Evaluation Committee Report, RFP #21.4 – Instructional Materials & Classroom Supplies

Upon review of the Evaluation Committee's recommendation for RFP #21.4 – Instructional Materials & Classroom Supplies, the Cooperative Purchasing Connection (CPC) is amending the report to add a Vendor to its recommendation for award; Kaplan Early Learning Company.

In conjunction with Kaplan Early Learning Company, CPC was able to negotiate the minimum shipping requirement down to \$100 for free shipping instead of \$300. This agreement will ensure that a majority of CPC's participation agencies will have ample ability to meet the \$100 requirement versus that of \$300.

This decision is subject to the approval of the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperatives Boards of Directors.

Regards,

A handwritten signature in black ink, appearing to read "Lisa M. Truax".

Lisa M. Truax | Procurement Solutions Coordinator
Cooperative Purchasing Connection

CC: Procurement File

*Note, pricing does not guarantee like for like (i.e. paperback vs. paperback pricing), some Vendors may only have option of hardback versus that of a paperback.

Product Category	Product Description	Manufacturer	Net Price To Member		Barnes & Noble		Diff. Between PB & BN		Complete Book & Media (current CPC vendor)	Diff. Between PB & CBM	Diff. Between BN & CBM
			List Price	Discount	Net Price to Member	Diff. Between PB & BN	Net Price To Member	Diff. Between PB & CBM			
FREE BLACK GIRL BEFORE THE CIVIL WAR	Diary of a sixteen-year-old free African-American girl	CAPSTONE PRESS	\$ 17.99	20%	\$ 6.36	\$ 11.63	\$ 17.63	\$ 0.36			
BIGGEST SNOWMAN EVER	When the mayor of Mouseville announces a contest to build the biggest snowman ever	PERMA-BOUND	\$ 10.94	20%	\$ 4.99	\$ 6.95	\$ 3.29	\$ 7.65			
GOOD BOY, FERGUS!	Except for his bath, Fergus experiences the best of life	PERMA-BOUND	\$ 21.00	20%	\$ 17.99	\$ 6.61	\$ 11.87	\$ 9.13			
ABC T-R-EX	A young T-Rex loves his ABCs so much that he reads them every day	PERMA-BOUND	\$ 7.59	20%	\$ 7.99	\$ 6.39	\$ 6.39	\$ 2.32			
ABC LINCOLN'S HAT	How Lincoln used his hat as a filing cabinet	PERMA-BOUND	\$ 10.94	20%	\$ 4.99	\$ 6.95	\$ 9.95	\$ 0.99			
ABSOLUTELY LUCY	Bobby is a shy boy until he gets a beagle puppy	PERMA-BOUND	\$ 11.79	20%	\$ 5.99	\$ 7.00	\$ 10.43	\$ 1.36			
NATHAN HALE: REVOLUTIONARY SPY	In graphic novel format, tells the life story of Nathan Hale	CAPSTONE PRESS	\$ 22.99	20%	\$ 8.10	\$ 16.51	\$ 19.73	\$ 3.76			
YOUNG RIDERS OF THE PONY EXPRESS	In a graphic novel format, the love of the Pony Express	CAPSTONE PRESS	\$ 18.96	20%	\$ 8.10	\$ 12.48	\$ 19.73	\$ (0.77)			
JANE GOODALL: ANIMAL SCIENTIST	A simple biography of the woman best known for her work with chimpanzees	PERMA-BOUND	\$ 13.34	20%	\$ 7.99	\$ 6.95	\$ 5.03	\$ 8.31			
MIDNIGHT OVER SANCTAPHRA	A young sky pirate captain, is the only one who can save the world	PERMA-BOUND	\$ 17.49	20%	\$ 4.76	\$ 12.73	\$ 3.75	\$ 13.74			
NIGHT OF THE HOMEWORK ZOMBIES	The new substitute teacher is turning every kid into a zombie	STONE ARCH BOOKS	\$ 17.99	20%	\$ 5.95	\$ 13.23	\$ 15.99	\$ 2.00			
DAY MOM FINALLY SNAPPED	Willy, Tom, and Grace want to surprise Mom	STONE ARCH BOOKS	\$ 13.53	20%	\$ 19.99	\$ (2.46)	\$ 12.59	\$ 0.94			
BEAST OF NOOR	Miles Ferrell uses his rare and special gift to defeat a monster	PERMA-BOUND	\$ 13.49	20%	\$ 7.99	\$ 7.10	\$ 11.19	\$ 2.30			
CHICKS AND SALSA	Soon after the chickens tire of their feed and their farm life	PERMA-BOUND	\$ 19.54	20%	\$ 22.99	\$ 1.15	\$ 15.17	\$ 4.37			
BEATRICE LETTERS	Presents a collection of correspondence between Harper Collins Publishers	HARPER COLLINS PUBLISHERS	\$ 13.45	25%	\$ 7.95	\$ 7.45	\$ 14.41	\$ (0.96)			
I'VE GOT AN ELEPHANT!	Tiger Moth and his best buddy King Pow try to save the world	PERMA-BOUND	\$ 17.99	20%	\$ 5.95	\$ 13.23	\$ 3.75	\$ 14.24			
FORTUNE COOKIES OF MEEVIL	Housekeeper Amelia Beadella visits an art museum	STONE ARCH BOOKS	\$ 10.94	20%	\$ 4.99	\$ 6.10	\$ 11.27	\$ (1.18)			
AMELIA BEDELLA'S MASTERPIECE	Housekeeper Amelia Beadella visits an art museum	PERMA-BOUND	\$ 10.94	20%	\$ 4.99	\$ 6.95	\$ 9.74	\$ 1.20			
MAGIC SCHOOL BUS TAKES A MOONWALK	After moving, eight-year-old Malory struggles to adjust to a new school	PERMA-BOUND	\$ 12.49	20%	\$ 15.95	\$ (0.27)	\$ 13.56	\$ (1.07)			
BACK TO SCHOOL, MALLORY	After moving, eight-year-old Malory struggles to adjust to a new school	PERMA-BOUND	\$ 20.15	20%	\$ 16.99	\$ 6.56	\$ 11.21	\$ 8.94			
DUMB BUNNIES GO TO THE ZOO	The theft of all the lemons from her lemon tree	PERMA-BOUND	\$ 20.30	20%	\$ 8.95	\$ 13.14	\$ 26.26	\$ (5.96)			
BLACK-FOOTED FERRETS: BACK FROM THE BRINK	Profiles the history and decline of the black-footed ferret	BEARPORT PUBLISHING CO	\$ 21.56	20%	\$ 21.99	\$ 3.97	\$ 19.13	\$ 2.43			
SCOPES MONKEY TRIAL	Covers one of the most famous trials in American history	MITCHELL LANE PUBLISHERS	\$ 11.04	20%	\$ 6.99	\$ 5.45	\$ 5.93	\$ 5.11			
FIVE LITTLE MONKEYS JUMPING ON THE BED	A counting book in which one by one the little monkeys disappear	HOUGHTON MIFFLIN HARCOURT	\$ 5.94	20%	\$ 7.99	\$ (0.45)	\$ 6.79	\$ (0.85)			
TACKY THE PENGUIN	Tacky the penguin does not fit in with his sleek, sophisticated friends	HOUGHTON MIFFLIN HARCOURT	\$ 12.60	20%	\$ 17.99	\$ (1.79)	\$ 11.87	\$ 0.73			
PETE & PICKLES	It's Thanksgiving, and Dr. Carbles is grumpy	PERMA-BOUND	\$ 10.94	20%	\$ 4.99	\$ 6.95	\$ 9.95	\$ 6.08			
