

**MASTER AGREEMENT #010725****CATEGORY: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services****SUPPLIER: Nasco Education LLC**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Nasco Education LLC, 901 Janesville Ave., Fort Atkinson, WI 53538 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on May 14, 2029, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (Solicitation #010725) to Participating Entities. In-Scope solutions include:
- a) Teaching resources, curriculum, kits, videos, and Do-it-Yourself (DIY) activities;
- b) Sight, sound, and sensory learning tools;
- c) MakerSpace and fabrication laboratory (Fab Lab) equipment and products;
- d) Robotics, Artificial Intelligence (AI), and coding equipment and products;
- e) Design tools and educational or production-grade 3D printers;
- f) Virtual reality, augmented reality, or simulation devices and applications;
- g) Industrial and technical equipment or tools;
- h) Agricultural or plant science equipment and products; and
- i) Renewable or alternative energy educational products.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) Supplier Representations:

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) Bankruptcy Notices. Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) Debarment and Suspension. Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200). Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 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 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 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 contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week 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 work week. The requirements of 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 which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 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. Supplier

certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require 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). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains 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. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have 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. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 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.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.
- xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2: Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
 - Maintenance and management of this Agreement;
 - Timely response to all Sourcewell and Participating Entity inquiries; and
 - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and

maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) Grant of License.

a) During the term of this Agreement:

i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) Use; Quality Control.

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) Venue and Governing law between Sourcewell and Supplier Only. The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
 - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3: Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's


standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity’s unique Sourcewell account number.

- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Nasco Education LLC

Signed by:


COFD2A139D06489...


By: _____

Jeremy Schwartz

Title: Chief Procurement Officer

Date: 5/8/2025 | 4:05 PM CDT

Signed by:


BF482BD960904FA...

By: _____

Michelle Au

Title: Contract Sales Manager

Date: 5/8/2025 | 3:16 PM CDT

RFP 010725 - STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

Vendor Details

Company Name: Nasco Education LLC

Does your company conduct business under any other name? If yes, please state: Nasco

Address: 901 Janesville Ave
Fort Atkinson, WI 53538

Contact: Michelle Au

Email: bids@nascoeducation.com

Phone: 800-558-9595

Fax: 800-372-1236

HST#: 81-2923579

Submission Details

Created On: Tuesday November 19, 2024 08:34:05

Submitted On: Monday January 06, 2025 08:40:55

Submitted By: Michelle Au

Email: bids@nascoeducation.com

Transaction #: b9c4fbd4-c82f-43f8-8294-bd3e4b20edf1

Submitter's IP Address: 69.130.6.212

Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond “N/A” if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Nasco Education LLC	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	J67PV43JLJ27	*
5	Provide your NAICS code applicable to Solutions proposed.	45511003, 45941003, 45521915, 61111007	
6	Proposer Physical Address:	901 Janesville Ave Fort Atkinson, WI 53538	*
7	Proposer website address (or addresses):	www.nascoeducation.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Michelle Au, Contract Sales Manager, 901 Janesville Ave Fort Atkinson, WI 53538, bids@nascoeducation.com, 800-558-9595	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Michelle Au, Contract Sales Manager, 901 Janesville Ave Fort Atkinson, WI 53538, bids@nascoeducation.com, 800-558-9595	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	N/A	*

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *	
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Nasco Education was founded over 80 years ago by a teacher with a vision to provide hands-on tools that make learning engaging and impactful. Since then, we have grown into a trusted partner for K–12 educators, offering solutions that foster inquiry-based, hands-on learning across a wide array of subjects, including STEM/STEAM, art, math, science, social-emotional learning (SEL), P.E. and health, family and consumer sciences, health sciences, agriculture education, and classroom environments.</p> <p>At the heart of our business philosophy is the belief that hands-on learning sets the stage for student engagement and success in school and beyond. Our mission is to help educators equip students with the skills needed to thrive in the 21st century.</p> <p>Our core values are rooted in supporting educators through personalized service, professional development resources, and innovative teaching tools, including proprietary kits that can't be found anywhere else. Time and again, customers praise the quality of our materials and our commitment to helping educators achieve their goals in the classroom.</p> <p>For more than eight decades, Nasco Education has remained steadfast in our mission to empower educators and inspire students through experiential learning, ensuring future generations are prepared to meet the challenges of tomorrow.</p>	*
12	What are your company's expectations in the event of an award?	<p>Nasco Education's expectation in the event of an award is to establish a strong and collaborative partnership with Sourcewell. We anticipate working closely with Sourcewell to effectively market the contract and drive sales from Sourcewell members across the United States.</p> <p>Our team will be fully trained to understand the contract details, ensuring they can provide exceptional support and guidance to Sourcewell customers. We will also commit to completing all reporting requirements and submitting fees in a timely manner, adhering to Sourcewell's standards of excellence.</p> <p>Our ultimate goal is to achieve sustained growth by increasing Sourcewell-related sales each quarter. By combining our expertise in educational solutions with Sourcewell's reach and influence, we are confident this contract will be highly successful for both parties.</p>	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>Nasco Education has been in business for over 83 years and has maintained consistent financial stability throughout its history. As a privately owned business, we prefer to keep our financial statements confidential. To demonstrate our financial strength and stability, we have provided a reference letter from Johnson Bank, along with a list of credit references, in the document upload section. These documents confirm our strong financial position and long-standing reputation for fiscal responsibility.</p> <p>Our financial stability allows us to reliably serve educators across the United States with high-quality products and services, ensuring we meet the demands of large-scale contracts and partnerships such as this one.</p>	*
14	What is your US market share for the Solutions that you are proposing?	Nasco Education's overall US market share in the education marketplace is less than 0.5%.	*
15	What is your Canadian market share for the Solutions that you are proposing?	Nasco Education does not have any Canadian market share and does not sell to Canada	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Nasco Education has never entered into bankruptcy proceedings.	*

