

**MASTER AGREEMENT #010725****CATEGORY: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services****SUPPLIER: Carolina Biological Supply Company**

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 Carolina Biological Supply Company, 2700 York Road, Burlington, NC 27215 (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.

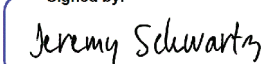
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within 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

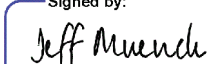
standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must 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

Carolina Biological Supply Company

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 5/12/2025 | 7:27 PM CDT

Signed by:

003057038C0040E...
By: _____
Jeff Muench
Title: Vice President, Chief Customer Officer
Date: 5/12/2025 | 11:57 AM PDT

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

Vendor Details

Company Name: Carolina Biological Supply Company

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

Address: 2700 York Rd
Burlington, NC 27215

Contact: Angela Walker

Email: pricingagreements@carolina.com

Phone: 800-334-5551 7688

Fax: 800-222-7112

HST#: 56-0364367

Submission Details

Created On: Tuesday December 10, 2024 07:18:15

Submitted On: Monday January 06, 2025 10:10:39

Submitted By: Jeff Muench

Email: jeff.muench@carolina.com

Transaction #: 69bcbf20-ca28-4828-a433-d85a8fbbad93

Submitter's IP Address: 192.226.108.194

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.	Carolina Biological Supply Company	*
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):	Cage: 59896 SAM: ZFWXGL8D5915	*
5	Provide your NAICS code applicable to Solutions proposed.	423490-Other Professional Equipment and Supplies Merchant Wholesalers	
6	Proposer Physical Address:	2700 York Rd, Burlington, NC 27215	*
7	Proposer website address (or addresses):	www.carolina.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):	Jeff Muench Vice President, Chief Customer Officer 2700 York Rd Burlington, NC 27215 jeff.muench@carolina.com 336-538-6271	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Angela Walker Contract Manager 2700 York Rd Burlington, NC 27215 pricingagreements@carolina.com 336-446-7688	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Chastity Westry Director, National Sales 2700 York Rd Burlington, NC 27215 chastity.westry@carolina.com 336-538-6221	*

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>World-Class Support for Science Education Since 1927</p> <p>We began in 1927 as a vision of what a science supplier could be, and we still embody that future-focused visionary perspective. At Carolina, we are constantly striving to improve and innovate to be the best we can be, always aiming for excellence in everything that we do.</p> <p>Since the time we were founded by Dr. Thomas E. Powell Jr., a young geology and biology professor at Elon College, we have prioritized people, and because of the dynamic people behind our company, we have been able to enjoy a successful tenure as a leading science supplier in the decades since we were established. With over 37 different departments, each employee plays a key role in our success. If you happened to tour our facilities, you would likely be fascinated by all the amazing things you'd see happening here.</p> <p>Dr. Powell instilled 3 key words into every person he hired: innovation, quality, and service. He based these 3 principles on the belief that Carolina staff members remained a part of education and functioned as partners with colleagues working in the classroom.</p> <p>We Culture, Collect, Develop, and Test Our Products</p> <p>Carolina is an extraordinary company. From technical science expertise to business and leadership acumen, we are fortunate to have a broad range of strengths. Many of our employees also have a background in education, which we draw upon to create effective products and learning tools that get results.</p> <p>We do our own field collection, grow many of our own cultures, prepare specimens for classroom study, and develop/test many of our new products right here at our Burlington, NC facilities. We work in partnership with educators and scientists outside of Carolina to make sure we have a substantial, diverse offering.</p> <p>In addition to serving schools, colleges, and governmental agencies, our products have also been used by the scientific and health communities. Carolina has also supplied NASA scientists with various products for their important work, including use in outer space.</p> <p>Innovating Since 1927</p> <p>If you walk our campus, you'll be captivated by the vibrant atmosphere and the flurry of activity that makes you wonder what amazing thing will be revealed next. Carolina takes pride in being the first company to provide an electrophoresis gel that is very low in toxicity and does not need UV to see through. We developed FlyNap to anesthetize fruit flies so they can be studied. We were also the first company to develop and provide an easy-to-use food supply for fruit flies.</p> <p>We have the largest single butterfly species production on the east coast. Our butterfly building, (yes, building) is simply a fantastic experience. While walking through this wonderland, you are surrounded by the different stages of the butterfly life cycle. It doesn't take long before you are taken with that child-like wonder of discovering nature.</p> <p>About Our Products and Services</p> <p>Everything you need for science education—including living organisms, preserved specimens, anatomical models, laboratory chemicals and equipment, microscopes, prepared microscope slides, CTE (health science) products, STEM products, and more can be purchased directly from Carolina. We specialize in serving the traditional K-12/college classroom and lab. We also provide a Knowledge Center with free articles, resources, and teaching tools for educators as well as NGSS" compliant products, many of which are remote applicable. Additionally, many of our products are also geared to help you and your students get the most out of remote learning.</p> <p>OUR VISION:</p> <p>To be the leading hands-on science education company in America.</p> <p>OUR MISSION:</p> <p>To liberate education from the status quo, making science the best part of the day.</p> <p>VALUE STATEMENT</p> <p>Our core values shape our culture and define the character of our Company, guiding how we behave and make decisions:</p> <p>Innovation—Constantly bringing new products, tools, and resources to educators to help them teach in new, more powerful ways.</p> <p>Quality—Products and services you can depend on . . . guaranteed!</p> <p>Service—Easy to order, easy to use, and you get it when you need it.</p> <p>People—Valuing our people, encouraging their development, and rewarding their performance.</p> <p>Safety—Working safely, promoting wellness, and protecting the environment.</p> <p>Integrity—Treating our customers, our business partners, and each other with the highest level of honesty and integrity.</p>
12	What are your company's expectations in the event of an award?	<p>Carolina is a proud current Sourcwell contract holder. This has been a great opportunity for our company. It has provided us with both the opportunity to increase sales with existing customers and customer acquisition. We hope the fact that we are an approved Sourcwell vendor has brought additional value to Sourcwell as well. We want to continue as a Sourcwell vendor and in turn expand our partnership and Sourcwell membership.</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.	Carolina is a private, family-owned company and we don't publish financial statements. However, included is our D and B report which demonstrates our financial strength and stability. Also included is our Certificate of Incorporation which shows the longevity of our company	*
14	What is your US market share for the Solutions that you are proposing?	The Sourcewell Contract would not be applicable to the Canadian market. We have a different marketing strategy outside the US.	*
15	What is your Canadian market share for the Solutions that you are proposing?	N/A	*
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.	N/A	*
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?	Carolina is both a manufacturer and a reseller. We are proud to have a network of vendors, and the company is an authorized distributor/reseller for hundreds of brands. Reseller authorization letter requests for specific items will be considered on a case-by-case basis--Carolina considers its dealer/reseller information confidential. We carry over 12,000 products. In addition to distribution and reselling, Carolina manufactures many products that the company sells. We culture several of the living and perishable materials as well as manufacture prepared microscope slides and preserved specimens. We do not have a dealer network for the distribution of our products; Carolina sells directly to the educational market. Through our marketing efforts, we promote contracts to our existing customers and attempt to acquire new contract customers. All manufacturing employees are Carolina employees as well as our sales and service force.	*
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.	N/A - Carolina is not required to have licenses and certifications to provide the products and services covered by this solicitation. Carolina is not bidding on professional development, training, or installation services so certifications are not required.	*
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.	N/A	*