DR. CARBLES IS LOSING HIS MARBLES!	If you were a fuzzy caterpillar crawling through a forest	HENRY HOLT & CO.	\$ 22.06	20%	\$ 27.99	\$ (0.33)	\$ 15.98	\$ 6.41			
IN THE TALL, TALL GRASS (PAPER BIG B)	Presents illustrations of numbers from one to ten	HENRY HOLT & CO.	\$ 23.33	20%	\$ 27.00	\$ 1.73	\$ 22.91	\$ (1.31)			
YOU CAN COUNT ON MONSTERS	A mouse named Wemberly, who worries about counting	PERMA-BOUND	\$ 12.64	20%	\$ 7.99	\$ 6.25	\$ 11.90	\$ 0.74			
WEMBERLY WORRIED	A mouse named Wemberly, who worries about counting	PERMA-BOUND	\$ 9.31	20%	\$ 9.95	\$ 1.35	\$ 7.23	\$ 2.08			
UNDER THE LEMON MOON	The theft of all the lemons from her lemon tree	LEE AND LOW BOOKS	\$ 18.69	20%	\$ 10.99	\$ 9.90	\$ 7.25	\$ 11.44			
VERY HUNGRY CATERPILLAR	Follows the progress of a hungry little caterpillar	PENGUIN	\$ 15.29	20%	\$ 16.99	\$ 0.85	\$ 11.87	\$ 3.42			
SCHOOL'S FIRST DAY OF SCHOOL	On the first day of school at Frederick Douglass Elementary	ROARING BROOK	\$ 14.44	20%	\$ 17.99	\$ 0.90	\$ 11.21	\$ 3.23			
MIGHTY, MIGHTY CONSTRUCTION SITE	Told in rhyming text, Excavator, Bulldozer, Cranes, and more	CHRONICLE BOOKS	\$ 5.94	20%	\$ 6.99	\$ 0.35	\$ 4.61	\$ 1.33			
HOORAY, A PINATA!	After she chooses a cute dog pinata for her birthday	PENGUIN	\$ 6.79	20%	\$ 7.95	\$ 0.43	\$ 11.84	\$ (5.05)			
ALSO AN OCTOPUS	Sarah is afraid to start at a new school, but she finds a friend	CANDLEWICK PUBLISHING	\$ 6.79	20%	\$ 16.99	\$ (6.80)	\$ 11.21	\$ (4.42)			
CRAYON BOX THAT TALKED	Although they are many different colors, the crayons in the box have their own personalities	RANDOM HOUSE	\$ 5.94	20%	\$ 12.95	\$ (0.36)	\$ 8.55	\$ (2.61)			
A FROM MISS KELLER	Trisha wants to write something that will please her teacher	G. P. PUTNAM PUBLISHING	\$ 15.29	20%	\$ 17.99	\$ 0.90	\$ 12.53	\$ 1.86			
CHICKEN IN SPACE	An adventurous chicken and her pig friend travel to space	HARPER COLLINS PUBLISHERS	\$ 15.29	20%	\$ 17.99	\$ 0.90	\$ 11.87	\$ 3.42			
DAY THE GRAYVONS QUIT	When Duncan arrives at school one morning, he finds a note	PENGUIN	\$ 15.29	20%	\$ 17.99	\$ 0.90	\$ 11.87	\$ 3.42			
KING WHO RAINED	A little girl pictures the things her parents talk about	SIMON & SCHUSTER, INC.	\$ 7.64	20%	\$ 7.99	\$ 1.25	\$ 5.93	\$ 1.71			
LOTUS AND FEATHER	A lonely girl finds a friend when she and her friend go to a new school	DISNEY BOOK GROUP	\$ 15.29	20%	\$ 17.99	\$ 0.90	\$ 11.87	\$ 3.42			
STELLA BY STARLIGHT	When a burning cross sets by the Klan causes a girl to be ostracized	ATHENEUM	\$ 16.14	20%	\$ 18.99	\$ 0.95	\$ 12.53	\$ 3.61			
VOICES IN THE PARK	Lives briefly intertwine when two youngsters meet	DK PUBLISHING INC	\$ 7.64	20%	\$ 8.99	\$ 0.45	\$ 6.59	\$ 1.05			
WHERE THE MOUNTAIN MEETS THE MOON	Puritan neighbors regard Kit-Tyler with suspicion	HOUGHTON MIFFLIN HARCOURT	\$ 6.79	20%	\$ 17.99	\$ (7.60)	\$ 15.98	\$ (9.19)			
ADVENTURES OF HERCULES	Minli, an adventurous girl from a poor village, saves her father	PERMA-BOUND	\$ 16.89	20%	\$ 18.99	\$ 1.70	\$ 14.36	\$ 2.53			
ALL'S FAIRE IN MIDDLE SCHOOL	Although they are many different colors, the crayons in the box have their own personalities	STONE ARCH BOOKS	\$ 5.91	20%	\$ 6.95	\$ 0.25	\$ 4.38	\$ 1.53			
BAD ISLAND	Homeschooled by Renaissance Fair enthusiasts	DIAL	\$ 11.04	20%	\$ 12.99	\$ 0.85	\$ 8.57	\$ 1.26			
BIG NATE AND FRIENDS	When two brothers decide to prove how brave they are	ATHENEUM	\$ 7.64	20%	\$ 8.99	\$ 0.55	\$ 5.93	\$ 1.71			
FISH IN A TREE	After Reese and his family are stranded on an island, they must survive	SCHOLASTIC, INC	\$ 9.34	20%	\$ 10.99	\$ 0.90	\$ 7.25	\$ 2.09			
GIRL WHO DRANK THE MOON	Collects sixth-grader Nate Wright's adventures	ANDREWS & MC MEEL	\$ 8.49	20%	\$ 9.99	\$ 0.50	\$ 6.59	\$ 1.90			
KNOTS IN MY YO-YO STRING: THE AUTOBI	Ally's greatest fear is that everyone will find out about her secret	PENGUIN	\$ 7.64	20%	\$ 8.99	\$ 0.45	\$ 5.93	\$ 1.71			
WHEN YOU BEACH ME	A young girl raised by a kindly witch must use her magic to save the world	WORKMAN PUBLISHING CO, INC	\$ 8.46	20%	\$ 17.95	\$ (5.90)	\$ 11.85	\$ (3.39)			
ALL THE RIGHT STUFF	This Italian-American Newbery Medalist, press	THORNDIKE PRESS	\$ 18.66	20%	\$ 10.99	\$ 9.87	\$ 7.25	\$ 11.41			
DARNELL ROCK REPORTING	As her mother prepares to be a contestant on a game show	SQUARE FISH	\$ 5.94	20%	\$ 7.99	\$ (2.05)	\$ 6.59	\$ 1.40			
KEEPING THE MOON	After his father is killed in a random shooting	RANDOM HOUSE	\$ 8.49	20%	\$ 7.99	\$ 0.40	\$ 5.03	\$ 1.76			
THEODORE BOONE: KID LAWYER	After his mother's death, Matt takes a job at a law firm	HARPER COLLINS PUBLISHERS	\$ 10.19	20%	\$ 11.99	\$ 0.50	\$ 6.59	\$ 1.90			
TO ALL THE BOYS I'VE LOVED BEFORE	Soon after his mother's death, Matt takes a job at a law firm	HARPER COLLINS PUBLISHERS	\$ 15.36	20%	\$ 6.99	\$ 9.77	\$ 4.40	\$ 10.96			
WORDS ON BATHROOM WALLS	Jane's invitation to witness the making of the movie	RANDOM HOUSE	\$ 6.79	20%	\$ 7.99	\$ 0.40	\$ 5.27	\$ 1.12			
ABSOLUTELY REMARKABLE THING	Fifteen-year-old Colie, a former fat girl, spends her summer at a camp	SIMON & SCHUSTER, INC.	\$ 9.34	20%	\$ 10.99	\$ 0.55	\$ 6.92	\$ 2.42			
COURT OF FROST AND STARLIGHT	Thirteen-year-old Theodore Boone, a legal whiz, is sent to a boarding school	PENGUIN	\$ 4.24	20%	\$ 8.99	\$ 7.19	\$ 6.92	\$ 0.95			
DREAMS FROM MY FATHER: A STORY OF RA	Lara Jean's love life goes from imaginary to real	SIMON & SCHUSTER, INC.	\$ 9.34	20%	\$ 10.99	\$ 0.55	\$ 7.25	\$ 2.09			

