

Coop Committee Meeting  
Wednesday, March 6, 2019 2:00 PM  
ESU 9 plus Zoom  
6949 South 110th Street  
LaVista, NE 68128

1. Call to Order  
Committee Chair
2. Roll Call  
Committee Chair
3. Agenda Item  
Committee Chair
  1. Coop Strategic Plan  
Committee Chair
    1. Equal Level - Multi State Conversation  
Executive Director Ludwig
    2. Coop Sales Reports  
Committee Chair
  2. Consent Items  
Committee Chair
    1. Approve Renewal/Extension of SIS Special Buy contracts dated August 2016 with Edupoint, Power School, Harris Computer, and Tyler Technologies.  
Committee Chair
  3. Program Updates  
Committee Chair
    1. Annual/Paper Buy  
Committee Chair
    2. Specials Buys  
Committee Chair
    3. AEPA  
Committee Chair
      1. Yearly Assessments
      2. School Specialty Vendor Partner Overview
4. Next Meeting Agenda Items  
Committee Chair
5. Adjournment  
Committee Chair

**EXTENSION TO 2016-2019 SPECIAL BUY AGREEMENT BETWEEN  
ESUCC COOPERATIVE PURCHASING AND PowerSchool Group LLC**

This Amendment and Extension is made by and between Nebraska ESUCC Cooperative Purchasing ("Cooperative") and PowerSchool Group LLC ("Contractor") to the 2016-2019 Special Buy Agreement ("Agreement") signed by the Cooperative on October 28, 2016, and by the Contractor on October 21, 2016. The Addendum is as follows:

**The Terms and Conditions of the Agreement** are amended as follows:

No Changes to Terms and Conditions Agreement.

**Exhibit "A"** is amended to add the following goods or services:

No Changes to Exhibit A.

**Exhibit "B"** is amended to add the following pricing information:

No Changes to Exhibit B.

The Agreement permits amendment and modification by a signed, written agreement by both parties that identifies itself as an amendment. The Cooperative has approved an extension and now desires to extend the Agreement for an additional term of thirty-six (36) months until August 1, 2022. Upon the signature of an authorized officer of the Cooperative and the Contractor, the Agreement is hereby extended.

**COOPERATIVE**

**CONTRACTOR**

\_\_\_\_\_  
David Ludwig  
Executive Director

\_\_\_\_\_  
Mark Oldemeyer  
Chief Financial Officer

Executed on Date: \_\_\_\_\_

Executed on Date: \_\_\_\_\_

**EXTENSION TO 2016-2019 SPECIAL BUY AGREEMENT BETWEEN  
ESUCC COOPERATIVE PURCHASING AND **Edupoint Educational  
Systems, LLC****

This Amendment and Extension is made by and between Nebraska ESUCC Cooperative Purchasing ("Cooperative") and **Edupoint Educational LLC** ("Contractor") to the **2016-2019** Special Buy Agreement ("Agreement") signed by the Cooperative on **October 12, 2016**, and by the Contractor on **October 19, 2016**. The Addendum is as follows:

**The Terms and Conditions of the Agreement** are amended as follows:

**No Changes to Terms and Conditions Agreement.**

**Exhibit "A"** is amended to add the following goods or services:

**No Changes to Exhibit A.**

**Exhibit "B"** is amended to add the following pricing information:

**No Changes to Exhibit B.**

The Agreement permits amendment and modification by a signed, written agreement by both parties that identifies itself as an amendment. The Cooperative has approved an extension and now desires to extend the Agreement for an additional term of thirty-six (36) months until **August 1, 2022**. Upon the signature of an authorized officer of the Cooperative and the Contractor, the Agreement is hereby extended.

**COOPERATIVE**

**CONTRACTOR**

\_\_\_\_\_  
David Ludwig  
Executive Director

\_\_\_\_\_  
**Rob Wilson**  
**President**

Executed on **Date:** \_\_\_\_\_

Executed on **Date:** \_\_\_\_\_

**EXTENSION TO 2016-2019 SPECIAL BUY AGREEMENT BETWEEN  
ESUCC COOPERATIVE PURCHASING AND Tyler Technologies, Inc.**

This Amendment and Extension is made by and between Nebraska ESUCC Cooperative Purchasing ("Cooperative") and Tyler Technologies, Inc. ("Contractor") to the 2016-2019 Special Buy Agreement ("Agreement") signed by the Cooperative on September 13, 2016, and by the Contractor on August 30, 2016. The Addendum is as follows:

**The Terms and Conditions of the Agreement** are amended as follows:

No Changes to Terms and Conditions Agreement.

