

**Solicitation Number: RFP #022422****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and School Health Corporation, 5600 Apollo Drive, Rolling Meadows, IL 60008 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Medical Supply Solutions from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

**1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires April 30, 2026, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.
- C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

**2. EQUIPMENT, PRODUCTS, OR SERVICES**

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above.

Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **WARRANTY.** Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. **DEALERS, DISTRIBUTORS, AND/OR RESELLERS.** Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

### **3. PRICING**

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be

returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;

- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services 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 Contract and will be incorporated by reference.

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell

contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. **ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum; the terms of which will be negotiated directly between the Participating Entity and the Supplier. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. **TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

## **7. CUSTOMER SERVICE**

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcwell and Participating Entity inquiries; and
- Business reviews to Sourcwell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcwell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, supply issues, customer issues, and any other necessary information.

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcwell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales 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;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcwell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcwell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcwell, the Supplier will pay an administrative fee to Sourcwell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcwell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased

by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

#### **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

#### **10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract 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. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

### **11. INDEMNITY AND HOLD HARMLESS**

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract 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 the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

### **12. GOVERNMENT DATA PRACTICES**

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Supplier under this Contract.

### **13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT**

#### **A. INTELLECTUAL PROPERTY**

1. *Grant of License.* During the term of this Contract:
  - a. 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 and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.
  - b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
2. *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, and agents (collectively “Permitted Sublicensees”) in advertising and promotional materials for the purpose of marketing the Parties’ relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

*3. Use; Quality Control.*

- a. 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.
- b. 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. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. As applicable, Supplier agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Supplier in violation of applicable patent or copyright laws.

*5. Termination.* Upon the termination of this Contract 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.

B. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. **ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

#### **15. FORCE MAJEURE**

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

#### **16. SEVERABILITY**

If any provision of this Contract 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 Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

#### **17. PERFORMANCE, DEFAULT, AND REMEDIES**

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract 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:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *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 Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for Products-Completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their 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 Contract 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 Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **19. COMPLIANCE**

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

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 the Canadian government, as applicable; 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 Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

## **21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract 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 Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts 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.

B. **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 be in compliance with all applicable Davis-Bacon Act provisions.

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

D. 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 contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. 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 Contract will comply with applicable requirements as referenced above.

F. 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.

G. 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).

H. 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.

I. 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.

J. 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.

K. 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 Contract 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.

L. 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.

M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier not use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by an 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 Contract or any purchase by an authorized user.

O. 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 Contract or any purchase by a Participating Entity.

P. 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.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract 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.

R. 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.

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

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

**22. CANCELLATION**

Sourcwell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcwell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcwell

School Health Corporation

DocuSigned by:  
*Jeremy Schwartz*  
By: C0FD2A139D06489...  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 4/27/2022 | 9:53 PM CDT

DocuSigned by:  
*Andrew Wlezen*  
By: 02A9F7D6635F41B...  
Andrew Wlezen  
Title: Contract Sales Supervisor  
Date: 4/28/2022 | 12:39 PM PDT

Approved:

DocuSigned by:  
*Chad Coquette*  
By: 7E42B8F817A64CC...  
Chad Coquette  
Title: Executive Director/CEO  
Date: 4/28/2022 | 2:43 PM CDT

# RFP 022422 - Medical Supply Solutions

---

## 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: Thursday January 06, 2022 15:08:13  
Submitted On: Thursday February 24, 2022 11:49:52  
Submitted By: Andrew Wlezen  
Email: bids@schoolhealth.com  
Transaction #: 17468587-ea22-4d1e-aaf1-f272fa384d77  
Submitter's IP Address: 12.23.174.218

---

## Specifications

**Table 1: Proposer Identity & Authorized Representatives**

**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).

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	School Health Corporation (SHC)
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	The following are divisions/brands of the SHC: Palos Sports, Division of School Health Focused Fitness, Division of School Health Econoline, Division of School Health We have one subsidiary, School Health Canada, Ltd.
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	Palos Sports Focused Fitness
4	Provide your CAGE code or DUNS number:	Cage Code: 1E060 Duns Number: 02-490-6331
5	Proposer Physical Address:	5600 Apollo Drive Rolling Meadows IL 60008
6	Proposer website address (or addresses):	www.schoolhealth.com www.palossports.com www.focusedfitness.org
7	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 and, in the event of award, will be expected to execute the resulting contract):	Andrew Wlezen - Contract Sales Supervisor 5600 Apollo Drive, Rolling Meadows, IL 60008 awlezen@schoolhealth.com 630-339-7902
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Jennifer Lovell - National Contracts Manager 5600 Apollo Drive, Rolling Meadows, IL 60008 jlovell@schoolhealth.com 630-339-7993
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Stephanie Spencer - National Contracts Administrator 5600 Apollo Drive, Rolling Meadows, IL 60008 sspencer@schoolhealth.com 630-339-7950

**Table 2: Company Information and Financial Strength**

Line Item	Question	Response *
10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	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 an 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. (See: Doc 1, Additional Zip Building a Healthier Future Brochure_02.2022_FINAL_Toolkit (1).pdf under Additional Documents)  Who is School Health, please watch this video: School Health Corporation – Employee Video (See: Doc 2, Additional Zip Video of School Health Corporation Employees.docx under Additional Documents)  We provide 35,000 products and services in first aid, health, medical/surgical care; assistive technology, physical/occupational therapy, rehabilitation; athletic training, physical education, sports medicine; school/early childhood nursing and screening tools; nursing, screening, diagnostic, infection control; and emergency responder and

public safety solutions from over 1,200 manufacturers, many of whom are MWSB businesses. We pride ourselves on being the number one supplier for Medical Supply Solutions in the education market with 95% of the school districts ordering from us.

We go beyond merely supplying products by also providing product support, training, advisory services, and 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: Doc 3, Additional Zip Video of School Health Employees and Customers.docx 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 (and 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 Doc 4, Additional Zip Enablemart Acquisition 011212.docx under Additional Documents)

2017 - School Health Corporation Completes Palos Sports Acquisition. Palos was

		<p>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: Doc 4, Additional Zip Palos Sports Acquisition 110917.docx under Additional Documents)</p> <p>2021 - School Health Corporation announced the acquisition of Focused Fitness, a creator of health and physical education curricula for grades K-12. (See: Doc 4, Additional Zip Focused Fitness Acquisition 093021.docx under Additional Documents)</p>	
11	<p>What are your company's expectations in the event of an award?</p>	<p>Our expectations are to continue our growth nationally and in Canada using the new award for Medical Supply Solutions. We will continue to grow our eCommerce customers using the Sourcwell contract. At the present time, we have the following number of accounts set up for online purchasing through School Health's Sourcwell Contract.</p> <p>Email Domain Triggers: 473 accounts with every contact in the district set up for Sourcwell Pricing</p> <p>Landing Pages: 36 accounts with School District/Sourcwell Landing page pricing</p> <p>Punchouts: 64 accounts set up with their own Punchout using Sourcwell pricing, 8 accounts in the set-up phase including Sourcwell and the Public Purchasing Exchange</p> <p>State Contracts using Sourcwell: Delaware, North Carolina, and Virginia.</p> <p>We have steadily increased our sales year after year with our Sourcwell contract. In 2021, we increased sales by 29% over 2020's record-breaking year. In 2021, our total sales were over 21 million dollars through Sourcwell. Our goal is to increase sales by another 25% in 2022. 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 Sourcwell and encourage nonmembers to sign up to leverage the innovative solutions and robust product offering through our contract, <a href="https://www.schoolhealth.com/sourcwellcoop">https://www.schoolhealth.com/sourcwellcoop</a>. We just added the Public Purchasing Exchange Punchout utilizing our Sourcwell Contract. This cooperative purchasing hub is available to all government, public, and non-profit agencies. We are the first supplier of medical and health supplies to be added to this marketplace. We expect this punchout to help boost our Sourcwell sales even higher and give us access to many new customers.</p> <p>Over the last several years we have pushed many large opportunities to Sourcwell to allow our customers to forego the bidding process. Sourcwell has always been the contract we lead with, and we will continue this approach. We appreciate the reputation that Sourcwell has built with its members and vendor partners.</p>	*
12	<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.</p>	<p>See Financial Strength and Stability under the Documents section.</p>	*

13	What is your US market share for the solutions that you are proposing?	<p>Expenditures 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 60 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 12%  Sports Medicine 8%  Special Education 2%  Physical Education 15%</p> <p>In addition to these broader segments, we estimate higher market shares in specific product categories:</p> <p>Vision &amp; Hearing Screening 40%  AEDs (Automated External Defibrillator) 25%</p> <p>With the acquisition of Focused Fitness in 2021 and Palos Sports, we expect our Physical Education market share to increase.</p>	*
14	What is your Canadian market share for the solutions that you are proposing?	<p>School Health views Canada as an emerging opportunity and we have an initiative underway to expand our presence. We have a Canadian subsidiary and sell into the market. We have no insight into our current market share figure but have had several conversations with Canoe and plan to expand our business.</p>	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	<p>School Health has never petitioned for bankruptcy</p>	*
16	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</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 1200 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 - (See: Doc 5, Additional Zip 2021 ZOLL Authorization Letter - School Health Corporation.pdf under Additional Documents)  Hill-Rom (Welch Allyn) - (See: Doc 5, Additional Zip Authorized Dealer Letter Hillrom.pdf under Additional Documents)  LifeSecure Emergency Solutions - (See: Doc 5, Additional Zip Authorized LIFESECURE Dealer Letter.pdf under Additional Documents)  AFS Apparel - (See: Doc 5, Additional Zip AFS Letter of Authorized Distributorship.pdf under Additional Documents)  Maico - (See: Doc 5, Additional Zip MAICO Authorized Distributor and ERO SCAN Letter of Exclusivity for SHC, Aug 2021.pdf under Additional Documents)  North American - (See: Doc 5, Additional Zip NAR Authorized Distributor Letter - School Health 20220217.pdf under Additional Documents)</p>	*
17	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>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 current and in good standing in all states where we are required to file sales tax, unemployment tax, payroll tax, and other business registrations.</p> <p>US Food &amp; Drug  Illinois Business Authorization - (See: Doc 6, Additional Zip IL Certificate of Registration EXP 2022.pdf under Additional Documents)  State of Illinois – Department of Financial and Professional Regulation (Wholesale Drug Distributor) - (See: Doc 6, Additional Zip Illinois Wholesale Drug Distributor License 2022.pdf under Additional Documents)  Domestic Chemical Diversion Control Registration Certificate - (See: Doc 6, Additional zip DEA certificate 2022 RM.pdf under Additional Documents)</p>	*

18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	NA - There is no suspension or disbarment information to report.	*
----	--	--	---

**Table 3: Industry Recognition & Marketplace Success**

Line Item	Question	Response *	
19	Describe any relevant industry awards or recognition that your company has received in the past five years	<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>Illinois Association for Health, Physical Education, Recreation and Dance 40 Years of Support Award (2021)</p> <p>American School Health Association Presidential Citation (multiple years)</p> <p>California School Nurse Organization Partner in Education Award (2016-2020)</p> <p>California San Diego Partner in Education (2020)</p> <p>Cardiac Science (now Zoll) Top Distributor Partner-Top Distributor Partner (2007-2021)</p> <p>Maico Diagnostics Excellence in Sales Award-Top Sales Contribution (2010-2021)</p> <p>National Association of School Nurses Corporate Recognition Award for ongoing support of NASN and School Nursing</p> <p>NASN Endowment Fund Pinnacle Donor Level (\$50,000 or more)</p> <p>Prevent Blindness America Visionary Award</p> <p>Welch Allyn 50 Years of Dedicated Partnership &amp; Outstanding Service – (2017-2019)</p>	*
20	What percentage of your sales are to the governmental sector in the past three years	<p>2019 = 3%</p> <p>2020 = 2%</p> <p>2021 = 4%</p>	*
21	What percentage of your sales are to the education sector in the past three years	<p>2019 = 83%</p> <p>2020 = 83%</p> <p>2021 = 86%</p>	*
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>Sourcewell: 2021 = 21.2M, 2020 = 16.3M, 2019 = 8M</p> <p>Ed Data: 2021 = 7M, 2020 = 7M, 2019 = 4M</p> <p>MHEC: 2021 = 2M, 2020 = 5M, 2019 = 2M</p> <p>BuyBoard: 2021 = 1M, 2020 = 2M, 2019 = 1M</p> <p>Costars: 2021 = 2M, 2020 = 1M, 2019 = 1M</p> <p>NASPO: 2021 = 40K, 2020 = 47K, 2019 = 94K</p>	*
23	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.	*

**Table 4: References/Testimonials**

**Line Item 24.** Supply reference information from three customers who are eligible to be Sourcewell participating entities.

