



**MASTER AGREEMENT #090925**  
**CATEGORY: Medical Supply Solutions**  
**SUPPLIER: School Health Corporation**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and School Health Corporation, 5600 Apollo Drive, Rolling Meadows, IL 60008 (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 January 5, 2030, 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 #090925) to Participating Entities. In-scope solutions include:
 

Medical Supply Solutions, encompassing the provision, delivery, and support for medical, surgical, school health, pharmaceutical, emergency preparedness, and related health products and services.

The primary focus of this solicitation is on Medical Supply Solutions, a broad, catalog-style offering of the solutions in subsection 7) a) - g) below. This solicitation should NOT be construed to include “services-only” or “PPE-only” solutions. Proposers shall be able to supply products and services, including, but not limited to:

  - a) Single-use and disposable medical supplies and consumables;
  - b) School and athletic health supplies;
  - c) Medical-grade equipment, diagnostic and treatment devices, and adaptive therapy-related tools;
  - d) Pharmaceuticals and controlled substances;
  - e) Emergency disaster response supplies and kits;
  - f) Technology, hardware, and software designed for the delivery of services described in Section 7) a) - e) above; and,
  - g) Training, consultation, maintenance, kitting and custom packaging solutions, medical waste disposal, and other services related to the offering of solutions in Sections 7) a) – f) above.
- 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 Sourcwell 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 Sourcwell 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 Sourcwell 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 Sourcwell and Participating Entity inquiries; and
- Participation in reviews with Sourcwell.

Sourcwell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcwell 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 Sourcwell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcwell 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;
- Sourcwell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcwell 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 Sourcwell, pursuant to Line Item 69 of Supplier's response, Supplier will pay a 1% (one percent) Administrative Fee to Sourcwell 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, 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

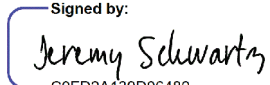
terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

- 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.

090925-SHC

Sourcewell

School Health Corporation

Signed by:  
  
C0FD2A139D06489...  
By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 1/6/2026 | 5:48 AM CST \_\_\_\_\_

DocuSigned by:  
  
02A9F7D6635F41B...  
By: \_\_\_\_\_  
Andrew Wlezen  
Title: Contract Sales Manager  
Date: 1/5/2026 | 9:44 AM PST \_\_\_\_\_



# RFP 090925 - Medical Supply Solutions

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## Vendor Details

Company Name: School Health Corporation

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

Address: 5600 Apollo Drive  
Rolling Meadows, IL 60008

Contact: Andrew Wlezen

Email: bids@schoolhealth.com

Phone: 866-323-5465

Fax: 800-235-1305

HST#: 36-2425385

## Submission Details

Created On: Wednesday July 23, 2025 08:17:31

Submitted On: Monday September 08, 2025 11:06:15

Submitted By: Andrew Wlezen

Email: bids@schoolhealth.com

Transaction #: 89cb8f42-9e19-4ae4-b5a2-bf15fa686840

Submitter's IP Address: 147.243.243.73

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## 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.	School Health Corporation (SHC)	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	The following are divisions/brands of SHC: Focused Fitness, Division of School Health Econoline, Division of School Health	*
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).	Focused Fitness	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Cage Code: 1E060 Duns Number: 02-490-6331	*
5	Provide your NAICS code applicable to Solutions proposed.	421450 - Medical, Dental, and Hospital Equipment and Supplies Wholesalers 423910 - Sporting and Recreational Goods and Supplies Merchant Wholesalers	*
6	Proposer Physical Address:	5600 Apollo Dr Rolling Meadows, Illinois 60008	*
7	Proposer website address (or addresses):	www.schoolhealth.com www.focusedfitness.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):	Andrew Wlezen - Contract Sales Manager 5600 Apollo Drive, Rolling Meadows, IL 60008 awlezen@schoolhealth.com 630-339-7902	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Stephanie Spencer - National Contracts Manager 5600 Apollo Drive, Rolling Meadows, IL 60008 sspencer@schoolhealth.com 630-339-7950	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Jennifer Lovell - National Accounts and Emerging Markets 5600 Apollo Drive, Rolling Meadows, IL 60008 jlovell@schoolhealth.com 630-339-7993	*

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

Line Item	Question	Response *	
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	School Health has been in the medical, health, and wellness solutions industry since 1957. Scott Cormack, Susan Rogers, and Rob Rogers are third generation owners, whose vision is to deliver unparalleled customer experience to support the health and safety of students, staff, and the community so everyone can learn and perform to the best of their abilities. (Sourcewell Building a Healthier Future_04.2024 under Additional Documents) We offer a comprehensive catalog of over 35,000 products and services supporting a wide range of needs, including first aid, health, medical and surgical care, assistive technology, physical and occupational therapy, rehabilitation, athletic training, physical education, sports medicine, school and early childhood nursing, diagnostic and screening tools, infection control, and emergency response/public safety solutions. These products are sourced from over 1,300 manufacturers, including certified minority, women, and small business enterprises (MWSBEs). As the leading provider of medical supply solutions in the education sector, we are proud to serve approximately 95% of school districts nationwide. Beyond product distribution, we provide added value through product support, training, consultative services, and a strong	

commitment to exceptional customer care.  
OUR CORE VALUES:

Dedicated: We are committed, loyal, and accountable to our customers, our company, and to each other.

Spirited: We are passionate and energetic in our roles so that we meet our customers' needs in an enthusiastic and helpful manner.

Knowledgeable: We are driven to build our broad knowledge base and seek to learn continually so we can share our expertise.

Resourceful: We develop solutions through collaboration and by applying our experience in unexpected and creative ways.

Compassionate: We are supportive and empathetic to customers' needs and demonstrate our understanding through our actions.

Innovative: We look ahead and anticipate future customer and business requirements to inspire new ideas.

OUR BRAND PROMISE TO YOU:

Customer Experience: We work to make sure every interaction you have with us supports your needs and builds a strong relationship.

Support the Health of Your Students: We are dedicated to serving you to help you meet your goals of keeping students healthy.

Perform to the Best of their Abilities: In all school settings from the classroom, to sports, to activities, we want students to do their personal best.

Please watch this video from our executive team, employees, and customers, School Health Corporation – Health Professionals Video - YouTube. (See: Video of School Health Employees and Customers under additional documents)

Our Value Proposition Differentiates Our Brand:

Superior Selection - We provide the best product selection to meet your diverse needs because our experience and knowledge allow us to source the right variety of innovative, high-quality products.

Personalized Service - We make you feel valued and allow you to do your job more easily, with excellent service that responds to your needs.

Insightful Content - We help enhance your expertise with the information, advice and training we provide to show our dedication to health professionals.

Cost-Effective Solutions - We help you reduce total costs because we focus on the initial cost of purchase and the ongoing costs of managing and using health supplies.

Easy Interactions - We provide simple processes to save you time and effort by continuously improving to ensure we are easy to do business with.

School Health's Market Segment History:

1957 – School Health Corporation was founded by the grandfather of current owners and siblings Susan Rogers (husband/Rob Rogers), and Scott Cormack. School Health provided school nurse products and shortly after added sports medicine supplies.

2012 - School Health Corporation acquires Enablemart to expand product offerings into schools. This heavily increased our product offerings in the special education and early childhood segments. (See: Enablemart Acquisition 011212 under Additional Documents)

2017 - School Health Corporation Completes Palos Sports Acquisition. Palos was the leading supplier in the U.S. of physical education supplies to school districts, park districts, and Special Olympics. This acquisition allowed School Health to further its breadth of medical supply solutions. (See: Palos Sports Acquisition 110917 under Additional Documents)

2021 - School Health Corporation announced the acquisition of Focused Fitness, a creator of health and physical education curricula for grades K-12. (See: Focused Fitness Acquisition 093021 under Additional Documents)

12	<p>What are your company's expectations in the event of an award?</p>	<p>Our expectations are to continue our growth nationally using the new award for Medical Supply Solutions. We will continue to grow our eCommerce customers using the Sourcewell contract. At the present time, we have the following number of accounts set up for online purchasing through School Health/Sourcewell Contract.</p> <p>Email Domain Triggers: 798 accounts with every contact in the district set up for Sourcewell Pricing</p> <p>Landing Pages: 34 accounts with School District/Sourcewell Landing page pricing</p> <p>Punchouts: 75 accounts set up with their own Punchout using Sourcewell pricing</p> <p>State Contracts using Sourcewell: Delaware and Georgia (PE)</p> <p>We have an extensive selection of products and customers that order medical, health, safety, physical education, assistive technology, special education, surgical, first aid-related equipment, curriculum, accessories, and services from School Health. We will continue to lead with Sourcewell and encourage nonmembers to sign up to leverage the innovative solutions and robust product offering through our contract, <a href="https://www.schoolhealth.com/sourcewellcoop">https://www.schoolhealth.com/sourcewellcoop</a>.</p> <p>We continue to push many large opportunities to Sourcewell to allow our customers to forgo the bidding process. Sourcewell has always been the contract we lead with, and we will continue this approach. We appreciate the reputation that Sourcewell has built with its members and vendor partners.</p>	*
13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>See Financial Strength and Stability under the Documents section.</p>	*
14	<p>Tell us your US market share for your proposed solutions.</p> <p>OR, provide the number of US Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of states where you have made sales.</p>	<p>Spending on medical supplies in the U.S. education market are not tracked by any national research firm. We have compiled and analyzed multiple data points from our internal records, supplier partners, industry trade associations, and government statistics to estimate our market share in our main segments.</p> <p>School Health Corporation has been selling in this market for over 65 years, and we offer solutions for a full spectrum of care across five market segments. We are the largest distributor in this space by more than 2X any competitor. While we have competitors in each market segment, there are no competitors that have product offerings in all five. These are our estimates in the PreK-12 education market:</p> <p>Health Services 15% Early Childhood 13% Sports Medicine 8% Special Education 4% Physical Education 14%</p> <p>In addition to these broader segments, we estimate higher market shares in specific product categories:</p> <p>Vision &amp; Hearing Screening 38% AEDs (Automated External Defibrillator) 30%</p>	*
15	<p>Tell us your Canadian market share for your proposed solutions.</p> <p>OR, provide the number of Canadian Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of provinces where you have made sales.</p>	<p>We can/do sell into Canada however, we do not have a physical presence in Canada.</p>	*
16	<p>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.</p>	<p>School Health has never petitioned for bankruptcy</p>	*

