



**COMMENT AND REVIEW  
to the  
REQUEST FOR PROPOSAL (RFP) #010725  
Entitled**

**STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services**

The following advertisement was placed November 12, 2024, in and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, and The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), November 13, 2024, in South Carolina's *The State*, the *Deseret News*, and Oregon's *Daily Journal of Commerce*, November 12, 2024 and November 13, 2024 in *The Salt Lake Tribune*, November 12, 2024, and November 19, 2024 in *The Oklahoman*, and November 12, 2024, and November 19, 2024 in the *USA Today*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 07, 2025 at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

|  |   |
|--|---|
| 15810108 Canada, Inc.                      | Nasco Education, LLC                        |
| 21Skills, Inc.                             | Nerevu Group, LLC                           |
| 38Ventures                                 | NZS, Inc. (DBA OneScreen)                   |
| 3duxdesign                                 | OTC Brands Inc dba Oriental Trading Company |
| 9112-0592 Québec, Inc.                     | OVA   |
| A1 JANITORIAL SUPPLY AND VACUUM SHOP, INC. | Ozo Edu, Inc.                               |
| ABRZ International Ltd                     | Palmer Hamilton, LLC                        |
| ABTec Solutions                            | PASCO scientific                            |
| AJ Intelligent Technologies, Inc.          | Pathful, Inc.                               |
| American AI Logistics                      | PC University Distributor's, Inc.           |
| apex-tyler                                 | PCS Edventures                              |

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| Arkansas Dumpster and Roll Off Manufacturing               | Pearson Education, Inc.                            |
| AskChet  | Pitsco, Inc.                                       |
| BiiTech  | Platinum Micro, Inc.                               |
| Black Rocket Productions                                   | Poliquicks   |
| Bluum  | PowerSchool Group, LLC                             |
| BrainStorm Studios, LLC                                    | Princeton IT Services                              |
| ByteSpeed, LLC   | Progressive Educational Systems                    |
| Calzar Capital, LLC dba Monsam Enterprises                 | Prophet Corp.                                      |
| Camvie Services, LLC                                       | PWXPress   |
| Carolina Biological Supply Company                         | Quality Classrooms                                 |
| CDW Government, LLC  | QuantHub   |
| Codde Milligan Family, LLC                                 | RackSimply International Corp.                     |
| CodeMonkey   | Ready2STEM, LLC                                    |
| Computer Consultants International, Inc.                   | Really Good Stuff, LLC                             |
| Computer Upgrade King, LLC                                 | Rethink Autism, Inc.                               |
| Compu-Vision Consulting, Inc.                              | RobotLAB, INC.                                     |
| Connections Education, LLC dba Pearson Virtual Schools USA | S&S Worldwide                                      |
| D & E Equipment Solutions, Inc.                            | Safer STEM, LLC                                    |
| Delawrence Charles Blue                                    | SAM LABS, INC                                      |
| Droplet Smart Tech, Inc.                                   | Science Chem. Inc.                                 |
| Dyna Sales & Service, LLC                                  | Sharp Electronics Corporation                      |
| Dynamic Learning Experience, LLC (Drone Legends)           | ShopBot Tools, Inc.                                |
| Earlychildhood, LLC  | Sid Tool Co., Inc. d/b/a MSC Industrial Supply Co. |
| EPA Audio Visual, Inc.                                     | SlingRFP   |
| eRepublic, Inc.  | Slooh  |
| ExploreLearning, LLC                                       | Soliant Health, LLC                                |
| Flinn Scienitific, Inc.                                    | Solomons International, LLC                        |
| F-MARQS, Inc.  | Southwest Material Handling, Inc.                  |
| Follett Content Solutions, LLC                             | Sphero, Inc.                                       |
| Fork Farms, LLC  | Sports Venue Padding, Inc.                         |
| Global Vending Group, Inc.                                 | StarBoard Solution, Inc.                           |
| Gravis Technologies, Inc.                                  | STEM For Kids                                      |
| H2I Group  | STEM Generation, LLC                               |
| Highway to Hope for Early Achievers, INC.                  | STEM Minds USA Corp                                |
| IMADE3D, LLC   | STEMfinity, LLC                                    |
| Imagine Learning, LLC                                      | Sufian Munir, Inc.                                 |
| Infining International Ltd.                                | TECHNO CNC SYSTEMS, LLC                            |
| Influential Drones   | Teletrac Navman                                    |
| ISEC, Inc.   | Tequipment, Inc.                                   |
| JASON Learning   | TGR Solution                                       |