<b>Entity Name *</b>	<b>Contact Name *</b>	<b>Phone Number *</b>	
Fairfax County Public Schools	Karen Cogan, Coordinator Warehouse Operations	703-658-3642	*
Chicago Public Schools	Morgan Simpkins, Senior Category Buyer	773-553-2760	*
Los Angeles Unified School District	Eliana Serrano, Procurement Services Division	562-654-9459	*
Norfolk Public Schools	Dennis Moore, Director of Student Services	757-617-9045	
Tredyffrin/Easttown School District	Fred Gordon, Purchasing Manager	610-240-1942	

**Table 5: Top Five Government or Education Customers**

**Line Item 25.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *
Chicago Public Schools	Education	Illinois - IL	AED for School district Gatorade for all High Schools	\$2,717,668 \$2,439,576 \$2,000,000 \$1,091,584 \$563,960 \$528,000	7.5M
Norfolk Public Schools	Education	Virginia - VA	PPE supplies for all schools Air Purification for School District Health Supplies for all Clinics Sports Medicine for Athletic Program AED's for School District	\$1,343,937 \$1,168,493 \$1,122,324 \$857,483 \$635,133 \$197,717 \$114,000 \$92,000 \$89,280	5.5M
Fairfax County Public Schools	Education	Virginia - VA	PPE products for School District Warehouse disposable supplies for School District AED's for schools and annual program management Head Start health and medical supplies Vision and Hearing Screeners	\$1,024,999 \$530,000 \$525,600 \$334,360 \$292,000 \$257,200 \$183,032 \$181,114 \$135,000 \$108,800 \$89,500 \$78,288 \$74,000	4.9M
Houston Independent SD	Education	Texas - TX	PPE products for School District AED's for School district Health Supplies for Clinics	\$352,500 \$295,000 \$32,620 \$14,988 \$10,375	2.8M
Dallas Independent SD	Education	Texas - TX	Physical Education Supplies PPE products for School District Health Supplies for Clinics	\$167,095 \$99,626 \$60,000 \$59,892 \$57,502 \$49,998 \$49,998 \$49,975 \$49,975 \$47,231 \$39,607 \$39,083 \$33,000 \$32,149 \$31,660 \$27,500 \$27,300 \$26,935 \$25,953	2.3M

**Table 6: Ability to Sell and Deliver Service**

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

Line Item	Question	Response *
26	Sales force.	<p>School Health's sales force consists of 41 sales specialists, territory managers, and inside sales representatives. We have added additional outside sales members annually to support our growth and have a full team of customer care and service technicians trained in upselling and answering sales questions. With our large sales presence throughout the country, and our call center in Rolling Meadows, IL, we will be able to reach thousands of customers nationally. Our team of territory managers works in the metropolitan areas, visiting early childhood programs, k-12, higher ed, government, and non-profit entities 3-5 days a week. We are face to face, helping our customers understand medical supply solutions to determine what products are best for them. We meet with the procurement teams to discuss our ability to help them buy a range of medical supplies through the Sourcewell contract and using our eCommerce platforms. Our inside sales team works in areas that are rural and less populated. They complete virtual calls daily and team up with our territory managers and sales specialists to complete any necessary in-person visits, training, demonstrations, and deployment of larger equipment. They are trained to understand how to use the Sourcewell Contract and work with their team of customer care, bid specialists, and territory managers, to get everything the customer needs for their medical supply solutions. We also exhibit at 225 conferences and industry trade shows annually. Our sales team's focus is on the sale and service of our 35,000 medical and health-related SKUs, all of which will be available if awarded through our Sourcewell, Medical Supply, and Solutions contract.</p> <p>Our Sales Specialists are a part of our go-to-market strategy at School Health. They are a dedicated team of health experts from multiple disciplines who support our dedication to the health of students so they can learn and perform to the best of their abilities. Our specialists cover the following areas:</p> <p>Manager of Specialists – Dr. Ray Heipp</p> <p>Emergency Health Records, Vision and Hearing - Maryellen O'Keefe-Smith</p> <p>Vision Director and Eye Health Initiatives – Dr. Kay Nottingham-Chaplin</p> <p>Sports Medicine and Athletic Training – Greg Evans, Mike Klein</p> <p>Special Education and Assistive Technology – Jodi Szuter, Dr. Ray Heipp</p> <p>Physical Education and Team Sports – Tim Taggart, Danny Radd, and Tom Strenger</p> <p>Ecommerce Platforms and Online Purchasing – Lynn Guza</p> <p>Emergency Medical Services Education – Kyle Hill</p> <p>The specialists travel with our sales team and perform seminars, workshops, and site visits. They have ongoing webinars in their product category to help customers learn about products in their market segment. Here is the link to upcoming webinars: <a href="https://cloud.email.schoolhealth.com/Fall-SH-Presents-Series">https://cloud.email.schoolhealth.com/Fall-SH-Presents-Series</a>. (See: Doc 1, Marketing Zip File MEET OUR TEAM OF EXPERTS.docx under Marketing Plan/Samples)</p> <p>Below are the number of sales representatives throughout the United States and their location. (See: Doc 1, Marketing Zip Territory Map_External_09.2021_FINAL_Toolkit (1).pdf under Marketing Plan/Samples)</p> <p>8 - Rolling Meadows, IL</p> <p>1 - Scottsdale, AZ</p> <p>1 - San Diego, CA</p> <p>1 - Oakland, CA</p> <p>1 - Houston, TX</p> <p>1 - Dallas, TX</p> <p>2 – Denver, CO</p> <p>1 – Chicago, IL</p> <p>1 – Minneapolis, MN</p> <p>2 – Boston, MA</p>

		<p>1 - Marlboro, CT</p> <p>1 - Springfield, PA</p> <p>2 - Richmond, VA</p> <p>1 - Indianapolis, IN</p> <p>1 - Columbus, OH</p> <p>1 - Atlanta, GA</p> <p>1 - Orlando, FL</p> <p>1 - Tampa Bay, FL</p> <p>1 - Washington, DC</p>
27	<p>Dealer network or other distribution methods.</p>	<p>We offer products from 1200 manufacturers that provide over 35,000 SKUs in 117 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 Medical and Physio-Control (Medtronic)</p> <p>Vision/Hearing - Maico, Titmus, Hill-Rom</p> <p>Sports Medicine – Performance Health, Mueller, Cool Systems Inc., Naimco Inc., Normatec</p> <p>Emergency Medical – Life Secure, North American Rescue, Safeguard Medical</p> <p>Disposables - Medline, and Medique</p> <p>PPE – Fellowes, and ICI</p>

28	Service force.	<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</p> <p>Training to use and deploy their equipment properly at no charge</p> <p>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> <p>AEDs (Automated External Defibrillator) - Connect with one of our AED experts</p> <p>Therapeutic Modalities - Connect with one of our therapeutic modalities' experts</p> <p>Emergency Prep - Request an emergency preparedness consultation</p> <p>Hearing Screening - Connect with one of our hearing screening experts</p> <p>Evacuation Chair Consultation - Request a free evacuation chair consultation</p> <p>Vision Screening - Connect with one of our vision screening experts</p> <p>Request a FREE Spot Vision Screening consultation and download the Palmetto Elementary case study</p> <p>Sensory Rooms - Connect with one of our sensory room experts</p> <p>School Safety Center - Connect with one of our school safety experts</p> <p>SNAP Health Center Consultation - Connect with a SNAP expert and receive a free case study</p> <p>Other Services we offer are:</p> <p>In-house calibration, repair, and full-service department for your vision and hearing screening tools. (See: Doc 2A, Marketing Zip Sourcewell Service Center_12.2021_FINAL_Toolkit.pdf under Marketing Plan/Samples)</p> <p>Vision and hearing screening training and other screening tools.</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>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. Meet our team of experts: <a href="https://www.schoolhealth.com/meet-our-team">https://www.schoolhealth.com/meet-our-team</a>. (See Doc 2, Marketing Zip, Consultation, workshop, meet your specialist.docx under Marketing Plan/Samples)</p> <p>Register for our free workshops or 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>. (See: Doc 2, Marketing Zip, Consultation, workshop, meet your specialist.docx under Marketing Plan/Samples)</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 12 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 2021, 103,657 orders were processed and 18,403 of them were applied to the Sourcwell Contract.</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>
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>We pride ourselves on providing quality and personalized service from our customer care representatives. We have a team of 23 customer service representatives that are available to assist customers with placing orders, answering questions about products and services, assisting with questions regarding our company website, helping with warranty information, providing quotes, and delivery information. Customers can connect with a customer service team member via email, webchat, or phone through our toll-free number, 866-323-5465. Our toll-free number rolls from person to person so you will always get a live representative when you call during our hours of operations. To chat online, customers can go to our website: <a href="https://www.schoolhealth.com">https://www.schoolhealth.com</a>. Customers can email <a href="mailto:customerservice@schoolhealth.com">customerservice@schoolhealth.com</a> and receive personalized service within 24 hours. Our customer service team is available between 7 am and 5 pm, CST, Monday through Friday.</p> <p>Our service level standards are to respond to all emails within 24 hours. We expect a minimum of 80% of all calls answered within 20 seconds. We ended 2021 by answering 84% of our phone calls to customer service in 20 seconds or less and 81% of web chats in 20 seconds or less.</p> <p>We utilize a call recording system that records 100% of our inbound calls for coaching, development, and accountability. Our customer service reps are scored monthly based on their demonstration of the following six behaviors.</p> <ul style="list-style-type: none"> <li>Willingness to help</li> <li>Empathy and engagement</li> <li>Tone and manner</li> <li>Resolving the reason for each call</li> <li>Highlighting related products</li> <li>Professional open and close</li> <li>Quality Assurance Program</li> </ul> <p>School Health's quality assurance program was introduced in 2020 with the "Earn the Right" approach focusing on earning the trust of every employee. School Health chooses to invest in our employees and the customer experience relationship. We understand that our customers are the heart of School Health's existence, greeting each customer with a smiling tone, a genuine willingness to help while focusing on being the best customer advocate. This is the backbone of our Quality Assurance Program.</p> <p>In 2021, we used the program to score, coach, and cultivate an atmosphere focused on serving our customers and "Earning their Right" to serve them over and over. We invested in over 300 hours with a collaborative approach to coaching and developing our front line.</p> <ul style="list-style-type: none"> <li>87% of all employees earned 90% or higher on their observation</li> <li>20% of customer care staff continued to earn 100% "Rising Star" recognition status on their calls and chats</li> </ul> <p>School Health does not outsource any customer service calls. All calls are handled by School Health employees in the US.</p>