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Carolina has introduced many new innovative products and kits for STEM Education. 2024 Best of STEM Awards and Best of STEM Finalists were granted for 5 of Carolina's offerings.</p> <p>- Winner in Best Freebies for STEM, Carolina Lab Skills. The goal of Carolina's Lab Skills initiative is two-fold: 1) To provide instructors with free resources to help students make up lost ground and get comfortable with skills that they are missing and 2) To make sure that instructors are comfortable with specialized skills that are outside their area of expertise. Each Lab Skill is made up of three components. A video, a classroom poster, and a student handout.</p> <p>- Winner in Best Resources for Analyzing and Interpreting Data, How Do Polygenic Risk Scores Stack Up? Kit This novel classroom activity provides a unique experience that teaches both graphing literacy and genetics codeveloped with the HudsonAlpha Institute for Biotechnology. This kit uses authentic data and graphical representations to address 2 central questions: How are traits, such as disease risk, distributed across a population? And how can identifying an individual's risk shape health care decision-making? This activity employs 3-dimensional boxes to represent normal and skewed population curves, giving learners a visually impactful hands-on experience with the data. Students use these curves to examine polygenic risk scores and assess a person's risk for 2 different complex diseases. In addition to teaching essential data and graphing skills, the activity also highlights a weakness in current genomic research—lack of diversity—with the hope of equipping the next generation of researchers, health care workers, and consumers to address this critical issue.</p> <p>-Winner in Trailblazer Award: Biotechnology, Taq Polymerase Production and Validation Kit With this one-of-a-kind kit, students purify Taq polymerase, an enzyme used in polymerase chain reactions, from bacteria engineered to produce it, then test the enzyme's activity by performing PCR with it. As students gain hands-on experience with PCR, they learn the same lab skills used in the biotechnology workplace.</p> <p>-Winner in CTE Champion: STEM, BioTechBuilder BioTechBuilder is a proven program that prepares students for careers in biotechnology by combining a comprehensive curriculum with industry-recognized certifications and hands-on learning. Designed by BioBuilder Educational Foundation in partnership with Carolina Biological Supply Company.</p> <p>-Finalist in Best of STEM for Biology, Exploring Selection with Wisconsin Fast Plants and Cotyledons Kit This lab kit utilizes an innovative approach to teaching complex biological concepts through hands-on experience. By utilizing Wisconsin Fast Plants, the kit provides a tangible way for students to observe and understand artificial selection, a process analogous to natural selection, which is a fundamental mechanism of evolution. This direct observation of selective pressure and trait prevalence offers an invaluable learning experience, bridging theoretical knowledge with practical application. This is not Carolina's first time winning these awards. Carolina has won twelve Educators Pick Best of STEM Awards over the past three years. In 2023, Educators Pick Best of STEM Awards recognized Carolina for: Bridging the Gap—English Language Learners: Science & Literacy: Building Blocks of Science® 3D Most Comprehensive Culturally Relevant Teaching: Smithsonian Science for the Classroom® CTE Training: Health Science Training Kits: Carolina® Healthcare Simulations Kit Series: Blood Typing Kit Trailblazer Award: Hybrid Learning Superhero: Carolina Distance Learning® Online Gateway HyFlex Trailblazer: Biotechnology Innovator: CRISPR in a Box™ Kit Finalist: Best of STEM: Environmental Science: 3-D Earth and Space Science Kits In 2022, Educators Pick Best of STEM Awards recognized Carolina for: Bridging the Gap: Webinar Series Exemplar Webinar Series: Integrating Science and Engineering Practices Trailblazer: Immersive Reality VR Pig Dissection: Hoggin' the Scalpel Procedure In 2021, Educators Pick Best of STEM Awards recognized Carolina for: Extended Reality (AR/VR): Carolina® Biotechnology Simulator: Bacterial Transformation Best Freebies for STEM: Carolina Essentials™ In 2020: Best of Show™ Award: 2019 NSTA Virtual National Conference These awards spotlight the innovative products, technologies, and services that are changing the world of STEM education. It is the only awards program created for and by teachers, and the winners are determined by specially selected STEM educator judges and by email from fellow educators.</p>
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21	What percentage of your sales are to the governmental sector in the past three years?	2%	*
22	What percentage of your sales are to the education sector in the past three years?	85%	*
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?	Carolina Biological is a private family-owned company, we do not publish financial information such as sales to consortiums and states. Sales volume to Sourcewell for the 2022–2024-time frame was 14,354,019.22. A list of our cooperative and state agreements can be found on our website at: https://knowledge.carolina.com/carolina-solutions-are-cooperative-purchasing-compliant/	*
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?	Carolina does not have any GSA contracts	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Three Village CSD	Sherri DeCarolus	631-730-4030	*
Duval County Public Schools	James R. Robinson III	904-858-4837	*
Boston Public Schools	Shirley Nguyen	617-635-9478	*

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

Describe your company's capability to meet the needs of Sourcewell 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 *	
26	Sales force.	Carolina Biological has a team of sales account managers that support all customers in the United States that have science and biology programs. The managers proactively call customers to determine their needs and offer support for products and services supplied by Carolina Biological. They strive to engage the customer in terms of their specific needs and tailor a plan that works best for that customer. Account Managers provide relevant content to their customers to keep them up to date with current science and biology trends and solutions. They also work with the Product Management Group at Carolina to provide additional products, services and information that is valuable to the customer. Our goal is to be a strategic partner with our customers that provides benefits to them to help their labs and classes run smoothly and on time to reduce lab cancellations and delays that affect students, instructors, and the educational process.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Carolina does not have a dealer or distribution network. We work direct with our customers. We personally handle order processing and all "after sales service" that may be required. Customers know Carolina is their point of contact for all issues and know to contact us directly. We feel this is an advantage for our customers so they don't have to go through a third party.	*
28	Service force.	Since 1927, our collaborative approach has not only brought teachers innovative quality products, it has also been instrumental in providing world-class support that includes unmatched customer service and prompt, reliable delivery. Each department at Carolina works together to ensure that we have what you want when you want it. Every product we offer is backed by The Carolina Pledge: Excellent Customer Support. We stand behind our products and offer a 100% satisfaction guarantee. Subject to the conditions and exclusions, items may be returned for a replacement, refund, or credit up to 180 days from date of purchase. Our Customer Service Department has 39 staff members with an average tenure of 10+years.	*