17	<p>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).</p> <p>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?</p> <p>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?</p>	<p>School Health is a company-owned distributor of 35,000 items from 1300 manufacturers and vendor partners in medical, health, safety, sports medicine, physical education, assistive technology, special education, surgical, first aid related equipment supplies, and accessories. We also are a service provider for products awarded under contract and we present a full solution for customers including onsite demonstrations, webinars, in-service training, AED (Automated External Defibrillator) site visits, assessments, calibrations, vision and hearing training, CEU educational seminars, and more.</p> <p>Although School Health Corporation is described as a distributor, our alignment with our strategic partners allows Sourcewell members to obtain a variety of products and support through our distributorship along with the focus and attention of key manufacturers.</p> <p>*See examples of "Authorized Distributor" letters from various vendors that are attached for the following Partners:</p> <p>Zoll - (LOA - Zoll - School Health Corporation under Additional Documents)  Maico - (MAICO ERO SCAN Letter of Exclusivity for SHC, 2025 under Additional Documents)  Stryker - (Stryker - School Health Authorized Distributor Letter under Additional Documents)  Philips - (Philips Authorized Distributor Letter School Health 2025 under Additional Documents)</p>	*
18	<p>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.</p>	<p>School Health Corporation maintains a variety of licenses and certifications required to do business as a wholesale medical distributor in the United States. We are a registered and approved vendor in more than 103,000 active accounts across the country. We are currently in good standing in all states where we are required to file sales tax, unemployment tax, payroll tax, and other business registrations.</p> <p>-City of Rolling Meadows Business License (See: City of Rolling Meadows Business License under Additional Documents)  -State of Illinois Department of Financial and Professional Regulation Wholesale Drug Distributor (See: IL Licensed Wholesale Drug Distributor under Additional Documents)  -DEA Domestic Chemical Diversion Control Registration Certificate (See: DEA Registration Certificate under Additional Documents)  -NABP Accredited Drug Distributor (See: NABP Accredited Drug Distributor under Additional Documents)</p>	*
19	<p>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.</p>	<p>NA - There is no suspension or disbarment information to report.</p>	*
20	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>Below is a list of some of the industry awards and recognition that School Health Corporation has received in the past five years:</p> <p>*American School Health Association Presidential Citation (multiple years)  *Zoll (formerly Cardiac Science) Top Distributor Partner-Top Distributor Partner (2007-2024)  *Maico Diagnostics Excellence in Sales Award-Top Sales Contribution (2010-2024)  *National Association of School Nurses Corporate Recognition Award for ongoing support of NASN and School Nursing  *NABP Drug Accreditation - Licensed to sell prescription drugs to all 50 states (2024)  *NASN Endowment Fund Pinnacle Donor Level (\$50,000 or more)  *School Health Awarded LEED Green Building Certification (April 2021)</p>	*
21	<p>What percentage of your sales are to the governmental sector in the past three years?</p>	<p>2022 = 4%  2023 = 5%  2024 = 5%</p>	*
22	<p>What percentage of your sales are to the education sector in the past three years?</p>	<p>2022 = 86%  2023 = 86%  2024 = 87%</p>	*
23	<p>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?</p>	<p>Sourcewell 2022 = \$28M ,2023 = \$31M, 2024 = \$29M  Equalis 2022 = \$12K, 2023 = \$200K, 2024 = \$1M  Ed Data 2022 = \$7.8M, 2023 = \$8.1M, 2024 = \$9M  Omnia 2022 = \$104K, 2023 = \$486K, 2024 = \$809K  MHEC 2022 = \$2.3M ,2023 = \$2.8M, 2024 = \$2.2M  BuyBoard 2022 = \$2M, 2023 = \$2M, 2024 = \$2.2M  Costars 2022 = \$2.4M ,2023 = \$1.5M, 2024 = \$1.1M</p>	*

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?	We do not have any GSA contract or SOSA. We recommend our government customers leverage Sourcewell for their purchases.	*
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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 *	
Los Angeles Unified School District	Adriana Valenzuela	213-241-4134	*
Norfolk Public Schools	Diana Harrell	757-628-3477	*
Tredyffrin/Easttown School District	Jackie Mormello	610-240-1900	*
Milwaukee Public Schools	Carlos Rodriquez	414-475-8057	
Prince George Co Pubic Schools	Keisha Simmons	301-925-1985	

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 *	
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26	Sales force.	<p>School Health's nationwide sales team is comprised of 29 highly trained professionals, including sales specialists, territory managers, and inside sales representatives. This team is supported by a dedicated customer care department and skilled service technicians who are adept at both upselling and responding to product and service inquiries.</p> <p>With a strong sales presence across the country and a centralized call center located in Rolling Meadows, IL, we are well positioned to engage with thousands of customers nationwide. Our territory managers operate primarily in metropolitan areas, regularly visiting early childhood centers, K-12 schools, higher education institutions, government agencies, and nonprofit organizations 3-5 days per week. Through these face-to-face interactions, they provide guidance on medical supply solutions tailored to each customer's specific needs.</p> <p>These meetings often include discussions with procurement teams to outline how our extensive catalog of medical products can be accessed through the Sourcewell contract and our eCommerce platforms. Our inside sales team focuses on rural and less densely populated regions. They conduct daily virtual consultations and collaborate closely with territory managers and sales specialists to provide in person support when needed whether for product demonstrations, training, or deployment of large equipment. All members of our inside sales team are well-versed in the Sourcewell contract and work in tandem with our bid specialists, customer care team, and territory managers to ensure seamless service and fulfillment of medical supply needs.</p> <p>In addition to our direct sales efforts, School Health maintains a strong presence at over 225 conferences and industry trade shows annually, further supporting our outreach and brand visibility. We offer over 35,000 health and medical related SKU's, all of which will be available under the Sourcewell Medical Supply and Solutions contract, if awarded.</p> <p>Our Sales Specialists are integral to our go-to-market strategy. This dedicated team of professionals brings expertise across multiple disciplines, reinforcing our commitment to student health and wellness, and supporting their ability to learn and thrive. Their areas of specialty include:</p> <p>Manager of Specialists – Dr. Ray Heipp  Emergency Health Records, Vision, and Hearing – Maryellen O'Keefe-Smith  Emergency Preparedness – Vince Pesavento  Sports Medicine and Athletic Training – Mike Klein  Special Education and Assistive Technology – Jodi Szuter, Dr. Ray Heipp  Physical Education and Team Sports –Tom Strenger  eCommerce Platforms and Online Purchasing – Lynn Guza  Emergency Medical Services Education – Kyle Hill</p> <p>Our specialists regularly travel with our sales team to deliver seminars, workshops, and on-site visits. They also conduct webinars specific to their areas of expertise, helping customers stay informed about product innovations and best practices in their respective fields.</p> <p>Below are the number of sales representatives throughout the United States and their location.</p> <p>8 - Rolling Meadows, IL  1 – Phoenix, AZ  1 - San Diego, CA  1 – Palm Springs, CA  1 - Rockwall, TX  1 - Austin, TX  1 – Chicago, IL  1 – La Grange, IL  1 – Minneapolis, MN  1 – Germantown, MD  1 – Springfield, PA  1 – Charlotte, NC  1 – Richmond, VA  1 – Detroit, MI  1 – Indianapolis, IN  1 – Columbus, OH  1 – Atlanta, GA  1 - Orlando, FL</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>We offer products from 1300 manufacturers that provide over 35,000 SKUs in 129 product categories. Below is a list of our largest strategic partners. These vendors are an extension of our sales and service to Sourcewell members. We train our strategic partners on how to use our Sourcewell contract for purchases to forego the bidding process. Many times, our vendor partners choose to use Sourcewell because their customers get to buy the product of their choice while being compliant and not running the risk of losing business.</p> <p>Strategic Partners:</p> <p>AED's - Zoll, Phillips, Stryker  Vision/Hearing - Maico, Titmus, Hill-Rom  Sports Medicine – Performance Health, Mueller, Cool Systems Inc.  Emergency Medical – Life Secure, North American Rescue, Safeguard Medical  Disposables - Medline and Medique</p>

28	Service force.	<p>At School Health, we do far more than supply adhesive bandages and ice packs. Every day, we help schools across the country implement lifesaving and life changing equipment. Beyond offering one of the widest selections of health and safety products available, we deliver a complete solution that includes the three critical components essential to successful and compliant purchasing decisions:</p> <p>Expert Guidance – Our trained specialists assist with product selection, funding strategies, and program implementation to ensure the right solution is chosen.</p> <p>Complimentary Training – We provide no cost training, so customers know how to properly use and deploy equipment from day one.</p> <p>Ongoing Support &amp; Service – We offer full support, maintenance, and warranty services to ensure long-term performance and peace of mind.</p> <p>School Health customers, including Sourcewell members and participating agencies, can connect directly with a trained expert for a free consultation. Visit <a href="http://www.schoolhealth.com/consultation">www.schoolhealth.com/consultation</a> or choose from one of the specialized consultation services below:</p> <p>AEDs (Automated External Defibrillators) – Speak with an AED specialist  Therapeutic Modalities – Consult with a therapeutic modalities' expert  Emergency Preparedness – Request a customized emergency readiness consultation  Hearing Screening – Work with a hearing screening specialist  Evacuation Chair Consultation – Request a complimentary evaluation  Vision Screening – Connect with a vision screening expert - Request a FREE Spot Vision Screening consultation and download the Palmetto Elementary case study  NeffyInSchools – Consult with an expert  Sensory Rooms – Get support from our sensory environment experts  School Safety – Consult with our School Safety Center team  SNAP Health Center – Connect with a SNAP software expert and receive a complimentary case study</p> <p>Additional Services Offered:  Full-Service Department – In-house calibration, repair, and servicing for vision and hearing screening equipment (refer to Sourcewell Service Center_03.2024 under Marketing Plan/Samples).  Hands-On Training – Vision and hearing screening training, as well as training on related tools and devices.  Extended Warranties – The Welch Allyn Partners in Care program provides a free five-year warranty with the purchase of our Spot Vision Screener, including full coverage and access to a loaner unit if service is ever needed.  Product Demonstrations – We offer demos of various equipment models to help customers make the most informed decision based on their unique needs.</p>
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>School Health's order processing team is comprised of 8 order processing staff who are responsible for the entry of all orders. The team is located at the corporate headquarters in Rolling Meadows, IL. On average they process 9,000+ orders a month which include orders coming through the web, mail, email, fax, and will calls. Web processing includes web and punchout orders. Specialty and national accounts are also handled by this team. In some cases, the team must interface with customer systems to process their orders. In 2024, 112,596 orders were processed!</p> <p>Order processing strives to keep orders current within 24 hours and processes orders first in first out. They have a constant flow of orders with accuracy rates of 95% or higher. This shows the team's commitment to ensure all customer orders are processed quickly and accurately. We strive to foster a positive experience for every customer. Achieving a quick turnaround is important to our team.</p> <p>In 2025, School Health automated our ecommerce platform so that 95% of orders placed online are automatically entered into our ERP system without having to be rekeyed. We also launched a new feature we call "The Magic Button" that allows orders to be placed directly from the quote. This creates a self-service way for the customer to place an order and also speeds up the processing time.</p>