**Exhibit "A"** is amended to add the following goods or services:

No Changes to Exhibit A.

**Exhibit "B"** is amended to add the following pricing information:

No Changes to Exhibit B.

The Agreement permits amendment and modification by a signed, written agreement by both parties that identifies itself as an amendment. The Cooperative has approved an extension and now desires to extend the Agreement for an additional term of thirty-six (36) months until August 1, 2022. Upon the signature of an authorized officer of the Cooperative and the Contractor, the Agreement is hereby extended.

**COOPERATIVE**

**CONTRACTOR**

\_\_\_\_\_  
David Ludwig  
Executive Director

\_\_\_\_\_  
Nick Botonis  
General Manager, Tyler SIS

Executed on Date: \_\_\_\_\_

Executed on Date: \_\_\_\_\_

**EXTENSION TO 2016-2019 SPECIAL BUY AGREEMENT BETWEEN  
ESUCC COOPERATIVE PURCHASING AND Harris Computer  
Corporation**

This Amendment and Extension is made by and between Nebraska ESUCC Cooperative Purchasing ("Cooperative") and Harris Computer Corporation ("Contractor") to the 2016-2019 Special Buy Agreement ("Agreement") signed by the Cooperative on October 03, 2016, and by the Contractor on October 17, 2016. The Addendum is as follows:

**The Terms and Conditions of the Agreement** are amended as follows:

No Changes to Terms and Conditions Agreement.

**Exhibit "A"** is amended to add the following goods or services:

No Changes to Exhibit A.

**Exhibit "B"** is amended to add the following pricing information:

No Changes to Exhibit B.

The Agreement permits amendment and modification by a signed, written agreement by both parties that identifies itself as an amendment. The Cooperative has approved an extension and now desires to extend the Agreement for an additional term of thirty-six (36) months until August 1, 2022. Upon the signature of an authorized officer of the Cooperative and the Contractor, the Agreement is hereby extended.

**COOPERATIVE**

**CONTRACTOR**

\_\_\_\_\_  
David Ludwig  
Executive Director

\_\_\_\_\_  
Daniel Youngren  
VP Client Services

Executed on Date: \_\_\_\_\_

Executed on Date: \_\_\_\_\_



2017-18

## Nebraska ESUCC Cooperative Purchasing Sales & Savings By Program

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| <u>Program</u>             | <u>List Price</u>             | <u>Member Cost</u>            | <u>Savings</u>               |
|----------------------------|-------------------------------|-------------------------------|------------------------------|
| AEPA                       | \$5,029,596.21                | \$3,769,550.57                | \$1,260,045.63               |
| Annual Buy                 | \$3,549,111.47                | \$2,407,565.41                | \$1,141,546.06               |
| Custodial Buy              | \$2,379,462.20                | \$1,788,954.98                | \$590,507.22                 |
| Extended Buy               | \$17,280.13                   | \$12,441.69                   | \$4,838.44                   |
| Food Buy                   | \$6,359,439.26                | \$5,405,047.05                | \$954,392.21                 |
| Paper Buy                  | \$1,138,741.57                | \$866,109.76                  | \$272,631.81                 |
| Special Buy                | \$3,527,865.45                | \$2,196,891.58                | \$1,330,973.87               |
| <b><u>Grand Totals</u></b> | <b><u>\$22,001,496.29</u></b> | <b><u>\$16,446,561.04</u></b> | <b><u>\$5,554,935.25</u></b> |