17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Nasco Education is best described as a reseller. We carry products from hundreds of manufacturers, making it impractical to include written authorization from each manufacturer in this proposal. Instead, we provide the following certification: We certify that we are authorized to sell all products listed in the Nasco Education STEM, Math, Science, and Art Education catalogs by the manufacturers of those products. Additionally, we do not operate a dealer network. All products offered are provided directly by Nasco Education.	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	We carry all required business licenses needed to conduct business in the United States. Beyond that we are not required to hold any licenses or certifications.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	No "Suspension or Disbarment" information has applied to Nasco Education during the past ten years.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Time and again, our customers have praised our personalized service, our free professional development resources, and our extensive line of teaching tools, including proprietary kits they can't get anywhere else. Here are just some of their endorsements: "You have GREAT customer service. I love being able to speak with a real person when calling in about a problem." Jill O., NC "Your team has the absolute best customer service of any organization I deal with." – Cristy H., KY "The quality and prices of the art supplies are excellent! Customer Service is wonderful!" - Justine C., NY "We love Nasco — it's the only vendor I use. It's a wonderful company that encourages, supports, and inspires teachers and students alike." -Darlene H., AZ "I choose to work with and purchase from Nasco because they provide quality products, great customer service, and continue to offer innovative products, lesson plans, and teaching materials." – Marla P., NE "I love everything about Nasco Education — the products, the lesson plans, the discounts, etc. It is my go-to!" – Lisa K., CA	*
21	What percentage of your sales are to the governmental sector in the past three years?	Our sales to the governmental sector (cities, counties, etc.) made up 1.5% of sales in 2023, 1.87% in 2022, and 2.08% in 2021 .	*
22	What percentage of your sales are to the education sector in the past three years?	Our sales to the education sector (including K-12 and higher education) made up 72.35% of sales in 2023, 72.78% in 2022, and 73.02% in 2021.	*

23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Nasco Education holds many cooperative purchasing contracts throughout the United States, too numerous to list in full as part of this proposal. Below are four examples of purchasing contracts that Nasco Education holds with their sales volumes: BuyBoard – National Annual average: \$250k 10+ years in partnership TIPS Annual average: \$300k 7+ years in partnership CPC Annual average: \$800k 10+ years in partnership KEDC Annual average: \$200k 7+ years in partnership	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Nasco Education does not hold any GSA contracts or Standing Offers and Supply Arrangements.	*

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Corona Norco USD	Jannette Delgado, Buyer	951-7.6-5656 Ext: 11137	*
Lewisville ISD	S. David Lyons, Director of Procurement and Contracts	972-350-0954	*
Albuquerque Public Scools	Dionne Nicole Sanchez, District Buyer	505-878-6116	*

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company’s capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
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26	Sales force.	<p>Our company is uniquely positioned to serve Sourcewell members across the United States, leveraging our robust sales network, dedicated customer service capabilities, and expertise in K–12 education:</p> <p>Sales Force Coverage:</p> <p>We have a highly skilled Contract Sales Team comprising four FTEs at our headquarters in Fort Atkinson, WI, with two additional regional representatives positioned in the Midwest and on the West Coast who support members in all 50 states throughout the US.</p> <p>Our Wisconsin team includes a Contract Sales Manager, Bid Specialists, Customer Solutions Managers, and more, all of whom are direct employees, ensuring consistency and quality in customer service.</p> <p>Specialized Expertise:</p> <p>Our Sales, Product, Sourcing, and Customer Care Teams specialize in K-12 education, including STEM/STEAM education, allowing them to understand the unique needs of schools, districts, and educators and offer the most comprehensive line of learning materials.</p> <p>Team members are trained in cooperative purchasing agreements, enabling them to guide Sourcewell members through the purchasing process efficiently.</p> <p>Customer Support and Service:</p> <p>In addition to our sales force, we have 14 FTEs dedicated to customer service, ensuring that every order is processed accurately and promptly.</p> <p>Our service team overlaps with our sales team through a collaborative approach, allowing for seamless transitions from inquiry to fulfillment.</p>	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Nasco Education does not have a network of Authorized Sellers or other distribution methods.	*
28	Service force.	Nasco Education does not provide services and has no service force.	*
29	Describe your service and support standards for your products (e.g., replacement plans, parts, etc.).	<p>Nasco Education is committed to ensuring customer satisfaction through prompt and efficient service. Our Customer Care team is dedicated to assisting customers with returns, replacements, and any support needs in a timely manner.</p> <p>For instances of merchandise damaged during shipment, we follow these protocols:</p> <p>Truck Deliveries: Customers must notify Nasco Customer Care within 15 business days of delivery to allow us to file a freight claim with the trucking company.</p> <p>FedEx or Priority Mail Deliveries: Customers should contact Nasco Customer Care immediately upon discovering the damage.</p> <p>In all cases, it is crucial to retain the original carton and packing materials to facilitate the claims process.</p> <p>Our goal is to minimize disruptions and provide a seamless resolution experience for our customers.</p>	*
30	Describe the ways in which your products are scalable to the size of an eligible participating entity.	<p>Nasco Education is well-equipped to meet the needs of participating entities of all sizes with a warehouse facility that enables us to handle large-scale orders efficiently. Our product offerings include a wide range of options and flexible quantities, ensuring we can accommodate both small schools and large districts.</p> <p>This scalability allows us to support entities ranging from individual classrooms to district-wide implementations, making sure every student has access to the tools they need for success.</p>	*
31	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Orders can be placed in multiple ways including online at www.nascoeducation.com , by phone at 800-558-9595, by faxing a Purchase Order to 800-372-1236 or by emailing orders@nascoeducation.com . Our Customer Care team is available to assist with ordering and order processing M-F 7am-5pm CST.	*