30	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>At School Health, we take great pride in delivering high quality, personalized service through our dedicated Customer Care Team. Our team of 14 customer service representatives is available to support customers with a wide range of needs, including order placement, product and service inquiries, website navigation, warranty assistance, quote requests, and delivery updates.</p> <p>Customers can reach our team through multiple convenient channels via email, webchat, or phone on our toll-free number: 866-323-5465. Our phone system is designed to roll calls from representative to representative during business hours, ensuring that customers always connect with a live agent. Live chat is accessible on our website at <a href="http://www.schoolhealth.com">www.schoolhealth.com</a>, and inquiries sent to <a href="mailto:customerservice@schoolhealth.com">customerservice@schoolhealth.com</a> are addressed within 24 hours. Our Customer Care Team is available Monday through Friday, from 7:00 AM to 5:00 PM CST.</p> <p>We ended 2024 answering over 76% of our calls and webchats in 20 seconds or less.</p> <p>To continuously enhance service quality, we utilize a system that records 100% of inbound calls. These recordings are used for coaching, performance development, and accountability. Each customer service representative is evaluated monthly against six key performance behaviors:</p> <ul style="list-style-type: none"> <li>-Willingness to help</li> <li>-Empathy and customer engagement</li> <li>-Tone and professional demeanor</li> <li>-Effective resolution of the customer's need</li> <li>-Identification of related or complementary products</li> <li>-Professional call opening and closing</li> </ul> <p>This commitment to service excellence is reinforced through our robust Quality Assurance Program, ensuring every customer receives the high level of care and support they expect from School Health.</p> <p>In 2020, School Health launched its Quality Assurance Program with a foundational philosophy called "Earn the Right" centered on building and maintaining trust with both employees and customers. This initiative reflects our deep investment in delivering exceptional customer experiences by empowering our employees to become trusted advocates for the customers they serve. We recognize that our customers are the core of our organization's success. As such, every interaction is guided by a commitment to professionalism, a genuine willingness to assist, and a customer first mindset. These values form the backbone of our Quality Assurance Program.</p> <p>We expanded the program to include comprehensive observation, scoring, and coaching aimed at cultivating a customer-centric culture across the organization. More than 300 hours were dedicated to collaborative coaching and front-line team development, reinforcing our commitment to continuous improvement.</p> <p>2024 Program outcomes included:</p> <p>Our Customer Care Team is at the heart of every interaction, and we're proud to share the progress we've made in 2024 to strengthen that commitment. Through our robust Quality Assurance program, we've focused on coaching, development, and training to ensure every customer receives solution-oriented support with empathy, accuracy, and efficiency.</p> <p>Here's a glimpse of what we've accomplished throughout 2024:</p> <ul style="list-style-type: none"> <li>- Over 1,600 hours invested in coaching, system training, and development to enhance customer experience</li> <li>- 91% of our team earned 90% or higher on customer interaction evaluations.</li> <li>- In 2024 our Customer Care NPS (Net Promoter Score): 71.8, was well above industry standards with over 844 customer responses.</li> <li>- All customer calls are handled in-house by School Health employees based in the U.S. — we do not outsource any part of our service.</li> </ul>
31	Describe your ability and willingness to provide your products and services to Sourcwell participating entities.	<p>School Health is a national, full-service provider of medical supply solutions and the leading supplier to the education market in the United States. We currently serve customers in all 50 states, with a base of over 110,000 active accounts. As a trusted partner in the education sector, we are committed to expanding our reach and deepening relationships with new and existing customers through the Sourcwell contract.</p> <p>School Health maintains a National Team dedicated to serving customers outside of the K-12 market. This team specializes in supporting federal and state government agencies, tribal entities, and commercial businesses, ensuring that each sector receives tailored solutions and comprehensive service.</p>
32	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.	Yes, we have the ability and are willing to provide our products into Canada.
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	We can serve Canada, and we will not restrict locations or market segments.

34	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.	<p>School Health actively promotes the Sourcewell contract as our primary purchasing vehicle across all sectors nationwide. If awarded the Medical Supply Solutions Contract, we will continue to lead with Sourcewell in all regions and market segments.</p> <p>While we hold additional cooperative contracts, Sourcewell has consistently proven to be the most effective and efficient solution for our representatives and customers alike. It aligns seamlessly with our sales strategy and provides the flexibility and compliance our clients require.</p> <p>We also maintain a strong digital presence, with many customers already leveraging Sourcewell pricing through integrated eCommerce tools, including punchout catalogs, custom landing pages, and targeted email communications. This infrastructure enables a streamlined, user-friendly experience that supports contract compliance and purchasing efficiency.</p>	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Alaska, Hawaii, and US territories will pay shipping fees and incur longer shipping times. Small parcel shipment costs to Hawaii and Alaska are 18% of the merchandise total. Call customer service for a quote, at 866-323-5465.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, we would be willing to extend terms to nonprofit entities.	*

**Table 4: Marketing Plan (100 Points)**

Line Item	Question	Response *
37	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>At School Health, we employ a comprehensive and integrated marketing strategy to promote this contract opportunity, leveraging a variety of communication channels to ensure maximum reach and impact.</p> <p>We've built an extensive library of high-quality marketing materials and multimedia resources that serve a dual purpose: empowering our sales representatives with in-depth knowledge of Sourcewell and its many advantages and informing our customers about the wide range of solutions and savings this contract provides.</p> <p>These vehicles will be available for Sourcewell communications. We will work together to determine the best choices from these options:</p> <p>Catalogs: School Health publishes six catalogs for the markets we serve. These catalogs, as well as two more niche catalogs, are also available online. <a href="https://www.schoolhealth.com/virtual-catalogs">https://www.schoolhealth.com/virtual-catalogs</a>.</p> <p>Flyers: We have an assortment of flyers promoting our most popular items and new product releases. We also have a collection of supply lists highlighting essential products to help our customers as they plan their purchase.</p> <p>Industry Publications: School Health promotes programs and products in NASN and JOSN publications.</p> <p>Order fulfillment inserts: School Health ships over 100,000 orders annually to customers and each one can include promotional materials. We will evaluate which types of orders are most relevant to our goals and determine whether this channel is an effective option for targeted outreach.</p> <p>Website: <a href="http://www.schoolhealth.com">www.schoolhealth.com</a> is a primary channel for school professionals to shop, purchase and interact with us. We use banners and featured product sections to promote new products, promotions and service information. The Sourcewell National Contract is listed here for all School Health customers to view. We also have a landing page for Sourcewell members that want to purchase online using the contract: <a href="https://www.schoolhealth.com/sourcewell">https://www.schoolhealth.com/sourcewell</a>.</p> <p>We have an existing customized landing page, specifically branded for Sourcewell. This landing page will be updated to outline the benefits of membership, including ease of ordering, wide product selection and services, and a "hot list" of items with deep discounts. Members would click on a link on the landing page, create an account or log in, and from then on, the contract pricing is associated with their account and will automatically appear as they shop.</p> <p>We will leverage our equipment/product print ads, catalogs, and other materials and be sure to include our Sourcewell contract number on our printed materials, as necessary.</p> <p>We will produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information to be used in the Sourcewell directory and other approved marketing publications.</p> <p>The awarded contract will be highlighted on: <a href="https://www.schoolhealth.com/">https://www.schoolhealth.com/</a>. We will include a link to the Sourcewell information page: School Health Sourcewell Contract. On this page, non-members will be prompted to join and be directed to a page to sign up for Sourcewell: School Health Ecommerce Solutions.</p> <p>Conferences and Trade Shows – School Health attends over 225 shows annually to share product news and valuable information. The company exhibits at all major industry conferences and most state-level conferences. These venues are a strong option for presenting Sourcewell to a targeted audience.</p> <p>We will promote our awarded contract and relationship with Sourcewell and Sourcewell membership benefits at our booth and within our trade show marketing campaigns (on-site signage, callouts in any planned trade show marketing for the show).</p> <p>Digital Campaigns – School Health sends frequent emails to target customers at least weekly. This format provides space for continuing education messages. We would be glad to share all our workshops/continuing education and product messages with all Sourcewell members to help them learn and choose products that serve them and their best interests.</p> <p>Social Media and Blogs – School Health has a blog and a social media presence on Facebook, LinkedIn, YouTube, Twitter, and Instagram, reaching customers and employees through 16 social media profiles. We are also exploring new ways to reach a wider target audience through paid social media advertising.</p> <p>Using a variety of media platforms allows School Health to reach out to customers through multiple avenues and keep the conversation about our business, products, and education resources top of mind.</p>

		<p>Member Promotions: School Health develops several promotions throughout the year to promote engagement and goodwill with our customers. We will utilize the Sourcewell membership list to offer member customers' existing or exclusive promotions. We are committed to incorporating our Sourcewell contract at all levels within our company and executing the strategies with the support and guidance of our Contract Manager.</p> <p>Internal Communication: All promotions and marketing materials will be communicated to our sales team so that they can promote the contract's value, remain committed to the contract, and demonstrate our ability to provide, deliver and service our products to all Sourcewell members. We are committed to developing a sales/communication process to facilitate Sourcewell membership and establish the status of current and potential agencies/members.</p> <p>Leverage our Existing Relationships: We support many organizations that promote health and well-being. We can leverage our strong relationships with the following to build exciting programs that will deliver recognition, goodwill, and success:</p> <ul style="list-style-type: none"> <li>• National Association of School Nurses (NASN): Trade Shows</li> <li>• National Athletic Trainers' Association (NATA): Trade Shows</li> <li>• Healthy Schools Campaign</li> <li>• Walk Now for Autism Speaks</li> <li>• National Head Start Association (NHSA)</li> <li>• Lions Kid Sight USA Foundation</li> <li>• Get In Touch Foundation</li> <li>• American Heart Association</li> <li>• Prevent Blindness</li> <li>• Special Olympics</li> </ul> <p>Northeastern University's School Health Academy (NEUSHA): We support NEUSHA. The CEU program, which includes a popular Summer Academy, helps meet the requirements for training, consultation, and services. A variety of topics are offered, such as Medical Care, First Aid Care, Surgical Care, Special Education Services, Specimen Identification, Patient Identification, Athletic Training Services, Physical &amp; Occupational Therapy, School Nurse Services, Sports Medicine, Patient Examinations, Health &amp; Development, Assistive, Emergency Response, Vision and Hearing Screening, Public Safety Medical Care, Medical Records, Infection and Biohazard Control, CPR &amp; AED, Rehabilitation Services, etc. We can consider special pricing and other opportunities for Sourcewell members.</p> <p>School Health also offers services that allow customers to speak to a trained expert before making their purchase, and members/agencies can request a FREE consultation or contact the representative in their area for additional support. To view the list of consultations we offer, visit <a href="https://www.schoolhealth.com/consultation">https://www.schoolhealth.com/consultation</a>.</p> <p>When it comes to marketing Sourcewell, we are constantly making improvements to the Sourcewell online presence on the School Health website for members to shop:  <a href="https://www.schoolhealth.com/sourcewell">https://www.schoolhealth.com/sourcewell</a> or for non-members looking to join Sourcewell:  <a href="https://www.schoolhealth.com/sourcewellcoop">https://www.schoolhealth.com/sourcewellcoop</a>.</p> <p>Some of the marketing materials that we have completed over the last several years regarding co-branded for School Health and Sourcewell are attached and follow:</p> <ul style="list-style-type: none"> <li>- Sourcewell Building a Healthier Future_04.2024 (Marketing Plan-Samples)</li> <li>- Sourcewell Product Flyer_04.24 (Marketing Plan-Samples)</li> <li>- Sourcewell Minnesota 03.2025 (Marketing Plan-Samples)</li> <li>- Sourcewell Service Center_03.2024 (Marketing Plan-Samples)</li> <li>- Sourcewell Contract_03.2024 (Marketing Plan-Samples)</li> </ul>	
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>School Health has 18 different social media platforms across Twitter, Facebook, Instagram and LinkedIn, and YouTube. We use these platforms to target different segments of our audience, including health services, school nurses, special education, early childhood professionals, athletic trainers, and physical education instructors. On our social media, we aim to provide our customers with value-added content including links to industry news, School Health blogs and newsletters, and School Health's educational webinars. We also use social media as another way to reach our customers to inform them about new and relevant products in their field.</p> <p>School Health offers ongoing free webinars designed to support professionals across education and health services. These sessions cover a wide range of timely and relevant topics, including mental health in schools, emergency preparedness, physical education, vision screening, inclusive classrooms, and more. Presented by experts in their fields, our webinars provide practical tools and insights that can be implemented immediately. Participants receive follow-up communications with additional resources and related product information tailored to the topics discussed. You can view our full library of on-demand webinars here: <a href="https://schoolhealth.com/webinars">schoolhealth.com/webinars</a></p>	*