2017-18

## Nebraska ESUCC Cooperative Purchasing Sales & Savings By Vendor

| <u>Vendor</u>                | <u>List Price</u> | <u>Member Cost</u> | <u>Savings</u> |
|------------------------------|-------------------|--------------------|----------------|
| ACCO Brands USA LLC          | \$14,844.00       | \$10,141.75        | \$4,702.25     |
| Aluminum Athletic Equipment  | \$39,972.06       | \$27,181.00        | \$12,791.06    |
| B&H Photo & Electronics Corp | \$14,792.46       | \$10,058.87        | \$4,733.59     |
| Blick Art Materials          | \$85,115.54       | \$57,883.30        | \$27,232.24    |
| Brown & Saenger              | \$2,527,054.60    | \$1,809,358.23     | \$717,696.37   |
| BSN Sports LLC               | \$45,990.53       | \$31,273.56        | \$14,716.97    |
| CCS Presentation Systems     | \$72,563.88       | \$49,343.44        | \$23,220.44    |
| CDW-G                        | \$989,378.41      | \$868,823.49       | \$120,554.92   |
| Computers Etc                | \$30,550.06       | \$20,774.04        | \$9,776.02     |
| Daktronics, Inc              | \$429,837.00      | \$384,605.00       | \$45,232.00    |
| Dispose N Save               | \$1,477.91        | \$1,004.98         | \$472.93       |
| Dude Solutions               | \$109,800.78      | \$104,163.60       | \$5,637.18     |
| Egan Supply Company          | \$114,567.43      | \$77,944.89        | \$36,622.54    |
| Epic- Independent Stationers | \$1,419.26        | \$734.31           | \$684.95       |
| ETA hand2mind                | \$2,217.83        | \$1,917.85         | \$299.98       |
| Fisher Scientific LLC        | \$48,566.59       | \$33,025.28        | \$15,541.31    |
| Flinn Scientific Inc         | \$5,331.81        | \$3,625.63         | \$1,706.18     |
| Gopher Sport                 | \$65,052.94       | \$44,236.00        | \$20,816.94    |
| Infobase Learning            | \$480.44          | \$384.35           | \$96.09        |
| Insight                      | \$54,341.72       | \$42,377.71        | \$11,964.01    |
| Interboro Packaging Corp     | \$5,419.18        | \$3,685.04         | \$1,734.14     |
| JourneyEd                    | \$1,575,480.79    | \$990,986.76       | \$584,494.03   |
| KnowBe4                      | \$2,505.84        | \$2,004.67         | \$501.17       |
| Konica Minolta               | \$60,574.34       | \$52,495.06        | \$8,079.28     |



2017-18

## Nebraska ESUCC Cooperative Purchasing Sales & Savings By Vendor

| <u>Vendor</u>                  | <u>List Price</u> | <u>Member Cost</u> | <u>Savings</u> |
|--------------------------------|-------------------|--------------------|----------------|
| Kyocera                        | \$1,948.00        | \$992.00           | \$956.00       |
| Mackin                         | \$14,919.59       | \$14,080.69        | \$838.90       |
| Midwest Technology             | \$10,395.35       | \$9,329.07         | \$1,066.28     |
| MNJ Technologies               | \$111,242.86      | \$84,163.25        | \$27,079.61    |
| Moore Medical LLC              | \$29,964.62       | \$20,375.94        | \$9,588.68     |
| Movie Licensing USA            | \$179,700.93      | \$117,043.00       | \$62,657.93    |
| National Art & School Supplies | \$379,829.81      | \$258,284.27       | \$121,545.54   |
| National Business Furniture    | \$40,560.22       | \$34,476.19        | \$6,084.03     |
| Pyramid School Products        | \$493,899.60      | \$335,860.80       | \$158,038.80   |
| Quill                          | \$638,827.81      | \$405,885.67       | \$232,942.13   |
| S&S Worldwide                  | \$33,382.22       | \$22,699.91        | \$10,682.31    |
| School Health Corporation      | \$52,435.82       | \$35,656.36        | \$16,779.46    |
| School Nurse Supply            | \$569.12          | \$387.00           | \$182.12       |
| School Specialty               | \$2,130,232.14    | \$1,386,142.18     | \$744,089.96   |
| Schoology                      | \$267,500.00      | \$184,707.18       | \$82,792.82    |
| Scott Electric                 | \$5,449.34        | \$3,705.55         | \$1,743.79     |
| Securly, Inc                   | \$357,681.25      | \$198,994.48       | \$158,686.77   |
| Seesaw                         | \$7,788.75        | \$6,231.00         | \$1,557.75     |
| Softchoice                     | \$63,155.17       | \$52,874.93        | \$10,280.24    |
| Spara Tool                     | \$2,908.74        | \$1,977.94         | \$930.80       |
| Squirrels                      | \$224.72          | \$136.95           | \$87.77        |
| Staples                        | \$687,014.11      | \$428,215.23       | \$258,798.88   |
| SupplyWorks                    | \$2,379,462.20    | \$1,788,954.98     | \$590,507.22   |
| Sysco Foods                    | \$6,359,439.26    | \$5,405,047.05     | \$954,392.21   |