32	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Nasco Education's customer service team includes approximately 14 phone representatives and 6 customer service specialists located at our Fort Atkinson, WI, headquarters. These highly trained professionals are available weekdays from 7:00 AM to 5:00 PM CST, providing comprehensive support for a wide range of customer needs.</p> <p>Services Provided:</p> <p>Order Placement: Our phone representatives assist with placing orders quickly and efficiently.</p> <p>Custom and Large Orders: The team provides support for pricing requests, bulk orders, and the creation of custom kits tailored to specific needs.</p> <p>Product Assistance: We guide customers in product selection and offer helpful resources to ensure successful use.</p> <p>Shipment Tracking and Claims: Specialists handle tracking shipments, resolving issues with missing or damaged items, and processing warranty claims.</p> <p>Returns and Replacements: Returns and replacements are processed promptly to minimize disruptions.</p> <p>Contact Options:</p> <p>Phone: 800-558-9595</p> <p>Email: custserv@nascoeducation.com</p> <p>Fax: 800-558-9595</p> <p>Our team is committed to responding to all customer inquiries within 24 hours of initial contact.</p> <p>Performance and Incentives:</p> <p>To ensure excellence, we track various performance metrics for each team member. Annual raises are allocated based on these metrics, encouraging employees to consistently provide outstanding service.</p> <p>At Nasco Education, we strive to offer responsive, reliable, and personalized customer service to meet the unique needs of educators and administrators.</p>	*
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Nasco Education is excited to offer our extensive range of products and services to Sourcewell participating entities across the United States. With over 80 years of experience supporting educators, we have honed our processes to ensure seamless, efficient, and reliable service delivery.</p> <p>Our ability to serve participating entities is bolstered by the following:</p> <p>Diverse Product Offering: We provide a wide variety of hands-on teaching tools across multiple subject areas, including STEM, visual arts, health sciences, family and consumer sciences, and more, tailored to meet the diverse needs of educators.</p> <p>National Reach: Nasco Education is equipped to serve organizations of all sizes, from small rural schools to large urban districts, ensuring equitable access to high-quality educational resources.</p> <p>Expert Support: Our team is dedicated to providing personalized assistance, helping Sourcewell entities select the best solutions for their unique requirements.</p> <p>Custom Kits and Bulk Orders: We specialize in creating custom kits and managing large orders to streamline procurement for participating entities.</p> <p>Dependable Logistics: With a large warehouse and established distribution networks, we ensure timely and accurate order fulfillment.</p> <p>We are eager to partner with Sourcewell to make a significant impact on participating entities, helping them achieve their educational goals through our proven expertise and high-quality products.</p>	*
34	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Nasco Education is not able to ship to Canada and is unable to provide any items for Sourcewell participating entities in Canada.	*
35	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Nasco Education is not able to ship any products to Canada and is unable to provide any items for Sourcewell participants in Canada. Nasco Education is able to ship to all 50 states in the US.	*

36	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	Nasco Education wishes to provide entire product line to all customers; however, some items are restricted to purchasing only by K12 entities due to regulations or supply issues.	*
37	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Alaska, Hawaii, and US Territories are excluded from free shipping. Shipping charges will be applied at time of order. Customers can reach out to quotes@nascoeducation.com or 800-558-9595 to request a quote including shipping charges.	*
38	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	All Sourcewell participating entities in the US will be eligible to utilize the terms of any awarded master agreement.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
39	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Our marketing strategy for promoting this opportunity with Sourcewell focuses on raising awareness, highlighting the benefits of the agreement, and driving engagement among members. It ensures a high level of visibility and accessibility for Sourcewell members, making it easy for them to take full advantage of this partnership.</p> <p>Email Marketing: Dedicated emails tailored to Sourcewell members, showcasing the advantages of purchasing our K-12 STEM/STEAM materials through the cooperative agreement.</p> <p>Direct Mail: Eye-catching flyers and catalogs distributed to educators and administrators, emphasizing ease of procurement.</p> <p>Digital Presence: Inclusion on our dedicated Cooperative Purchasing landing page, with backlinks to Sourcewell's website. Sourcewell members, featuring FAQs, resources, and a streamlined ordering process.</p> <p>Collaborative Initiatives: Participation in co-branded marketing materials, including providing helpful, informative content for newsletters and events.</p> <p>Representative Samples: We've included samples of emails, direct mail pieces, and promotional flyers showcasing our experience in cooperative marketing and the quality of our materials.</p>	*