39	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>While School Health Corporation's sales force will be the primary driver of contract performance, we fully recognize the significant role Sourcewell plays in promoting partnership and increasing awareness of our products and services. As a trusted government agency serving members nationwide, Sourcewell brings credibility and a strong reputation that benefits all participating suppliers.</p> <p>School Health is fully equipped and committed to marketing and servicing this contract on a national scale. To ensure optimal success, we will collaborate closely with Sourcewell to develop and execute a comprehensive, ongoing marketing strategy. This approach will leverage Sourcewell's relationships with end users and other contract holders, amplifying our outreach and impact. Sourcewell supplier partners have consistently enhanced our customer relationships and added credibility to our offerings.</p> <p>In 2021, we expanded our national contracts team with the goal of supporting and accelerating growth through national cooperative contracts. This team partners closely with our Sourcewell Supplier Administrator and Specialist to generate leads, support sales training, and assist with procurement questions to help secure large-scale opportunities. Sourcewell's supplier relationships have also proven valuable in addressing technical and compliance-related inquiries.</p> <p>Sourcewell has been fully integrated into our sales process through the following key initiatives:</p> <p>*Training &amp; Education: All sales representatives, managers, and dealer partners receive regular training on the Sourcewell contract via monthly sessions and bi-weekly calls. New hires are required to complete Sourcewell University and accelerated training to ensure consistency and confidence when presenting in the field.</p> <p>*Onboarding &amp; Compliance: Our national contracts team ensures each new sales representative is properly onboarded through in-depth training on Sourcewell's eCommerce platforms, compliance requirements, and access to branded marketing resources.</p> <p>*Sales Enablement: Ongoing guidance is provided on how to use Sourcewell within each territory to grow business, including support for punchout catalogs, landing pages, and email domain triggers.</p> <p>In addition, we integrate Sourcewell into other critical areas of our business to ensure widespread alignment and visibility:</p> <ul style="list-style-type: none"> <li>-We participate in national trade shows with procurement and government agencies, as well as local "get to know you" events, to promote our Sourcewell contract.</li> <li>-Our Precise Selling Method sales training includes specific coaching on how to ask open-ended questions and introduce the Sourcewell contract during customer conversations.</li> <li>-Monthly "Chatter" tips are shared across our Salesforce platform to keep Sourcewell top of mind and woven into everyday sales activity.</li> <li>-We are continuously improving our online Sourcewell presence on the School Health website, expanding our eCommerce capabilities for individual districts, developing new landing pages, and enabling email domain triggers to ensure automatic access to Sourcewell pricing.</li> <li>-We work closely with Sourcewell to ensure we offer members relevant products, exclusive offers, and simplified purchasing experience.</li> </ul> <p>Our entire organization, including our Executive Team, Director of Sales, National Contracts Team, Director of Marketing, Customer Care Representatives, and Sales Team are deeply committed to the success of this partnership. We look forward to continued growth and collaboration with Sourcewell in the years ahead.</p>
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40	<p>Are your Solutions available through an e-procurement or e-Commerce ordering process?</p> <p>If so, describe your system(s) and provide one (1) example of how governmental and educational customers have utilized them.</p>	<p>Our eCommerce and national contracts teams manage and support our online presence. We have created and attached our marketing piece used with Sourcwell customers to help them with the eCommerce ordering options. This is a FREE service for Sourcwell members! School Health offers eProcurement solutions that include: (See: Sourcwell Ecommerce Solutions_3.2024 under Marketing Plan/Samples).</p> <p>Punchout where we integrate with a customer's internal eProcurement and accounting system to allow workflow approval process and ease of ordering with a purchase order, credit card, p-card, &amp; ghost card.</p> <p>Punchout catalog solutions to support B2B commerce via cXML, OCI, xCBL, XML with Ariba, SciQuest, Coupa, SAP, Oracle, Equal Level, Skyward, and customizable punchout catalogs. Punchout catalogs enable School Health to reach entities that include the State, Government, and Education for B2B E-Commerce. Punchout Orders are produced online in a paperless manner for online procurement (e-Procurement) through a buyer's purchasing application (Ariba, SciQuest, Coupa, Unimarket, PeopleSoft, SAP Round Trip, Equal Level, Oracle, and more).</p> <p>The products at School Health are available through an e-procurement ordering process. Some of the benefits of using our eCommerce platform are below:</p> <ul style="list-style-type: none"> <li>-Our platforms help members save time and money.</li> <li>-They are easy to use, allow customers to regulate purchases, and follow the order process to stay in compliance.</li> <li>-Customers can create supply lists that they can save or share.</li> <li>-Customers can directly connect with our catalog of products while staying within their punchout system.</li> <li>-We can design landing pages for those accounts that want to buy online but are not punchout capable.</li> <li>-We can load a member/district email domain to trigger the Sourcwell contract pricing online within 24 hours.</li> <li>-Any member that wants to shop using Sourcwell can register, shop online and receive the Sourcwell pricing.</li> </ul> <p>Here is the information page where you can learn more or register to shop using Sourcwell, <a href="https://schoolhealth.com/sourcwellcoop">https://schoolhealth.com/sourcwellcoop</a>. Or if you are already a member, you can shop on our Sourcwell customized landing page: <a href="https://www.schoolhealth.com/sourcwell">https://www.schoolhealth.com/sourcwell</a>. (See: Question 40.docx under Marketing Plan/Samples)</p> <p>As of July 2025, we have the following accounts set up to receive Sourcwell pricing using eCommerce ordering options:</p> <p>Email Domain Triggers: 798 accounts with every contact in the district set up for Sourcwell Pricing  Landing Pages: 34 accounts with School District/Sourcwell Landing page pricing  Punchouts: 75 accounts set up with their own Punchout using Sourcwell pricing  State Contracts using Sourcwell: Delaware and Georgia (PE)</p> <p>In late 2021, the National Contracts team became responsible for training the sales team on how to increase our eCommerce customers, and our company's strategy for the next five years is highly concentrated in the areas of national contracts and eCommerce growth. Currently, more than 62% of all our eCommerce platforms are set up using our current Sourcwell contract. We have marketing material for our customers with our eCommerce options. (See: Sourcwell Ecommerce Solutions, Sourcwell Ecommerce Alamance, Sourcwell Ecommerce Chesterfield, and Sourcwell Ecommerce PWC under Marketing Plan/Samples).</p> <p>Our National Accounts team is currently utilizing our current contract to secure more government accounts to purchase online. PIMA is a good example that just started using our Sourcwell contract for all their health departments. We also have reps working with Houston Health and Human Services to try and get them hooked with Sourcwell to buy their items.</p>
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
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41	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities.</p> <p>Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>School Health is committed to providing innovative, high quality medical supply solutions that are competitively priced and supported through product education and dependable service. Our mission extends beyond delivering products. We ensure our customers are equipped with the knowledge and support needed to use these solutions effectively and confidently.</p> <p>We offer comprehensive support and training for all medical equipment sold. Our team of certified technicians, located within our internal calibration, parts, and repair department, provide specialized services for vision and hearing products, including equipment calibration, repair, and product information. In addition, our highly trained sales team coordinates product in-services both virtually and on-site. Our sales specialists also conduct training sessions both in person and online, focusing on their areas of expertise to further support our customers. (See: Consultation.docx under Market Plan/Samples)</p> <p>As part of our Sourcewell contract, we provide several complimentary programs that are available to Sourcewell members. These include vision and hearing screening training, consultations, and live demonstrations. Our strategic partnership with Hill-Rom allows us to offer the WA Partners in Care 5-year warranty program which is valued at \$1,425, free of charge with the purchase of a Spot Vision Screener. This comprehensive warranty includes parts coverage, a loaner program, and drop protection. Due to our expertise and ability to provide customer training, School Health is the exclusive provider of this offer to the education market.</p> <p>We also offer AED site assessments to assist with proper equipment placement, demonstrations of available models from all leading brands, and comprehensive training on equipment use and deployment strategies. Additionally, our team hosts health and medical workshops tailored to various market segments. These sessions are led by our experts and are available at no cost to Sourcewell customers.</p> <p>We proudly provide specialized assistive technology workshops, led onsite by Dr. Raymond Heipp, Ph.D., a respected leader in the field. These hands-on workshops are designed to foster deeper learning and enhance daily achievement. For physical education, we offer cross-curricular BRAINball training either virtually or on-site, presented by our Physical Education Brand Ambassador, Tom Strenger. Our new full-day, on-site professional development workshops, presented by national speakers, provide additional value to our education customers. We also offer evacuation chair training to ensure staff across districts are prepared for safe and efficient deployment. (See: Brainball Exclusive 22.pdf under additional documents)</p> <p>In addition to our standard offerings, School Health provides a suite of optional programs available through our Sourcewell contract. These include service and calibration of vision and hearing equipment through our in-house repair team, CEU accredited online training provided in partnership with Northeastern University's School Health Academy, and implementation support for SNAP Emergency Health Records used by school nurses. We also offer AED program management, including on-site visits through ZOLL's Rescue Ready Services, and training for WellNet, a web-based software designed to help educators measure and track the five components of physical fitness.</p> <p>The NeffyInSchools program, created by ARS Pharmaceuticals and supported by School Health, provides K–12 schools across the U.S. with free doses of Neffy, the first FDA-approved needle-free epinephrine nasal spray for anaphylaxis. Each school can receive two cartons (four single-use doses) at no cost, with replacements available when used or expired.</p> <p>School Health manages applications and distribution through our SHConnect platform, ensuring compliance with state laws and prescription requirements. The needle free design makes administration faster, safer, and easier, while the product's 30-month shelf life adds practicality. By equipping schools with neffy and staff training, the program enhances emergency preparedness and helps protect students and staff from life-threatening allergic reactions.</p>
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42	Describe any technological advances that your proposed Solutions offer.	<p>At School Health, we are committed to being trusted partners by delivering evidence-based results driven solutions that directly support student health, safety, accessibility, and learning outcomes. We recognize that today's educational environments require diverse, scalable, and reliable resources, and we are uniquely positioned to meet those needs with more than 35,000 products tailored for the K-12 and higher education markets.</p> <p>Our extensive catalog includes specialized medical equipment such as hospital beds, vision and hearing screening devices, and emergency preparedness supplies, products essential to operating safely, compliant, and responsive school health environments. Our Special Education catalog supports students with hearing and vision impairments, while our Early Childhood line equips Occupational and Physical Therapists serving educational and public agency settings. School nurses benefit from a single, streamlined source for all supply needs, backed by decades of category expertise and responsive service.</p> <p>School Health is not just a distributor - we are a leader in innovation. We invest in advanced solutions that help schools modernize health services, improve efficiency, and reduce administrative burden. Our products are carefully selected based on research, regulatory alignment, and field-tested outcomes.</p> <p>Emergency preparedness equipment is a vital part of a school's emergency preparedness plan. However, maintaining all aspects of your program, including its AEDs, can be both difficult and time-consuming. The SH Connect compliance management system simplifies this process by allowing you to monitor all your equipment at once using a desktop or mobile device. Also provides a quick view of the status of AED batteries, pads and keeps track of the most recent inspection.</p> <p>Among our premier solutions is SNAP Health Center, a secure, web-based electronic health record (EHR) platform purpose, built for school health clinics. SNAP improves student outcomes, increases nurse efficiency, and reduces liability by offering FERPA and HIPAA compliant functionality such as real time reporting, COVID-19 management, Medicaid billing, immunization registry integration, and parent/staff communication portals. What truly sets SNAP apart is the full-time team of onsite RNs and health informatics specialists who understand school-based care and continuously optimize the platform to meet the real-world needs of districts. (See: SH Snap_health_center_brochure.pdf under Additional Documents)</p> <p>Our offering also includes the Welch Allyn® Spot® Vision Screener, a clinically validated, handheld screening device that detects amblyopic risk factors and refractive errors in seconds with over 97% accuracy in pediatric populations. Designed for ease of use by non-specialists, it features automatic capture, a bright touchscreen display for immediate results, and integrated wireless printing for seamless recordkeeping. (See: Spot Vision Screener 5 Ways Improve Vision Screening.pdf under Additional Documents)</p> <p>We also offer objective OAE hearing screeners, which deliver frequency specific evaluations without requiring a student response. These devices are simple to operate, produce quick pass/refer results, and integrate directly with electronic records for streamlined data management.</p> <p>To support inclusive education and address learning challenges, School Health offers the OrCam Read, an AI-powered reader that instantly vocalizes printed and digital text. Compact, wireless, and the size of a pen, it is ideal for individuals with dyslexia, mild low vision, or reading fatigue, providing independence and academic support in any learning environment. (See: OrCam Read_08_2025.pdf under Additional Documents)</p> <p>We further support equitable learning experiences in higher education through a range of accessibility solutions, including assistive technologies for test taking and reading, adaptive computer peripherals, and braille enabled tools that promote independence and success for students with disabilities.</p> <p>As mental health and sensory regulation become increasingly important, we offer comprehensive solutions for sensory rooms and calming spaces. School Health provides flexible packages and individualized products for any size environment, along with complimentary design consultations to ensure these spaces meet the specific needs of each district or institution.</p> <p>For students requiring discreet, accurate reading support, the C-Pen ReaderPen and ExamReader deliver industry leading performance. Their optical scanners enable accurate, portable reading assistance, allowing students to independently engage with written content while preserving dignity and classroom inclusion. (See: C-Pen_03.2025.pdf under Additional Documents)</p> <p>Across all these solutions, School Health's goal is clear: to support our partners with proven, cost-effective tools that enhance outcomes, simplify operations, and create healthier, more inclusive learning environments. With decades of experience, nationwide reach, and unmatched product depth, School Health is uniquely qualified to deliver immediate value and long-term impact under this contract.</p> <p>In 2025, School Health automated our ecommerce platform so that 95% of orders placed online are automatically entered into our ERP system without having to be rekeyed. We also launched a new feature we call "The Magic Button" that allows orders to be placed directly from the quote. This creates a self-service way for the customer to place an order and speeds up the processing time.</p>
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43	Describe any "green" initiatives that relate to your company (e.g., recycling, LED lighting, LEED) or to your Solutions, and include a list of the certifying agency for each.	<p>At School Health, sustainability is a guiding principle woven into every aspect of our business. In 2021, we established a cross functional leadership team with a clear mandate: to create and implement standardized operating procedures that drive long term sustainability across all areas of our company. Our mission is to ensure that School Health supports ecological balance, human well-being, and economic vitality; not just today, but for generations to come.</p> <p>This company-wide initiative influences our decision making at every level, from product and manufacturer selection to transportation, marketing, and technology integration. As part of this initiative, we have reimagined our onboarding process for new suppliers, placing special emphasis on engaging businesses that are MWBE-certified or demonstrate meaningful green initiatives. These changes are not only helping us align with public procurement values but are also incentivizing innovation and responsibility among our vendor base.</p> <p>Our marketing and sales strategies have shifted to reduce reliance on printed catalogs and traditional advertising, with a greater focus on digital engagement. This not only reduces paper waste but also supports more immediate and efficient communication with our customers. At the same time, our e-commerce platform continues to grow, giving customers full visibility of our product offerings and eliminating the need for printed materials. Our customers can now browse and purchase from our broad catalog of over 35,000 items entirely online, streamlining the process while reducing environmental impact.</p> <p>Our approach to product selection has evolved to prioritize items that are environmentally preferable. We actively seek out manufacturers that offer sustainable products and are committed to reducing environmental harm. We also encourage the use of recycled content and environmentally friendly packaging. One specific initiative involves using recyclable plastic air pillows for shipping, which significantly cuts down on unnecessary materials. These practical steps help reduce waste while maintaining the integrity of our delivery process.</p> <p>On the logistics side, we are continuously improving our shipping and freight strategies with sustainability in mind. We've made substantial efforts to consolidate shipments to reduce the frequency of deliveries, helping to cut down on carbon emissions and fuel consumption. Our carrier selection process now considers environmental performance and efficiency, and we maintain a strong partnership with UPS, our primary shipping provider. UPS's aggressive sustainability roadmap complements our goals, and in 2024 alone, we shipped more than 242,000 packages through them under environmentally conscious practices.</p> <p>Our commitment to green initiatives is perhaps best reflected in our physical space. In December 2020, School Health's 112,505 square-foot corporate headquarters and warehouse, located near Chicago's O'Hare International Airport, earned LEED certification. The building was designed with both environmental performance and employee wellness in mind. Its construction features energy efficient lighting systems equipped with sensors that respond to daylight and occupancy, low emission materials to improve indoor air quality, and individualized climate control for enhanced comfort and energy conservation.</p> <p>The warehouse itself is optimized for high efficiency operation, with an advanced warehouse management system, modern conveyor systems, LED lighting, and more than a dozen loading docks to facilitate streamlined fulfillment. Outside the facility, sustainable building practices extend to the landscape. Rainwater from the roof and parking areas is directed into a combined retention and detention basin that has evolved into a natural wetland. This area is landscaped with native grasses and wildflowers that support wildlife, prevent soil erosion, and improve water quality. The presence of birds, butterflies, frogs, turtles, and stocked fish speaks to the ecological success of the site. A walking trail around the property provides our employees with space to recharge, promoting both physical and mental well-being.</p> <p>The facility also includes infrastructure to support green transportation, such as electric vehicle charging stations and bike storage, further encouraging environmentally friendly commuting.</p> <p>As a company deeply rooted in the education and public health sectors, we recognize that sustainability is not just a trend; it's a responsibility. Our practices position us to meet the evolving environmental goals of our customers, including schools and agencies that are increasingly prioritizing vendors with demonstrable sustainability credentials. With our LEED-certified facility, expanding selection of green products, environmentally conscious logistics, and strategic supplier partnerships, School Health is proud to support our partners in meeting their own sustainability targets while building a healthier future together. (See: WMBE. Zip LEED_Initiativies_04-2021.pdf under WMBE/MBE/SBE or Related Certificates)</p> <p>For further insight into our environmental efforts, please see our LEED press release and building tour video:  <a href="https://www.youtube.com/watch?v=h4jCCvNH5Hw">https://www.youtube.com/watch?v=h4jCCvNH5Hw</a>  Press Release – April 22, 2021  <a href="https://www.schoolhealth.com/school-health-corporation-awarded-">https://www.schoolhealth.com/school-health-corporation-awarded-</a></p>
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44	<p>Identify any third-party issued eco-labels, ratings or certifications that your company and/or equipment holds (e.g., ENERGY STAR) for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>Many of our manufacturers have sustainable practices and hold MWBE, SBE (Small Business Entity), or veteran-owned business certifications. We have included some examples of our 1300 manufacturers below:</p> <p>Dial Professional, Diversy, Georgia Pacific, Go-Jo Industries, Kimberly Clark, Nice-Pak Products, Inc., SC Johnson, Seventh Generation, Ablenet, green line of products from Zoro, are several of the manufacturers that support the environment.</p> <p>Seacoast Uniforms - (DBE) Disadvantaged Business Enterprise Florida Department of Transportation, WBENC Certified - Woman Owned &amp; Operated, GSA Schedule 78 GS-03F-0075X &amp; 84 GS-07F-0294Y, SBE MWBE Bid-Awarded Vendor for Palm Beach County School District, WBE Certified State of Florida Office of Supplier Diversity</p> <p>Aunt Flow Corporation has cartridge pads, tampons, and pad pockets that are made with GOTS certified 100% organic cotton, biodegradable cardboard/paper packaging when disposed of outside of a landfill, or biodegradable when disposed outside a landfill. Their liner bags use a touch-free disposal unit made of recycled material and fully degradable.</p> <p>Good-Lite: All plastic charts and steel lightboxes are recyclable. Powder-coated paint reduces waste and pollutants. Most packaging is in cardboard boxes or other recyclable materials.</p> <p>Hill-Rom (Baxter) produces a Green Eco blood pressure cuff, recycles all cardboard boxes, completes energy-saving projects like replacing lights with LED lights, replacing drives with variable speed drive motors to reduce electrical usage, replacing Styrofoam in the cafeteria with paper, placing ventilation systems on timers, and packaging materials are corrugated and LDPE air pillows. They use corrugated vs foam in enhanced launch packaging.</p> <p>Maico: Great website on sustainability from the parent company, Demant. Demant has been addressing sustainability for several years now. Their website has a section dedicated to the topic: Sustainability, <a href="https://www.demant.com/about/sustainability">https://www.demant.com/about/sustainability</a> Packaging is made from 70% to 100% recycled materials. In addition, the Demant group has been ISO14001 certified for two years. The ISO14001 standard sets out the criteria for an environmental management system.</p> <p>North American Rescue uses fully recyclable packaging.</p> <p>Stryker's six manufacturing facilities in the US and PR are LEED-certified facilities. Their group President, Anne Mulally, helps lead women, minorities, veterans, and focused programs to promote diversity and equity throughout our organization.</p> <p>ZOLL, our largest AED manufacturer, uses corrugated packaging.</p>	*
45	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities?</p> <p>What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>One of our most valuable and unique attributes is our investment in the sales team's training and knowledge. School Health has gone one step further and incorporated positions in each market segment to include a sales specialist. They are subject matter experts who train our School Health team, complete virtual and on-site visits for customers, perform workshops in their specialty, and help the School Health team with anything that may arise within their specialty. By investing in these employees, we are committed to the most thorough sales and service solutions for Sourcewell members. This combined with our salesforce and customer care team provides the best service and solution for any Sourcewell member nationwide.</p> <p>School Health is committed to growing the School Health, Special Education/Early Childhood, Sports Medicine, Physical Education, Vision, Hearing, and EHR segments by adding an expert. Here are a few quotes from our specialists and how they feel about their role:</p> <p>Our Sports Medicine Specialists says, "We can focus on our key rehab modalities which include Normatec, Game Ready, and Richmar. We train in these products and provide support to our customers daily. Our workshops will help our customers figure out the best equipment for their needs. Our continuous support to the School Health reps and employees allows us to better engage and be prepared for our customers when presenting the variety of Sports Medicine Solutions."</p> <p>Our Special Education Specialist says, "Interactive learning, assistive technology, and sensory integration are important things to teach to our School Health family and customers. We work with suppliers that are industry leaders so we can support and train our sales reps and customers on how to best utilize our equipment to create more equality and learning in every environment."</p> <p>Our Physical Education Specialist Brand Ambassador says, "As a PE Specialist, I can provide direction and cost-effective solutions in the areas of equipment purchases, curriculum adoptions, technology procurements, and professional development offerings. My mission is to help build quality Physical Education programs where students can learn the knowledge and skills to be fit, healthy, and active for a lifetime."</p> <p>Sourcewell is also assigned to a dedicated national contract team of individuals that directly ensure the quickest response time and individualized service to members. The national contracts team is tasked with ongoing training of sales reps on Sourcewell and how to integrate eCommerce using our Sourcewell contract in their territories. The national team completes virtual calls and site visits with procurement contacts nationwide to integrate School Health's Sourcewell contract for online purchasing.</p> <p>Several other unique attributes are listed below:</p> <p>Exclusive Distributor - Many manufacturers select School Health as an exclusive distributor because our well-trained staff can demonstrate, train and service our products. We have attached several exclusive letters from Maico, Stryker, and Phillips. (See: Additional Documents)</p>	