2017-18

## Nebraska ESUCC Cooperative Purchasing Sales & Savings By Vendor

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| <u>Vendor</u>              | <u>List Price</u>             | <u>Member Cost</u>            | <u>Savings</u>               |
|----------------------------|-------------------------------|-------------------------------|------------------------------|
| The Library Store Inc      | \$15,268.41                   | \$10,382.52                   | \$4,885.89                   |
| Tremco-Weatherproofing     | \$642,972.11                  | \$522,468.09                  | \$120,504.02                 |
| Troxell Communications Inc | \$10,341.43                   | \$7,036.43                    | \$3,305.00                   |
| Virco Inc                  | \$137,148.45                  | \$93,721.12                   | \$43,427.33                  |
| Voss Lighting Inc          | \$460,459.60                  | \$265,603.22                  | \$194,856.38                 |
| World Book                 | \$189,439.27                  | \$123,099.23                  | \$66,340.04                  |
| <b><u>Grand Totals</u></b> | <b><u>\$22,001,496.29</u></b> | <b><u>\$16,446,561.04</u></b> | <b><u>\$5,554,935.25</u></b> |



2017-18

## Nebraska ESUCC Cooperative Purchasing Sales & Savings By ESU

| <u>ESU #</u>               | <u>List Price</u>             | <u>Member Cost</u>            | <u>Savings</u>               |
|----------------------------|-------------------------------|-------------------------------|------------------------------|
| 00                         | \$572,395.15                  | \$442,448.99                  | \$129,946.16                 |
| 01                         | \$1,801,197.60                | \$1,363,692.08                | \$437,505.52                 |
| 02                         | \$2,262,493.59                | \$1,728,281.20                | \$534,212.40                 |
| 03                         | \$3,157,656.50                | \$2,337,874.88                | \$819,781.63                 |
| 04                         | \$822,199.35                  | \$595,928.57                  | \$226,270.78                 |
| 05                         | \$885,970.93                  | \$693,046.43                  | \$192,924.50                 |
| 06                         | \$2,125,969.43                | \$1,636,623.29                | \$489,346.14                 |
| 07                         | \$1,550,217.07                | \$1,153,051.77                | \$397,165.30                 |
| 08                         | \$1,116,591.85                | \$804,077.88                  | \$312,513.97                 |
| 09                         | \$825,822.71                  | \$630,189.68                  | \$195,633.03                 |
| 10                         | \$2,158,542.73                | \$1,518,719.48                | \$639,823.25                 |
| 11                         | \$1,246,035.40                | \$948,854.08                  | \$297,181.32                 |
| 13                         | \$1,611,914.97                | \$1,239,940.12                | \$371,974.85                 |
| 15                         | \$249,230.55                  | \$162,278.39                  | \$86,952.16                  |
| 16                         | \$448,222.97                  | \$309,090.63                  | \$139,132.34                 |
| 17                         | \$254,845.89                  | \$181,350.85                  | \$73,495.04                  |
| 18                         | \$76,556.82                   | \$51,794.77                   | \$24,762.05                  |
| 19                         | \$564,743.74                  | \$438,649.72                  | \$126,094.02                 |
| 20                         | \$267,738.33                  | \$209,006.15                  | \$58,732.18                  |
| CC                         | \$3,150.70                    | \$1,662.09                    | \$1,488.61                   |
| <b><u>Grand Totals</u></b> | <b><u>\$22,001,496.29</u></b> | <b><u>\$16,446,561.04</u></b> | <b><u>\$5,554,935.25</u></b> |

**AEPA Assessment Invoice**

**2018**

Agency: ESUCC Cooperative Purchasing  
Address: 1292 East 4th Street  
City,State, Zip Ainsworth, NE, 69210  
Contact Name: Craig Peterson  
Contact Email: [craig.peterson@esucc.org](mailto:craig.peterson@esucc.org)  
Contact Phone: 308-995-0665

*Complete the Fees Received Worksheet*

|  |                 |
|--|-----------------|
| <i>Total Administrative Fees Received<br/>(From Fees Received Worksheet)</i> | \$ 63,649.98    |
| Admin Rate 12/31/2018  | <u>2%</u>       |
| Total Sales  | \$ 3,182,499.00 |
| Assessment Rate  | <u>0.0003</u>   |
| Assessment Fee   |                 |
| Assessment   |                 |
| Total Amount Due   |                 |

I certify that the above information is true and accurate.