29	Describe your service and support standards for your products (e.g., replacement plans, parts, etc.).	<p>Every product we offer is backed by The Carolina Pledge: Excellent Customer Support. We stand behind our products and offer a 100% satisfaction guarantee. Subject to the conditions and exclusions, items may be returned for a replacement, refund, or credit up to 180 days from the date of purchase.</p> <p>As a team, Carolina strives for operational excellence. Our mission is to provide educators with the finest products and services that help students of all ages learn and understand science. We constantly seek to improve and maximize operation efficiency while providing unmatched customer service and prompt, reliable delivery. Carolina takes great pride in our product quality and inventory and continuously seeks to improve our overall customer experience. We closely monitor all aspects of our specimen quality, production, and fulfillment.</p>	*
30	Describe the ways in which your products are scalable to the size of an eligible participating entity.	<p>Carolina's offerings can be customized and deployed in a variety of ways to meet the diverse needs of students, educators, and institutions.</p> <ol style="list-style-type: none"> 1. Alignment with Standards: our offerings are customized to meet educational standards such as NGSS (Next Generation Science Standards) 2. Online resources & Modules: Our Carolina Science Online platform offers interactive online resources, such as videos, quizzes, lab demonstrations, and assignments that teachers can distribute to their students. CSO can also be integrated with existing Learning Management Systems (i.e. Google classroom and Canvas) 3. For larger school districts, we are able to provide materials that can be scaled across multiple schools and classrooms. 	*
31	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Once an order is placed, the customer receives an Order Confirmation which includes the expected ship date. If an item happens to be temporarily out of stock, the customer is given an anticipated ship date. The customer receives additional updates on out-of-stock items, so they are aware of potential delays.</p> <p>Most orders ship within 3 business days. Customers have the option of requesting later ship dates to accommodate their lab schedules and school closing periods, etc. This order flexibility is very helpful for living and perishable items.</p> <p>Most orders are shipped from our facilities in Burlington and Whitsett, NC. Some are drop-shipped directly from the manufacturer, or in cases of living marine material, shipped from the collection site. Once an order ships the customer receives a Shipping Confirmation showing all shipped items with the tracking number.</p> <p>Our Customer Service Team Is Just a Call, Chat, or Email Away</p> <p>Need help? Need technical assistance? Looking for a particular product? Need help placing an order or checking the status of an order? We are here to help. Call us, chat with us, send an email or try some of our self-service options on our website. www.carolina.com</p> <p>Customer Service</p> <ul style="list-style-type: none"> • Main Phone: 800.334.5551 or 336.446.7600 (8:00am to 6:30pm, ET, Monday—Friday) • Customer Service and Technical Support Live Chat: Chat with a representative at www.carolina.com (8:00am to 5:30pm, ET, Monday—Friday) • Email Our Customer Service Support Team: https://carolina.formstack.com/forms/cust_svc or customer_service@carolina.com • Fax: 800.222.7112 <p>Check out our Carolina Help Center (support.carolina.com) where you can search our Frequently Asked Questions library to find the answer to your question</p>	*