		<p>Consultative Services and Workshops - We go onsite for workshops in assistive technology, vision, and hearing screening, and host various workshops throughout the year in physical education, sports medicine, vision/hearing, and special education.</p> <p>Vision/Hearing Training – Our team helps with the deployment of the vision/hearing screening equipment, so the customer understands how to fully utilize their equipment for full potential throughout the district/account.</p> <p>Product Selection – We offer a full breadth of AED/CPR and emergency preparedness products from leading manufacturers to offer you a full selection of products and have partnered with the American Heart Association to ensure that we provide you with the latest in training materials.</p> <p>Development of Innovative Products - We are developing new products with our partners allowing us to consistently bring new and innovative products into the marketplace. Our ability to cultivate strategic relationships allows us to stay ahead of our competition. The way we promote medical supplies, and their solutions have evolved and each day we strive to provide products and services to support our diverse customer base.</p> <p>Ease of Use - We allow for an easy, educated shopping experience for Sourcewell members. When looking for products, additional data, and services, members can sort by category, subcategory, and "hot topics" such as the below and find products that are relevant to their search. We already have customers signed up online to use Sourcewell through email domain triggers, landing pages, and punchouts Spot Vision Screener - School Health offers a wide variety of innovative and technologically advanced screening devices to assist school nurses in successfully screening the vision of children ages 3 to 5 years and those difficult to screen. The SPOT Vision Screener is the future of eye screening and takes only seconds to use. SPOT provides a reliable, objective assessment and instantly detects the indication of several major vision issues.</p> <p>AEDs - School Health is committed to helping create a heart-safe environment! School Health is the nation's leading supplier of AEDs and CPR manikins into the education market. We understand that a heart-safe environment involves more than just having an AED. Our team members provide consultative services to assist you in every step of the process, CPR training tools, AED product selection, AED product placement, AED product training, and an easy-to-use AED program management tool that will assist you in caring for your device.</p> <p>One of our most unique attributes is that School Health phone calls are answered by a live representative during our regular business hours. This allows members to get a timely response and solution to questions or concerns.</p> <p>In 2023 we brought on Vince Pesavento, who is the Emergency Preparedness Specialist at School Health. He is responsible for directing facilities to outfit their locations with the best emergency equipment based on their needs. He also educates customers and support staff on the appropriate uses of a variety of emergency preparedness products. His extensive knowledge has helped customers stay current on upcoming innovations with the goal of promoting safety and emergency awareness in schools. His expertise in emergency situations will help educational facilities anticipate a multitude of possible crises.</p>	*
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**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment	
46	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
47		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
48		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
49		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
50		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
51		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
52		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
53		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
54		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*