31	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in the United States.	We currently sell into all 50 states and are the #1 provider of medical supply solutions to the education market in the US. School Health is a national, full-service provider of medical supply solutions. We currently sell to 103,002 active customers and are eager and willing to build our customer base and continue to grow our accounts using Sourcwell.	*
32	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.	School Health has a national presence and is a full-service provider to customers across the country. We sell to Canadian entities and have had several conversations and opportunities through Dave Dextraze from Canoe. Shipping is based upon each order, at times fulfilled through Canadian sources and other times shipped from our U.S. warehouse. In 2019, we established a Canadian-based subsidiary, School Health Canada, and can sell in multiple currencies, US\$ of CAD\$, depending on the customer's preference. We have an authorized *Medical Device Establishment Listing (MDEL) through Health Canada. We are extremely interested in growing our business and presence in Canada through Sourcwell.  *Our MDEL License #7577, ID: 144521, School Health Corporation.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	We will serve all areas of the United States. We are excited about the relationship Sourcwell and Canoe have built and are eager to have a larger presence in Canada using our Sourcwell contract. We will not restrict locations or market segments. For Canada, the national accounts and contracts team will be handling any sales opportunities and are responsible for growing business. At this time, we cannot trigger Canadian pricing online, but this is something we are addressing and hope to do as we continue to build out our business online using Sourcwell.	*
34	Identify any Sourcwell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	We lead with our Sourcwell contract nationwide in all sectors. We will continue to do this if we are awarded the Medical Supply Solutions Contract. We have other contracts that are available, but we find that Sourcwell works the best for School Health representatives in all regions and segments. We have a large presence online for many accounts already using punchout, landing pages, and emails to receive Sourcwell pricing.	*
35	Define any specific contract 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.	*

**Table 7: Marketing Plan**

Line Item	Question	Response *
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>At School Health, we use an integrated marketing strategy for promoting this contract opportunity that extends across various forms of communication. We have a robust library of informative marketing materials and media that are meant to not only educate our sales representatives about Sourcwell and its benefits but also educate our customers about the opportunities available with this contract.</p> <p>These vehicles will be available for Sourcwell communications. We will work together to determine the best choices from these options:</p> <p>Printed Materials – School Health publishes 12 catalogs for the markets we serve which would be a highly relevant and frequently used option by professionals within those industries. We also create product and promotional flyers and other materials to promote customer benefits. Virtual Catalogs: <a href="https://www.schoolhealth.com/virtual-catalogs">https://www.schoolhealth.com/virtual-catalogs</a>. (See: Doc 3, Marketing Zip Question 38.docx under Marketing Plan/Samples)</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 carry promotional materials. We will consider which shipments are best targeted for our purposes and determine whether to use this vehicle.</p> <p>Website – <a href="http://www.schoolhealth.com">www.schoolhealth.com</a> is a primary channel for professionals to shop, purchase and interact with the company. The promotional banners, product and service information, and content areas are good options to consider. The Sourcwell National Contract is listed here for all School Health customers to view. We also have a landing page for Sourcwell members that want to purchase online using the contract: <a href="https://www.schoolhealth.com/sourcwell">https://www.schoolhealth.com/sourcwell</a>. (See: Doc 3, Marketing Zip Question 38.docx under Marketing Plan/Samples)</p> <p>We have an existing customized landing page, specifically branded to Sourcwell. This landing page will be updated to outline the benefits of membership, including the ease of</p>

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.

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.

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.

The awarded contract will be highlighted on: <https://www.schoolhealth.com/>. 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. (See: Doc 3, Marketing Zip Question 38.docx under Marketing Plan/Samples)

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.

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).

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.

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.

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.

Member Promotions: School Health develops several promotions throughout the year to drive 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.

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.

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:

National Association of School Nurses (NASN): Trade Shows

National Athletic Trainers' Association (NATA): Trade Shows

Healthy Schools Campaign

Walk Now for Autism Speaks

National Head Start Association (NHSA)

Lions Kid Sight USA Foundation

Get In Touch Foundation

American Heart Association

Prevent Blindness

		<p>Special Olympics</p> <p>Northeastern University's School Health Academy (NEUSHA): We support NEUSHA. The CEU program, which includes a popular Summer Academy, helps meet the requirement 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>. (See: Doc 3, Marketing Zip Question 38.docx under Marketing Plan/Samples)</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: (See: Doc 4, Marketing Zip files under Marketing Plan/Samples)</p> <p>Sourcewell Building a Healthier Future (See: Doc 4, Marketing Zip Sourcewell Building a Healthier Future_12.2021_FINAL_Toolkit.pdf under Marketing Plan/Samples)</p> <p>CIESC and Sourcewell</p> <p>Customer Brand Presentation PowerPoint</p> <p>Sourcewell Leasing</p> <p>Sourcewell Minnesota Flyer</p> <p>Sourcewell Service Center</p> <p>Zoll Sourcewell Flyer</p> <p>Sourcewell Contract</p>
37	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>During the Spring and Fall of 2021, the Marketing team worked with our School Health Specialists to create and present a series of digital sessions, School Health Presents, for our customers that focused on relevant topics within the education and health services fields. Some of these topics included hydration options for sports teams, mental health in schools, Stop the Bleed, vision screening, P.E. games, learning how to use e-procurement systems, and more. These sessions were extremely popular, so we are planning to continue these sessions on a quarterly basis in 2022. From the data and email sign-ups we receive from these digital sessions, we can send email communications to the session participants, and target them with products that were featured in these sessions along with more relevant information down the line. You can view all past sessions from the Spring and Fall here: <a href="https://cloud.email.schoolhealth.com/Fall-SH-Presents-Series">https://cloud.email.schoolhealth.com/Fall-SH-Presents-Series</a>.</p>
38	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	<p>Although the School Health Corporation's sales force will be the primary driver of the contract, we understand the importance of the role that Sourcewell plays in marketing the partnership and our products and services. Sourcewell serves all current and potential members nationwide and as a government agency has built great trust with its members. School Health has the ability and willingness to market and service this contract nationwide. To achieve the best success, we will work in cooperation with Sourcewell to develop an ongoing marketing strategy and find ways to leverage the Sourcewell relationships with end users and other contract holders to achieve the greatest success. Our Sourcewell supplier partners have always been a great resource for our customers and help School Health add credibility.</p>

In April 2021, we expanded the national contracts team to grow and develop national contracts. This team works with our Sourcewell Supplier Administrator and Specialist to bring in additional growth through leads, sales training, and help with procurement questions to secure large opportunities. Sourcewell's supplier relationships have always been a great asset for School Health when technical or compliance questions arise. Sourcewell has been integrated into our sales process as follows:

School Health is committed to training our sales team, sales managers, and dealer partners for success and maximum impact with our Sourcewell contract through monthly training and bi-weekly calls.

Each new representative is required to attend a Sourcewell University and listen to pre-recorded Sourcewell accelerated training to learn how to present in their territory.

The national contracts team is responsible for onboarding each sales representative by going over their eCommerce platforms using Sourcewell. We train in compliance, use of Sourcewell and where to find all the marketing resources that are branded Sourcewell.

Bi-weekly the national team holds a one-hour training on reaching procurement, contracts and understanding compliance and eCommerce platforms.

The national team oversees contracts and eCommerce platforms, and guides reps on how to engage within their territories to grow their business through punchouts, landing pages, and email domain triggers using Sourcewell.

Our Strategic Partners are offered training from our national team to help their organizations win opportunities by using the Sourcewell contract. Recently, we had our strategic partner, SNAP, on a one-hour training call on how to use School Health's Sourcewell Contract to win business! SNAP is the manufacturer of Electronic Medical Records, and they often go out to bid. Now, they have the tool to use Sourcewell through School Health to win more business.

Below are a few of the recent Sourcewell training courses our employees attended:

Sourcewell Accelerator Training (November 15, 2021): School Health sales team required attendance. Presentation by Michelle Spychalla.

Boston University (September 30, 2021): Paul LeVasseur, East Regional Sales Manager; Lindsay Dutcher, Boston Territory Manager; Alec Perez, Territory Manager VA, NC; Lia Bohman, Territory Manager VA, MD.

Chicago University (October 28, 2021): Michael Marcus, Territory Manager IL; Tim Michigan, Inside Sales Representative; Kristi Leahy, Inside Sales Representative; Manny Cestari, Territory Manager OH.

Nashville University (Feb 17, 2022): Kirk Sundstrom, Territory Manager KY, MI; Nelson Ray, Territory Manager SC, GA, NC.

H2O Maddens 2022 (June 6-9): Jennifer Lovell, National Contracts Manager; Stephanie Spencer, National Contracts Administrator. We have attended since 2012 (Gina Streepy)

Some other areas that we integrate Sourcewell into our process are:

School Health participates in the national trade shows with procurement and government agencies and local "get to know you" events.

We include questions within our Precise Selling Method sales training plan that coach our sales team to ask great, open-ended questions and explain how to address customers when talking about our Sourcewell contract.

We will include monthly Salesforce "Chatter" tips to our entire organization to keep Sourcewell fresh in their sales routines.

We are continuously improving our Sourcewell online presence on the School Health website, including increasing our Sourcewell eCommerce platforms for individual districts, adding new landing pages, and activating email domains for accounts to automatically receive Sourcewell pricing on our website.

We will work closely with our Sourcewell contacts to ensure we are providing Sourcewell members with relevant products and services, exclusive offers, and a simplified purchasing process.

Our Executive Team, Director of Sales, National Contract Team, Director of Marketing, Customer Care Representatives, and Sales Team are committed to Sourcewell, and we look forward to growing our contract together.

39	<p>Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>Our eCommerce and national contracts teams manage and support our online presence. We have created and attached our marketing piece used with Sourcewell customers to help them with the eCommerce ordering options. This is a FREE service for Sourcewell members! School Health offers eProcurement solutions that include: (See: Doc 4, Marketing Zip Sourcewell Ecommerce Solutions_12.2021_FINAL_Toolkit (1).pdf 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> <p>Our platforms help members save time and money.</p> <p>They are easy to use, allow customers to regulate purchases, and follow the order process to stay in compliance.</p> <p>Customers can create supply lists that they can save or share.</p> <p>Customers can directly connect with our catalog of products while staying within their punchout system.</p> <p>We can design landing pages for those accounts that want to buy online but are not punchout capable.</p> <p>We can load a member/district email domain to trigger the Sourcewell contract pricing online within 24 hours.</p> <p>Any member that wants to shop using Sourcewell can register, shop online and receive the Sourcewell pricing.</p> <p>Here is the information page where you can learn more or register to shop using Sourcewell, <a href="https://schoolhealth.com/sourcewellcoop">https://schoolhealth.com/sourcewellcoop</a>. Or if you are already a member, you can shop on our Sourcewell customized landing page: <a href="https://www.schoolhealth.com/sourcewell">https://www.schoolhealth.com/sourcewell</a>. (See: Doc 3, Marketing Zip Question 38.docx under Marketing Plan/Samples)</p> <p>If you are in the state of Delaware, North Carolina, or Virginia, you have a State Contract with School Health through Sourcewell. In Delaware and Virginia, we are set up with a punchout using our Sourcewell contract.</p> <p>As of Feb 2021, we have the following accounts set up to receive Sourcewell pricing using eCommerce ordering options:</p> <p>Email Domain Triggers: 473 accounts with every contact in the district set up for Sourcewell Pricing</p> <p>Landing Pages: 36 accounts with School District/Sourcewell Landing page pricing</p> <p>Punchouts: 64 accounts set up with their own Punchout using Sourcewell pricing. 8 more punchouts are currently in the process of being set up.</p> <p>State Punchouts: In Delaware and Virginia, we are set up with a punchout using our Sourcewell contract.</p> <p>PPEX Punchout: (See: Doc 4, Marketing Zip PPeX Exhibit B.docx under Marketing Plan/Samples) We are in the set-up phase with Public Purchasing Exchange to have our Sourcewell contract available for punchout for all government, educational, private, and public entities to purchase alongside Staples and Grainger. We are the only medical supplier in this marketplace. We are grateful to Sourcewell for allowing us to use our contract to pursue customers outside our normal customer base.</p> <p>Sourcewell Punchout: We are in the final stages of our punchout set-up with Sourcewell through EqualLevel. We are excited to be part of your eCommerce platform.</p> <p>In late 2021, the National Contracts team became responsible for training the sales team</p>
----	--	---