FAREWELL TO MANZANAR	True story of one Japanese American family at	\$ 8.49	\$ 9.99	20%	\$ 7.99	\$ 0.50	\$ 13.10	\$ (4.61)	\$ (5.11)
HATE U GIVE MOVIE TIE-IN EDITIO	Contains Mature Material	\$ 16.14	\$ 18.99	20%	\$ 15.19	\$ 0.95	\$ 12.53	\$ 3.61	\$ 2.66
MARROW THIEVES	In a futuristic world ravaged by global warmi	\$ 12.71	\$ 14.95	20%	\$ 11.96	\$ 0.75	\$ 9.87	\$ 2.84	\$ 2.09
WE ALL LOOKED UP	The lives of four high school seniors intersect	\$ 10.19	\$ 10.99	20%	\$ 8.79	\$ 1.40	\$ 7.91	\$ 2.28	\$ 0.88
WHAT JANIE FOUND	While still adjusting to the reality of having b	\$ 8.49	\$ 9.99	20%	\$ 7.99	\$ 0.50	\$ 6.59	\$ 1.90	\$ 1.40
ANGEL THIEVES	The lives of four characters, including cennete	\$ 16.14	\$ 18.99	20%	\$ 15.19	\$ 0.95	\$ 12.53	\$ 3.61	\$ 2.66
BOYS WHO CHALLENGED HITLER: KNUID PED	Presents the story of a group of Danish boys	\$ 16.99	\$ 13.00	20%	\$ 10.40	\$ 6.59	\$ 13.19	\$ 3.80	\$ (2.79)
CRAZY HOUSE	In a future world where teenagers are taken,	\$ 8.49	\$ 9.99	20%	\$ 7.99	\$ 0.50	\$ 8.59	\$ (0.10)	\$ (0.60)
DEAD GIRLS DON'T LIE	Jaycee and Rachel were best friends until a te	\$ 9.34	\$ 9.99	20%	\$ 7.99	\$ 1.35	\$ 7.25	\$ 2.09	\$ 0.74
EVERY LAST WORD	Consumed by a stream of dark thoughts and	\$ 9.34	\$ 9.99	20%	\$ 7.99	\$ 1.35	\$ 7.25	\$ 2.09	\$ 0.74
IMMORTAL LIFE OF HENRIETTA LACKS	Documents the story of how scientists took ce	\$ 14.45	\$ 16.00	20%	\$ 12.80	\$ 1.65	\$ 11.22	\$ 3.23	\$ 1.58
SALT TO THE SEA	In this novel based on real-life events, Prussia	\$ 9.34	\$ 10.99	20%	\$ 8.79	\$ 0.55	\$ 7.25	\$ 2.09	\$ 1.54
TATTOOIST OF AUSCHWITZ	A vivid, harrowing, and ultimately hopeful re-	\$ 14.44	\$ 16.99	20%	\$ 13.59	\$ 0.85	\$ 14.51	\$ (0.07)	\$ (0.92)
TWO CAN KEEP A SECRET	While true-crime aficionado Ellery and her tw	\$ 16.99	\$ 19.99	20%	\$ 15.99	\$ 1.00	\$ 22.30	\$ (5.31)	\$ (6.31)
		\$ 1,065.00			\$ 814.03		\$ 862.48		