**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 *	
55	Describe your payment terms and accepted payment methods.	School Health Corporation's payment terms are net 30. We accept check, Money order, ACH, Visa Mastercard, American Express and Discover.	*
56	Describe any leasing or financing options available for use by educational or governmental entities.	<p>School Health has a leasing program available for all Sourcewell members with co-branded marketing for Sourcewell/School Health. The leasing program is for capital equipment and covers the following medical products &amp; solutions: (See: Sourcewell Leasing under Marketing Plan-Samples)</p> <p>• AEDs • Evacuation Chairs • Vision Screeners • Hearing Screeners • Furniture • Modalities • Any Capital Equipment •Visilift</p> <p>The leasing options are cost-effective and tailored to meet the needs of our Sourcewell customers. Our current plan offers flexible financing solutions, a wide variety of equipment, and benefits like tax advantages, overcoming budgetary limitations, and conversation of cash flow make financing a smart choice.</p> <p>We also support the grant process through many nonprofit groups which support financing equipment.</p>	*
57	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.	For customers that like to utilize our Sourcewell contract and do not have the ability to purchase online, we have an easy order form for school nurses, early childhood professionals, teachers, and athletic trainers. This form has the most popular and deeper discounted products listing Sourcewell price. This is a great tool for school districts that utilize Sourcewell for an entire department but do not have eCommerce capabilities. We will also create a form for any Sourcewell customer in any market segment to use with the products of their choice. (See: Sourcewell 2025 Easy Order Form_Rev 5-22-25 under additional documents)	*

58	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?	Yes, we accept P-card purchases and there are no additional fees.	*
59	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>To best serve Sourcewell members we have decided to go with a combination of pricing models to make up our overall strategy. (See: Product Category.xlsx, Catalog Discount Exclusions 2025.doc and Sourcewell Price_Match_03.2024 under Pricing)</p> <p>Category Discount - We will offer a 13% discount off and "ceiling pricing" on our 129 product categories. We have attached a list of the 129 categories, list price and category discount. This will allow any Sourcewell member to receive 13% off all discountable items in all 129 product categories and market segments of School Health, Sports Medicine, Special Education, Early Childhood, Physical Education, and Focus Fitness market segments. Free shipping will be given to orders over \$125. For orders under \$125, there will be a \$12.95 shipping charge. (See: Product Category.xlsx under Pricing)</p> <p>Volume Discounts - This price structure will be "ceiling pricing", and further discounts will be granted for large opportunities. In the event of a large opportunity or quantity sale, we will negotiate a lower price based on the opportunity to ensure the best, most competitive option for members.</p> <p>"Hot List" or Market Basket - We have created a "hot list" of approximately 1000 of our top-selling items, organized by subcategory. We have applied deeply discounted prices averaging 13% - 90% off the current list price.</p> <p>We have many products from all our key segments, including 100 standalone PE items (mostly fun gym games and equipment, as well as high-quality volleyballs, basketballs, etc.), about 50 high demand consumables in both the early childhood and special education segments, and all the latest and most popular offerings in AEDs, vision screeners, and accessories, as well as a wider offering of our flagship health services and sports medicine supplies.</p> <p>We continue to review the past sales of our Sourcewell contract to add higher-demand items to our core offering.</p> <p>Economy options as well as name brands for our core consumables in health services and sports medicine. We have expanded our range of private-label items, which we will continue to expand as we add lower-cost options to members with high-quality alternatives over the life of the contract.</p> <p>Exclusions - Certain products are excluded from our category discount due to reasons including but not limited to manufacturer restrictions, special pricing already in place (sales or promotions), unknown shipping costs (due to weight or size variances), etc. We have attached a document on category discount exclusions. (See: Catalog Discount Exclusions 2025.doc under Pricing)</p> <p>Price Match Guarantee: All School Health products are competitively priced, and our price matching policy guarantees we will match a price in a competitor's catalog from the same published year, for identical items and quantities. We are committed to delivering the best products at the best value! With our price-match guarantee, you can be assured that you are getting the best price available for the products you order from School Health through Sourcewell.</p> <p>Pricing guarantees do not include discounts that exceed the manufacturer's unilateral minimum price, and all price guarantee adjustments are completed at the time of purchase. (See: Sourcewell Price_Match_03.2024.pdf under Pricing)</p> <p>Because of fluctuations in some pricing from our 1300 manufacturers, our list price may change on a few items throughout the year, we will always keep the list pricing updated on the website and guarantee the 13% category discount in all 129 categories. We will hold the "hot list" pricing of the deeper discounts and send an updated pricing as needed thru the PNP process. All prices will always be updated online to reflect the 13% discount for online customers using the Sourcewell Contract.</p> <p>We have designed our price model with the category discounts, volume discounts, and "hot list", to be attractive to Sourcewell members, Sourcewell, our sales team, and School Health. We believe that this will be an attractive tool for everyone and will build growth for Sourcewell and School Health while providing savings to Sourcewell members. Our hopes are that with this award we will create even more loyalty, great relationships, and growth for years to come!</p>	*

60	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.	The category discount will be 13% off current list prices for 129 product categories. The market basket or "hot list" will be approximately 1000 top selling items throughout our product categories. We are offering up to 90% off with an average discount of 25% for the overall "hot list". This is the most competitive market basket that we have designed for a bid, and we are excited to offer the largest "hot list" with the most popular items available.	*
61	Describe any quantity or volume discounts or rebate programs that you offer.	Our Sourcewell pricing will allow customers to submit higher quantity bids using our Sourcewell contract and take advantage of volume discounts or free goods and services. If School Health negotiates a lower price with the manufacturer, we will pass on the cost savings to the Sourcewell member. We also have a price match guarantee. If for some reason there is a lower price from another supplier, we will follow our price-match guarantee. (See: Sourcewell Price_Match_03.2024.pdf under Pricing)	*
62	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.  Define the costs/fees associated with "sourcing/quoting" products and related services.	We have had many successes over the last 15+ years sourcing products for Sourcewell members. Since early 2020 throughout the country, we have provided many Sourcewell members with enormous quantities of PPE. Many districts purchased their gowns, covid tests, masks, and much more from items we secured that were nonstocks. With inventory levels fluctuating daily, we often secured nonstock items.  Working with our vendors and making sure they know what contracts we hold is vital. One of our vendors, Racom, brought us a sale pushing our Sourcewell contract. We went to work adding the items and ensuring we were compliant. It took us several years to finalize the sale, however we were able to leverage the Sourcewell contract to get the Snohomish County 911 deal (\$1M).  There are no additional fees/costs associated with sourcing/quoting products and related services. For any non-stock item that we quote through Sourcewell, we will supply a quote for each request. We will add the Sourcewell contract number to the quote along with any discounts for Sourcewell and volume.	*
63	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.	No additional costs will be added	*
64	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	School Health Shipping and Handling Policy for Sourcewell: Free shipping and handling on orders of \$125 or more in the continental United States for standard UPS ground or tailgate truck (elevated doc required or hand load off the trailer). For subtotals less than \$125, the shipping and handling charge is \$12.95. Most in-stock products with a rush request can be shipped the same day if orders are received prior to 2 pm CT Monday through Friday. Restrictions may apply for large orders and/or seasonal times of the year. Normal order requests from our warehouse will be shipped 1-2 days after the order is received. Dropship items directly from our vendors may take longer and have extended lead times for special orders. Please contact our customer care department for order specifics.  Freight Order: If the delivery location does not have an elevated loading dock, the order can be shipped out via a lift-gate-equipped truck. The lift-gate charge is an additional \$75.  Express Delivery or Special Services: Please contact our customer service department for expedited delivery or special delivery services. Call customer service, 866-323-5465.  Items shipped to Alaska, Hawaii or Puerto Rico: Small parcel shipment costs to Alaska and Hawaii are 18% of the merchandise subtotal or a minimum of \$24.95 if 18% is a lesser amount. Please contact us for shipping, handling, and processing costs for freight items.	*