40	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Nasco Education leverages a variety of digital tools and strategies to connect with educators and administrators, ensuring our messaging resonates with their specific needs:</p> <p>Social Media Engagement</p> <p>Platforms: We maintain an active presence on platforms such as Instagram, Facebook, and LinkedIn to reach a diverse audience.</p> <p>Content: Posts include educational tips, buying guides, videos, product spotlights, classroom inspiration, and engaging activities to foster authentic connections with educators.</p> <p>Metadata Utilization for Personalization</p> <p>We collect and analyze metadata from our website interactions, including search queries, page views, and clicks, to understand customer interests.</p> <p>Insights allow us to personalize email campaigns, recommend relevant products, and tailor our messaging to match the user's preferences.</p> <p>Email Campaign Optimization</p> <p>Segmentation: Emails are segmented by audience (e.g., elementary vs. high school educators).</p> <p>Results: Our emails consistently outrank industry standards for both open rates and click-through rates.</p> <p>Search Engine Optimization (SEO)</p> <p>We focus on SEO-rich keywords that educators search for, such as "hands-on STEM activities" or "STEAM tools for classrooms," to ensure our content is discoverable.</p> <p>Metadata and structured data ensure our educational resources rank highly on search engines.</p> <p>Data-Driven Campaign Analysis</p> <p>Advanced analytics platforms help us track key performance indicators, such as website traffic, conversion rates, and customer retention.</p>	*
41	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>In our view, Sourcewell plays a critical role in promoting agreements arising from this RFP by acting as a bridge between awarded vendors and its member organizations. Sourcewell ensures members are informed about available contracts, facilitates connections between vendors and members, and provides support in co-developing and approving marketing initiatives to maximize contract visibility and usage.</p> <p>As an experienced partner with other cooperative purchasing groups, we have a proven process for seamlessly integrating Sourcewell-awarded agreements into our operations, including the following:</p> <p>Marketing Integration: We will incorporate targeted emails to members to inform them about the benefits of purchasing through this agreement. Our website will prominently highlight the Sourcewell contract to ensure it is easily identifiable and emphasizes our partnership.</p> <p>Sales and Contract Team Enablement: Our Sales and Contract Teams will receive training on the specifics of the Sourcewell contract, including how to facilitate purchasing for members.</p> <p>Collaborative Promotion: We will collaborate closely with Sourcewell to co-brand promotional materials, provide relevant content to members, and engage in other joint outreach efforts to drive awareness among members.</p> <p>By combining Sourcewell's reach and expertise with our established marketing and sales processes, we are confident in our ability to promote and grow this agreement effectively. Together, we can ensure members have access to the high-quality STEM/STEAM materials they need to inspire K-12 learners.</p>	*

42	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Yes, Nasco Education offers seamless integration with a wide range of e-procurement systems, ensuring an efficient and streamlined purchasing experience for governmental and educational customers.</p> <p>Supported Systems: We currently support integrations with a wide range of e-procurement platforms, including Skyward, EqualLevel, Oracle, and Sungard, among others. These systems enable customers to significantly reduce paperwork, simplify purchasing workflows, and save valuable time when ordering from us.</p> <p>Customer Experience: Many of our educational customers use these platforms to place orders with ease, ensuring compliance with procurement policies while maintaining quick access to our comprehensive catalog of STEM/STEAM materials. Once integrated, users can search for products, generate purchase orders, and complete transactions directly within their chosen e-procurement system.</p> <p>Flexibility and Support: We work closely with customers to set up their preferred e-procurement platform, using a seamless process that takes only 24–48 hours. FAQs, a list of supported systems, and contact information for our e-procurement support team are available at www.nascoeducation.com/purchasing-solutions2.</p>	*
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Table 5A: Value-Added Attributes (150 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	
43	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Nasco Education does not offer training programs.	*