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>All Customer Service functions are handled within Carolina by company employees. The Carolina customer service program starts with the company having knowledgeable staff members to answer any potential product question prior to order placement. All customer service representatives attend several training sessions before they are allowed to interact with customers.</p> <p>Service level goals</p> <ul style="list-style-type: none"> • Phone calls — 80% SL (answer 80% of calls in 20 seconds) Emails — respond within 48 hours • Order Entry <ul style="list-style-type: none"> o WEB orders — immediate upload, self-service (24/7/365) no agent required o Voucher Redemptions — immediate upload (24/7/365) when redeemed online o Phone orders — immediate upload with agent on phone (M-F, 8:00am-6:00pm EST) o E-Procurement/punch out sites — within 48 hours o Email orders — within 48 hours upon receipt o Mail/Fax orders — within 48 hours upon receipt <p>Service level actuals</p> <ul style="list-style-type: none"> • Phone calls — YTD 2024— 78.1% • Emails — answer 82% of ALL email same day, well within the 48-hour goal • Order Entry - all orders entered within 24 hours • WEB orders — immediate upload (24/7/365) - 45% of all orders • Voucher Redemptions — immediate upload (24/7/365) 6% of all orders • Phone orders immediate upload with agent on phone (M-F, 8:00-6:30) 8% of all orders • E-Procurement/punch out sites within 24 hours; moving more customers to full automation - 13% of all orders • Email orders — within 24 hours upon receipt 15% of all orders Mail/Fax orders — within 24 hours upon receipt- 4% of all orders <p>Carolina expects these goals to be met as part of our service, so no incentives are included. New Carolina customer service representatives go through an extensive 6–8-week training class that is a prerequisite to “live” customer interaction.</p>	*
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Carolina has both the ability and willingness to serve all domestic Sourcewell members. Carolina partners with FedEx for most order deliveries.	*
34	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	The Sourcewell Contract would not be applicable to the Canadian market. Carolina has a different marketing strategy outside the US.	*
35	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	We serve the entire US but not Canada	*
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.	All Sourcewell members within the United States will be covered. However, this agreement will not cover orders for shipments outside of the US even if the billing entity is located within the US. Carolina does not have any cooperative purchasing contracts that would limit the use or promotion of this agreement to any Sourcewell member sectors or regions. Carolina customers can choose which cooperative they prefer.	*
37	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Alaska and Hawaii customers Customers in these states receive the same contract benefits as the contiguous USA states. However, customers in these states may be required to obtain additional certifications regarding living and perishable materials. That is due to state regulations and restrictions, not any additional requirements of Carolina Biological Supply Company. All customers should check with their Department of Agriculture prior to ordering living and perishable materials to ensure a license or permit is not required for the products	*
38	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Nonprofit entities in the United States.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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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 Plan includes:</p> <p>Carolina Science catalog over 1,000 pages featuring quality products in these categories:</p> <ul style="list-style-type: none"> - Life sciences - Anatomy and Physiology - Microscopy - Environmental Science - Earth and Space Science - Forensic Science - 3-dimensional Learning - Physical Science (includes STEM) - Chemistry and Laboratory Safety - Laboratory Equipment and Supplies <p>Many Carolina products are applicable for remote learning.</p> <p>Our catalog mails in January to Carolina customers, and it is also available through our customer service line at 800.334.5551 or customer_service@carolina.com and available on www.carolina.com</p> <p>Carolina also has permissions-based email marketing capabilities. We deploy a series of applicable emails based on educational preferences and audiences that our customer supply during our online email sign-up process. Carolina's sophisticated email marketing program includes:</p> <ul style="list-style-type: none"> - Free newsletters - Free hands on NGSS-based activities also available at carolina.knowledge.com and many other free resources - Subject driven buying guides to assist with product selections - Funnel e-mails nurtured based on a customer's website browsing behavior and or purchase behavior <ul style="list-style-type: none"> o Appropriate follow-up messages are sent through this comprehensive email program as customers move through the buying journey funnel process; we steer them to the next applicable purchase - New customer emails: soon after first time customer makes a purchase, Carolina follows up with an incentive e-mail focused on the subsequent purchase - Reminder emails for customers that purchase 'replenishable' products - Upcoming webinars: Carolina conducts frequent webinars on science related topics - Promotions - Product updates <p>Inside sales account managers are available for all college customers and large school district customers.</p> <p>Carolina exhibits at the following conferences annually:</p> <ul style="list-style-type: none"> - BCCE (Biennial Conference on Chemical Education) - CAST (Conference for the Advancement of Science Teaching) - Chem-Ed - HAPS (Human Anatomy and Physiology Society) - NSTA (National Science Teachers Association) - NBT (National Association of Biology Teachers) - NAOSMM (National Association of Science Materials Managers) <p>Carolina's contract customers are known as "Carolina's preferred customers" this customer segment receives the following additional marketing touches:</p> <ul style="list-style-type: none"> - Proactive quarterly emails sent to customers attempting to acquire e-mail marketing permission - Upon award or renewal of contract all customers are sent an e-mail broadcasting contract benefits and approved vendor status - These customers receive all the previously mentioned marketing touches when they meet the criteria for them and/or request them <p>Social Media</p> <p>Carolina can be found on several major social media platforms including Facebook, Instagram, Pinterest, and LinkedIn. We share an assortment of content including free classroom activities, giveaways, event and webinar notifications, white papers, new product highlights, and more. Our goal is to post consistently and, keep our social content fresh, relevant, and engaging for our followers as of December 2024:</p> <ul style="list-style-type: none"> - Pinterest (18,000 followers) - Facebook (16,000 followers) - LinkedIn (4,000 followers) - Instagram (963 followers)
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40	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Some of the technologies that Carolina uses for marketing intelligence automation effectiveness and decision making for improved UX are:</p> <ul style="list-style-type: none"> - HubSpot - SiteSpect - Salesforce - Google Analytics - Wise pops - Form stack - Brevo <p>These technologies work together for customer/visitor behavior identification, development of business rule and automation capabilities for accuracy, and efficiencies in marketing activities.</p> <p>We participate in the following digital spaces:</p> <ul style="list-style-type: none"> - Paid search - Paid shopping - Marketplaces - Affiliate marketing - Retargeting - Social media channels - Email marketing - Directory repositories and - Programmatic display <p>Carolina uses social platforms Facebook, LinkedIn, Pinterest, and Instagram to inform our customers about new products events industry information and to provide helpful resources. We understand teachers are busy and we use many types of digital platforms to send useful information. We see social media as an extension to our traditional digital marketing.</p> <p>Carolina posts marketing campaigns and giveaways on social platforms. The company also posts webinar information; for large science conferences we post workshop and booth activities as well.</p> <p>Metadata is in place for everything on the Carolina website meta description is populated by using the first 200 characters of the product short description. Meta keywords are populated by the product display name and the company meta title is populated by the product display name.</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?	Carolina asks Sourcewell broadcast to its members and potential members that Carolina is an approved contract vendor for the applicable product lines of this RFP. The company would also hope Sourcewell would encourage Carolina purchases given Carolina is an incumbent Sourcewell supplier, company employees have already been exposed to the Coop agreement between the two entities.	*
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.	Carolina Biological has a punchout catalog with Sourcewell. It's available for all Sourcewell members to use and contains Sourcewell pricing. Freight, where applicable, is shown in the cart, so the buyer has the total cost of their order prior to order placement. Buyers see a complete product description with images. The punchout allows for cXML PO delivery.	*

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.	Depending on the availability of Carolina team members, training programs can be offered on a case-by-case basis and at a cost.	*