65	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Items shipped to Alaska, Hawaii or Puerto Rico: Small parcel shipment costs to Alaska and Hawaii are 18% of the merchandise subtotal or a minimum of \$24.95 if 18% is a lesser amount. Please contact us about shipping, handling, and processing costs for freight items.</p> <p>Delivery Times: Alaska, Hawaii, Offshore and Canada orders can call customer care for freight quote based off weight and specified instructions. Expedited delivery is available and additional charges may apply. Contact customer care on 866-323-5465.</p> <p>Return Policy: 100% Satisfaction guaranteed for all purchases. If there are any problems with your order, please contact customer care (866) 323-5465, Monday through Friday, 7 am to 5 pm CST. You may return any item for any reason within 30 days of receipt for a full refund. Detailed return information is provided on the back of the packing slip included in the shipment. Please fill out the return form and include returned merchandise.</p> <p>Restocking Fees: On rare occasions when dealing with heavy items and furniture, manufacturers may charge a restocking fee. This is usually 20%. This is the only time a customer will be charged for a return, and we will try to get the fee waived if possible. Custom products are not eligible for a return or exchange unless there is something wrong with the product.</p> <p>Claims: Larger products that ship via freight carrier are highly susceptible to damage during transit. If there is visible damage to any of your items, please refuse shipment, and contact customer care at 866-323-5465.</p>	*
66	Describe any unique distribution, delivery, or deployment methods or options for the goods and services offered in your proposal.	<p>School Health can offer various unique distribution and/or delivery methods to Sourcewell members as follows:</p> <p>Delayed Shipping: Working with many schools, this option ensures delivery will not be completed during a school's closure. The members could select a specific day they would prefer their order to ship. We will prepare the order for shipment and hold the shipment until the specified shipment date.</p> <p>Local/Delivery/Pick-up: School Health has our own delivery van that can make same-day local deliveries in the Chicagoland area for in stock merchandise.</p> <p>Freight Consolidation: We try to use freight consolidation when possible. The process can be used for multiple orders shipping to the same address. This allows us to ship one larger shipment instead of multiple shipments to the same customer. This process allows the customer to receive fewer shipments and reduce costs associated with shipments while saving on energy consumption and fuel usage.</p> <p>24-48 Hour Shipping: Most orders will leave our warehouse within 24-48 hours, except for drop shipped items. After an order leaves our warehouse, it could take 1-5 business days for arrival depending on your location.</p> <p>Expedited Shipping (Next Day/Second Day Air): This is available upon request and may incur additional shipping charges.</p> <p>Inventory Control: School Health has a dedicated Inventory Control Department that focuses on replenishing and forecasting our inventory levels.</p>	*
67	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.	<p>To ensure that participating entities receive the appropriate pricing, we maintain all contract pricing within our system under the Sourcewell contract. This includes quoted items such as those on the market basket or "hot list" as well as percentage-based discounts on all other eligible products. Each participating entity is linked directly to the Sourcewell contract in our system, which allows Sourcewell pricing to automatically apply when orders are placed.</p> <p>For quarterly reporting, we utilize the same integrated structure of stored pricing and customer associations to extract and organize purchase data by date, customer, order, and product. This enables us to validate each transaction against contract pricing to ensure full compliance. Furthermore, because individual orders tied to the contract are easily identifiable, we can accurately calculate the administrative fee based on the applicable revenue and remit the appropriate amount in a timely manner.</p>	*

68	<p>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.</p>	<p>School Health leverages advanced tracking and analytics through Salesforce and Power BI to monitor both the performance of our sales team and the effectiveness of the Sourcewell contract. Each sales representative has access to a personalized dashboard that displays their target, and non-target accounts and provides detailed insight into products sold, market segment performance, Sourcewell sales and growth, and eCommerce sales and growth. At the national level, our reporting tool tracks Sourcewell performance for each representative, including total sales in dollars, percentage toward Sourcewell targets, and comparisons of individual performance to the rest of the team.</p> <p>We establish annual growth goals for both target and non-target accounts, incorporating objectives for contract growth, eCommerce expansion, weekly call activity, sales visits, and virtual meetings. Currently, more than 62% of our eCommerce platforms operate under the Sourcewell contract, positioning us for significant sales growth through this channel. Our team is encouraged to understand the strategic importance of Sourcewell, recognizing how it enhances eCommerce success by delivering compliance, trust, strong support, and long-term contractual stability. Training plays a central role in sustaining and growing Sourcewell utilization. Each month, the sales team participates in sessions that focus on understanding contracts and compliance, winning large opportunities through contracts, engaging procurement teams at both school and state levels, and establishing eCommerce platforms using Sourcewell. These sessions are recorded and incorporated into the onboarding process for new hires. Quarterly assessments are conducted to evaluate each representative's Sourcewell contract usage and eCommerce growth, identifying both strengths and areas for improvement. Based on these assessments, we develop targeted growth strategies, which often include joining virtual customer meetings and providing expertise on contracts, eCommerce, or larger opportunities.</p> <p>Annually, we review each representative's market penetration in Sourcewell accounts and eCommerce growth. These reviews help us identify opportunities within their territories where contract usage can be expanded or new punchouts and landing pages can be implemented. Onboarding for all sales representatives includes comprehensive training on Sourcewell and the process for establishing accounts through eCommerce, supported by virtual calls led by the national contracts team. Recorded training from Sourcewell, along with our monthly training sessions, is housed in a dedicated library, and all new hires are required to attend Sourcewell University in person.</p> <p>Ongoing communication and collaboration ensure continued success. Bi-weekly open-call meetings, led by the national contracts team, provide support on contracts, eCommerce, procurement calls, and the sharing of successes. A national contracts chatter group is used to recognize significant sales achievements related to Sourcewell. Regular virtual meetings are also held with procurement teams, sales representatives, and the national team to establish accounts online or configure district defaults in our system to Sourcewell. Each quarter, we recognize the top-producing representative for Sourcewell companywide, further reinforcing our commitment to driving growth and excellence in contract utilization.</p> <p>Through this comprehensive approach of combining measurement, training, support, and recognition School Health continues to strengthen Sourcewell contract adoption, deliver measurable growth, and create lasting value for our customers. See: Sourcewell Metrics by rep.docx under Additional Documents</p>	*
69	<p>Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.</p>	<p>In the event of a sole-source award on this RFP, School Health will reimburse a 2% administrative fee payable to Sourcewell. If Sourcewell decides to award multiple vendors in this category School Health will offer a 1% administrative fee. This variance is due to the loss of potential customers and sales due to multiple options for the same products when multiple vendors are awarded.</p>	*

**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
70	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	<p>The pricing is as good or better than pricing typically offered through existing cooperative contracts, state contracts or agencies.</p> <p>We have produced a "HOT LIST" that is larger and more competitive than in the past. We chose a selection of approx. 1000 of our best-selling products and competitively priced them. Our Sourcewell prices are guaranteed to be the most competitive contract, and we will also offer our price match guarantee.</p> <p>All 129 of our product categories will be discounted 13% off the list price (some exclusions apply). Our products are extensive and will be a great solution for the Sourcewell Medical Supply Contract.</p>

**Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A and 7B)**

Line Item	Question	Response *
71	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, in the proposal.	<p>SH Connect - Emergency preparedness equipment plays a critical role in every school's safety plan, yet managing these resources, particularly AEDs, can be complex and time-consuming. SH Connect provides a streamlined compliance management solution that simplifies this process by centralizing oversight of all emergency preparedness equipment. Through a secure desktop or mobile platform, schools can easily track equipment status, monitor certifications, manage expiration dates, organize health and safety records, schedule CPR and AED training, and generate comprehensive reports. With SH Connect, schools gain an efficient, reliable system that ensures readiness while reducing administrative burden. Watch this quick video to learn more: SH Connect Compliance Management</p> <p>WELNET® is designed to provide physical educators with a tool to gather student fitness data and communicate results. WELNET® modules offer a variety of tracking and assessment tools, including measuring the five components of fitness, checking students' understanding of fitness and health concepts, tracking students' health-related habits and behaviors, supporting student goal setting and producing reports in each module to analyze trends, improve instruction and achieve program goals and outcomes. Watch this quick video to learn more: WELNET</p> <p>neffy® inSchools - Severe allergic reactions can occur without warning, and schools must be prepared to respond quickly and effectively. The neffy inSchools program provides a practical, no cost solution: free access to neffy® epinephrine nasal spray, the first FDA-approved needle-free treatment for anaphylaxis. By partnering with neffy inSchools, we provide schools with a ready-to-implement, sustainable emergency preparedness solution that enhances student health, supports school nurses and staff, and ensures readiness for allergic emergencies. Have more questions about neffy? Please visit <a href="https://neffypro.com/">https://neffypro.com/</a></p>
72	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>We have 129 categories within our market segments: School Health, Sports Medicine, Early Childhood, Special Education, and Physical Education. Here are our subcategories that include our School Health and Focused Fitness products.</p> <p>Active Play Adhesive Strips AED Accessories AED Pads and Batteries AED SERVICES AEDs and Trainers Air Purifiers/ Access Alternative Communication Analgesics Apparel Assessment Curriculum Asthma/Allergy Products Athletic Tape Bags - Medical Batteries/Gen Purpose Biohazard/Waste</p>



Blood Pressure Inst  
 Cabinetry  
 Calibrations  
 Canes and Crutches  
 Carts  
 Childrens Books & Ed  
 Consum - Asthma/Allergy  
 Consum/Otoscope/Optha  
 Cotton Consumables  
 Couches  
 CPR Equip & Manikins  
 Cribs / Changing Station  
 Cups and Dispensers  
 Daily Living Aids  
 Diabetes Products  
 Diapering  
 Early Childhood  
 Elastic Bandages  
 Electronic Med Records  
 Emerg Response/Disaster  
 Emergency Training Supplies  
 Evacuation  
 Eye Care  
 Facility Management  
 Feminine Products  
 FF SaaS  
 First Aid Kits  
 Flashlights & Penlights  
 Foam Products  
 Furnishings-General  
 Furniture Accessories  
 Gauze  
 Gloves  
 Gross / Fine Motor  
 Hearing Assistive Tech  
 Hearing Consumables  
 Hearing Instruments  
 Heating&Cold Systems  
 HELP - Rentals & Loaners  
 Hot and Cold Packs  
 Hot and Cold Therapy  
 Hydration  
 Infant / Toddler  
 Infection Control  
 Learning  
 Lice Products  
 Lights  
 Med/Surg Instruments  
 Medical Tape  
 Miscellaneous Items  
 Mobility  
 Mobility Assistive Tech  
 Models and Charts  
 Multy Sensory  
 Office Supplies  
 Oral Care  
 Otoscope and Ophthalma  
 Paper Products  
 PE Balls  
 PE Clothing  
 PE CURRICULUM  
 PE DIGITAL PRODUCT  
 PE EQUIPMENT CAPITAL  
 PE EQUIPMENT CONSUMABLE  
 PE Fitness  
 PE Games  
 PE INCLUSIVE  
 PE PROF SERVICES  
 PE SOFTWARE & SUBSCRIPTION  
 PE Special Olympics  
 PE TEAM CAPITAL  
 PE TEAM CONSUMABLE  
 PE TRAINING & DEV  
 Pharmaceuticals - DEA  
 Pharmaceuticals - OTC  
 Pharmaceuticals - Rx  
 Pharmaceuticals - RX Accessories  
 Phones  
 Plastic Products  
 Podiatry  
 Posters  
 Protective Gear