Really Good Stuff - #21.4 Pricing											Amazon Business	
Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price (MSRP)	Percent Discount	Net Price To Member	Price 8/19/2020	Notes/Shipping	Diff. Between CPC RGS & Amazon Business	
POCKET CHARTS & STANDS	Small Groups Pocket Chart	REALLY GOOD STUFF, LLC.	163792	163792	EA	\$ 39.99	5%	\$ 37.99	\$ 39.99		(\$2.00)	
BASKETS, BINS, TUBS AND HOLDERS	Store More Clipboard Stand	REALLY GOOD STUFF, LLC.	160571	160571	EA	\$ 45.99	5%	\$ 43.69	\$ 45.99		(\$2.30)	
POCKET CHARTS & STANDS	Pencil Solution Pocket Chart	REALLY GOOD STUFF, LLC.	164006	164006	EA	\$ 24.99	5%	\$ 23.74	\$ 24.99		(\$1.25)	
BASKETS, BINS, TUBS AND HOLDERS	4 Compartment Caddies Set Of 6	REALLY GOOD STUFF, LLC.	163402	163402	EA	\$ 29.99	5%	\$ 28.49	\$ 49.84		(\$21.35)	
ASSESSMENT TOOLS	Mini Behavior Tracker	REALLY GOOD STUFF, LLC.	163981	163981	EA	\$ 16.49	5%	\$ 15.67	\$ 22.59		(\$6.92)	
GAMES, TOYS & PUZZLES	Feed Me Greater Than Less Than	REALLY GOOD STUFF, LLC.	166688	166688	EA	\$ 9.49	5%	\$ 9.49	\$ 12.65		(\$3.16)	
POSTERS	Word Problems Word Poster Set	REALLY GOOD STUFF, LLC.	162978	162978	EA	\$ 12.99	5%	\$ 12.34	\$ 12.99		(\$0.65)	
POSTERS	Multiples Poster Set	REALLY GOOD STUFF, LLC.	161918	161918	EA	\$ 13.99	5%	\$ 13.29	\$ 13.99		(\$0.70)	
BASKETS, BINS, TUBS AND HOLDERS	4 Compartment Caddies Set Of 6	REALLY GOOD STUFF, LLC.	163402	163402	EA	\$ 29.99	5%	\$ 28.49	\$ 29.99	plus \$5.00 shipping	(\$1.50)	
POSTERS	Number Of The Day Poster	REALLY GOOD STUFF, LLC.	159761	159761	EA	\$ 6.49	5%	\$ 6.17	\$ 29.99		(\$23.82)	
PRIVACY SHIELDS	Privacy Shield Junior Gloss	REALLY GOOD STUFF, LLC.	160849	160849	EA	\$ 41.99	5%	\$ 39.89	\$ 41.99		(\$2.10)	
FURNITURE	Mail Center 27 Slot Revised OA	REALLY GOOD STUFF, LLC.	1597900A	1597900A	EA	\$ 174.99	5%	\$ 166.24	\$ 174.99		(\$8.75)	
EZC	EZC Highlighter Tape Multipack	REALLY GOOD STUFF, LLC.	151802	151802	EA	\$ 22.99	5%	\$ 21.84	\$ 29.36		(\$7.52)	
TEACHER AIDS	EZ Stick Classroom Line Helper	REALLY GOOD STUFF, LLC.	161876	161876	EA	\$ 18.99	5%	\$ 18.04	\$ 18.99	plus \$5.00 shipping	(\$0.95)	
GAMES, TOYS & PUZZLES	Subitizing Match Up Chips	REALLY GOOD STUFF, LLC.	163296	163296	EA	\$ 7.49	5%	\$ 7.49	\$ 7.49	plus \$5.00 shipping	(\$0.37)	
FOLDERS	My Writing Folder Zaner Bloser	REALLY GOOD STUFF, LLC.	153527	153527	EA	\$ 23.09	5%	\$ 21.94	\$ 29.46		(\$7.52)	
BASKETS, BINS, TUBS AND HOLDERS	Privacy Shield Storage	REALLY GOOD STUFF, LLC.	160709	160709	EA	\$ 37.99	5%	\$ 36.09	\$ 37.99	plus \$5.00 shipping	(\$1.90)	
CLASSROOM SUPPLIES	Desktop Prop And Park	REALLY GOOD STUFF, LLC.	158323	158323	EA	\$ 26.99	5%	\$ 25.64	\$ 26.99	plus \$5.00 shipping	(\$1.35)	
DESKTOP HELPERS	Zaner Bloser Dash Vinyl DTH	REALLY GOOD STUFF, LLC.	161795	161795	EA	\$ 32.99	5%	\$ 31.34	\$ 39.71		(\$8.37)	
CLASSROOM SUPPLIES	Desktop Helper Tape Strips	REALLY GOOD STUFF, LLC.	153493	153493	EA	\$ 13.49	5%	\$ 12.82	\$ 13.49	plus \$5.00 shipping	(\$0.67)	
MAGNETS	Magnetic Modeling Number Kit	REALLY GOOD STUFF, LLC.	157519	157519	EA	\$ 16.99	5%	\$ 16.99	\$ 16.99	plus \$5.00 shipping	(\$0.85)	
GAMES, TOYS & PUZZLES	Subitizing Match Up Chips	REALLY GOOD STUFF, LLC.	163296	163296	EA	\$ 7.49	5%	\$ 7.49	\$ 7.49	plus \$5.00 shipping	(\$0.37)	
FURNITURE	Mail Center 27 Slot Grouping	REALLY GOOD STUFF, LLC.	164167	164167	EA	\$ 69.99	5%	\$ 66.49	\$ 69.99		(\$3.50)	
PENCILS/PENCIL ACCESSORIES	Pencil Pal	REALLY GOOD STUFF, LLC.	160172	160172	EA	\$ 18.99	5%	\$ 18.04	\$ 30.32		(\$12.28)	
MAGNETS	Place Value Display Magnet Set	REALLY GOOD STUFF, LLC.	158164	158164	EA	\$ 18.99	5%	\$ 18.04	\$ 18.99	plus \$5.00 shipping	(\$0.95)	
TEACHER AIDS	Student Name Star Magnets 6	REALLY GOOD STUFF, LLC.	163493	163493	EA	\$ 14.24	5%	\$ 14.24	\$ 21.81		(\$7.57)	
DESKTOP HELPERS	120 Grid Desktop Helpers	REALLY GOOD STUFF, LLC.	165097	165097	EA	\$ 41.99	5%	\$ 39.89	\$ 41.99		(\$2.10)	
GAMES, TOYS & PUZZLES	Number Sense 11 To 20	REALLY GOOD STUFF, LLC.	163514	163514	EA	\$ 27.99	5%	\$ 26.59	\$ 34.54		(\$7.95)	
FOLDERS	Boomerang Folders	REALLY GOOD STUFF, LLC.	157236	157236	EA	\$ 29.99	5%	\$ 28.49	\$ 29.99	plus \$5.00 shipping	(\$1.50)	
BASKETS, BINS, TUBS AND HOLDERS	Pencil Dispenser	REALLY GOOD STUFF, LLC.	164237	164237	EA	\$ 16.49	5%	\$ 15.67	\$ 22.59		(\$6.92)	
GAMES, TOYS & PUZZLES	Comprehension Game Trio Gr-2-3	REALLY GOOD STUFF, LLC.	307407	307407	EA	\$ 43.99	5%	\$ 41.79	\$ 43.99		(\$2.20)	
BAGS AND POUCHES	Medium Book Pouches-BLACK-36	REALLY GOOD STUFF, LLC.	164994BK	164994BK	EA	\$ 187.64	5%	\$ 177.64	\$ 197.64		(\$9.88)	
FOLDERS	My Word Wall Folder Gr-1	REALLY GOOD STUFF, LLC.	307960	307960	EA	\$ 11.99	5%	\$ 11.39	\$ 11.99	plus \$5.00 shipping	(\$6.60)	
TEACHER AIDS	Acts Of Kindness Management	REALLY GOOD STUFF, LLC.	163826	163826	EA	\$ 12.99	5%	\$ 12.34	\$ 18.94		(\$6.60)	
MAGNETS	Place Value Display Magnet Set	REALLY GOOD STUFF, LLC.	158164	158164	EA	\$ 18.99	5%	\$ 18.04	\$ 18.99	plus \$5.00 shipping	(\$0.95)	
GAMES, TOYS & PUZZLES	Comprehension Game Trio Gr-2-3	REALLY GOOD STUFF, LLC.	307407	307407	EA	\$ 43.99	5%	\$ 41.79	\$ 43.99		(\$2.20)	
GAMES, TOYS & PUZZLES	Math Mats Dice Game	REALLY GOOD STUFF, LLC.	163233	163233	EA	\$ 17.99	5%	\$ 17.09	\$ 24.16		(\$7.07)	
POCKET CHARTS & STANDS	Park And Store Pocket Chart	REALLY GOOD STUFF, LLC.	162788	162788	EA	\$ 29.99	5%	\$ 28.49	\$ 36.64		(\$8.15)	
MANIPULATIVES	Soft Touch Blends + Digraphs	REALLY GOOD STUFF, LLC.	306976	306976	EA	\$ 19.54	5%	\$ 18.56	\$ 25.77		(\$7.21)	
LEARNING KIT	Secret Sight Words 1st 100 Fry	REALLY GOOD STUFF, LLC.	164038	164038	EA	\$ 23.79	5%	\$ 22.60	\$ 30.19		(\$7.59)	
DESKTOP HELPERS	Curse Desktop Helpers	REALLY GOOD STUFF, LLC.	165075	165075	EA	\$ 41.99	5%	\$ 39.89	\$ 44.81		(\$4.92)	
POCKET CHARTS & STANDS	Today's Calendar Pocket Chart	REALLY GOOD STUFF, LLC.	157458	157458	EA	\$ 39.99	5%	\$ 37.99	\$ 39.99		(\$2.00)	
BASKETS, BINS, TUBS AND HOLDERS	Alpha Storage Case w/Stickers	REALLY GOOD STUFF, LLC.	147768	147768	EA	\$ 17.99	5%	\$ 17.09	\$ 23.72		(\$6.63)	
WEARABLES	Multiplication Facts Bracelets	REALLY GOOD STUFF, LLC.	160452	160452	EA	\$ 15.99	5%	\$ 15.19	\$ 15.99	plus \$5.00 shipping	(\$0.80)	
MANIPULATIVES	Magnetic Letter Tiles	REALLY GOOD STUFF, LLC.	301469	301469	EA	\$ 11.49	5%	\$ 10.92	\$ 17.37		(\$6.45)	
CHAIR POCKETS	Deluxe Chair Pocket-36pk-BL/RE	REALLY GOOD STUFF, LLC.	159136	159136	EA	\$ 302.45	5%	\$ 287.33	\$ 302.45		(\$15.12)	
LABELS	Customizable Book Dividers	REALLY GOOD STUFF, LLC.	308156	308156	EA	\$ 22.99	5%	\$ 21.84	\$ 29.36		(\$7.52)	
CLASSROOM SUPPLIES	Calm Down Tools	REALLY GOOD STUFF, LLC.	166142	166142	EA	\$ 29.99	5%	\$ 28.49	\$ 29.99	plus \$5.00 shipping	(\$1.50)	
POCKET CHARTS & STANDS	Good Morning Day Pocket Chart	REALLY GOOD STUFF, LLC.	904134	904134	EA	\$ 9.99	5%	\$ 9.49	\$ 9.99	plus \$5.00 shipping	(\$0.50)	
FOOT COVERS	Quiet Chair Foot Covers Blue	REALLY GOOD STUFF, LLC.	160740	160740	EA	\$ 29.99	5%	\$ 28.49	\$ 29.99	plus \$5.00 shipping	(\$1.50)	
POCKET CHARTS & STANDS	Today Objective Pocket Chart	REALLY GOOD STUFF, LLC.	157012	157012	EA	\$ 5.25	5%	\$ 4.99	\$ 47.94		(\$42.95)	
READY-TO-DECORATE	Decorate Packed w/Staff Poster	REALLY GOOD STUFF, LLC.	161997	161997	EA	\$ 11.99	5%	\$ 11.39	\$ 11.99	plus \$5.00 shipping	(\$0.60)	
FOLDERS	Common Core Resource Folder 1	REALLY GOOD STUFF, LLC.	161800	161800	EA	\$ 21.99	5%	\$ 20.89	\$ 28.32		(\$7.43)	
POCKET CHARTS & STANDS	Word Family Pocket Chart	REALLY GOOD STUFF, LLC.	154182	154182	EA	\$ 34.49	5%	\$ 32.77	\$ 34.99	plus \$5.00 shipping	(\$2.22)	
JOURNALS	Jumbo Journals Gr K-2	REALLY GOOD STUFF, LLC.	155481	155481	EA	\$ 29.99	5%	\$ 28.49	\$ 29.99	plus \$5.00 shipping	(\$1.50)	