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 60% of all our eCommerce platforms are set up using our current Sourcewell contract. We have marketing material for our customers with our eCommerce options. (See: Doc 4, Marketing Zip files under Marketing Plan/Samples). See examples, Sourcewell Ecommerce Solutions, Alamance, Chesterfield, PWC examples

**Table 8: Value-Added Attributes**

Line Item	Question	Response *
40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>School Health's mission is to offer medical supply solutions that are innovative and exceptionally well made, which are supported with competitive pricing, education on how to best use these products and reliable services.</p> <p>School Health provides support/training for all medical equipment sold. Our highly trained certified technicians located in our calibration, parts, and repair department can provide customers with vision and hearing product information, calibration, and repairs. School Health's highly trained sales staff will arrange product in-services virtually and on-site. Our sales specialists provide on-site training and virtual workshops quarterly in their specialty. We also have several optional training and services.</p> <p>Programs that are standard and free to Sourcewell customers:</p> <p>Vision and hearing screening training, consultations and demonstrations.</p> <p>WA Partners in Care 5-year warranty program which includes parts, loaner program, and drop protection. FREE (usually \$1425) from School Health with the purchase of the spot vision screener. This is due to our strategic partnership with Hill-Rom. We are the sole provider to the education market due to our expertise and ability to train our customers.</p> <p>AED site assessments for placement, demonstrations on all brands available on the market, equipment training, and deployment training/advice.</p> <p>Quarterly workshops on health and medical-related solutions in each market segment by our sales specialist. Meet our team of experts: <a href="https://www.schoolhealth.com/meet-our-team">https://www.schoolhealth.com/meet-our-team</a> (See: Doc 2, Marketing Zip, Consultation, workshop, meet your specialist.docx under Market Plan/Samples)</p> <p>Register for our free workshops or 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> (See: Doc 2, Marketing Zip, Consultation, workshop, meet your specialist.docx under Marketing Plan/Samples)</p> <p>Assistive Technology Training Workshop on-site by a leading industry expert, Dr. Raymond Heipp, Ph.D. Hands-on training to foster learning and encourage everyday achievement. (See: Doc 8, Additional Files Dr. Ray Heipp AT Training Workshop Flyer_02.2021_FINAL_Toolkit.pdf under Additional Documents)</p> <p>Physical Education cross-curricular system, BRAINball training onsite or virtual by Physical Education Brand Ambassador, Tim Taggart.</p> <p>New Professional Development Workshop with the national presenter. Full-day workshops onsite. (See: Doc 9, Additional Zip files under Additional Documents)</p> <p>Evacuation Chair training for easy deployment within a district/account.</p> <p>Programs that we offer on our Sourcewell Contract. These are optional and available in our Sourcewell contract: (See: Doc 8, Additional Zip files under Additional Documents)</p> <p>Service of vision and hearing equipment by our calibration, parts, and repair department.</p> <p>CEU training sessions by Northeastern University School Health Academy online programs</p> <p>SNAP Emergency Health Records solution for School Nurses training</p> <p>AED program management services and on-site visits, Zoll Rescue Ready Services.</p> <p>Wellnet web-based software for educators to measure the five components of physical fitness.</p>
41	Describe any technological advances that your proposed products or services offer.	<p>Our goal at School Health is to assure customer satisfaction by providing the most relevant, evidence-based products on the market. With a diversified customer base comes a need for diverse products including, but not limited to hospital beds, vision screening equipment, and emergency preparedness supplies. The School Health Special Education catalog is</p>

well-equipped to serve the hearing and vision impaired while our Early Childhood catalog features products to support Occupational and Physical Therapists within the educational and government segments. The school nurse can look to one source for all supply needs as we feature over 35,000 SKUs dedicated towards the health and well-being of their student's grades k-12 and higher education.

We are at the forefront of research with the most advanced products available in our product categories. School Health offers a wide variety of innovative and technologically advanced equipment that assists customers to save valuable time and resources. Many of our products and solutions are the most advanced in the industry. Here are several examples:

SNAP Health Center EHR is a secure, web-based EHR software suite that simplifies the K-12 school health clinic to improve student health outcomes, save school nurses time, and reduce district liability. SNAP Health Center is secure FERPA/HIPAA software that drives meaningful advancement in clinical outcomes, workflow, and community engagement. Key features include streamlined documentation, real-time reporting, Covid-19 management, state immunization registry integration, Medicaid billing capture, parent/staff portals, and much more. PSNI's differentiator has always been the employment of full-time, onsite RNs and health informatics experts who understand the broad spectrum of school health documentation on both a professional and experiential level. (See: Doc 10, Additional Zip SH Snap\_health\_center\_brochure.pdf under Additional Documents)

The Welch Allyn® Spot® Vision Screener is an out-of-box easy handheld camera, featuring point-and-shoot auto-capture of both eyes in seconds. Smart technology guides you through vision screening and captures results on 97% of children. Designed to safeguard children's vision and backed by peer-reviewed clinical evidence, Spot Vision Screener enables fast and objective detection of amblyopic risk factors and refractive errors in children regardless of age, color of eyes, or other potentially limiting factors. Bright touchscreen displays on-screen results, indicating whether a complete eye exam is recommended or if all measurements are in range. Built-in driverless printing enables you to wirelessly print screening summary reports using the improved wireless radio for even faster results. (See: Doc 9A, Additional Zip Spot Vision Screener 5 Ways Improve Vision Screening.pdf under Additional Documents)

Our OAEs are objective screeners that do not require a subject's response and offer frequency-specific evaluation with easy handling. The sharp organic LED displays Pass/Refer results, plus value and bar diagrams for easy, direct evaluation. All OAEs can print results on demand to an optional printer and come with software that allows the user to communicate results to a PC for more detailed reporting or storing directly to the subject's electronic medical record.

The OrCam Read is a handheld reader that helps people with mild low vision, dyslexia, and other reading difficulties, reading fatigue or those who read substantial amounts of text. Wireless, lightweight, and the size of a pen. The perfect companion for almost any reading environment. Using sophisticated AI technology, it seamlessly, instantly, and accurately reads text aloud from any printed surface or screen. It is the only personal AI reader that captures full pages or screens of text, whether reading a book or looking at a smart device screen. (See: Doc 9A, Additional Zip OrCam Read.pdf under Additional Documents)

Higher Ed Accessibility tools to create a more accessible learning experience in young adults. Assistive technology to help students read and take exams, computer accessories like mice and keyboards, and innovative braille technology to help students succeed. (See: Doc 9A, Additional Zip Higher Ed Tools for Accessibility Programs.pdf under Additional Documents)

Tapit provides a touch-accessible interactive learning platform that enables students and children of varying abilities to reach new goals in their lives. Serving a wide range of students' special needs, Tapit provides multiple modes of learning to accommodate tactile, visual, and auditory learners and more. The customizable design allows students to focus on what matters most – their education. Fully motorized height and tilt allow the unit to accommodate any user. While the design allows the unit to be mobile and resistant to damage with a commercial-grade LCD panel with shatter-resistant glass.

Sensory Rooms/Spaces - Today's educational and workplace environments are filled with much stress and anxiety. All individuals in these environments can benefit from having a sensory room, or even just a sensory space if another room is not available. School Health offers a variety of packages and individual products to create the perfect area for you. We also offer a free consultation when it comes to the design of these areas for your benefit. (See: Doc 9A, Additional Zip Sensory Rooms and Spaces.pdf under Additional Documents)

The C-Pen ReaderPen and ExamReader provide game-changing technology for those who need portable and discreet reading support. Unlike other reading pens, C-Pen uses an optical scanner that provides greater accuracy and is more forgiving of the reader's hand position.

		<p>As the largest AED provider to schools, our team is CPR and AED certified and constantly trained on the technological advances and improvements that are available to end-users.</p> <p>BRAINball has been proven to have a positive impact on mathematical knowledge and skills. A significant improvement in physical fitness and body coordination was seen in disabled children. See attachment on how BRAINball has proven to enhance learning in children. This is another sole-source product. (See: Doc 9A, Additional Zip BRAINball Research Info Graph.pdf under Additional Documents)</p> <p>Heart Zones encourage healthy lifestyles through movement technology. Wearable sensors can connect to many devices. The signal is transmitted to an IOS application. See real-time data viewable on an iPad, Apple TV, or via a projector. The instructional materials were designed by a team of fitness trainers, heart rate experts, and educators. Our team is committed to educational development, and we offer various professional development courses. (See: Doc 9A, Additional Zip Heartzones Guide.pdf under Additional Documents)</p> <p>Focused Fitness is comprised of a highly experienced team providing evaluation services, online learning platform, and specialized training to include project implementation strategies, quantitative and qualitative evaluation, data collection tools, online learning platform and specialized data and evaluation training. We are the sole source for Focused Fitness products and services. The Five for Life Program is a K-12 articulated PE curriculum, research-based and teaches fitness, health, nutrition, motor skills, and intentional fitness. The FAB 5 After School Program is a solution for school systems seeking to improve activity levels for students in elementary ages and extend the learning from physical fitness. There are more programs, see (See: Doc 9A, Additional Zip files under Additional Documents).</p>
<p>42</p>	<p>Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.</p>	<p>In 2021, School Health started a leadership team that was tasked with creating a standardized operating procedure for our business moving forward in 2022. Our mission is to create School Health's sustainable practices that will support ecological, human, and economic health and vitality for future generations. These practices will include all departments and affect our product selection, manufacturer selection, transportation choices, technology, sales, and marketing teams. We are creating a better way to onboard new manufacturers with incentives for those that are MWBE businesses holding certificates or have a green initiative that falls in line with School Health's vision for the future.</p> <p>We are making progress in the areas below and will continue to achieve even greater results in 2022 and the future:</p> <p>Marketing digital/online platforms to decrease the need for paper catalogs and print advertisements.</p> <p>Increase manufacturers that offer sustainable practices in their portfolio of products.</p> <p>Increase our number of manufacturers that are certified as a MWBE business.</p> <p>Increase research on freight sustainability to help reduce energy, increase efficiency, and reduce costs and risk.</p> <p>Examining current freight carrier selection and consolidation for the best and most productive choices in deliveries throughout the US.</p> <p>Increasing the number of salespeople to cover a smaller geographic area.</p> <p>Increase use of technology to allow more employees to work from home.</p> <p>Product selection and onboarding to include more manufacturers with green initiatives in line with School Health's vision.</p> <p>School Health green initiatives include but are not limited to:</p> <p>Reducing materials entering the waste stream.</p> <p>Promotion of increased and preferential use of materials with recycled content. We use environmentally preferable recyclable plastic air pillows when shipping packages which reduce the need for excessive packing materials.</p> <p>Emphasize and increase the purchase and use of environmentally preferable products.</p> <p>School Health promotes "virtual catalogs" as an option to customers.</p> <p>Our growing e-commerce presence allows the orders to be completed online with the ability to see our broad health and wellness product categories creating less desire for catalogs.</p> <p>School Health offers green lines of products.</p> <p>Freight consolidation allows School Health to ship more orders to an individual address in</p>

one shipment instead of multiple cartons and deliveries.