		Protective Gear/Sport Refridge and Freezers Rehabilitation Equipment Repairs Resuscitation Safety & Security Scales Screening/Testing Kits Screens and Curtains Services SH Connect Skin Care Special Education Speech Splints and Slings Stethoscopes Stretchers Sundries - Athletics Sundries - Medical Supports and Braces Tables Taping Accessories Textile Products Thermometers Training Trauma Kits Vision Assistive Tech Vision Screening Vital Signs Monitors Weather Indicators Wheelchairs	
73	Describe the lifecycle support services for equipment, such as implementation, maintenance, and decommissioning.	<p>School Health is an authorized service provider for many of your favorite brands including Maico, Titmus, Good-lite, Ambco, Beltone and Keystone View. We have an in-house service center that will calibrate your screening equipment, replace parts as needed, and for preventative maintenance on the following units: Audiometers, Vision Screeners, OAE Screeners, Tympanometers, and Sphygmomanometers. (See: Sourcewell Service Center_03.2024.pdf in Marketing Plan-Samples)</p> <p>SH Connect - Emergency preparedness equipment plays a critical role in every school's safety plan, yet managing these resources, particularly AEDs, can be complex and time-consuming. SH Connect provides a streamlined compliance management solution that simplifies this process by centralizing oversight of all emergency preparedness equipment. Through a secure desktop or mobile platform, schools can easily track equipment status, monitor certifications, manage expiration dates, organize health and safety records, schedule CPR and AED training, and generate comprehensive reports. With SH Connect, schools gain an efficient, reliable system that ensures readiness while reducing administrative burden. Watch this quick video to learn more: SH Connect Compliance Management</p> <p>End of life units – We offer a trade-in program for Maico units that we allow any working or non-working Audiometer, Tympanometer, or OAE hearing screening device can be used for trade-ins with the purchase of a new device. This rebate can be \$300 - \$500 depending on the unit. (See: MAICO Trade-In Program_09.2025.pdf under Additional Documents)</p> <p>AED Trade-In Program – Any currently supported AED that can pass a self-test, has no recalls and no physical damage is qualified for a trade in. The customer must fill out the online form and they will receive confirmation and further detailed shipping information on where to send the unit. See: SH AED Trade-In Form</p>	*
74	Describe how you tailor solutions to meet the specific needs of different user types—for example, through pre-assembled kits, customized labeling and packaging, or flexible logistics and delivery options.	<p>School Health delivers tailored solutions designed to meet the unique needs of each customer. For example, we collaborated with LAUSD to create the LA Disaster Response Kit, a customized, all-in-one package that consolidated essential supplies into a single, ready-to-use solution. Similarly, we worked with Portland and LAUSD to design custom PE kits, bundling required items and shipping them directly to each school within the district to streamline distribution and ensure consistency.</p> <p>Our warehouse operations are built to support specialized fulfillment requirements. For large-scale orders, we can consolidate shipments to a central location or pre-pack and label individual boxes for distribution to multiple recipients, such as school nurses. This approach simplifies logistics, reduces handling, and ensures the efficient delivery of critical supplies.</p> <p>We also provide flexible shipping and delivery options to align with customer timelines. Orders can be processed early with scheduled or delayed shipments, giving districts greater control over when and how their supplies arrive. Additionally, with our dedicated School Health van, we can provide convenient local delivery services.</p>	*

Table 7B: Depth and Breadth of Offered Solutions

Indicate below if the listed categories of Solutions are offered within your proposal. **Provide additional comments in the text box describing how your proposed solution(s) meet or exceed the category and/or sub-category.**

Line Item	Category or Type	Offered *	Comments *
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75	Single-use and disposable medical supplies and consumables	<input checked="" type="radio"/> Yes <input type="radio"/> No	Adhesive Strips, Asthma/Allergy, Otolaryngology/Ophthalmology, Cotton Consumables, Cups and Dispensers, Diabetes Products, Diapering, Feminine Products, Foam Products, Gauze, Gloves, Hearing Consumables, Paper Products, PE Consumables, Plastic Products	*
76	School and athletic health supplies	<input checked="" type="radio"/> Yes <input type="radio"/> No	Active Play, Analgesics, Apparel, Assessment Curriculum, Asthma/Allergy Products, Athletic Tape, Batteries/Gen Purpose, Biohazard/Waste, Cabinetry, Canes and Crutches, Carts, Childrens Books & Ed, Couches, Cribs / Changing Station, Daily Living Aids, Early Childhood, Elastic Bandages, Eye Care, Facility Management, First Aid Kits, Flashlights & Penlights, Furnishings-General, Furniture Accessories, Hot and Cold Packs, Hot and Cold Therapy, Hydration, Infant/Toddler, Learning, Lice Products, Lights, Medical Tape, Miscellaneous Items, Models and Charts, Office Supplies, Oral Care, Otolaryngology/Ophthalmology, PE Balls, PE Clothing, PE Capital Equipment, Fitness, Games, PE Special Olympics, Phones, Podiatry, Posters, Protective gear, Refrigerator and Freezers, Scales, Screening and Testing Kits, Screens and Curtains, Skin care, Splints and Slings, Stethoscopes, Sundries – Athletic/Medical, Support and Braces, Tables, Taping Accessories, Thermometers, Vision Screening, Weather Indicators, Wheelchairs	*
77	Medical-grade equipment, diagnostic and treatment devices, and adaptive therapy-related tools	<input checked="" type="radio"/> Yes <input type="radio"/> No	Air Purifiers/ Access, Alternative Communication, Bags – Medical, Blood Pressure Inst, Calibrations, Gross / Fine Motor, Hearing Assistive Tech, Hearing Instruments, Heating & Cold Systems, Med/Surg Instruments, Mobility, Mobility Assistive Tech, Multi-Sensory, Rehabilitation Equipment, Special Education, Speech, Stretchers, Textile Products, Vision Assistive Tech, Vital Signs monitoring	*
78	Pharmaceuticals and controlled substances	<input checked="" type="radio"/> Yes <input type="radio"/> No	Pharmaceuticals DEA, Pharmaceuticals OTC, Pharmaceuticals- RX, Pharmaceuticals – RX accessories	*
79	Emergency and disaster response supplies and kits	<input checked="" type="radio"/> Yes <input type="radio"/> No	AED Accessories, AED Pads and Batteries, AED Services, AED's and Trainers, CPR Equip & Manikins, Emerg Response/Disaster, Emergency Training Supplies, Evacuation, Infection Control, Resuscitation, Safety & Security, Trauma Kits	*
80	Technology, hardware, and software designed for the delivery of solutions described in 75 - 79 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Electronic Med Records, FF SaaS, HELP - Rentals & Loaners, PE Curriculum, PE Digital Products, PE Inclusive, PE Software and Subscriptions, Repairs, SH Connect	*

81	Training, consultation, maintenance, kitting and custom packaging solutions, medical waste disposal, and other services related to the offering of solutions described in 75 - 80 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>School Health goes beyond just selling adhesive bandages and ice packs - we deploy life-changing and life-saving equipment into schools every day. In addition, offering the widest selection of products, we provide our customers with the three critical components to complex purchases:</p> <p>Access to experts that assist in equipment selection, program implementation, and equipment funding  Training to use and deploy their equipment properly at no charge  Support, maintenance, and warranty services that ensure the equipment works down the road as well as it did on the day it was purchased</p> <p>If you would like to speak to a trained expert before making your purchase, members/agencies can click on one of the links below to request a FREE consultation or just contact the representative in your area for additional support. <a href="https://www.schoolhealth.com/consultation">https://www.schoolhealth.com/consultation</a> or see the consultations available below:</p> <ul style="list-style-type: none"> <li>-AEDs (Automated External Defibrillator) - Connect with one of our AED experts</li> <li>-Therapeutic Modalities - Connect with one of our therapeutic modalities' experts</li> <li>-Emergency Prep - Request an emergency preparedness consultation</li> <li>-Hearing Screening - Connect with one of our hearing screening experts</li> <li>-Evacuation Chair Consultation - Request a free evacuation chair consultation</li> <li>-NeffyinSchools - Request a free consultation</li> <li>-Vision Screening - Connect with one of our vision screening experts</li> <li>-Request a FREE Spot Vision Screening consultation and download the Palmetto Elementary case study</li> <li>-Sensory Rooms - Connect with one of our sensory room experts</li> <li>-School Safety Center - Connect with one of our school safety experts</li> <li>-SNAP Health Center Consultation - Connect with a SNAP expert and receive a free case study</li> </ul> <p>Other Services we offer are:</p> <p>In-house calibration, repair and full-service department for your vision and hearing screening tools. (There is a charge if not under warranty) FREE Vision and hearing screening training and other screening tools with purchase.</p> <p>Free 5-year warranty, Welch Allyn Partners-in-Care program, comes free with our Spot Vision screener. This warranty covers everything for five years and includes a loaner program.</p> <p>AED site assessments, equipment training, program management, and deployment advice by your School Health representative. There is an additional fee for program management software or annual site visits.</p> <p>Free webinars, on-site workshops, virtual or face-to-face meetings by our experts.</p> <p>Demonstrations of different models of equipment to help customers choose which product is best for their needs.</p> <p>Free workshops for all our medical supply solutions categories. These workshops are provided by our sales specialist.</p> <p>Free On-Site Workshops in Assistive Technology and support for your software and hardware purchases.</p> <p>Listen to previously recorded workshops: <a href="https://cloud.email.schoolhealth.com/Fall-SH-Presents-Series">https://cloud.email.schoolhealth.com/Fall-SH-Presents-Series</a></p> <p>Most of the products we offer include FREE demonstrations, consultations and training. We even come onsite for Special Education, Assistive Technology, Physical Education and Vision/Hearing Training Workshops for FREE.</p> <p>For our screening tools and modalities, we demo, consult and train at no charge. We are face to face with customers 3-5 days a week and will visit the customer on site or virtually if requested.</p>
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### Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcwell 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](#) - Pricing.zip - Wednesday September 03, 2025 11:41:52
- [Financial Strength and Stability](#) - Financial Strength and Stability.pdf - Wednesday September 03, 2025 10:50:10
- [Marketing Plan/Samples](#) - Marketing Plan-Samples.zip - Wednesday September 03, 2025 11:27:03
- [WMBE/MBE/SBE or Related Certificates](#) - WMBE-MBE-SBE or Related Certificates.zip - Wednesday September 03, 2025 11:26:34
- [Standard Transaction Document Samples](#) - Standard Transaction Document Samples.zip - Wednesday September 03, 2025 11:42:08
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Additional Documents.zip - Wednesday September 03, 2025 11:26:07

## 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. - Stephanie Spencer, National Contracts Manager, School Health Corporation

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
Addendum5_Medical_Supply_Solutions_RFP090925 Wed August 20 2025 04:04 PM	<input checked="" type="checkbox"/>	6
Addendum4_Medical_Supply_Solutions_RFP090925 Mon August 18 2025 12:58 PM	<input checked="" type="checkbox"/>	3
Addendum3_Medical_Supply_Solutions_RFP090925 Thu August 7 2025 10:01 AM	<input checked="" type="checkbox"/>	2
Addendum2_Medical_Supply_Solutions_RFP090925 Fri July 25 2025 03:38 PM	<input checked="" type="checkbox"/>	2
Addendum1_Medical_Supply_Solutions_RFP090925 Thu July 24 2025 10:09 AM	<input checked="" type="checkbox"/>	2