Signature: \_\_\_\_\_ Date:

Return a copy of this invoice and the fees received worksheet with your check made out to AEPA Inc. to:  
AEPA Inc., c/o Kathleen Lane, 7520 Montgomery NE, Bldg E17, Albuquerque, NM 87109

**Payment is due by April 5, 2019.**

\$ 954.75

\$1,500.00

\$2,454.75

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| <b>Vendor</b>                                  | <b>2018 Q1</b> | <b>2018 Q2</b> | <b>2018 Q3</b> | <b>2018 Q4</b> | <b>Total</b> |
|--|----------------|----------------|----------------|----------------|--------------|
| CDW-G  | 1,675.20       | 2447.42        | 2947.8         | 2969.71        | 10,040.13    |
| Daktronics                                     | 7692.1         | 0              | 0              | 0              | 7,692.10     |
| Dude Solutions                                 | 45.85          | 51.65          | 1742.18        | 700.59         | 2,540.27     |
| Independent Stationers                         | 0.54           | 0              | 0              | 0              | 0.54         |
| Konica Minolta Bus Solutions                   | 321.6          | 0              | 0              | 34.42          | 356.02       |
| Kyocera Mita                                   | 19.84          | 0              | 0              | 0              | 19.84        |
| Mackin Ed Resource                             | 20.58          | 172.36         | 100.32         | 68.35          | 361.61       |
| Midwest Technology                             | 31.08          | 142.36         | 51.66          | 51.64          | 276.74       |
| MNJ Technologies                               | 197.66         | 690.82         | 172.59         | 58.91          | 1,119.98     |
| National Business Furniture                    | 54.36          | 635.18         | 608.51         | 52.62          | 1,350.67     |
| Partac Peat Corp                               | 0              | 0              | 5.5            | 13.55          | 19.05        |
| Quill Instructional/ School                    | 1665.41        | 2431.62        | 3433.61        | 1403.07        | 8,933.71     |
| School Health Corp                             | 0              | 0              | 256.91         | 0              | 256.91       |
| School Specialty Instructional, Science        | 1373.88        | 10804.08       | 4948.24        | 1157.64        | 18,283.84    |
| School Specialty Furniture                     | 375.3          | 2073.18        | 1762.77        | 308.63         | 4,519.88     |
| School Specialty Athletic Equipment & Supplies | 109.27         | 932.14         | 240.74         | 76.84          | 1,358.99     |
| Kranos Corp (DBA Schutt Sports)                | 0              | 0              | 0              | 2.98           | 2.98         |
| Tremco/ WTI                                    | 3914.29        | 2337.72        | 0              | 264.71         | 6,516.72     |

2014-15 Sales/ Savings

| Program               | Total Sales    | Total Savings |
|-----------------------|----------------|---------------|
| Annual Buy            | 2,874,707.70   | 862,412.31    |
| Paper Buy             | 1,080,117.91   | 324,035.37    |
| AEPA/ Special Buy     | 6,964,694.30   | 2,468,914.31  |
| Food Program          | \$4,886,929.96 | 733,039.49    |
| Custodial             | 1,527,432.48   | 198,566.22    |
| Estimated Total Sales | 17,333,882.35  | 4,586,967.71  |
| Total % Savings       | 26.46%         |               |

2015-16 Sales/ Savings

| Program         | Total Sales    | Total Savings  |
|-----------------|----------------|----------------|
| Annual Buy      | \$3,535,320.26 | \$1,131,302.48 |
| AEPA            | \$4,959,155.16 | 1,762,417.90   |
| Special Buys    | \$1,478,273.60 | 1,128,055.84   |
| Food Program    | \$5,048,578.45 | 757,286.77     |
| Custodial       | \$1,798,885.66 | 233,855.14     |
| Extended Buys   | \$540.32       | 172.90         |
| Total Sales     | 16,820,753.45  | 5,013,091.03   |
| Total % Savings | 29.80%         |                |

2016-17 Sales/ Savings

| Program          | Total Sales   | Total Savings |
|------------------|---------------|---------------|
| Annual/Paper Buy | 3,170,416.00  | 1014533.12    |
| AEPA             | 3,939,001.37  | 1,254,655.49  |
| Special Buys     | 1,654,713.25  | 811,891.94    |
| Food Program     | 5,006,128.75  | 750,919.31    |
| Custodial        | 1,798,612.52  | 233,819.63    |
| Extended Buys    | 4,223.12      | 1,351.40      |
| Total Sales      | 15,573,095.00 | 4,067,170.89  |
| Total % Savings  | 26.12%        |               |