UPS is our largest delivery supplier has an accelerated sustainability plan. We shipped a total of 253,843 packages in 2020. We have attached an overview of their sustainability practices. (See: Doc 4, MWBE Zip UPS2020 Sustainability Program Overview (2020).pdf under WMBE/MBE/SBE or Related Certificates) \*

Our building is a LEED-certified building – press release follows. (See: Doc 3, WMBE. Zip LEED\_Initiativies\_04-2021\_FINAL\_Toolkit.pdf under WMBE/MBE/SBE or Related Certificates)

School Health Corporation is proud to be a LEED Certified Building

Certification Date: December 7, 2020

To get an inside look at School Health Corporation's green initiatives in our building and warehouse, please watch our LEED Green Building Certification Video here:

<https://www.youtube.com/watch?v=h4jCCvNH5Hw>

Press Release – April 22, 2021

<https://www.schoolhealth.com/school-health-corporation-awarded-leed-green-building-certification>

The new School Health building is 112,505 square foot corporate headquarters and logistics warehouse, conveniently located 15 minutes from O'Hare International Airport (ORD) in the northwest suburbs of Chicago. School Health Corporation designed and constructed a sustainable and energy-efficient facility because LEED-certified buildings have lower operating costs and offer better indoor environmental quality. This creates a healthier place for our employees to work. Running an environmentally friendly business is good for our ecosystem and our budget and helps attract customers who are passionate about sustainable living. More than 4,000 schools are LEED-certified, and many schools seek suppliers with sustainability practices.

Inside, the focus was on creating a safe and healthy environment by using materials, glues, sealants, paints, and other materials with little to no volatile organic compounds. Our finishes offer high-level acoustic performance, highly efficient air filters, and natural light for all regularly occupied spaces. Lighting was installed with LED lamps and sensors that are reactive to natural light and human presence. The quality of indoor air, the supply of natural light, and the regulation of room by room heating and cooling provide our team with the best possible experience. In addition, the warehouse operates with a fully integrated WMS pick and pack environment, features a power fed system solution conveyor, more than a dozen dock doors, a 32-foot CSH ceiling, LED lighting, and modern material handling equipment to service more than 100,000 customer orders per year in the most efficient way.

On the exterior, precast concrete walls and roof panels are heavily insulated to maximize the efficiency of our heating and cooling systems. Rainwater collects on our roof and parking lot and drains into a combination wet retention/dry detention area which reduces the burden on local sewer systems. The stormwater runoff area has become a wetland, landscaped with native grasses and wildflowers which reduce soil erosion and sedimentation, improve water quality, and provide wildlife habitat. In the first spring after construction, the site attracted insects, butterflies, frogs, turtles, and birds. The pond has been stocked with tuffy minnows, bluegill, and bass. A crushed stone walking path encircles the perimeter of the 10-acre property, providing an opportunity for employees to get fresh air and exercise.

Additional LEED credits were earned from the installation of bicycle racks and storage, and electric vehicle charging stations.

43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<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 12,000 manufacturers below:</p> <p>Wexford Labs won EPA (Environmental Protection Agency) partner of the year, <a href="https://www.wexfordlabs.com/how-it-works/">https://www.wexfordlabs.com/how-it-works/</a>.</p> <p>Dial Professional, Diversey, 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>AFS Sustainable Apparel is one of the largest and most innovative suppliers of contemporary custom headwear, apparel, and accessories in the United States. They have recycled into their products over 450 million plastic bottles and proudly counting. With their great respect for the future of beaches, reefs, and oceans, they will continue manufacturing innovative uses for recovered plastic bottles. They are striving for a full 360 sustainability model.</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>Children's Factory ensures a safe, environmentally friendly product for our valued customers.</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>
44	Describe 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 of certification (as applicable) in the document upload section of your response.	<p>While School Health Corporation does not hold any Woman or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business certifications we make efforts to partner with minority and women-owned businesses when possible.</p> <p>Hill-Rom (Baxter) is not a MWBE. However, we do business with MWBE. For FY21, Hill-Rom spent \$16.74M with small women-owned businesses.</p> <p>Zoll is not a minority or women-owned enterprise however they do track MWBE in their supply base and report annually to the Department of Veteran Affairs.</p> <p>Some examples of WBEN Certified suppliers we use are:</p> <p>Aunt Flow Corporations products are WBEN Certified (See: Doc 1, WMBE ZIP WBENC CERT.pdf under WMBE/MBE/SBE or Related Certificates)</p> <p>Seacoast Embroidery is WBEN Certified (See: Doc 2, WMBE Zip WBENC CERT Doc2.pdf under WMBE/MBE/SBE or Related Certificates)</p>
45	What unique attributes does your company, your products, or your services offer to Sourcwell	<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</p>

participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?

train our School Health team, complete virtual and on-site visits for customers, perform quarterly 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.

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. Meet our team: <https://www.schoolhealth.com/meet-our-team>. Here are a few quotes from our specialists and how they feel about their role:

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."

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."

Our Physical Education Specialist Brand Ambassador says, "As a PE Specialist, I am able to 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."

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.

Several other unique attributes are listed below:

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, Hill-Rom, Titmus, and Palos Sports. (See: Doc 9, Additional Zip files under Additional Documents)

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.

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.

Product Selection – We offer a full breadth of AED and CPR 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.

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.

Punchout Integration with Sourcewell through Equal Level – We are excited to be participating in the punchout with Sourcewell.

PPEX Marketplace – We have been asked to be the medical provider alongside Staples in the Public Purchasing Exchange Marketplace using Sourcewell as our contract. We are currently setting this up and expect to gain more government and national customers.

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.

		<p>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>
--	--	---

**Table 9: Warranty**

**Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.**

Line Item	Question	Response *
46	Do your warranties cover all products, parts, and labor?	<p>Warranty Policy</p> <p>All items sold are backed by their manufacturer's warranties and a one-year limited School Health warranty that is applied to all our products. Some products offer an extended manufacturer's warranty, and this is usually notated in our virtual catalog/printed catalog. School Health goes beyond the standard warranty to offer a satisfaction guarantee policy. We believe our customers need to be 100% satisfied with the products and services they receive from us.</p> <p>Satisfaction Guarantee Policy</p> <p>It is our promise that School Health Corporation will do everything possible to ensure that our customers are completely satisfied with our products and services. If you are not satisfied for any reason, simply call our Customer Care Center at 866-323-5465, or send an email to: <a href="mailto:customerservices@schoolhealth.com">customerservices@schoolhealth.com</a></p> <p>If you are not satisfied, Rob Rogers, President of School Health Corporation asks that you send him an email to <a href="mailto:president@schoolhealth.com">president@schoolhealth.com</a>, or fax him on 800-235-1305.</p> <p>If goods are damaged upon arrival, please mark the shipper's document "received damaged," sign it, keep a copy for your records and call our Customer Care Center and the shipping company immediately, as time limits for claims may apply.</p> <p>UPS shipments with visual damage should be refused.</p> <p>Freight carrier shipments with visual damage should be noted on the carrier's freight bill "received damaged" and that portion of the delivery should be refused.</p> <p>Some colors and finishes may differ slightly from our catalog representation: color swatches are available at no charge upon request.</p> <p>Returns or exchanges may result in a restocking fee. Please contact our Customer Care Center if you have any questions.</p>
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	No, they do not impose usage restrictions or any other limitations that adversely affect coverage. *
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Technicians do not perform work in the field. If a warranty repair is needed, a prepaid return label will be provided to return the product to the appropriate facility for repair/replacement. *

49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	Warranty repairs are done in our Calibration Part and Repair department in Rolling Meadows or at the manufacturer's facility depending on the product. If a warranty repair is needed, a prepaid return label will be provided to return the product to the appropriate facility for repair/replacement.	*
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	All items sold are backed by their manufacturer's warranties and a one-year limited School Health warranty that is applied to all our products.	*
51	What are your proposed exchange and return programs and policies?	<p>100% Satisfaction Guaranteed</p> <p>Your satisfaction is guaranteed for all purchases. You may return any item within 30 days, except for items that have been customized. Items must be in original packaging and in new condition, a restocking fee may apply. Detailed return information is provided on the back of our packing slips that are included with your shipment. Please be aware that some products, especially furniture, are highly susceptible to damage during transit. If there is noticeable damage to any of your items, please refuse to accept the shipment from the carrier, and then contact our Customer Service Department so that we may replace the shipment.</p> <p>Software Return Policy</p> <p>In keeping with software industry standards, we will gladly accept returns of packaged software within 30 days of purchase in an unopened package only. Software that is purchased as a download is considered open at the time of purchase. Software that has been opened or purchased as a download may only be replaced with identical software/media within 30 days if the originally purchased software is defective. Many titles have trial versions available via download. This allows prospective buyers to evaluate the product at their leisure to ensure that the software meets their needs before purchasing.</p>	*

52	Describe any service contract options for the items included in your proposal.	<p>School Health Corporation offers various product-related service options such as AED program management and site visits, electronic health records, and calibration and repairs on vision and hearing equipment. We have a leasing program that members can use to purchase our capital equipment and services. For members to determine the best service program, we have multiple meetings to make sure they understand their options. We then quote the service that is best for them using the contract. (See: Doc 10, Additional Zip Link to our Service Center for Calibration.docx under Additional Documents)</p> <p>School Health Service Center (<a href="https://www.schoolhealth.com/service-center">https://www.schoolhealth.com/service-center</a>) (See: Doc 10, Additional Zip ServiceCenter_Form_editable.pdf under Additional Documents)</p> <p>We calibrate and service - Audiometers, Vision Screeners, OAE Screeners, Tympanometry, Sphygmomanometers. Each technician has over 10 years of experience, relationships with the product manufacturer, and is customer service focused and ensures complete satisfaction. We have a form that you can fill out and send in with your equipment or you can call our Calibration, Parts, and Repair department and get a quote.</p> <p>SNAP Emergency Health Records (See: Doc 10, Additional Zip SH Snap_health_center_brochure.pdf under Additional Information)</p> <p>The leading school nurse electronic health records for nurses, designed by nurses. This software allows for a better workflow with clinical, administrative, and technological features allowing complete care of students with visit logs, medication treatment logs, health screening/monitoring, immunizations, and care plans. A district can purchase this software for each school nurse and include training and reporting if they choose. These items are on the "hot list" for Sourcewell members to purchase. We will have several meetings with the district and SNAP before we produce a quote of exactly what the customer needs.</p> <p>AED Rescue Ready Services (See: Doc 8, Additional Zip ZOLL Rescue Ready Services Quick Reference Guide.02.2022_FINAL_Toolkit.pdf under Additional Documents)</p> <p>Program management differs from one organization to the next so there are several programs to choose from based on the members' needs. We will ask the right questions to determine which program is best for them and provide them with a quote using our Sourcewell pricing. Most contracts are either a 2 or 4-year term.</p> <p>PlusTrac Essential – Includes prescription, medical authorization, program data entry and tracking, AED status and accessory tracking/reporting, Responder certification tracking/reporting, AED alerts and notifications, FDA/Manufacturer recall alerts, and customer support online.</p> <p>PlusTrac Professional – This program includes everything in the PlusTrac Essential with additional features: AED program deployment and activation plan, program launch event, compliance guarantee documentation, and post-event review with a loaner AED.</p> <p>PlusCare Preferred – This program includes everything in the PlusTrac Professional plus on-site service &amp; maintenance.</p> <p>PlusCare Advanced – This program includes everything in the PlusCare Preferred as well as replacement accessories.</p> <p>Focused Fitness Software</p> <p>Wellnet web-based software for educators to measure the five components of physical fitness. WELNET® software provides school districts and after-school programs the ability through any internet-enabled device to easily collect student academic, fitness, health, and motor skill data and effectively communicate results to administrators, teachers, students, and parents. In addition, students are able to interact with the software to engage in relevant lessons on nutrition, health, and fitness and participate in exercise videos. WELNET® integrates with over 40 Student Information Systems to autoload student rosters, connects with Learning Management Systems, and provides industry-leading support via email, chat, and phone.</p>
----	--	--