TEACHER AIDS	Who Is The Lucky Duck System	163289	EA	\$	12.99	5%	\$	12.34	\$	12.99	plus \$5.00 shipping	(\$0.65)
MAGNETS	Jumbo Magnetic Ten Frame Set	163786	EA	\$	27.99	5%	\$	26.59	\$	27.99	plus \$5.00 shipping	(\$1.40)
MANIPULATIVES	Story Prompt Sticks	163725	EA	\$	17.99	5%	\$	17.09	\$	24.16		(\$7.07)
LABELS	Universal Label Holder 5 Pack	160994	EA	\$	8.99	5%	\$	8.54	\$	8.99	plus \$5.00 shipping	(\$0.45)
EZC	EZC Reader Guiding Paws	159531	EA	\$	17.24	5%	\$	16.38	\$	17.24	plus \$5.00 shipping	(\$0.86)
SLIDE AND LEARNS	Slide + Learn Place Value Int	162791	EA	\$	22.99	5%	\$	21.84	\$	22.99	plus \$5.00 shipping	(\$1.15)
MANIPULATIVES	Tactile Sandpaper Upper Case	304038	EA	\$	13.99	5%	\$	13.29	\$	13.99	plus \$5.00 shipping	(\$0.70)
DRY ERASE	Non-Magnetic Dry Erase Board	308113	EA	\$	36.49	5%	\$	34.67	\$	59.17		(\$24.50)
POCKET CHARTS & STANDS	Class Schedule Pocket Chart BK	163240	EA	\$	27.99	5%	\$	26.59	\$	27.99	plus \$5.00 shipping	(\$1.40)
DRY ERASE	Double 10-Frame Dry Erase Set	160810	EA	\$	33.99	5%	\$	32.29	\$	40.74		(\$8.45)
FLIP CHART/FLIP BOOKS	EZRead Blends+Digraphs Books	306743	EA	\$	39.99	5%	\$	37.99	\$	39.99		(\$2.00)
				\$			\$	2,093.71	\$	2,443.60		(\$349.89)