44	Describe any technological advances that your proposed Solutions offer.	<p>With more than 95 years of leadership in developing science investigations, Carolina is a trusted source for 3-dimensional instruction, NGSS content, activities, and support. Discover how our labs can help you and your students succeed. Many of these products are applicable for remote learning.</p> <p>Carolina's eLearning platform, Carolina Science Online, is a comprehensive collection of K-16 science learning resources to support and extend the learning of hands-on kits and other Carolina products.</p> <p>Carolina has simulators like, product 217100, Carolina Biotechnology Simulator: Bacterial Transformation. This simulator allows you to explore a biotechnology laboratory and test your knowledge of the procedural steps and equipment used for a bacterial transformation lab, then to perform a transformation laboratory exercise using 4 different kinds of plasmids. Also includes teacher access to a learning management system. License duration is 1 year (12 months) from date of activation. Available as a single-user license or as a classroom license. In addition to the Carolina Biotechnology Simulator, Carolina has recently added many interactive Health Science and Vet Science Simulators to provide solutions to growing CTE programs. Interactive simulators offer a comprehensive training environment for students and health care professionals. This technology provides realistic scenarios in which users are immersed in lifelike medical situations, allowing them to hone their skills and decision-making abilities in a safe and controlled setting.</p> <p>Our simulators offer an invaluable opportunity to practice procedures, diagnose conditions, and collaborate with colleagues.</p> <p>Carolina also has web based online dissections, such as product 399601, Mammalian Organs Individual License. There are a total of 6 different specimen dissections that:</p> <ol style="list-style-type: none"> 1) Utilize virtual dissection tools and locate important structures 2) Answer assessment questions to check for understanding 3) Learn the structural anatomy and corresponding functions 4) Allow for pause, rewind, or repeat scenes to maximize student comprehension (user-paced) <p>Also, Virtual Reality dissections like item 399265, Pig Dissection Software License. There are 4 different specimen choices. These true-to-life practices thoroughly cover each step of the procedures, as if students were dissecting an actual specimen in the classroom.</p>
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45	Describe what innovations you are bringing to the market, and how these innovations align with future trends in STEM Education.	<p>Carolina has introduced many new innovative products and kits for STEM Education. 2024 Best of STEM Awards and Best of STEM Finalists were granted for 5 of Carolina's offerings.</p> <p>- Winner in Best Freebies for STEM, Carolina Lab Skills. The goal of Carolina's Lab Skills initiative is two-fold: 1) To provide instructors with free resources to help students make up lost ground and get comfortable with skills that they are missing and 2) To make sure that instructors are comfortable with specialized skills that are outside their area of expertise. Each Lab Skill is made up of three components. A video, a classroom poster, and a student handout.</p> <p>- Winner in Best Resources for Analyzing and Interpreting Data, How Do Polygenic Risk Scores Stack Up? Kit This novel classroom activity provides a unique experience that teaches both graphing literacy and genetics codeveloped with the HudsonAlpha Institute for Biotechnology. This kit uses authentic data and graphical representations to address 2 central questions: How are traits, such as disease risk, distributed across a population? And how can identifying an individual's risk shape health care decision-making? This activity employs 3-dimensional boxes to represent normal and skewed population curves, giving learners a visually impactful hands-on experience with the data. Students use these curves to examine polygenic risk scores and assess a person's risk for 2 different complex diseases. In addition to teaching essential data and graphing skills, the activity also highlights a weakness in current genomic research—lack of diversity—with the hope of equipping the next generation of researchers, health care workers, and consumers to address this critical issue.</p> <p>-Winner in Trailblazer Award: Biotechnology, Taq Polymerase Production and Validation Kit With this one-of-a-kind kit, students purify Taq polymerase, an enzyme used in polymerase chain reactions, from bacteria engineered to produce it, then test the enzyme's activity by performing PCR with it. As students gain hands-on experience with PCR, they learn the same lab skills used in the biotechnology workplace.</p> <p>-Winner in CTE Champion: STEM, BioTechBuilder BioTechBuilder is a proven program that prepares students for careers in biotechnology by combining a comprehensive curriculum with industry-recognized certifications and hands-on learning. Designed by BioBuilder Educational Foundation in partnership with Carolina Biological Supply Company.</p> <p>-Finalist in Best of STEM for Biology, Exploring Selection with Wisconsin Fast Plants and Cotyledons Kit This lab kit utilizes an innovative approach to teaching complex biological concepts through hands-on experience. By utilizing Wisconsin Fast Plants, the kit provides a tangible way for students to observe and understand artificial selection, a process analogous to natural selection, which is a fundamental mechanism of evolution. This direct observation of selective pressure and trait prevalence offers an invaluable learning experience, bridging theoretical knowledge with practical application. This is not Carolina's first time winning these awards. Carolina has won twelve Educators Pick Best of STEM Awards over the past three years. In 2023, Educators Pick Best of STEM Awards recognized Carolina for: Bridging the Gap—English Language Learners: Science & Literacy: Building Blocks of Science® 3D Most Comprehensive Culturally Relevant Teaching: Smithsonian Science for the Classroom® CTE Training: Health Science Training Kits: Carolina® Healthcare Simulations Kit Series: Blood Typing Kit Trailblazer Award: Hybrid Learning Superhero: Carolina Distance Learning® Online Gateway HyFlex Trailblazer: Biotechnology Innovator: CRISPR in a Box™ Kit Finalist: Best of STEM: Environmental Science: 3-D Earth and Space Science Kits In 2022, Educators Pick Best of STEM Awards recognized Carolina for: Bridging the Gap: Webinar Series Exemplar Webinar Series: Integrating Science and Engineering Practices Trailblazer: Immersive Reality VR Pig Dissection: Hoggin' the Scalpel Procedure In 2021, Educators Pick Best of STEM Awards recognized Carolina for: Extended Reality (AR/VR): Carolina® Biotechnology Simulator: Bacterial Transformation Best Freebies for STEM: Carolina Essentials™ In 2020: Best of Show™ Award: 2019 NSTA Virtual National Conference</p> <p>These awards spotlight the innovative products, technologies, and services that are changing the world of STEM education. It is the only awards program created for and by teachers, and the winners are determined by specially selected STEM educator judges and by email from fellow educators.</p>
46	Describe how your solutions align with state education standards for STEM subjects.	<p>Our Carolina Kits 3D® investigations align nicely with state education standards. We have correlations for every state listed on our Knowledge Center.</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.	Making a decision about what science kits to purchase can be a time-consuming, laborious task. We'd like to make the decision-making easier and faster for you by providing a series of standards correlations, textbook correlations, and curricula correlations. Each correlation clearly specifies the science curriculum topics or standards and the corresponding Carolina Kits 3D® investigations that provide students with the opportunity for high-quality, hands-on science investigations. These are available at our website: https://knowledge.carolina.com/Carolina-correlations/	*
48	Describe the ways in which your offerings may be customized and deployed.	Carolina's offerings can be customized and deployed in a variety of ways to meet the diverse needs of students, educators, and institutions. 1. Alignment with Standards: our offerings are customized to meet educational standards such as NGSS (Next Generation Science Standards) 2. Online resources & Modules: Our Carolina Science Online platform offers interactive online resources, such as videos, quizzes, lab demonstrations, and assignments that teachers can distribute to their students. CSO can also be integrated with existing Learning Management Systems (i.e. Google classroom and Canvas) 3. For larger school districts, we are able to provide materials that can be scaled across multiple schools and classrooms.	*
49	Describe how your offerings integrate with other curricula, platforms, or solutions.	In addition to aligning many of our products to NGSS, Carolina has partnered with various curriculum-based organizations/companies. One recent example is the collaboration of BioTechBuilder with Carolina to develop kits along with their curriculum to prepare students for purposeful and wealth-building career opportunities in biotechnology. This is a comprehensive curriculum that teaches essential lab skills and foundational approaches to DNA and protein analysis, biomanufacturing, and synthetic biology.	*