2017-18 Sales/ Savings

| Program          | Total Sales   | Total Savings |
|------------------|---------------|---------------|
| Annual/Paper Buy | 3,273,675.17  | 1,414,177.87  |
| AEPA             | 3,769,550.57  | 1,260,045.63  |
| Special Buys     | 2,196,891.58  | 1,330,973.87  |
| Food Program     | 5,405,047.05  | 954,392.21    |
| Custodial        | 1,788,954.99  | 590,507.22    |
| Extended Buys    | 12,441.69     | 4,838.44      |
| Total Sales      | 16,446,561.05 | 5,554,935.24  |
| Total % Savings  | 33.78%        |               |

| <b>Sales Summary</b>                                    | <b>2016-17</b> | <b>2017-18</b> |
|---|----------------|----------------|
| <b>Total Coop Sales</b>                                 | 15,573,095.00  | 16,446,561.05  |
| <b>Total Coop Savings</b>                               | 4,067,170.89   | 5,554,935.24   |
| <b>Total Expected Sales Revenue</b>                     | 411,118.23     | 431,226.15     |
| <b>Sales By Program</b>                                 |                |                |
| Annual Buy  | 3,170,416.00   | 3,273,675.17   |
| AEPA  | 3,939,001.37   | 3,769,550.57   |
| Special Buys  | 1,654,713.25   | 2,196,891.58   |
| Food Program  | 5,006,128.75   | 5,405,047.05   |
| Custodial   | 1,798,612.52   | 1,788,954.99   |
| Extended Buys   | 4,223.12       | 12,441.69      |
| <b>Savings By Program</b>                               |                |                |
| Annual Buy  | 1014533.12     | 1,414,177.87   |
| AEPA  | 1,254,655.49   | 1,260,045.63   |
| Special Buys  | 811,891.94     | 1,330,973.87   |
| Food Program  | 750,919.31     | 954,392.21     |
| Custodial   | 233,819.63     | 590,507.22     |
| Extended Buys   | 1,351.40       | 4,838.44       |
| <b>Expected Revenue by Program</b>                      |                |                |
| Annual Buy  | 158,649.76     | 163683.76      |
| AEPA  | 78,780.03      | 75391.01       |
| Special Buys  | 37,382.45      | 47649.26       |
| Food Program  | 100,122.58     | 108100.94      |
| Custodial   | 35,972.25      | 35779.10       |
| Extended Buys   | 211.16         | 622.08         |
| <b>Sales Statistics</b>                                 | <b>2016-17</b> | <b>2017-18</b> |
| <b>Total Number of Purchasing Schools- All Programs</b> | 424            | 402            |
| <b>Total Number of Contracts</b>                        | 69             | 71             |
| <b>Food Program Participants</b>                        | 111            | 114            |
| <b>Food Program Purchasing Schools</b>                  | 107            | 109            |
| <b>Annual- Paper Buy Purchasing Schools</b>             | 273            | 261            |
| <b>Annual Buy Items Offered</b>                         | 3227           | 3917           |
| <b>Annual Buy Items Ordered</b>                         | 2328           | 2659           |
| <b>Paper Buy Items Offered</b>                          | 149            | 115            |
| <b>Paper Buy Items Ordered</b>                          | 131            | 107            |
| <b>Total Number of Bidding Vendors</b>                  | 29             | 31             |
| <b>Total Number of Awarded Vendors</b>                  | 27             | 29             |

|                  |
|------------------|
| <b>YOY Delta</b> |
| 873,466.05       |
| 1,487,764.35     |
| 20,107.92        |
|                  |
| 103,259.17       |
| (169,450.80)     |
| 542,178.33       |
| 398,918.30       |
| (9,657.53)       |
| 8,218.57         |
|                  |
| 399,644.75       |
| 5,390.14         |
| 519,081.93       |
| 203,472.90       |
| 356,687.59       |
| 3,487.04         |
|                  |
| 5,034.00         |
| (3,389.02)       |
| 10,266.81        |
| 7,978.36         |
| (193.15)         |
| 410.92           |
| <b>YOY Delta</b> |
| -22              |
| 2                |
| 3                |
| 2                |
| -12              |
| 690              |
| 331              |
| -34              |
| -24              |
| 2                |
| 2                |