44	Describe any technological advances that your proposed Solutions offer.	<p>Nasco Education's STEM offerings integrate cutting-edge technology to enhance learning outcomes and foster 21st-century skills in K–12 students. Key technological advances in our solutions include:</p> <p>Robotics and Coding:</p> <p>Our robotics kits feature advanced components like sensors, microcontrollers, and AI capabilities to teach students coding, engineering, and problem-solving.</p> <p>We offer programmable robots that allow students to engage with real-world applications of automation and technology, including artificial intelligence.</p> <p>Circuitry and Electricity:</p> <p>Interactive circuitry kits with modular components allow students to experiment with building circuits, learning about electrical flow, and creating their own projects.</p> <p>Advanced kits include integration with coding platforms, enabling students to combine electrical engineering with programming.</p> <p>3D Printing Technology:</p> <p>Maker tools like 3D printers and design software allow students to prototype and create tangible models, fostering creativity, innovation, and critical thinking.</p> <p>Data Collection and Analysis Tools:</p> <p>Digital sensors and probes connect to devices for real-time data collection, enabling hands-on exploration of scientific concepts such as temperature, motion, and force.</p> <p>Environmental Science Technology:</p> <p>Tools for investigating sustainability, renewable energy, and ecosystems include solar kits, wind turbines, and water monitoring devices.</p> <p>These solutions encourage students to engage with environmental challenges and explore real-world solutions.</p> <p>Integrated Digital Learning Platforms:</p> <p>Many of our solutions connect to digital platforms for coding, design, and data analysis, ensuring students gain exposure to industry-relevant technologies.</p> <p>Through these advances, Nasco Education empowers educators to bring technology-rich, inquiry-based learning to their classrooms, helping students develop the skills they need for success in a rapidly evolving world.</p>	*
45	Describe what innovations you are bringing to the market, and how these innovations align with future trends in STEM Education.	<p>Nasco Education is dedicated to driving innovation in STEM education with products that align with the needs of a tech-driven future. Key innovations include:</p> <p>AI-Enabled Robotics: Hands-on robotics kits with artificial intelligence, enabling students to explore machine learning and problem-solving.</p> <p>AR/VR Experiences: VR headsets bring immersive learning to health science classrooms, allowing students to explore anatomy, medical procedures, and real-life scenarios in a virtual environment. Additionally, our AR sandbox provides a dynamic way to visualize and interact with topographic landscapes, helping students understand physical geography and environmental science concepts in a hands-on, digital format.</p> <p>Sustainability-Focused Kits: Tools and curricula centered on renewable energy and environmental science, preparing students for careers in sustainability and green technologies.</p> <p>3D Printing and Design Thinking: Helping students prototype and create tangible models, fostering innovation and skills essential for engineering and design fields.</p> <p>Coding and Computational Tools: Platforms and kits designed to teach coding, data analysis, and algorithmic problem-solving, critical for tech-driven careers.</p> <p>These innovations reflect the shift toward immersive, hands-on learning experiences that focus on creativity, critical thinking, and real-world applications in STEM education.</p>	*

46	Describe how your solutions align with state education standards for STEM subjects.	<p>Many of Nasco Education's solutions align with both national and state-specific education standards for STEM subjects, including the Next Generation Science Standards (NGSS), Common Core State Standards (CCSS), and state-adopted curriculum frameworks.</p> <p>Our hands-on STEM kits, robotics tools, and coding platforms support the development of critical thinking, problem-solving, and collaboration skills, all of which are emphasized in these standards. Additionally, our resources are specifically tailored to meet grade-level expectations, ensuring that students gain the foundational knowledge and skills required for future academic success in science, technology, engineering, and mathematics.</p> <p>By providing comprehensive materials that foster inquiry-based learning, we ensure that educators can easily integrate our solutions into their lessons while meeting both state and national STEM standards.</p>	*
47	Provide information on the availability and accessibility of state education standards within your offered solutions. If the standards are integrated and searchable on your website, describe the search functionality and the resources available to help educators easily locate and apply the relevant standards within your offered solutions.	Many of our solutions include detailed teacher guides or online resources that clearly outline how each product aligns with state and national education standards. These guides provide educators with easy access to specific standards, including those related to STEM subjects such as science, mathematics, engineering, and technology.	*
48	Describe the ways in which your offerings may be customized and deployed.	Nasco Education offers the flexibility to create custom kits tailored specifically to the unique needs of each curriculum. We work closely with educators to understand their requirements and provide expert guidance in selecting the most relevant products. Once the product selection is made, we handle the entire process—from sourcing the materials to packaging them into ready-to-use kits. These customized kits are then shipped directly to schools, ensuring they arrive fully prepared for use in the classroom. This streamlined process allows for a seamless integration of our resources into any educational setting.	*
49	Describe how your offerings integrate with other curricula, platforms, or solutions.	<p>Nasco Education's products are designed with flexibility in mind, ensuring they can seamlessly integrate with a wide range of curricula and educational solutions. Our STEM and STEAM materials can be easily incorporated into existing lesson plans and are compatible with both traditional and digital learning environments.</p> <p>We work with educators to ensure that our tools complement other curricular frameworks, such as NGSS, Common Core, and state-specific standards, allowing teachers to enhance their lessons with hands-on learning experiences that align with the objectives of their curriculum.</p>	*
50	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Nasco Education is dedicated to reducing waste and promoting energy conservation through a reduced carbon footprint, increased efficiency, and a hybrid work environment. Our catalogs are available in a digital format, and our physical catalogs are printed on paper sourced from a mill that plants 2.5 million trees annually, is dedicated to sustainable forest management and clean energy, and is certified by the Forest Stewardship Council.	*
51	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Nasco Education does not have any third-party issued eco-labels, ratings, or certifications to report.	*