**Table 10: Payment Terms and Financing Options**

Line Item	Question	Response *
53	Describe your payment terms and accepted payment methods.	School Health Corporation's payment terms are net 30.
54	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: Doc 4, Marketing Zip Sourcewell Leasing_12.2021_FINAL_Toolkit.pdf under Marketing Plan/Samples)</p> <ul style="list-style-type: none"> <li>• AEDs • Evacuation Chairs • Vision Screeners • Hearing Screeners • Furniture • Modalities • TAPit® • Any Capital Equipment</li> </ul> <p>The leasing options are cost-effective and tailored to meet the needs of our Sourcewell customers. We are also interested in talking with NCL Government Capital to see if we can start utilizing a Sourcewell vendor. 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>In addition, we offer 30-day trials (See: Doc 11, Additional Zip Tapit End Of School Year Trial 03.2020_FINAL_Toolkit (1).pdf under Additional Documents), where members can use a product onsite before making a purchase. We also support the grant process through many nonprofit groups which support financing equipment.</p>
55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	<p>For customers that like to utilize our Sourcewell contract and do not have the ability to purchase online, we made several easy order forms for school nurses, early childhood professionals, teachers, and athletic trainers. These forms have the most popular and deeper discounted products listed on an excel spreadsheet that calculates the Sourcewell price as you fill in the quantities. 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.</p> <p>We have attached under the standard transaction document zip file some examples of Sourcewell easy order forms we have created:</p> <p>Sourcewell – Easy order form for nurses (See: Standard transaction doc 1.Sourcewell Easy order form.xlsx under Standard Transaction Document Samples)</p> <p>Sourcewell – Easy order form for early childhood (See: Standard transaction doc 2. ec easy order.xlsx under Standard Transaction Document Samples)</p> <p>Sourcewell – Hampton City easy order form for school nurse clinic supplies. Permission was granted to share with Sourcewell. (See: Standard transaction doc 3. hampton sourcewell form.xlsx under Standard Transactions Document Samples)</p> <p>Sourcewell – Charles County Board of Education easy order form for athletic trainers, permission was granted to share with Sourcewell. (See: Standard transaction doc 4.2021 CHARLES CO ATHLETIC PRICE FORM (1).xlsx under Standard Transaction Document Samples)</p>
56	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.

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product

## Change Request Form.

Line Item	Question	Response *
57	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: Doc 1, Pricing Zip Copy of Product Category.xlsx, Doc 3, Price Zip File Catalog Discount Exclusions 2022.doc and Doc 4, Price Zip File Price_Match_07.2018_FINAL_toolkit.pdf under Pricing)</p> <p>Category Discount - We will offer a 13% discount off and "ceiling pricing" on our 117 product categories. We have attached a list of the 117 categories, list price and the category discount. This will allow any Sourcewell member to receive 13% off all discountable items in all 117 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 \$9.95 shipping charge. (See: Doc 1, Price Zip Copy of 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 825 of our top-selling items, organized by subcategory. We have applied deeply discounted prices averaging 27% off the current list price.</p> <p>We have many products from all our key segments, including 100 standalone Palos 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 reviewed 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. An expanded offering of our 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: Doc 3, Price Zip File Catalog Discount Exclusions 2022.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. 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: Doc 4, Price Zip File Price_Match_07.2018_FINAL_toolkit.pdf under Pricing)</p> <p>Because of fluctuations in some pricing from our 1200 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 117 categories. We will hold the "hot list" pricing of the deeper discounts and send an updated list by the end of January every</p>

		<p>year. 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> <p>*See attached pricing details that will include category discount, full market basket, and exclusion letter.</p>	
58	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 117 product categories. The market basket or "hot list", will be 825 top-selling items throughout our product categories. We are offering up to 63% off with an average discount of 27% 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.	*
59	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: Doc 4, Price Zip File Price_Match_07.2018_FINAL_toolkit.pdf under Pricing)	*
60	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". 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.	<p>We have had many successes over the last 9+ 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 non-stocks. With inventory levels fluctuating daily, we often secured nonstock items.</p> <p>Another past example was helping the state of Arkansas with a large car seat order using Sourcewell. We were able to leverage our relationships with the customer and our vendor partner to secure the \$260K opportunity. This is just one example of where we have proven our abilities to utilize our resources as a company along with our partnership with Sourcewell to see positive results. Sourced items are added through Sourcewell at the point of sourcing and the customer is given a quote referencing the Sourcewell contract number, the contract discount, and shipping benefits they receive for all stock items.</p> <p>More recently, we built a customized kit for a large school district in California. The quote was for \$1.4 million. We asked them to use our Sourcewell contract to purchase the kits. We then created an item number and added it to the Sourcewell contract by doing a PnP form. We had the option to use a sole source letter but decided the more we get the customer using Sourcewell, the better relationship we have with the customer and Sourcewell. We often use Sourcewell even when a product is a sole source. We believe in creating a district's trust in using our contract and delivering excellent customer service so that the customer becomes a consistent School Health member using Sourcewell for all their needs.</p> <p>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.</p>	*
61	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.	*

62	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>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 \$9.95. 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.</p> <p>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 is an additional \$75 charge.</p> <p>Express Delivery or Special Services: Please contact our customer service department for expedited delivery or special delivery services. Call customer service, 866-323-5465.</p> <p>Items shipped to Alaska or Hawaii: Small parcel shipment costs to Alaska and Hawaii are 18% of the merchandise subtotal. Please contact us for shipping, handling, and processing costs for freight items.</p>
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Items shipped to Alaska or Hawaii: Small parcel shipment costs to Alaska and Hawaii are 18% of the merchandise subtotal. Please contact us for 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 would be charged for a return, and we would 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>

64	Describe any unique distribution and/or delivery methods or options 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 attempted 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. Palos Sports also has a showroom available for same day pick-up.</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 Hour Shipping: Most orders will leave our warehouse within 24 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. Please see attached document to view our ground delivery map to see the estimated number of days it will take for delivery from our Illinois warehouse. See Ground Shipping Map (See: Doc 12A, Additional Zip File SH.UPS Ground Distribution (July-Aug 2021.pdf under Additional Documents)</p> <p>Inventory Control: School Health has a dedicated Inventory Control Department that focuses on replenishing and forecasting our inventory levels.</p>
----	---	--

**Table 12: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
65	c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	<p>We have produced a "HOT LIST" that is larger and more competitive than in the past. We chose a selection of 825 of our best-selling products and competitively priced them to average 27% off the list price. Our Sourcewell prices are guaranteed to be the most competitive contract and we will also offer our price match guarantee.</p> <p>We have increased our product offering with our Palos Sports and Focused Fitness categories. All 117 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 Contract.</p>

**Table 13: Audit and Administrative Fee**

Line Item	Question	Response *
-----------	----------	------------

<p>66</p>	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.</p>	<p>Ensuring that participating entities obtain the proper pricing: We store contract prices in our system under the Sourcewell contract. This includes items that are quoted at a specific price (i.e. the market basket, "hot list") as well as a percentage discount for remaining eligible products. We then tie the Sourcewell contract to each participating entity. When they place an order with us, the proper Sourcewell pricing will default.</p> <p>Reporting all sales each quarter: Using the same combination of stored prices and customers that are tied to the Sourcewell contract, we can gather data on any purchases tied to the contract and organize them by date, customer, individual order, and products purchased. We can compare prices on each order with the pricing on the contract to ensure compliance with the contract.</p> <p>Remitting proper administrative fee: Because we can show the individual orders to which the contract applies, we can simply calculate the percentage of revenue required for the administrative fee and remit in an accurate and timely manner.</p>
<p>67</p>	<p>If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.</p>	<p>We currently have internal measurements through our Salesforce and Power BI tools which measure the success of the sales team and the use of the Sourcewell contract. The sales reps have a dashboard where they can see their target and non-target accounts. They can drill down and see products sold, market segment production, Sourcewell sales/growth, and eCommerce sales/growth. The national team has a reporting tool for Sourcewell showing each representative and their sales in dollars, percentages to Sourcewell target, and percentages of Sourcewell sales compared to the rest of the team.</p> <p>School Health gives annual goals on growth for target accounts and non-target accounts which includes contract growth, eCommerce growth, number of weekly calls, sales visits, and virtual visits. For 2022 goals, each sales representative was given an additional target for eCommerce growth and procurement virtual/onsite visits. Currently, more than 60% of our eCommerce platforms are set up using the Sourcewell contract. This means our expected growth target will positively affect the production of sales through the Sourcewell contract. We are pushing the team to understand why the use of Sourcewell is important and how it makes an eCommerce platform more successful because of compliance, trust, support, and length of the contract. With the new national team in place, we are targeting to move the percentage to at least 70% by June 2023.</p> <p>Lastly, in 2021, the national contract team was given a 5-year growth plan where the company's growth is heavily positioned on the national contracts team's ability to grow contracts and eCommerce sales. We are expanding our national and eCommerce teams to support our efforts and have laid out a strong plan to meet our target. Below are some of the actions the national contracts team has in place:</p> <p>Monthly sales training on understanding contracts and compliance; winning large opportunities using a contract; calling on procurement in schools and at the state level; and setting up eCommerce platforms using Sourcewell. These training courses are recorded and part of the onboarding process of new hires.</p> <p>Quarterly assessments of each representative regarding their Sourcewell contract usage/growth and eCommerce growth. We measure their strengths and weaknesses and develop a plan to increase their growth by joining them in virtual meetings with their customers. We participate in any meetings they need an expert on contracts, eCommerce, or larger opportunities.</p> <p>Annual assessments of each representative regarding market</p>

		<p>penetration in accounts for Sourcewell and eCommerce growth. We analyze what areas are in their territory where we can support growth using contracts or setting up a new punchout or landing page.</p> <p>Onboarding all sales representatives to include understanding Sourcewell and setting up accounts using Sourcewell through eCommerce. We lead the virtual calls for sales representatives for procurement, contract usage and large sales.</p> <p>Recorded training from Sourcewell and our monthly training courses are in a library for onboarding sales representatives. We also require all new hires to attend a Sourcewell University in person.</p> <p>Bi-weekly open call meetings lead by the national contracts team to support the sales team with contracts, eCommerce, procurement calls and sharing successes.</p> <p>National contracts chatter group recognizing large sales and successes using the Sourcewell contract.</p> <p>On-going virtual meetings with procurement, sales representative, and national team to get accounts set up using Sourcewell online or to get the district set up to default in our system to Sourcewell.</p> <p>Quarterly recognition companywide to the top producing representative for Sourcewell.</p> <p>Annual recognition with bonus at our national sales meeting to award and recognize our top producing representative for our Sourcewell contract.</p> <p>Doc 12 in the Additional Zip File is a snapshot of our Sourcewell contract reporting tool (See: Doc 12, Additional Zip Reporting Sourcewell.docx under Additional Documents).</p>
68	<p>Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)</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 14A: Depth and Breadth of Offered Equipment Products and Services**

Line Item	Question	Response *
69	<p>Provide a detailed description of the equipment, products, and services that you are offering in your proposal.</p>	<p>School Health is a national, full-service provider of medical solutions with 117 product categories in five different market segments. We serve health professionals in educational settings from pre-school to college. We have a national team that works with government accounts and nonprofit agencies. We collaborate with customers and are an advocate for the medical supply solutions of those entrusted in their care.</p> <p>Products and Services:</p> <p>Our comprehensive offering includes first aid supplies, health supplies, sports medicine equipment, early childhood products, vision and hearing screening equipment, special needs aids, physical education products, emergency medical and personal protective equipment. We go beyond supplying products by providing product support, training, advisory services, free onsite/virtual workshops, eCommerce solutions, warranties, 100% customer satisfaction guarantee, and exceptional customer care. Our vast range of medical supply solutions provides items for every department in the educational, government, and nonprofit sectors.</p> <p>Some of our products in each category are listed below and we have attached our latest School Health product flyer that is branded with the Sourcewell contract information. Visit our 12 virtual catalogs for a more extensive list of our medical supply solutions: <a href="https://www.schoolhealth.com/virtual-catalogs">https://www.schoolhealth.com/virtual-catalogs</a> (See: Doc 3, Marketing Zip Question 38.docx under Marketing Plan/Samples)</p>