# *AEPA Contract & Nebraska Partnership Overview February, 27, 2019*



**27+**

**Member States**



**25,000,000**

**Students**



**33**

**Purchasing Categories**



# *Agenda*



**Year in Review 2017 - 2018**



**AEPA – Contracts At-A-Glance**



**AEPA – Value Add Components**



**AEPA – Professional Development**



**AEPA – 21<sup>st</sup> Century Safe School**



**AEPA – Instruction & Intervention**



**AEPA – Our Brands: Contracts & Strategic Accounts by State and SSI Representation**



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# Category Spending

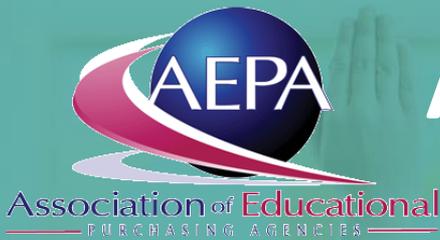
| <b>Nebraska</b>         | <b>2017 Sales</b>      | <b>2018 Sales</b>      |
|-------------------------|------------------------|------------------------|
| AGENDAS                 | \$ 122,136.88          | \$ 114,114.95          |
| AV TECH                 | \$ 80,441.53           | \$ 94,860.16           |
| CHARGES                 | \$ 65,692.69           | \$ 55,278.21           |
| EPS                     | \$ 39,673.55           | \$ 33,824.99           |
| FURNITURE               | \$ 1,273,800.16        | \$ 966,479.50          |
| INSTRUCTIONAL SOLUTIONS | \$ 61,969.17           | \$ 61,880.32           |
| SS SCIENCE              | \$ 627,423.79          | \$ 334,182.63          |
| SUPPLIES                | \$ 1,378,312.60        | \$ 1,438,199.32        |
| TRIUMPH LEARNING        | -                      | \$ 1,574.03            |
| <b>Grand Total</b>      | <b>\$ 3,649,450.37</b> | <b>\$ 3,100,394.11</b> |



Association of Educational  
PURCHASING AGENCIES

# Method of Ordering

|                    |                        |
|--------------------|------------------------|
| <b>ECOMM OTHER</b> | <b>\$ 46,580.46</b>    |
| <b>PAPER</b>       | <b>\$ 1,481,985.35</b> |
| <b>PHONE</b>       | <b>\$ 212,547.10</b>   |
| <b>PROJECTS</b>    | <b>\$ 223,019.12</b>   |
| <b>PUNCHOUT</b>    | <b>\$ 256,411.54</b>   |
| <b>WEB</b>         | <b>\$ 879,850.54</b>   |



# AEPA – Contracts At-A-Glance

## Bid #IFB019-E: School and Instructional Supplies

- 35% Off List Price on Supply items
- 12% Off List Price on Furniture items\*
- Market basket of items preselected by AEPA
- Contract Period: May 1, 2019 – February 28, 2020

### Freight Terms:

- Free shipping over \$49 on 9 prefix items
- 12% on 5 prefix items – \*Free Freight on all Furniture in all catalogs
- Free shipping on 6 prefix items

## Contract #IFB 018-C Athletic Equipment and Supplies

- 35% Off List Price on Supply items
- 12% Off List Price on Furniture items
- Contract Period: May 1, 2018 thru Feb 28, 2019; renewed thru Feb. 28, 2020

### Freight Terms:

- Free shipping over \$49 on 9 prefix items
- 12% on 5 prefix items
- Free shipping on 6 prefix items



# AEPA – Furniture Contract

## Contract #IFB 018-D Furniture

Contract Period: May 1, 2018 thru Feb 28, 2019; renewed thru Feb. 28, 2020

\*Most Comprehensive offering with SSI – Should be the growth avenue for AEPA

- **Freight Terms:**
- **Inside Delivery**  
Deliveries shall be delivered to the site and unloaded \$45  
Liftgate \$69
- **Delivered & Assembling**  
Inside delivery, uncrating, assembly, set-up, removal of debris/packaging
- **Installation Standard** – To be quoted  
Costs will not exceed 15% of order total
- **Installation Prevailing Wage/Union** – To be quoted  
Costs will not exceed 25% of order total

# AEPA – Furniture Contract

**AEPA 018-D**

Contract Covers: Auditorium, Cafeteria, Casework, Classroom, Dormitory, Early Childhood, Higher Ed, Lecture Hall, Library, Lounge, Media/Technology, Music/Theater, Office, Outdoor, Storage and much more.