50	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>The Box On Demand@ Initiative</p> <p>Years ago, Carolina had well over 100 different-sized corrugated cartons, ranging from large enough to fit a 50-gallon aquarium to small enough for a few test tubes or CD-ROM. Despite this, our customers were all too often getting a box much too large for their order due to the lack of a right size container for the many possible combinations that could be in an order. We received feedback about the excessive amount of packing material inside a box, a thought that we as consumers have at probably had when we received packages full of styrene peanuts or some other void fill material. Carolina began investigating equipment and technology that would enable our distribution center to make custom-sized boxes for each individual order. After visiting an Amazon facility to see this type of equipment in action in a very rigorous setting, we began developing a plan to install Box On Demand@ equipment at Carolina Biological. This required re-engineering the entire packing line and automated conveyors and changing how we pack.</p> <p>The result is that we now make over 80% of our shipping boxes "real-time on demand," apart from specific box requirements for some chemicals and some box types that we still purchase, like for aquariums. We are also consuming 70—80% less packing material and are shipping smaller packages. In addition to the Box on Demand initiative, all our void fill materials are considered "green." Rather than conventional plastic, we use air pillows and quilts made from biodegradable film which breaks down rapidly once exposed to weather, along with a variety of brown paper fillers. If a product must be shipped using packing peanuts, we use biodegradable peanuts made from natural, nontoxic sources, such as wheat and cornstarch. These packing peanuts dissolve instantly in water and can be tossed into compost piles after a single use.</p> <p>Reducing Plastic Use</p> <p>Carolina has decreased its environmental footprint by encouraging reuse of plastic parts in its science kits and making chemistry products safer for students and teachers. A company full of scientists, we have a natural interest in being environmentally conscious; we continuously investigate alternatives to materials and business practices that may harm the environment. With more than 12,000 science products for K—12 schools as well as colleges, Carolina considers materials that keep costs low for its customers and can be reused. Every material we select for manufacturing our products is tested for safety, durability, reusability, and ability to perform the intended task. In developing science kits, we review how they can have the least environmental impact. In classroom kits, we look for ways that plastic items—such as cups and containers—can have multiple uses, allowing teachers to reuse the components multiple times.</p> <p>Recognizing global concern about the use of plastic straws in the food industry and their impact on the environment, we investigated alternatives for the plastic straws students use in some of our science kits. These straws serve as axles, not straws for drinking beverages. Carolina found that paper straws are not durable enough and don't work well as a replacement for plastic for these science tasks. Also, after disassembling their projects, students can reuse the plastic straws for classroom activities, making the most sense for reducing waste. Some Carolina kits contain their contents in durable plastic totes for classroom storage. This benefits school districts that rotate the kits among multiple schools by keeping the contents together and in good condition for reuse. We also provide resources that enable teachers to save paper by assigning students digital tasks instead of copying sets of 30-plus-page paper blackline masters for the class.</p> <p>Safer, Greener Chemistry</p> <p>Carolina always looks at the greenest alternative to make its classroom chemistry activities safe for teachers and students. We choose specific chemicals for educational chemistry products to be safer and environmentally friendly. For example, in the Carolina Chemonstrations@: Isolating the Elements kit, students initially isolated four elements from different compounds and used sulfuric acid. Our product developer was able to re-engineer the kit to remove the need for sulfuric acid during this set of lab activities, making the investigation chemically safer. Our organic chemistry kit, Carolina ChemKits@: Caffeine Extraction from Tea, used chloroform to extract caffeine from tea. Our product developer re-engineered the kit to remove the need for chloroform to make this chemically safer for classroom use.</p>	*
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.	N/A	*

52	<p>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>	<p>Carolina has exclusive educational partnerships and products with respected educational companies such as: DNALC, BioTechBuilder, and Hudson Alpha Kits. Carolina is the sole source for the following product lines:</p> <p>Building Blocks of Science6 3D series (Not eligible for contract pricing)</p> <p>Carolina Distance Learning lab kits (Not eligible for contract pricing)</p> <p>Carolina Kits</p> <p>Carolina's Perfect Solution®</p> <p>Wolfe Microscopes</p> <p>Smithsonian Science Education Center (SSEC) programs for K-12 Science and Technology Concepts™ (STC and STCMS) and Smithsonian Science for the Classroom™</p> <p>(Not eligible for contract pricing)</p> <p>Carolina Kits include:</p> <p>Inquiries in Science@ Kits</p> <p>Carolina BioKits@</p> <p>Carolina ChemKits@</p> <p>Carolina Chemonstrations@</p> <p>Carolina Kits 3D@</p> <p>Carolina EcoKits@</p> <p>Carolina's Perfect Solution® is the company's formalin alternative that produces superior specimens with life-like tissue texture and color. It is safe and non-toxic. These offerings, along with our comprehensive inventory of over 12,000 quality products, allow Carolina to stand out and serve the K-College science education market like no other vendor. Carolina has also been aggressively "over buying" during the troublesome supply chain era to provide for our customers.</p> <p>Carolina also offers support for all the below:</p> <p>Induction: resources for science teachers with new teachers in mind</p> <p>Construction—lab equipment, supplies, and resources</p> <p>Adoption—new science course outfitting with recommended materials</p> <p>Specification—selections for quality, utility, results, and value</p> <p>Modernization—upgrades of capital equipment</p> <p>Standardization—new NGSS and state teaching and learning materials</p> <p>Application—grants and funding for science and STEM</p> <p>Procurement—preferred vendor and e-commerce solutions</p> <p>CTE/STEM— biotechnology, allied health, ag science, forensics science, PLTW biomedical</p> <p>Equitable Access—resources for every student to be successful</p> <p>GATE/Honors Academics—accelerated learning programming for all students</p> <p>Carolina has been serving the science-education market since 1927!</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 checked="" type="radio"/> Yes <input type="radio"/> No	Carolina Biological Supply Company has partnerships with some MWBE suppliers and is a member of Carolinas-Virginia Minority Supplier Development Council. We are continuously looking for opportunities to partner with MWBE suppliers throughout the country to work with us. These businesses will be utilized whenever possible.	*
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.	Payment and terms—Please reference Proposal No. P107087 and your contract title on purchase orders submitted during the contract period. This links to your Carolina Contract. We will send an invoice for each individual shipment and a corresponding packing list will be included with each delivery. Our terms are net 30 days. P Cards Credit Cards (Visa, MasterCard, American Express) Checks Purchase Orders ACH is also an option We offer a variety of eProcurement support solutions, including punchout catalogs, hosted catalogs, electronic requisition support, and electronic invoicing support	*
63	Describe any leasing or financing options available for use by educational or governmental entities.	N/A	*