52	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>Nasco Education stands out in the industry by offering unparalleled customization capabilities through our dedicated custom kit facility. This unique feature allows us to create tailor-made kits that align precisely with any activity, unit, or curriculum, providing Sourcewell participating entities with solutions that meet their specific needs.</p> <p>Key attributes of our custom kit offerings include:</p> <p>Comprehensive Customization: Our team of experts works collaboratively with educators to manage every detail, from product sourcing and pricing to assembly and packaging, ensuring the final product is exactly what's required.</p> <p>Vast Inventory and Supplier Network: With over 75,000 items in stock and access to 6,000 educational suppliers, we can source almost any product to include in your custom kits.</p> <p>Expansive Production Facility: Our 600,000-square-foot facility is dedicated to building kits efficiently and accurately, accommodating orders of all sizes.</p> <p>Design Services: We can design and produce supplementary materials, such as instruction booklets or worksheets, to include in kits, further personalizing the educational experience.</p> <p>This custom kit capability, combined with our long-standing commitment to hands-on, inquiry-based learning, positions Nasco Education as a unique and valuable partner for Sourcewell participating entities. We're dedicated to delivering innovative, practical, and scalable solutions that empower educators and engage students effectively.</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
53	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
55		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
56		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
57		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
58		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
59		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
60		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
61		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
62	Describe your payment terms and accepted payment methods.	Nasco Education offers Net 30 terms upon approval of a completed credit application and multiple payment methods including payment by credit card at time of purchase, ACH, and check.	*
63	Describe any leasing or financing options available for use by educational or governmental entities.	Nasco Education does not offer leasing or financing options.	*
64	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	Custom Discount Sheet, Bid Exception Clarification: Custom Discount Sheet (also known as the Proforma) is a document available to all participating entities which explains in further detail the discount structure being offered and more information regarding the terms and contact information for Nasco Education. Bid Exception Clarification goes into further detail regarding terms and exclusions to the offer.	*
65	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	Yes, Nasco Education accepts the P-card procurement and payment process at the time the order is placed. There is no additional cost to Sourcwell participating entities for using this process.	*
66	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Nasco Education offers 10%-20% off list price of qualifying items. Discounts vary by category, exclusions to discounting do apply and items excluded from discounting will be sold at list price. Please see Custom Discount sheet and Bid Exception Clarification for more details.	*
67	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Nasco Education is offering 10%-20% off list price on qualifying items. Some exclusions apply. Qualifying items will receive the following discounts by category: Art and Classroom Environment-20%, Agricultural Education, Dissection Materials, Family and Consumer Sciences, Geometry & Algebra, Health & PE Education, Math Education, Science Education, SEL & Mental Health, Special Education and STEM/STEAM-15%, Health Sciences-10%. Exclusions do apply and items excluded from discounts will receive 0% off list price.	*
68	Describe any quantity or volume discounts or rebate programs that you offer.	Nasco Education does not offer any rebate programs or any specific volume discounts. Large-quantity requests can be reviewed on a case-by-case basis for possible deeper discounting.	*
69	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Nasco Education will work directly with customers to facilitate ordering sourced items that we do not carry if we are able to. Participating entities should reach out to quotes@nascoeducation.com for such requests.	*
70	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Nasco Education does not provide installation, set-up, inspection, or training.	*
71	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	Qualifying orders greater than \$199 will receive free shipping (excludes Alaska and Hawaii). Qualifying orders between \$50-\$199 will be charged \$14.95 shipping per order. Qualifying orders less than \$50 will be charged \$19.95 shipping and handling. Items excluded from free shipping will be charged actual shipping costs at the time of order.	*
72	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Alaska and Hawaii are excluded from free shipping. Please call 800-558-9595 for rates. Nasco Education does not ship to Canada.	*
73	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Nasco Education is not offering any unique distribution or delivery methods through this proposal.	*

74	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	Orders that have "Sourcewell" on the PO or reference Nasco Education's assigned quote number 60164 will be applied to quote 60164 in our system. Applying the quote on all Sourcewell orders will ensure that the pricing is correct. Each quarter a report will be run for all orders that used the Sourcewell quote number. Because all Sourcewell orders will be entered under that quote number, this report will contain all Sourcewell member sales for the quarter. A few purchase orders can be spot-checked at this time to ensure that they referenced the Sourcewell contract. The fee will be calculated from the total sales on the quote sales report.	*
75	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	Below are a few examples of metrics we will use to measure whether we are having success with the contract: 1. Total sales on the contract monthly/quarterly/yearly 2. Number of separate entities that have used the contract 3. Average order volume 4. Month over month growth on sales/number of entities	*
76	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Nasco is proposing a 1.5% administrative fee for this contract. This is negotiable if Sourcewell requests a different administrative fee in order to be awarded.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
77	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	All discounts are off list price of qualifying items, some items are excluded from discount and will be sold at list price. Discounts vary by category as listed: 20% off: Art Education and Classroom Supplies 15% off: Math, Science & Dissection, STEM/STEAM, Family and Consumer Sciences, Agricultural Education, PE/Health Education, Social-Emotional Learning 10% off: Health Sciences Contract pricing can be found on www.nascoeducation.com by entering 60164 in "Discount Quote Number" box	*

Table 7A: Depth and Breadth of Offered Solutions (150 Points, applies to Table 7A and 7B)