		<p>School Nurse &amp; Health Services: First Aid; School Safety (AED's, Evaluation, CPR, Manikins); Infection Control; Vision &amp; Hearing; Diagnostic; Special Needs; Pharmacy; Chronic; Health Room; and Education. <a href="https://online.fliphtml5.com/jsvwp/brey/#p=1">https://online.fliphtml5.com/jsvwp/brey/#p=1</a></p> <p>Health Supplies: Emergency Medical, Evacuation, AED's, CPR, Manikins, Bleeding Control; Vision, Hearing, Diagnostics; Special Education Needs and Educational Tools. <a href="https://online.fliphtml5.com/jsvwp/xorf/#p=1">https://online.fliphtml5.com/jsvwp/xorf/#p=1</a></p> <p>Special Education/Assistive Technology: Sensory; Motor Skills; Speech Therapy; Occupational Therapy; Augmentative &amp; Alternative Communication (AAC); Vision &amp; Hearing; Switches; Computer &amp; Tablet Accessibility; Life Skills; Learning; Livings Aids; and Mobility. <a href="https://online.fliphtml5.com/jsvwp/uwhd/#p=1">https://online.fliphtml5.com/jsvwp/uwhd/#p=1</a></p> <p>Sports Medicine: Athletic Tape &amp; Accessories; Braces &amp; Protective Equipment; Padding, Casting &amp; Podiatry; Woodcare &amp; Infection Prevention; Therapeutic Modalities; Rehabilitation &amp; Exercise, Strength &amp; Conditioning; Hydration &amp; Nutrition, Emergency Response &amp; Safety; Athletic Training Kits &amp; Bags; Pharmacy &amp; Instruments; Diagnostic &amp; Screening; Athletic Training Room Furnishings; Disposables &amp; General Supplies; Education Aids &amp; Resources. <a href="https://online.fliphtml5.com/jsvwp/notv/#p=1">https://online.fliphtml5.com/jsvwp/notv/#p=1</a></p> <p>Early Childhood/Head Start: Infant &amp; Toddler; Vision &amp; Hearing Screening Equipment; Oral Health &amp; Nutrition; Infection Prevention; First Aid; Emergency, Motor Skills; Active Play; Sensory; and Learning. <a href="https://online.fliphtml5.com/jsvwp/ipyn/#p=1">https://online.fliphtml5.com/jsvwp/ipyn/#p=1</a></p> <p>Physical Education (Palos Sports): Class Packs; Sports; Playballs; Games &amp; Activities; Climbing &amp; Outdoors; PE Equipment; Assessments and First Aid; Fitness; Group Games, Outdoor Equipment. <a href="https://online.fliphtml5.com/jsvwp/acab/#p=1">https://online.fliphtml5.com/jsvwp/acab/#p=1</a></p> <p>Extreme Fit (Palos Sports): Strength &amp; Training Equipment; Agility; Recovery; Core Stability; Resistance Training; Flooring; Cardio Machines; Balance, Stretching &amp; Yoga; Monitors &amp; Fitness Tests; and Hydration. <a href="https://online.fliphtml5.com/jsvwp/hxqv/#p=1">https://online.fliphtml5.com/jsvwp/hxqv/#p=1</a></p> <p>Adapted Physical Education (Palos Sports): Adaptive Physical Education; Inflatable Playballs; Games &amp; Activities; Sensory; Motor Skills; Athletics; Active Learning; Empowerment and Inclusion. <a href="https://online.fliphtml5.com/jsvwp/jttx/#p=1">https://online.fliphtml5.com/jsvwp/jttx/#p=1</a></p> <p>PPE – Masks, Gloves, Shields, Infection Control, Sanitizer, Disinfectant, Air purifiers, Sanitizing Stations. Sizes for pediatric, youth, and adult.</p> <p>New Acquisition in 2021 - Focused Fitness: Expanding into our Physical Education offerings we now provide evidence-based software, curriculum, professional development, and training. Providing school districts and after-school programs the ability through any internet-enabled device to easily collect student academic, fitness, health, and motor skill data and effectively communicate results to administrators, teachers, students, and parents. In addition, students or able to interact with the software to engage in relevant lessons on nutrition, health, and fitness and participate in exercise videos. WELNET® integrates with over 40 Student Information Systems to autoload student rosters, connects with Learning Management Systems, and provides industry-leading support via email, chat, and phone. <a href="https://www.focusedfitness.org/">https://www.focusedfitness.org/</a></p> <p>School Health Brands: Gloves, Bandages, Wound Care and First Aid; Hand Sanitizer, Alcohol, and Baby Wipes; Hot/Cold Therapy, Health Room Essentials; Emergency Trauma Kits, Bleeding Control; Nurse &amp; Athletic Training Bags; Diagnostic and Thermometry; Furnishings, Recovery Couches, and Wheelchairs. <a href="https://online.fliphtml5.com/jsvwp/oelp/#p=1">https://online.fliphtml5.com/jsvwp/oelp/#p=1</a></p>
70	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>We have 117 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, Palos, and Focused Fitness products.</p> <ul style="list-style-type: none"> <li>Active Play</li> <li>Adhesive Strips</li> <li>AED Accessories</li> <li>AED Pads and Batteries</li> <li>AED Services</li> <li>AEDs and Trainers</li> <li>Alternative Communication</li> <li>Analgesics</li> <li>Apparel</li> <li>Assessment Curriculum</li> <li>Asthma/Allergy Products</li> <li>Athletic Tape</li> </ul>

Bags - Medical  
Batteries/Gen Purpose  
Biohazard/Waste  
Blood Pressure Inst  
Books and Education  
Cabinetry  
Canes and Crutches  
Carts  
Catalog-Literature-Promo  
Consumables- Asthma/Allergy  
Consumables-OtoscopeOphthamoscope  
Cotton Consumables  
Couches and Tables  
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  
Eye Care  
Facility Management  
Feminine Products  
First Aid Kits  
Flashlights & Penlights  
Foam Products  
Furnishings-General  
Furniture Accessories  
Gauze  
Gift Cards  
Gloves  
Gross / Fine Motor  
Hearing Assistive Tech  
Hearing Instruments  
Heating & Cold Systems  
Hot and Cold Packs  
Hydration  
Infant / Toddler  
Infection Control  
Learning  
Lice Products  
Lights  
Med/Surg Instruments  
Medical Tape  
Miscellaneous Items  
Mobility  
Mobility Assistive Tech  
Models and Charts  
Multi-Sensory  
Oral Care  
Otoscope and Ophthalmoscope  
Paper Products  
PE Balls  
PE Equipment  
PE Fitness  
PE Games  
PE Generic  
PE Special Olympics  
PE Team  
PE Trophy  
Pedometers-Heart Rate Monitors  
Pharmaceuticals - OTC  
Pharmaceuticals - Rx  
Phones  
Physical Education  
Plastic Products  
Podiatry  
Promotions  
Protective Gear  
Protective Gear/Sport  
Refrigerators and Freezers  
Rehabilitation Equipment  
Repairs

		Resuscitation Scales Screening/Testing Kits Screens and Curtains Services Skin Care Speech Splints and Slings Stethoscopes Stretchers Sundries - Athletics Sundries - Medical Supports and Braces Taping Accessories Textile Products Thermometers Training Vision Assistive Tech Vision Screen Access Vision Screening Vital Signs Monitors Weather Indicators Wheelchairs Working Physical Education Curriculum Digital Education Curriculum Software Professional Development Instructional Resources
--	--	--

**Table 14B: Depth and Breadth of Offered Equipment Products and Services**

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments
71	Equipment, supplies, PPE, products, accessories, and kits	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Equipment: AED &amp; CPR, Resuscitation &amp; Oxygen, Training Manikins, Patient Lifts, Evacuation Chairs, Wheelchairs, Modality Equipment, Diagnostic, Hearing and Vision, Sensory, Recovery Air, Fitness, Polar Life Pod, DataTherm Monitor, Waterboy, Normatec Packages, Game Ready, Richmar Ultrasound/Laser, Smart Cuffs, Therapeutic Modalities, MobileAid Emergency Backpack's, Microscope, Evacuslide, Thermometry, Oximeter, Spine boards and Collars, Fire Prevention, Vital Signs Equipment, Stadiometers and BMI, Scales, Metal Detectors, Moog/Curlin 6000 CMS Ambulatory Pumps, Portable Digital Wheelchair Scale, ICI Centurion Kiosk,</p> <p>Supplies: School Nurse, Physical Education, Athletic Trainer, Emergency Medical, Special Education, Early Childhood, Assistive Technology, General Health &amp; Pharmaceutical, Bleeding Control, First Aid, Educational, Lice, Diagnostic, Drug Deactivation, Burn Dressings and Spray, Strength &amp; Conditioning, Rehabilitation, Tapes &amp; Wraps, Sensory, Motor Skills, Augmentative &amp; Alternative Communication, Chronic Conditions, Cold &amp; Flu, Oral Health, Diaper, Paper, Plastic and Linens, Infant &amp; Toddler, Play.</p>

PPE: Covid Testing, clear masks adult/youth, KN95 Masks, N95 Masks, Gloves, Hand Sanitizer, Face Shields, Protective Apparel, Thermometers, Pulse Oximeters, Soaps, Sanitizers, Dispensers & Stands, Disinfectants, Air Purifiers, Electrostatic Sprayers, Thermal Imaging Thermometers, Biohazard CleanUp Products, Detergents, Partitions, Signage, Portable Sinks, Carts and Scrubs.

Products for: School Nurse, Athletic Trainer/Athletic Director, Emergency Management Director, Environmental Health & Safety Director or Manager, Early Childhood Directors, Early Childhood Health Services, Head Start Director, Head Start Nutritionist, Head Start Health Services Director/Nurse, Vision Director, Vision and Hearing Specialist/Team, Audiologist, Special Education Director, Assistive Technology Specialist, Special Education Teachers, Occupational Therapist, Physical Therapist, Physical Education Director and Coordinator, Physical Education Instructor or Teacher, Health Services Director, Superintendent, Assistant Superintendent and many more call points within the Education Market.

Products for Prevent Blindness, Lions of America, Prevention of Blindness and Special Olympics.