Kaplan Early Learning - #21.4 Pricing

										Amazon Business			
Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price (MSRP)	Percent Discount	Net Price To Member	Price 8/19/2020	Qty. Discount	Notes/Shipping	Diff. Kaplan vs. Amazon	
STEM	BUILD A WATERWAY	Kaplan	61398	61398	EA	\$42.95	15%	\$36.51	\$ 42.95			(\$6.44)	
Children's Literature	CLASSIC READ ALOUD BOOK&CD SET	Kaplan	91322	91322	EA	\$65.95	15%	\$56.06	\$ 65.95			(\$9.89)	
Soft Play	CUBE CHAIR NATURAL	Kaplan	89686-NT	89686-NT	EA	\$64.95	15%	\$55.21	\$ 64.97	\$ 59.75		(\$9.76)	
Gots & Mats	COT NAME CLIPS SET OF 5	Kaplan	46566	46566	EA	\$10.95	15%	\$9.31	\$ 8.95	\$ 8.23	plus \$5.00 shipping	\$0.36	
Engineering	RAMP/TASTIC	Kaplan	63780	63780	EA	\$52.95	15%	\$45.01	\$ 52.95			(\$7.94)	
Classroom Essentials	LITTLE BUG WALKING ROPE	Kaplan	47733	47733	EA	\$42.95	15%	\$36.51	\$ 42.96	\$ 38.66		(\$6.45)	
Science	KAPLAN WEATHER BEAR SET	Kaplan	97275	97275	EA	\$57.95	15%	\$49.26	\$ 57.95	\$ 53.31		(\$8.69)	
Art	TODDLER ADJUSTABLE EASEL	Kaplan	10398	10398	EA	\$119.95	15%	\$101.96	\$ 119.95	\$ 110.35		(\$17.99)	
Dramatic Play	TODDLER MULTICULTURAL VESTS	Kaplan	63684	63684	EA	\$99.95	15%	\$84.96	\$ 99.95	\$ 91.95		(\$14.99)	
Outdoor Learning/Active Play	KAPLAN LOWERIDER TRIKE YL	Kaplan	62851-YL	62851-YL	EA	\$209.95	15%	\$178.46	\$ 189.95	\$ 174.75		(\$11.49)	
Fine Motor	CHAIN LINKS 60PCS	Kaplan	80751	80751	EA	\$55.95	15%	\$47.56	\$ 55.95	\$ 51.47		(\$8.39)	
Outdoor Learning/Active Play	KAPLAN SCOOTER YL	Kaplan	62853-YL	62853-YL	EA	\$179.95	15%	\$152.96	\$ 159.95	\$ 153.55		(\$6.99)	
Language & Literature	GERONIMO STILTTON BOOK SET	Kaplan	92307	92307	EA	\$79.95	15%	\$67.96	\$ 66.99		plus \$7.99 shipping	\$0.97	
Dramatic Play	PRETEND N PLAY -MY COMMUNITY	Kaplan	32377	32377	EA	\$71.95	15%	\$61.16	\$ 71.95	\$ 66.19		(\$10.79)	
Dramatic Play	PRETEND & PLAY KITCHEN SET	Kaplan	13861	13861	EA	\$52.95	15%	\$45.01	\$ 56.95	\$ 52.39		(\$11.94)	
Fine Motor	CLICK BLOCKS 24PCS	Kaplan	80744	80744	EA	\$40.95	15%	\$34.81	\$ 40.95	\$ 36.86		(\$6.14)	
STEM	BUILD AN ANIMAL	Kaplan	63197	63197	EA	\$46.95	15%	\$39.91	\$ 46.95			(\$7.04)	
Children's Literature	PROP-IT BIG BOOK EASEL	Kaplan	90701	90701	EA	\$27.95	15%	\$23.76	\$ 27.95		plus \$5.00 shipping	(\$4.19)	
Block Play	MIGHTY WHEELS COMBO	Kaplan	32962	32962	EA	\$61.95	15%	\$52.66	\$ 61.95			(\$9.29)	
Math	COUNTING TREE	Kaplan	81891	81891	EA	\$27.95	15%	\$23.76	\$ 27.95	\$ 25.16	plus \$5.00 shipping	(\$4.19)	
Dramatic Play	SOFT TOOL SET	Kaplan	39448	39448	EA	\$21.95	15%	\$18.66	\$ 21.95	\$ 19.76	plus \$5.00 shipping	(\$3.29)	
Art	JUMBO GRAYONS 200 CLASS SHARE	Kaplan	61320	61320	EA	\$54.95	15%	\$46.71	\$ 45.95	\$ 42.27		\$0.76	
Dramatic Play	HISPANIC GIRL DOLL 13 INCH	Kaplan	4966	4966	EA	\$29.95	15%	\$25.46	\$ 29.95		plus \$5.00 shipping	(\$4.49)	
Puzzles/Games	ALPHABET FLOOR PUZZLE/SPAN	Kaplan	63165	63165	EA	\$16.95	15%	\$14.41	\$ 16.95	\$ 15.26	plus \$5.00 shipping	(\$2.54)	
Sand & Water Play	SAND & WATER EXPLORATION TABLE	Kaplan	31485	31485	EA	\$329.95	15%	\$280.46	\$ 329.95			(\$49.49)	
Science	OUR FIVE SENSES GAME	Kaplan	70470	70470	EA	\$38.95	15%	\$33.11	\$ 38.95			(\$5.84)	
Music & Movement	TODDLER RHYTHM BAND SET	Kaplan	30512	30512	EA	\$70.95	15%	\$60.31	\$ 70.95	\$ 65.27		(\$5.24)	
Active Play	TACTILE SOUEAKY BALLS/SET 6	Kaplan	83559	83559	EA	\$34.95	15%	\$29.71	\$ 34.95		plus \$5.00 shipping	(\$5.24)	
Furniture	BOUNCY BAND FOR CHAIR	Kaplan	53469	53469	EA	\$14.95	15%	\$12.71	\$ 14.95		plus \$5.00 shipping	(\$2.24)	
Active Play	SENSORY BALLS	Kaplan	39452	39452	EA	\$42.95	15%	\$36.51	\$ 42.95	\$ 38.66		(\$6.44)	
Classroom Essentials	CHAIR SOCKS CLASSROOM SET /96	Kaplan	22369	22369	EA	\$122.95	15%	\$104.51	\$ 122.95			(\$18.44)	
Puzzles/Games	KAPLAN KNOB PUZZLE CASE ASSEMB	Kaplan	32056	32056	EA	\$79.95	15%	\$67.96	\$ 79.95	\$ 73.55		(\$11.99)	
Social/Emotional	GROWTH CHART	Kaplan	90160	90160	EA	\$21.95	15%	\$18.66	\$ 21.95		plus \$5.00 shipping	(\$3.29)	
Dramatic Play	TODDLER MARKETPLACE	Kaplan	63551	63551	EA	\$389.95	15%	\$331.46	\$ 389.95			(\$58.49)	
Health & Wellness/Nutrition	YOGA MAT - PURPLE 24IN X 60IN	Kaplan	53568-PU	53568-PU	EA	\$15.95	15%	\$13.56	\$ 15.95		plus \$5.00 shipping	(\$2.39)	
Gots & Mats	PREMIUM COT CARRIER STANDARD	Kaplan	90242	90242	EA	\$79.95	15%	\$67.96	\$ 79.95	\$ 73.55		(\$11.99)	
Soft Play	HOME COMFORT TDLR MOUNTAIN	Kaplan	89669	89669	EA	\$329.95	15%	\$280.46	\$ 329.95	\$ 303.55		(\$49.49)	
Furniture	VINYL WALKAROUND SMALL	Kaplan	70387	70387	EA	\$159.95	15%	\$135.96	\$ 159.95	\$ 147.15		(\$23.99)	
Children's Literature	LETS TAKE WALK EXPLORE NATURE	Kaplan	73784	73784	EA	\$44.95	15%	\$38.21	\$ 44.95			(\$6.74)	
Children's Literature	CLASSIC FAIRY TALES SET OF 5	Kaplan	71681	71681	EA	\$20.95	15%	\$17.81	\$ 20.95		plus \$5.00 shipping	(\$3.14)	
STEM	WHEN I GROW UP SCIENTIST KIT	Kaplan	63179	63179	EA	\$154.95	15%	\$131.71	\$ 154.95	\$ 142.55		(\$23.24)	
STEM	STEM JOURNAL SET OF 10	Kaplan	86303	86303	EA	\$21.95	15%	\$18.66	\$ 21.95		plus \$5.00 shipping	(\$3.29)	
Fine Motor	FUN TIME RATTLE SET	Kaplan	88640	88640	EA	\$21.95	15%	\$18.66	\$ 21.95	\$ 19.76	plus \$5.00 shipping	(\$3.29)	
								\$ 3,006.32	\$ 3,476.92				(\$470.60)