Line Item	Question	Response *
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78	<p>Provide a detailed description of all the Solutions, including used, offered in the proposal.</p>	<p>For over 80 years, Nasco Education has been a trusted provider of hands-on learning solutions designed to inspire curiosity and critical thinking in K–12 students. Our comprehensive offerings empower educators to create engaging, inquiry-based learning environments that align with STEM and STEAM educational goals, as well as a variety of additional subject areas.</p> <p>STEM & STEAM Solutions:</p> <p>Our STEM & STEAM materials are tailored to support cross-disciplinary learning and problem-based inquiry, fostering skills in science, technology, engineering, art, and math through experiential tools and activities. These solutions are designed to:</p> <p>Encourage critical thinking and collaboration.</p> <p>Provide real-world applications of classroom concepts.</p> <p>Support standards-aligned instruction.</p> <p>Expanded Subject Area Offerings:</p> <p>Beyond our STEM/STEAM offerings, Nasco Education provides a wide range of materials to meet the diverse needs of K–12 educators:</p> <p>Math and Science: Hands-on manipulatives for understanding complex math concepts. Lab supplies and experiments for exploring biology, chemistry, physics, and earth sciences.</p> <p>Visual Arts: High-quality art supplies for K–12 classrooms, including ceramics, painting, and mixed media tools.</p> <p>Health Sciences: Anatomical models, dissection specimens, and curriculum materials for teaching anatomy, physiology, and healthcare skills.</p> <p>Physical Education (P.E.) and Health: Equipment and resources to promote physical activity, fitness, and health education.</p> <p>Family and Consumer Science: Tools and resources for teaching culinary arts, sewing, personal finance, and career readiness.</p> <p>Agricultural Education: Supplies and curriculum for teaching animal and plant science, Agri-Technology, sustainability, and farm-to-table concepts.</p> <p>Social-Emotional Learning (SEL): Interactive games, activities, and resources to build emotional intelligence, foster empathy, and promote positive relationships.</p> <p>Classroom Furniture: Functional, durable, and adaptable furniture solutions for classrooms, STEM labs, art studios, and more, designed to support collaborative and flexible learning environments.</p> <p>Educator Support and Professional Development:</p> <p>To help educators succeed, Nasco Education offers extensive support tools, including free lesson plans, webinars, how-to videos, and products that include comprehensive teaching guides.</p>
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79	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Nasco Education provides a diverse range of products and services within the STEM/STEAM category. The following subcategories best describe our offerings:</p> <p>STEAM Kits and Materials: Comprehensive kits designed to integrate science, technology, engineering, art, and math in hands-on activities.</p> <p>Makerspace Supplies: Tools and materials for creating innovative maker spaces, including crafting tools, building sets, and technology integration.</p> <p>Robotics and Coding: Robotics kits, programming tools, and coding resources to enhance computational thinking and problem-solving skills.</p> <p>Augmented and Virtual Reality: Immersive AR and VR tools to bring concepts to life, providing students with engaging, interactive learning experiences.</p> <p>Circuitry and Electricity: Hands-on materials for exploring circuits, electricity, and foundational electronics concepts.</p> <p>Engineering Resources: Equipment and activities to teach structural design, mechanical engineering, and creative problem-solving.</p> <p>Environmental Science: Kits and tools for investigating sustainability, ecosystems, weather patterns, and renewable energy.</p> <p>Measurement and Data: Tactile and digital tools to teach measurement, data collection, analysis, and graphing skills.</p> <p>Media Production: Tools and kits for creating multimedia projects, including videography, sound recording, and animation.</p> <p>Mathematics Manipulatives: Visual and tactile tools to support math instruction and real-world problem-solving.</p> <p>Art Integration Supplies: Materials that combine creativity with STEM concepts, such as design-focused kits and mixed media tools.</p> <p>Science Investigation Tools: Lab equipment, experiments, and resources for biology, chemistry, physics, and environmental science.</p> <p>Professional Development Resources: Lesson plans, instructional guides, webinars, and videos to support educators in implementing STEAM in their classrooms.</p>	*
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Table 7B: Depth and Breadth of Offered Solutions

Indicate below if the listed types or classes of Solutions are offered within your proposal. Additionally, provide a brief description and any relevant comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments	
80	Teaching resources, curriculum, kits, videos, and Do-it-Yourself (DIY) activities.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Nasco Education offers a broad selection of teaching resources, curriculum, kits, videos, and DIY activities designed to enhance hands-on learning in both small and large STEM settings. Resources are aligned with educational standards and designed to make teaching easier and more interactive.	*
81	Sight, sounds, and sensory learning tools.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Nasco Education offers a variety of sensory learning tools designed to engage students through sight, sound, and touch, creating immersive and multi-sensory educational experiences. These tools support students in different learning environments, particularly those with special education needs, but are also beneficial for any classroom setting.	*
82	MakerSpace and fabrication laboratory (Fab Lab) equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Nasco Education offers a wide range of MakerSpace and Fab Lab tools designed to inspire creativity, innovation, and hands-on learning in K-12 classrooms. Our offerings include a variety of arts and craft materials, makerspace kits, engineering and building tools, coding and robotics, design challenges, 3D printers, and more. These tools enable students to explore creativity, engineering, technology, and problem-solving while gaining practical skills that prepare them for future careers in design, engineering, and technology.	*