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| Just Right Reader, Inc.                        | The National Center on Education and The Economy |
| KEVEREST TECHNOLOGIES                          | The National Theatre for Children                |
| KinderLab Robotics, Inc.                       | THE PADCASTER, INC.                              |
| Kira Learning, Inc.                            | Think AI consulting corporation                  |
| KiwiCo, Inc.                                   | TS Enterprise Associates, LLC                    |
| Komplement                                     | Unified Software Solutions                       |
| Konica Minolta Business Solutions U.S.A., Inc. | USA Entertainment Ventures, LLC                  |
| Lakeshore Learning Materials                   | Vivia Group, LLC                                 |
| LearningMate Solutions, Inc.                   | VWR Funding, Inc.                                |
| Lightspeed Technologies, Inc.                  | WhyTry, LLC                                      |
| Live It Earth Productions, Inc.                | Wintergreen Learning Materials Ltd.              |
| Mackin Book Company                            | Woz ED   |
| MAPLETRONICS COMPUTER                          | Xcel Source Corp                                 |
| Matrix Business Systems                        | YourCircle Busienss Eco System Corporation       |
| McGraw Hill School, LLC                        | Zebra Technologies                               |
| McHugh Furnishings, LLC                        | Zebra Technologies                               |
| Merconnet Electronics Ltd                      | Zebra Technologies                               |
| MGT of America Consulting, LLC                 |  |

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on January 07, 2025, at 4:30 p.m. Central Time. Proposals were received from the following:

15810108 Canada, Inc.  
 21Skills, Inc.  
 3duxdesign  
 Black Rocket Productions  
 Bluum  
 BrainStorm Studios, LLC  
 Calzar Capital, LLC dba Monsam Enterprises  
 Camvie Services, LLC  
 Carolina Biological Supply Company  
 Droplet Smart Tech, Inc.  
 Dynamic Learning Experience, LLC (Drone Legends)  
 Flinn Scienitific, Inc.  
 Follett Content Solutions, LLC  
 Fork Farms, LLC  
 Global Vending Group, Inc.  
 H2I Group  
 IMADE3D, LLC  
 Influential Drones  
 ISEC, Inc.  
 JASON Learning  
 Kira Learning, Inc.

KiwiCo, Inc.  
Lakeshore Learning Materials  
Lightspeed Technologies, Inc.  
Mackin Book Company  
Merconnet Electronics Ltd  
Nasco Education, LLC  
OTC Brands, Inc. dba Oriental Trading Company  
Palmer Hamilton, LLC  
Pathful, Inc.  
PCS Edventures  
Pearson Education, Inc.  
Pitsco, Inc.  
Progressive Educational Systems  
Prophet Corp.  
QuantHub  
Ready2STEM, LLC  
S&S Worldwide  
SAM LABS, INC.  
ShopBot Tools, Inc.  
Sid Tool Co., Inc. d/b/a MSC Industrial Supply Co.  
Slooh  
Solomons International, LLC  
Sphero, Inc.  
STEM For Kids  
STEM Generation, LLC  
STEMfinity, LLC  
Tequipment, Inc.  
THE PADCASTER, INC.  
TS Enterprise Associates, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Faith Harper, MA, CTCD, CTCM, Procurement Manager  
Greg Grunig, M.S., NIGP-CPP, Procurement Manager  
Kim Austin, MBA, CPPB, NIGP-CPP, Procurement Manager  
Sherri Barnhardt, CLGPO, CPPB, NIGP-CPP, Procurement Manager

**The findings of the Proposal Evaluation Committee are summarized as follows:**

BrainStorm Studios was founded in 2011 with the hope of bringing meaningful, real-world STEM experiences to the classroom. They provide extensive STEM kit offerings that are purposefully designed to align with Next Generation Science Standards, offer cross curricular integration, and foster hands-on, experiential learning opportunities. They also have a history of doing business with Canadian entities and are familiar with Canadian curriculum standards. Brainstorm is offering a competitive 20% discount on all products.

Carolina Biological Supply Company has been a science supplier since 1927 and has introduced many new and innovative products to STEM education. The company's sales and service representatives reach out to their customers to proactively and efficiently assist with their needs. Carolina Biological is willing and has the resources

to serve all Sourcewell participating entities in the United States. They have a competitive discount pricing model as well as a volume order pricing option.