Lakeshore Learning - #21.4 Pricing

Amazon Business

Product Category	Product Description	Manufacturer	Manufacturer SKU	Vendor SKU	Unit of Measure	Catalog List Price (MSRP)	Percent Discount	Net Price To Member	Price 8/19/2020	Notes/Shipping	Diff. Between Lakeshore & Amazon
Math	Self-Teaching Math Machines - Complete Set	Lakeshore	LC1170	LC1170	One Unit	\$75.00	5%	\$ 71.25	\$ 126.79		(55.54)
Blocks & Manipulatives	Build-It-Yourself Woodworking Kit	Lakeshore	HH866	HH866	One Unit	\$39.99	5%	\$ 37.99	\$ 68.40		(30.41)
Math	Multiplication Machine	Lakeshore	LC1168	LC1168	One Unit	\$19.99	5%	\$ 18.99	\$ 32.48		(13.49)
Games	Getting Ready to Write Gumball Grab	Lakeshore	TT818	TT818	One Unit	\$29.99	5%	\$ 28.49	\$ 44.44		(15.95)
Dramatic Play	The Allowance Game	Lakeshore	LC1279	LC1279	One Unit	\$19.99	5%	\$ 18.99	\$ 38.87		(19.88)
Blocks & Manipulatives	Real-Working Cash Register	Lakeshore	PP723	PP723	One Unit	\$36.99	5%	\$ 35.14	\$ 64.99		(29.85)
Arts & Crafts	Turn & Learn Magnetic Gears	Lakeshore	DD939	DD939	One Unit	\$29.99	5%	\$ 28.49	\$ 49.99		(21.50)
Language	Rainbow Scratch Paper	Lakeshore	TS108	TS108	One Unit	\$9.99	5%	\$ 9.49	\$ 14.00	plus \$5.29 shipping	(4.51)
Games	Fill-In-The-Blank Phonics Stamps - Set 1	Lakeshore	GG299	GG299	One Unit	\$39.99	5%	\$ 37.99	\$ 81.99		(44.00)
Games	Multiplication Bingo	Lakeshore	JJ393	JJ393	One Unit	\$10.99	5%	\$ 10.44	\$ 35.00	plus \$5.77 shipping	(24.56)
Games	The Math Star Word Problem Game	Lakeshore	TT671	TT671	One Unit	\$24.99	5%	\$ 23.74	\$ 39.99		(16.25)
Games	Tic-Tac-Toe Game	Lakeshore	FG523	FG523	One Unit	\$14.99	5%	\$ 14.24	\$ 24.99		(10.75)
Math	Addition Machine	Lakeshore	LC1166	LC1166	One Unit	\$19.99	5%	\$ 18.99	\$ 38.47		(19.48)
								\$ 354.24	\$ 660.40		(306.16)

September 2, 2020

AmTab Manufacturing Corporation
Attn: Martha Davchev, Contract Specialist
600 Eagle Drive
Bensenville, IL 60106

Award Decision, RFP #21.4 – Instructional Materials & Classroom Supplies

Dear Martha Davchev,

The Cooperative Purchasing Connection (CPC), using the weighted criteria outlined in the Request for Proposal (RFP), have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering.

We are pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperatives Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; the Cooperative Purchasing Connection looks forward to working with you.

Regards,

A handwritten signature in black ink, appearing to read "Lisa M. Truax", is positioned below the "Regards," text.

Lisa M. Truax | Procurement Solutions Coordinator
Cooperative Purchasing Connection



Contract Offer & Award

Instructions: Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name	<u>AmTab Manufacturing Corporation</u>	Date	<u>08/03/2020</u>
Address	<u>600 Eagle Drive</u>	City, State, Zip	<u>Bensenville, IL 60106</u>
Contact Person	<u>Martha Davchev</u>	Title	<u>Paralegal / Contract Specialist</u>
Authorized Signature	<u><i>Martha Davchev</i></u>	Title	<u>Paralegal / Contract Specialist</u>
Email	<u>contractteam@amtab.com</u>	Phone	<u>630-301-7600</u>

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency	<u>Cooperative Purchasing Connection</u>		
Authorized Representative	<small>DocuSigned by:</small> <u><i>Jane Eastes</i></u> <small>6D9BB132BB3040A...</small>		
Name Printed or Typed	<u>Jane Eastes, Deputy Executive Director</u>		
Awarded this	<u>2nd</u>	day of	<u>September, 2020</u>
Contract Number	<u>21.4 - AMT</u>		
Contract to Commence	<u>October 1, 2020</u>		

September 2, 2020

Barnes & Noble Booksellers, Inc.
Attn: N. Evans-Watt, Contract Analyst
122 Fifth Avenue, Business Devel. Dept.
New York, NY 10011

Award Decision, RFP #21.4 – Instructional Materials & Classroom Supplies

Dear N. Evans-Watt:

The Cooperative Purchasing Connection (CPC), using the weighted criteria outlined in the Request for Proposal (RFP), have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering.

We are pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperatives Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; the Cooperative Purchasing Connection looks forward to working with you.

Regards,

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Lisa M. Truax | Procurement Solutions Coordinator
Cooperative Purchasing Connection



Contract Offer & Award

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Part I: Vendor

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Business Name	<u>Barnes & Noble Booksellers, Inc.</u>	Date	<u>July 17, 2020</u>
Address	<u>122 Fifth Avenue, Business Devel. Dept.</u>	City, State, Zip	<u>New York, NY 10011</u>
Contact Person	<u>N. Evans-Watt</u>	Title	<u>RFP/Contract Analyst</u>
Authorized Signature		Title	<u>VP, Business Development</u>
Email	<u>businessdevelopmentbids@bn.com</u>	Phone	<u>(212) 352-3668</u>

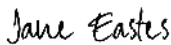
Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency Cooperative Purchasing Connection

Authorized Representative

DocuSigned by:



6D9BB132B63040A...