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.	<p>Contract Training and Processes</p> <p>Carolina is fortunate to be awarded contracts covering school districts, colleges, government agencies, and consortiums. The company has been involved with these contracts for years. Through this experience, the company has become acclimated to nurturing contract customers properly. Contract customers are instructed on how to "link" their Ship To account to the proper Bill To account to ensure they receive all contract benefits. The contract Bill To account houses the contract benefit variables and, at the time of order, benefits are automatically applied. New contract customers should always broadcast their contract affiliation to alert Carolina's customer service staff to say that they are contract eligible. Our customer service representatives are constantly linking new Ship To accounts to their parent Bill To account to guarantee the new Ship To accounts get linked to contract benefits. Carolina assigns an internal contract number to applicable customers that alerts Carolina staff to say that this is a contract customer. Should there be a question of a customer's contract eligibility, our customer service and quotation departments work with the contract department to make sure applicable contract benefits are applied to the applicable orders. Carolina's information services department is also integral to the contract management process as they often apply "bulk" updates to customer records. As mentioned previously, upon contract award or renewal, customers are sent a heads-up email broadcasting that they are eligible for contract benefits.</p> <p>See attachment for directions on creating a profile logging in and linking to the correct account number.</p>	*
65	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Carolina accepts P-cards and there is no additional cost for using them for payment at time of purchase.	*
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 Sourcewell discounted price) on all of the items that you want Sourcewell 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.	<p>When linked to the right account number, the discounted price will be applied in our system for all applicable contract products.</p> <p>For our pricing model we analyze gross margins and competitive pricing for each item. The different product areas are evaluated separately.</p> <p>Our pricelist with SKU will be included in the documents section.</p>	*
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.	<p>10% off MSRP, we also offer free shipping on orders of \$250+, both the percentage discount and shipping have exclusions which are stated in our attached Carolina Pricing Agreement. Carolina uses the catalog discount model. The referenced excluded items are not eligible for contract benefits but may be ordered at list price and regular shipping terms.</p> <p>Exclusions: This proposal cannot be used in conjunction with any other bid responses, phone or written quotations, price agreements, or promotions. Smithsonian products, Building Blocks of Science® products, OpenSciEd products, Twig products, our K-8 curriculum, Carolina Distance Learning® kits and other select product exclusions are sold at list price. They are ineligible for discounts and subject to shipping and handling fees.</p> <p>The pricing agreement document is included in uploaded documents</p>	*
68	Describe any quantity or volume discounts or rebate programs that you offer.	Quantity discounts are available for many products and are listed in our catalog and at www.carolina.com . For large orders customers can request a quote at quotations@carolina.com or at 800 334- 5551.	*
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.	Carolina provides published prices for all products. Sourcewell members will be granted 10% off all applicable products and free shipping on orders of \$250+, both benefits have exclusions. Please see the Carolina Pricing Agreement included.	*
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.	Free shipping on orders of \$250+ with some exceptions. See included pricing agreement for exclusions and exceptions	*

71	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Free shipping on orders of \$250+ with some exceptions - you receive FREE standard freight on orders of \$250 or more. Note: Living and perishable materials, hazardous chemicals, kits containing hazardous chemicals, furniture, drop-shipped items, and preserved specimens are subject to additional shipping fees. Motor freight shipments are dock delivery only; for inside delivery of motor freight shipments and expedited shipping methods additional fees apply. Shipping and handling fees apply to all orders less than \$250.	*
72	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Alaska and Hawaii customers Customers in these states receive the same contract benefits as the contiguous USA states. However, customers in these states may be required to obtain additional certifications regarding living and perishable materials. That is due to state regulations and restrictions, not any additional requirements of Carolina "Biological Supply Company. All customers should check with their Department of Agriculture prior to ordering living and perishable materials to ensure a license or permit is not required for the products. Carolina's offer does not include Canada	*
73	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Carolina has a economical agreement with FedEx for many shipments. As referenced in the included pricing agreement.	*
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.	Carolina has been privileged to be part of the Sourcewell contract for many years. Carolina's customer service department is trained in alerting the company contract department of potential Sourcewell members whose account needs to be linked to the Sourcewell benefits. Each Sourcewell entity is assigned an internal flag, so all Sourcewell sales are captured through two company queries. Carolina has been reporting Sourcewell sales for years and is confident in the company's reporting process. Carolina "Sourcewell Quarterly Contract" reports include: <ul style="list-style-type: none"> • invoice date • account name • account address • item sold • amount of sale • The report is emailed to Sourcewell, and the administrative fee check follows. Carolina does request Sourcewell to ask its members to alert Carolina of contract eligibility of new members when ordering by referencing the contract number P107087	*
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.	Carolina is confident in the success of the Sourcewell contract due to the company's history with Sourcewell. Carolina looks at quarterly sales, ordering institutions, order quantity, comparisons with other contracts, and comparisons with previous year's performance.	*
76	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an 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.	1.5%	*

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.	The pricing offered is the same as our current contract with Sourcewell