H2I Group, founded in 1924, is authorized to represent various manufacturers. Their service approach includes assistance from purchase through installation, training, and ongoing maintenance. Sourcewell participating entities may receive a variety of competitive discounts on their offerings.

Lakeshore Learning began in 1954 by a visionary Omaha homemaker and has been providing educational materials for over two generations. Lakeshore Learning has an extensive sales and service force with 30 physical store locations across the United States. They are also able to ship to over 70 countries worldwide and have a 30-year history working with Canadian entities. Lakeshore is offering a simple, flat rate percentage discount structure with increased discount percentages as volume increases.

Nasco Education LLC has more than 80 years of experience providing tools for teachers. Nasco has a team of sales and service people ready and willing to assist with participating entities' needs through prompt and efficient service. Nasco assists educators by integrating cutting-edge technology to enhance learning outcomes, including: robotics and coding, circuitry and electricity, 3D printing, environmental science technology, among other topics. They are offering a discount off list price with the opportunity for volume discounts upon discussion.

Founded in 1880, Palmer Hamilton LLC manufactures furniture, makerspaces, and STEM labs. They have a strong network of dealers across the U.S. and Canada for sales and service to Sourcewell entities. Leasing and financing options are available, and projects receive quantity and volume discounts for optimal pricing.

Prophet Corp (dba "STEM Supplies") has been serving teachers and students with engaging and exciting education experiences for 75 years. STEM Supplies offers a comprehensive selection of equipment, products, and services designed to immerse students in STEM and STEAM principles, connecting classroom learning to real-world applications. They also offer a large selection of exclusive products, manufactured by STEM Supplies, that are unavailable through any other supplier. STEM Supplies can serve both US and Canadian entities and is providing a competitive percentage discount off most products as well as percentage volume discounts.

STEMfinity offers solutions to support STEM instruction across all grade levels and educational settings. Each offering is carefully curated to align with national and state education standards such as NGSS, Common Core, and ISTE. They offer over 2,500 STEM solutions, professional development, and free grant support for educators. STEMfinity can serve Sourcewell participating entities throughout the US and Canada. They are offering a competitive discount off MSRP.

STEM for Kids has been enabling educators to nurture and educate children in STEM education since 2011. They provide teaching resources, curriculum, kits, videos, and DIY activity kits to educators. Their sales team and network of authorized affiliates serve the United States as well as many other territories. STEM for Kids offers standard discounts off MSRP as well as additional volume discounts.

Tequipment offers K-12 educational technology products, such as SMART Interactive Displays, and STEM products, such as robotics, 3D printers, and AR/VR. They also offer the online professional development tool, OTIS, which provides educators with tools to teach coding and other modern skills. They offer the value-add option, iBlocks, which is a project-based learning experience. iBlocks includes over 40 topics, covering sequences that grow with students as they develop transferable skills and academic knowledge in areas such as coding, robotics, and advanced literacy. Tequipment can serve Sourcewell participating entities in the US and Canada with their sales and service force, and they are providing competitive category discounts off MSRP.

For these reasons, the following awards of Sourcewell **Master Agreement #010725** are recommended:

|                     |             |
|---------------------|-------------|
| BrainStorm Studios  | #010725-BRS |
| Carolina Biological | #010725-CBS |
| H21 Group           | #010725-H21 |
| Lakeshore Learning  | #010725-LSH |
| Nasco Education     | #010725-NAS |
| Palmer Hamilton     | #010725-PHL |
| STEM for Kids       | #010725-SFK |
| STEM Supplies       | #010725-STM |
| STEMfinity          | #010725-STN |
| Tequipment          | #010725-TEQ |

Signed by:

*Faith Harper*

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Faith Harper, MA, CTCD, CTCM, Procurement Manager

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*Greg Grunig*

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Greg Grunig, M.S., NIGP-CPP, Procurement Manager

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*Kim Austin*

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Kim Austin, MBA, CPPB, NIGP-CPP, Procurement Manager

Signed by:

*Sherri Barnhardt*

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Sherri Barnhardt, CLGPO, CPPB, NIGP-CPP, Procurement Manager

### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for RFP #082724 Janitorial Supplies and Equipment with Related Services.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on **May 20th, 2025**.

Signed by:

  
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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP  
Sourcewell Chief Procurement Officer