Name Printed or Typed Jane Eastes, Deputy Executive Director

Awarded this 2nd **day of** September, 2020 **Contract Number** 21.4 - BNN

Contract to Commence October 1, 2020

September 2, 2020

Kaplan Early Learning Company
Attn: Elizabeth Patterson
1310 Lewisville-Clemmons Rd
Lewisville, NC 27023

Award Decision, RFP #21.4 – Instructional Materials & Classroom Supplies

Dear Elizabeth Patterson,

The Cooperative Purchasing Connection (CPC), using the weighted criteria outlined in the Request for Proposal (RFP), have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering.

We are pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperatives Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; the Cooperative Purchasing Connection looks forward to working with you.

Regards,

A handwritten signature in black ink, appearing to read "Lisa M. Truax", is positioned below the "Regards," text.


Lisa M. Truax | Procurement Solutions Coordinator
Cooperative Purchasing Connection

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

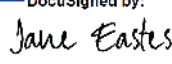
Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name	Kaplan Early Learning Company	Date	7-31-2020
Address	1310 Lewisville-Clemmons Rd	City, State, Zip	Lewisville, NC 27023
Contact Person	Elizabeth Patterson	Title	Associate Director of Bids/Contracts
Authorized Signature		Title	Associate Director of Bids/Contracts
Email	bids@kaplanco.com	Phone	800-334-2014

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency	Cooperative Purchasing Connection		
Authorized Representative	<div style="border: 1px solid black; padding: 2px;"> DocuSigned by:  <small>6D9BB132BE3040A...</small> </div>		
Name Printed or Typed	Jane Eastes, Deputy Executive Director		
Awarded this	2nd	day of	September, 2020
Contract Number	21.4 - KAP		
Contract to Commence	October 1, 2020		

September 2, 2020

Lakeshore Equipment Company
Attn: Chelsea Gayden, Bid Analyst
2695 E. Dominguez Street
Carson, CA 90895

Award Decision, RFP #21.4 – Instructional Materials & Classroom Supplies

Dear Chelsea Gayden

The Cooperative Purchasing Connection (CPC), using the weighted criteria outlined in the Request for Proposal (RFP), have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering.

We are pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperatives Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; the Cooperative Purchasing Connection looks forward to working with you.

Regards,

A handwritten signature in black ink, appearing to read "Lisa M. Truax", is positioned below the "Regards," text.

Lisa M. Truax | Procurement Solutions Coordinator
Cooperative Purchasing Connection

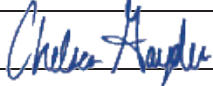


Contract Offer & Award

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Part I: Vendor

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Business Name	Lakeshore Equipment Company dba Lakeshore Learning Materials	Date	7/28/2020
Address	2695 E. Dominguez St.	City, State, Zip	Carson, CA 90895
Contact Person	Chelsea Gayden	Title	Bid Analyst
Authorized Signature		Title	Bid Analyst
Email	biddept@lakeshorelearning.com	Phone	(800) 421-5354

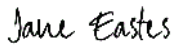
Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency Cooperative Purchasing Connection

Authorized Representative

DocuSigned by:



6D9BB132BB3040A...

Name Printed or Typed

Jane Eastes, Deputy Executive Director

Awarded this 2nd **day of** September, 2020 **Contract Number** 21.4 - LKS

Contract to Commence October 1, 2020

September 2, 2020

Perma-Bound Books
Attn: Carol Foster, Bid Coordinator
617 E. Vandalia Road
Jacksonville, IL 62650

Award Decision, RFP #21.4 - Instructional Materials & Classroom Supplies

Dear Carol Foster:

The Cooperative Purchasing Connection (CPC), using the weighted criteria outlined in the Request for Proposal (RFP), have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering.

We are pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperatives Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; the Cooperative Purchasing Connection looks forward to working with you.

Regards,

A handwritten signature in black ink, appearing to read "Lisa M. Truax", is positioned below the "Regards," text.

Lisa M. Truax | Procurement Solutions Coordinator
Cooperative Purchasing Connection



Contract Offer & Award

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Part I: Vendor

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Business Name	<u>Perma-Bound Books</u>	Date	<u>7/7/2020</u>
Address	<u>617 E. Vandalia Road</u>	City, State, Zip	<u>Jacksonville, IL 62650</u>
Contact Person	<u>Carol Foster</u>	Title	<u>Bid Coordinator</u>
Authorized Signature	<u><i>Carol Foster</i></u>	Title	<u>Bid Coordinator</u>
Email	<u>books@perma-bound.com</u>	Phone	<u>800-637-6581</u>

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency Cooperative Purchasing Connection

Authorized Representative

DocuSigned by:
Jane Eastes
6D9BB132BB3040A...

Name Printed or Typed Jane Eastes, Deputy Executive Director

Awarded this 2nd **day of** September, 2020 **Contract Number** 21.4 - PBB

Contract to Commence October 1, 2020

September 2, 2020

Really Good Stuff, LLC
Attn: Lynn Yeager, VP of Sales
PO Box 1111
Shelton, CT 06484

Award Decision, RFP #21.4 - Instructional Materials & Classroom Supplies

Dear Lynn Yeager,

The Cooperative Purchasing Connection (CPC), using the weighted criteria outlined in the Request for Proposal (RFP), have completed their review of the proposals received. Evaluation criteria included qualifications and experience, quality and variety of product selection, pricing, services and support, and ease of ordering.

We are pleased to announce that your proposal received the recommendation for award. This decision is subject to the approval of the Cooperative Purchasing Connection and the North Dakota Educators Service Cooperatives Boards of Directors and the successful negotiation of a mutually acceptable contract.

I will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; the Cooperative Purchasing Connection looks forward to working with you.

Regards,

A handwritten signature in black ink, appearing to read "Lisa M. Truax", is written over a horizontal line.

Lisa M. Truax | Procurement Solutions Coordinator
Cooperative Purchasing Connection



Contract Offer & Award

Instructions: Part I of this form is to be completed by the Vendor and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Vendor

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Technical Specifications, and being familiar with all of the conditions surrounding the proposed projects, hereby offer and agree to furnish all labor, materials, supplies, equipment and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Vendor to all terms and conditions stated in the proposal.

Business Name	REALLY GOOD STUFF, LLC.	Date	7/29/2020
Address	PO BOX 1111	City, State, Zip	SHELTON/CT/06484
Contact Person	LYNN YEAGER	Title	VP OF SALES
Authorized Signature	<i>Lynn Yeager</i>	Title	VP OF SALES
Email	BIDSUPPORT@REALLYGOODSTUFF.COM	Phone	800-366-1920

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Vendor, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from a CPC participating agency. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below and continue unless terminated, canceled or extended. By mutual written agreement as warranted, the contract may be extended for one (1) additional 24-month period.

Awarding Agency Cooperative Purchasing Connection

Authorized Representative

DocuSigned by:

Jane Eastes

6D9BB132BB3040A...

Name Printed or Typed Jane Eastes, Deputy Executive Director

Awarded this 2nd day of September, 2020 Contract Number 21.4 - RGS

Contract to Commence October 1, 2020