83	Robotics, Artificial Intelligence (AI), and coding equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Nasco Education offers a variety of products in robotics, AI, and coding designed for K-12 classrooms, including robotics kits that range from beginner to advanced. More advanced robotics align with easy-to-use software and coding languages (such as Scratch, Python, and block-based programming) that allow students to learn to code and control robots, simulate AI models, and more.	*
84	Design tools and educational or production-grade 3D printers.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Nasco Education offers a range of 3D printing solutions specifically tailored for educational settings. Our offerings include compact, user-friendly 3D printers ideal for classroom environments, enabling students to explore concepts like design thinking, engineering, and prototyping. We also offer more advanced printers suitable for projects in high schools, technical education programs, and makerspaces.	*
85	Virtual reality, augmented reality, or simulation devices and applications.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>VR Headsets: Primarily used in health science classrooms, these headsets allow students to explore anatomy, medical procedures, and real-life scenarios in a virtual environment, enhancing understanding of complex concepts.</p> <p>AR Sandbox: This innovative tool uses augmented reality to create dynamic, real-time visualizations of physical changes in topographic landscapes, helping students grasp environmental science and geography concepts.</p> <p>Simulation Devices for Health Sciences: We offer an extensive selection of high-quality simulation devices, including anatomical models, patient simulators, and other healthcare training tools. These devices enable students to practice real-world medical procedures, improving their hands-on skills in a safe, controlled environment.</p>	*
86	Industrial and technical equipment or tools.	<input type="radio"/> Yes <input checked="" type="radio"/> No	Nasco Education does not offer industrial training tools or equipment. Our focus is on providing educational solutions and materials for K-12 STEM and STEAM classrooms, including hands-on learning tools in fields like science, engineering, robotics, health sciences, and more. While we offer tools for technical education, such as robotics kits and health science simulators, they are designed to support student learning in academic environments rather than industrial training settings.	*
87	Agricultural or plant science equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Nasco Education offers a wide range of agricultural and plant science equipment and products designed to support K-12 students in exploring agriculture, horticulture, environmental science, hydroponics and aquaponics, animal husbandry, and vet science. Our products are specifically tailored for hands-on learning in classrooms, greenhouses, and outdoor environments.	*
88	Renewable or alternative energy educational products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Nasco Education offers a variety of renewable and alternative energy products designed to engage students in learning about sustainability and green technologies. Our product line includes solar energy kits, wind turbine models, and other hands-on tools that teach students about renewable energy sources and their real-world applications. These products help students understand key concepts in energy generation, environmental science, and sustainability, preparing them for future careers in green technology and engineering fields.	*
89	Technology and services to the extent that they are complementary and directly related to the solutions described in 80 - 88 above, including hardware and software, training, professional development, accreditation, certification or credentialing, installation, maintenance or repair, support, and warranty programs. However, this solicitation should NOT be construed to include "service-only" or "software-only" solutions.	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Many of our products are accompanied by teacher guides, online resources, projects, activities, and videos to support effective classroom implementation. These resources are designed to enhance the hands-on learning experience and align with STEM objectives.</p> <p>Additionally, many of our materials are backed by manufacturer's support and warranty programs, ensuring a seamless experience for educators and students alike.</p>	*

Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 90. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<input type="radio"/> Yes <input checked="" type="radio"/> No

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - Custom Discount Sheet, Bid Exception Clarification, Quote Terms.pdf - Friday December 13, 2024 15:12:50
 - [Financial Strength and Stability](#) - NASCO CREDIT REFERENCES AND BANK LETTER.pdf - Friday December 13, 2024 15:14:25
 - [Marketing Plan/Samples](#) - Marketing Examples.pdf - Friday December 13, 2024 15:31:02
 - WMBE/MBE/SBE or Related Certificates (optional)
 - Standard Transaction Document Samples (optional)
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - Nasco Education Catalogs and How To's.pdf - Friday December 13, 2024 15:32:55

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Michelle Au, Contract Sales Manager, Nasco Education LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_11_STEM_Education_RFP010725 Mon December 30 2024 04:34 PM	<input checked="" type="checkbox"/>	2
Addendum_10_STEM_Education_RFP010725 Fri December 27 2024 09:18 AM	<input checked="" type="checkbox"/>	1
Addendum_9_STEM_Education_RFP010725 Tue December 24 2024 11:10 AM	<input checked="" type="checkbox"/>	3
Addendum_8_STEM_Education_RFP010725 Fri December 20 2024 03:10 PM	<input checked="" type="checkbox"/>	2
Addendum_7_STEM_Education_RFP010725 Fri December 13 2024 03:07 PM	<input checked="" type="checkbox"/>	2
Addendum_6_STEM_Education_RFP010725 Wed December 11 2024 03:32 PM	<input checked="" type="checkbox"/>	2
Addendum_5_STEM_Education_RFP010725 Mon December 9 2024 08:40 AM	<input checked="" type="checkbox"/>	1
Addendum_4_STEM_Education_RFP010725 Thu December 5 2024 08:38 AM	<input checked="" type="checkbox"/>	1
Addendum_3_STEM_Education_RFP010725 Tue December 3 2024 03:36 PM	<input checked="" type="checkbox"/>	1
Addendum_2_STEM_Education_RFP010725 Tue November 26 2024 11:31 AM	<input checked="" type="checkbox"/>	2
Addendum_1_STEM_Education_RFP010725 Tue November 12 2024 03:04 PM	<input checked="" type="checkbox"/>	2