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	Provide a detailed description of all the Solutions, including used, offered in the proposal.	<p>World-Class Support for Science Education Since 1927</p> <p>We began in 1927 as a vision of what a science supplier could be, and we still embody that future-focused visionary perspective. At Carolina, we are constantly striving to improve and innovate to be the best we can be, always aiming for excellence in everything that we do. Since the time we were founded by Dr. Thomas E. Powell Jr., a young geology and biology professor at Elon College, we have prioritized people, and because of the dynamic people behind our company, we have been able to enjoy a successful tenure as a leading science supplier in the decades since we were established. With over 37 different departments, each employee plays a key role in our success. If you happened to tour our facilities, you would likely be fascinated by all the amazing things you'd see happening here.</p> <p>We Culture, Collect, Develop, and Test Our Products</p> <p>Carolina is an extraordinary company. From technical science expertise to business and leadership acumen, we are fortunate to have a broad range of strengths. Many of our employees also have a background in education, which we draw upon to create effective products and learning tools that get results. We do our own field collection, grow many of our own cultures, prepare specimens for classroom study, and develop/test many of our new products right here at our Burlington, NC facilities. We work in partnership with educators and scientists outside of Carolina to make sure we have a substantial, diverse offering. In addition to serving schools, colleges, and governmental agencies, our products have also been used by the scientific and health communities. Carolina has also supplied NASA scientists with various products for their important work, including use in outer space.</p> <p>Innovating Since 1927</p> <p>If you walk our campus, you'll be captivated by the vibrant atmosphere and the flurry of activity that makes you wonder what amazing thing will be revealed next. Carolina takes pride in being the first company to provide an electrophoresis gel that is very low in toxicity and does not need UV to see through. We developed FlyNap to anesthetize fruit flies so they can be studied. We were also the first company to develop and provide an easy-to-use food supply for fruit flies. We have the largest single butterfly species production on the east coast. Our butterfly building, (yes, building) is simply a fantastic experience. While walking through this wonderland, you are surrounded by the different stages of the butterfly life cycle. It doesn't take long before you are taken with that childlike wonder of discovering nature.</p> <p>See Question 79 for product offering.</p>
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79	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>About Our Products and Services</p> <p>Everything you need for science education including living organisms, preserved specimens, anatomical models, laboratory chemicals and equipment, microscopes, prepared microscope slides, CTE (health science) products, STEM products, and more can be purchased directly from Carolina. We specialize in serving the traditional K-12/college classroom and lab. We also provide a Knowledge Center with free articles, resources, and teaching tools for educators as well as NGSS compliant products, many of which are remote applicable.</p> <p>Additionally, many of our products are also geared to help you and your students get the most out of remote learning.</p> <ul style="list-style-type: none"> • Life Science <p>Inquiries in Science®, Living Organisms: Viruses, Prokaryotes, Bacteria, Cyanobacteria, Archaea, Protists, Algae, Protozoa, Slime Molds, Fungi, Media and Supplies, Plants, Animals, Aquaria and Habitats, Genetics, Evolution, Biotechnology, AP® Biology**</p> <ul style="list-style-type: none"> • Anatomy & Physiology <p>Allied Health & Health Sciences, Physiology, Preserved Organisms, Carolina's Perfect Solution®, Biological Displays, Skeletons, Models</p> <ul style="list-style-type: none"> • Microscopy <p>Microscope Slides, Slide Preparation, Microscopes, Optics</p> <ul style="list-style-type: none"> • Environmental Science <p>AP® Environmental Science**, Inquiries in Science®, Carolina EcoKits®, Carolina STEM Challenge Emerging Energies Series</p> <ul style="list-style-type: none"> • Earth & Space Science <p>Earth Science, Space Science</p> <ul style="list-style-type: none"> • Forensic Science • 3-Dimensional Learning <p>Carolina Kits 3D® for Biology, Chemistry, Physics, and Earth and Space Science</p> <ul style="list-style-type: none"> • Physical Science <p>Carolina STEM Challenge, Physical Science Series, Visual Scientifics</p> <ul style="list-style-type: none"> • Chemistry & Laboratory Safety <p>AP® Chemistry**, Inquiries in Science®, General Chemistry Lab Kits, Chemicals, Laboratory Safety</p> <ul style="list-style-type: none"> • Laboratory Equipment & Supplies <p>Classroom Resources, Laboratory Equipment and Supplies, Laboratory Furniture</p> <ul style="list-style-type: none"> • K—College Classroom/Lab: Carolina will help you introduce your students to the fascinating world of science and build on their knowledge and skills as they grow. With our products in your classroom, you can provide hands-on learning for life science, physical and earth science, biotechnology, and more. We'll be right there with you, creating memorable and meaningful science experiences with relevance to the world outside your classroom. • Carolina Knowledge Center: Discover free activities, articles, and how-to videos at https://knowledge.carolina.com/. These valuable resources cover life science, chemistry, physics, earth and space science, and environmental science as well as tips to keep you and your students safe in the lab. Want help stocking your lab according to the needs of your lesson plan? This is where you'll find buying guides that our team of experts has created to streamline the process. <p>*Next Generation Science Standards is a registered trademark of WestEd. Neither WestEd nor the lead states and partners that developed the Next Generation Science Standards were involved in the production of these products, and do not endorse them.</p> <p>**AP® is a trademark registered and/or owned by the College Board®, which was not involved in the production of, and does not endorse, these products.</p> <p>Exclusion This proposal cannot be used in conjunction with any other bid responses, phone or written quotations, price agreements, or promotions.</p> <p>Smithsonian STC products, Building Blocks of Science products, furniture items and accessories, our K—8 curriculum, Vernier Products, and Carolina Distance Learning kits are sold at list price. They are ineligible for discounts and subject to shipping and handling fees.</p>
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Table 78: 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	Carolina Knowledge Center: Discover free activities, articles, and how-to videos at https://knowledge.carolina.com/ . These valuable resources cover life science, chemistry, physics, earth and space science, and environmental science as well as tips to keep you and your students safe in the lab. Want help stocking your lab according to the needs of your lesson plan? This is where you'll find buying guides that our team of experts has created to streamline the process.	*
81	Sight, sounds, and sensory learning tools.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Many Carolina teaching products are tactile, manipulative, and/or visually impactful to improve learning outcomes, including human anatomy, DNA, and plant models, biological displays, and STEM building kits.	*
82	MakerSpace and fabrication laboratory (Fab Lab) equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Carolina provides 3D printing systems to allow students to bring their ideas to life. Including but not limited to printers and PLA filaments.	*
83	Robotics, Artificial Intelligence (AI), and coding equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Carolina has a variety of robotics accessories and robotics sets for hands-on learning and fun with science including but not limited to Marty the Robot V2 and Hummingbird Robotics	*
84	Design tools and educational or production-grade 3D printers.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Including but not limited to TeacherGeek® Maker Cart 2.0 - comes with more than 40 STEM/STEAM/engineering projects backed by comprehensive documents and virtually every TeacherGeek® component. The cart supports hundreds of students and a world of ideas.	*
85	Virtual reality, augmented reality, or simulation devices and applications.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Carolina offers a variety of products including but not limited to virtual reality dissections and Augmented Reality Sandbox	*
86	Industrial and technical equipment or tools.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
87	Agricultural or plant science equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Carolina Stem Challenge Hydroponics Kit and How to Train a Plant Kit are a few examples of our products to demonstrate agricultural and plant science.	*
88	Renewable or alternative energy educational products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Carolina provides a variety of teaching products for this category - including but not limited to Renewable Energy Education Set, for Hands-on labs and Solar Energy Demonstrator, for demonstration of energy conversion.	*
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	N/A - Carolina Biological is only offering products on this bid.	*

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

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](#) - Carolina Biological Supply STEM Pricelist 2025.xlsx - Friday January 03, 2025 13:34:25
 - [Financial Strength and Stability](#) - Carolina Biological Financial Strength and Stability.pdf - Friday January 03, 2025 13:52:43
 - [Marketing Plan/Samples](#) - Marketing Material Carolina Biological Supply.pdf - Friday January 03, 2025 13:27:33
 - [WMBE/MBE/SBE or Related Certificates](#) - WMBE certificates Carolina Biological Supply.pdf - Friday January 03, 2025 13:24:59
 - [Standard Transaction Document Samples](#) - Pricing Agreement Sourcewell STEM P107087.docx - Friday January 03, 2025 13:27:18
 - [Requested Exceptions](#) - RFP_10725_STEM_Education_Master_Agreement.docx - Friday January 03, 2025 13:42:57
 - [Upload Additional Document](#) - Carolina_STEM_Solutions_2025_2026_LR.pdf - Friday January 03, 2025 14:25:39

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. - Jeffrey Muench, Vice President & Chief Customer Officer, Carolina Biological Supply Company

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