Kits: Emergency, Early Intervention, Bleeding Control, First Aid, Athletic Training, Nurse, Gatorade, Gatorade High School Performance Packages, Medi Kit PPE Sports Propack, Tactical Patrol Bags, Fasplint, Evac-U-Splint, Class Pack, Suture Removal, Mueller AT Pro Series Medi Kit, Trauma Training Kits, Mini Trauma Sensory, Fire Prevention, Education Kits for Teachers/AT/Nurses, Hydration and Nutrition, Personal PE, Vision and Hearing, State Packages for Vision, Diabetes Skills Training, Mabis Medic-Kits, Arizona Vision Screening Hip Kits, Kansas Vision Screening, Pedifix Orthopedic & Skin Care Kits, Louisiana Vision Screening, Opioid Overdose, Hemorrhage Training, Head Start First Aid, SH Emergency Prep Kit, Nebulizer Kits, Delaware Vision Screening Kits, Econoline Memory Foam, Airway, Vital Statistics, Glo Germ, Orthodontic, Field Trip, Kids Oral Care, Bloodborne Pathogen, School Mass Crisis Response, Emergency Glucagon Administration Training, Heat Stress responder First Aid, Dental Kit, Nutrition Bulletin Board Kits, Sports Concussion Kit

Accessories: AED Pads & Batteries, Vision & Hearing, CPR and Manikin, Sports Modality Accessories, Batteries, Suction Tubes, Stretch

			<p>Bands, Diagnostic Disposables, Padding &amp; Podiatry, Audiometer. First Aid, Respiratory Hygiene, Thermometry, Screening, Bulbs &amp; Valves, BP Cuffs, Cabinets, HeartZone Replacement Accessories, and more.</p>
72	Instruments, tools, devices, and furniture	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Instruments: HawkGrips Soft Tissue Therapy, MobileAid Quick Response, Welch Allyn BP Durashock,</p> <p>T1-108 Elementary Calculator, T1-84 Plus Graphing Calculator, Tapio Device, Reusable LED Penlights, Keyboard, USB Switch Interface, On-Screen Keyboard, Covered Instrument Tray, Instrument Carrier or Cart, MacroView Tips, Laceration Tray, Buck Neurological Hammer, Tuning Fork, Cuticle Nipper, Percussion Hammer, Nail Nipper, Callus Shaver, Dry Heat Sterilizer, Staple remover, Splinter Removers, Surgical Clipper Blade, Pedia Hammer, Tape Cutter, Tongue Depressor, Ring Cutter, Fingernail Drill, Tissue Forceps, Suture Removal Kit, Disposable Blade Remover, Scissors, Scalpel Handles, Tuning Forks, Tweezers, Professional Penlight, Callus Shaver, Massage Star, Disposable Scalpels, Suction Tub, Tubing for Suction, Abbot Syringe Pumps, Kensington Orbit Optical Trackball, Pro Lightning Detection,</p> <p>Tools: Ripshears, Forceps, Theracane, Massage Star, Emergency Shears, Therapy Tools, Adjustable Head Stylus, Slant Board, Attendant Call Chime, Adjustable Mouth Stick Stylus, Seca BMI Calculator, Tourniquet, Girth Measuring Tape, Flashlights, Sensory Toys, 2 Way Radio, Weather Monitor, School Lockdown Products, Braces and Supports, Living Aids, Oral Motor, Tactile Tools, Apraxia Tools, Crutches, Speech Buddies, Educational Tools, Gunshot and Wound Cube Training, Screw driver, Chew Stixx Pencil Toppers, Expert Mouse Trackball, Head/Mouth Keyboard, C Pen Reader, Milestone 312 recorder &amp; text to speech,</p> <p>Devices: HeadMouse Nano, Sip/Puff Switch with Headset, Enabling Devices Head Switch, Saucer Switch, Bumpy Switch, Thumb Switch, Pinch Switch, Hip Talk Communicator, Mini-Com Communicator, Go Talk Communicator, Enabling Activity Cener Visually Impaired, Tilt Switch, Pillow Switch, Auditory Communicator, Movement Sensor Switch, Totally Tactile Communicator, Wireless Switch, Eye Blink Switch, Gooseneck Switch, Grip and Puff Switch, Reading Time Communicator, Eye Talk Communication Board, Sequential Scanner for Visually Impaired, Welch Allyn Vision Screener, OAE Hearing Screener, Maico Audiometer, AED and CPR</p>

			<p>Devices, Manikins, Welch Allyn Connex Pro BP, Logan ProxTalker Communicator, Heartrate Monitor, Electrotherapy Device, Ultrasound, Robotic Feeding Device, Positioning &amp; Mobility, Learning, Polar Fitness Watch, Magnifiers for Low Vision, GlassOuse Hands-Free Assistive Mouse, and more.</p> <p>Furniture: Athletic Edge Taping &amp; Treatment Stations, Portable Tables, Pillows &amp; Wedges, Stools &amp; Chairs, Recovery Couches, Utility &amp; Medical Carts, Medical Beds, Cabinets, Waste Containers, Infant &amp; Toddler Crib, Appliances – Refrigerators/Freezers, Ice Machines, Desks, Cabinets, and Wheelchairs.</p>
73	Technology, hardware, and software designed for the delivery of services described in 71-72 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>SOFTWARE: Communication, Audiometry, Look To Learn Eye Gaze, ClaroRead Pro for Windows/PC, English Talking Dictionary, Teaching AccessAbility, WordQ5, Resusci Anne QCPRD – Full Body with Software, J-Say Digital Download, Maico Ero-Scan OAE, Widit InPrint 3, EyeSpy 20/20 Vision Screening, Physio-Control TrueCPR Coaching, Leesonbee Health Education Platform, TapIt Interactive Platform, Dragon Professional V15, Edmark Reading Program, Job Search Curriculum, Core Curriculum Articulation, Positive Behavior Curriculum for Inclusive Classroom, ViVo Mouse, Matrix Maker Plus, AED and CPR Software, Functional Assessments &amp; Curriculum Teaching Kids with Disabilities, TEMA 3 –Mathematics Ability, Teaching Sign Language, Reading Milestones, Sports Concussion, Simtrak Sports Medicine Software, Single Switch Software for Preschoolers, Dollars &amp; Cents, Survival Signs &amp; Symbols, Reading Intervention Interactive Software Bundle, Eyegaze Attention and Looking, Eyegaze Choosing and Learning, Eyegaze Exploring and Playing, Eyegaze Eye Can Fly, Braille Translator Software and Maintenance Agreement, Social Success, Maico Racecar, Data Management for Nonin Wrist Pulse Ox, Boardmaker Plus, Animated Toys II, Pick &amp; Choose, Scan &amp; Paint, Real Anatomy 2.0, Cause &amp; Effect Factory, Dwell Clicker 2, Virtual Motor Skills, Switch Skills Scanning, En-Pro AED Program Management, Rescue Ready PlusTrac Essentials &amp; Professional Service Packages from Zoll, Match maker plus Quiz Creator, Scan Buddy, Widgit SymWritter 2, Money Station, Duxbury Braille Translator Upgrade, ClaroRead Plus for Mac, Music Maker Dual Cassette Boombox, Single Switch Games, Life Skills Reader, Focus on Feelings, Cinema II Life Skills, Learning Two Switch Step Scanning, Basic Athletic Training Manual, Sights &amp; Sounds Complete Bundle, Physio-Control</p>

\*

			<p>LIFEPAK 12/15/20 Simulator, Social Story Readers, Cyber Acoustics Speech recognition, Picasso Series, Individualized Healthcare Plans for the School Nurse, HeadMouse Nano Deluxe Bundle for Windows, School Health AED Program Management 1, 2 or 4-year, Smyle Mouse, BodyMetrix Ultrasound Body Composition Analysis, LiveScribe Echo Smartpen, TouchMoney Program, LifeSkills Curricula Series, WELNET Physical Educators software solution to enhance student learning, Foot Sensor, and HeartZones</p> <p>Focused Fitness Software: WELNET – Physical Education Tool – 12 modules of learning. Software is used to assess fitness and health through a collection of modules. Enables educators to measure the five components of physical fitness, check for understanding of fitness and health concepts and track health related habits and behaviors.</p> <p>HARDWARE: Computer Switch Interface, Mini USB Bluetooth Adapter, Learning Board Color Coded Keyboard, Pro Joystick, Head Mouse Nano, Abler Rollerball, Orbitrack Trackpad, Tracker Pro 2, ErgoArm Adjustable Armrests, Optimax Wireless Joystick, Universal Tablet Mount Cradle, BedMount, Keys U See Wireless Large Print Keyboard &amp; Mouse, C-Pen Reader, Livescribe Echo Smartpen., Skyle Eye Mount, X-Keys Foot Pedal, Adjustable Head and Mouth Stylus, Listening First Stereo Headphones, Levo Book Holder Floor Stand, OnScreen Keyboard with Scanner, Adaptation Mini Pal Pad Switches, Ram Adjustable Cradle for 10" Tablet, LCD Desk Mount Monitor Arm, iPad/Tablet Trays, Tapio iOS Device Switch Interface, Smart Cat AG Touchpad, Foot Pod Activity Sensor, HeartZones Smart PE Systems, HeartZones Sensor Packs.</p>
74	Training, consultation, technical support, and services related to the offering of the solutions in 71-73 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</p> <p>Training to use and deploy their equipment properly at no charge</p> <p>Support, maintenance, and warranty services that ensure the equipment works down the road as well as it</p>

did on the day it was purchased

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.  
<https://www.schoolhealth.com/consultation> or see the consultations available below (See: Doc 2, Marketing Zip, Consultation, workshop, meet your specialist.docx under Marketing Plan/Samples):

AEDs (Automated External Defibrillator) - Connect with one of our AED experts

Therapeutic Modalities - Connect with one of our therapeutic modalities' experts

Emergency Prep - Request an emergency preparedness consultation

Hearing Screening - Connect with one of our hearing screening experts

Evacuation Chair Consultation - Request a free evacuation chair consultation

Vision Screening - Connect with one of our vision screening experts

Request a FREE Spot Vision Screening consultation and download the Palmetto Elementary case study

Sensory Rooms - Connect with one of our sensory room experts

School Safety Center - Connect with one of our school safety experts

SNAP Health Center Consultation - Connect with a SNAP expert and receive a free case study

Other Services we offer are:

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.

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.

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>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. Meet our team of experts: <a href="https://www.schoolhealth.com/meet-our-team">https://www.schoolhealth.com/meet-our-team</a> (See: Doc 2, Marketing Zip, Consultation, workshop, meet your specialist.docx under Marketing Plan/Samples)</p> <p>Free On-Site Workshops in Assistive Technology and support for your software and hardware purchases.</p> <p>Register for our free workshops or 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> (See: Doc 2, Marketing Zip, Consultation, workshop, meet your specialist.docx under Marketing Plan/Samples)</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>We do have several training programs that are offered by manufacturers. These programs are an additional fee and are below:</p> <p>Snap Electronic Health Records Training</p> <p>AED Program Management and Onsite Visits</p> <p>WELNET Focused Fitness Training</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>
--	--	---

**Table 15: Exceptions to Terms, Conditions, or Specifications Form**

**Line Item 75. NOTICE:** To identify any exception, or to request any modification, to the Sourcwell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcwell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification
N/A	N/A	N/A

**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 Sourcwell 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 Sourcwell.
3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
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](#) - Price Zip File.zip - Thursday February 24, 2022 09:23:04
  - [Financial Strength and Stability](#) - School Health Corp Business Health 2015 to TTM 9.30.21.pdf - Wednesday February 23, 2022 14:57:13
  - [Marketing Plan/Samples](#) - Marketing.zip - Wednesday February 23, 2022 15:43:57
  - [WMBE/MBE/SBE or Related Certificates](#) - WMBE. Certifications.zip - Sunday February 20, 2022 11:22:03
  - [Warranty Information](#) - Sourcwell Warranty Information.doc - Wednesday February 23, 2022 11:35:47
  - [Standard Transaction Document Samples](#) - Standard transaction files.zip - Saturday February 19, 2022 12:48:18
  - [Upload Additional Document](#) - Additional Zip File.zip - Wednesday February 23, 2022 15:44:59

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

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 contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
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 exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. 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 or the Canadian 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. - Andrew Wlezen, Contract Sales Supervisor, 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 contractual obligations contemplated in the bid.

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
<b>Addendum_11_Medical_Supplies_RFP_022422</b> Thu February 17 2022 12:57 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_10_Medical_Supplies_RFP_022422</b> Fri February 11 2022 02:00 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_9_Medical_Supplies_RFP_022422</b> Wed February 9 2022 08:21 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_8_Medical_Supplies_RFP_022422</b> Tue February 8 2022 08:48 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_7_Medical_Supplies_RFP_022422</b> Thu February 3 2022 04:30 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_6_Medical_Supplies_RFP_022422</b> Wed February 2 2022 04:06 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_5_Medical_Supplies_RFP_022422</b> Tue February 1 2022 07:47 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_4_Medical_Supplies_RFP_022422</b> Tue February 1 2022 02:29 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_3_Medical_Supplies_RFP_022422</b> Mon January 31 2022 04:21 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_2_Medical_Supplies_RFP_022422</b> Wed January 19 2022 02:14 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_1_Medical_Supplies_RFP_022422</b> Wed January 12 2022 01:47 PM	<input checked="" type="checkbox"/>	3