**MSRP Discount Schedule**

| Manufacturer                     | Discount Including Tailgate Delivery |                    |                     |                      |                       |
|----------------------------------|--------------------------------------|--------------------|---------------------|----------------------|-----------------------|
|                                  | \$0 - \$2,500                        | \$2,501 - \$10,000 | \$10,001 - \$30,000 | \$30,001 - \$100,000 | \$100,000 - \$250,000 |
| Arco Bell                        | 28%                                  | 30%                | 33%                 | 36%                  | 39%                   |
| Bretford - Basics                | 31%                                  | 33%                | 36%                 | 39%                  | 42%                   |
| Bretford - Store and Charge      | 0%                                   | 0%                 | 4%                  | 8%                   | 13%                   |
| Brodart                          | 40%                                  | 42%                | 44%                 | 46%                  | 48%                   |
| Childcraft                       | 66%                                  | 66%                | 68%                 | 68%                  | 71%                   |
| Classroom Select                 | 66%                                  | 66%                | 68%                 | 68%                  | 71%                   |
| Community                        | 31%                                  | 33%                | 36%                 | 39%                  | 42%                   |
| Copernicus                       | 23%                                  | 25%                | 28%                 | 31%                  | 34%                   |
| Diversified Woodcrafts           | 46%                                  | 48%                | 50%                 | 55%                  | 57%                   |
| Draper                           | 0%                                   | 0%                 | 4%                  | 8%                   | 13%                   |
| Dukane                           | 31%                                  | 33%                | 36%                 | 39%                  | 42%                   |
| Eurotech                         | 35%                                  | 37%                | 39%                 | 42%                  | 45%                   |
| Fire King                        | 36%                                  | 38%                | 41%                 | 43%                  | 46%                   |
| Fleetwood                        | 14%                                  | 17%                | 20%                 | 26%                  | 30%                   |
| Global                           | 32%                                  | 34%                | 37%                 | 39%                  | 42%                   |
| Global- Offices To Go            | 38%                                  | 40%                | 43%                 | 45%                  | 48%                   |
| Hallowell - KD Lockers, Shelving | 31%                                  | 33%                | 36%                 | 39%                  | 42%                   |
| Hallowell - Welded Lockers       | 0%                                   | 0%                 | 4%                  | 8%                   | 13%                   |
| Haskell                          | 31%                                  | 33%                | 36%                 | 39%                  | 42%                   |
| High Point                       | 37%                                  | 39%                | 41%                 | 44%                  | 46%                   |
| Hon                              | 33%                                  | 35%                | 38%                 | 40%                  | 43%                   |
| Horizon Seating                  | 30%                                  | 32%                | 35%                 | 37%                  | 40%                   |
| Interior Concepts                | 36%                                  | 38%                | 40%                 | 43%                  | 45%                   |
| Ironwood                         | 37%                                  | 39%                | 42%                 | 44%                  | 47%                   |
| Jasper Seating                   | 31%                                  | 33%                | 36%                 | 39%                  | 42%                   |
| KFI Seating                      | 43%                                  | 45%                | 47%                 | 49%                  | 52%                   |
| Kodak Seating                    | 14%                                  | 17%                | 20%                 | 23%                  | 27%                   |
| Lafayette Interior Fashions      | 30%                                  | 33%                | 35%                 | 38%                  | 41%                   |
| Marvel - Pronto                  | 52%                                  | 53%                | 55%                 | 57%                  | 59%                   |
| Marvel - Vizion, Focus           | 14%                                  | 17%                | 20%                 | 23%                  | 27%                   |
| Marvel - Zapf, MW                | 35%                                  | 37%                | 39%                 | 42%                  | 45%                   |

**MSRP Discount Schedule (continued)**

| Manufacturer            | Discount Including Tailgate Delivery |                    |                     |                      |                       |
|-------------------------|--------------------------------------|--------------------|---------------------|----------------------|-----------------------|
|                         | \$0 - \$2,500                        | \$2,501 - \$10,000 | \$10,001 - \$30,000 | \$30,001 - \$100,000 | \$100,000 - \$250,000 |
| Media Technologies      | 31%                                  | 33%                | 36%                 | 42%                  | 45%                   |
| Mien                    | 6%                                   | 8%                 | 12%                 | 19%                  | 23%                   |
| Mitchell Furniture      | 30%                                  | 33%                | 35%                 | 40%                  | 44%                   |
| Mooreco - Balt          | 32%                                  | 34%                | 37%                 | 42%                  | 45%                   |
| Mooreco - Best Rite     | 32%                                  | 34%                | 37%                 | 42%                  | 45%                   |
| National Public Seating | 30%                                  | 33%                | 35%                 | 38%                  | 41%                   |
| OFM                     | 49%                                  | 50%                | 52%                 | 54%                  | 56%                   |
| Oklahoma Sound          | 30%                                  | 33%                | 35%                 | 38%                  | 41%                   |
| Palmer Hamilton         | 31%                                  | 33%                | 36%                 | 39%                  | 42%                   |
| Palmer Hamilton - Hive  | 23%                                  | 25%                | 28%                 | 31%                  | 34%                   |
| Palmer Hamilton - Nomad | 31%                                  | 33%                | 36%                 | 39%                  | 42%                   |
| Perpetual               | 40%                                  | 42%                | 44%                 | 45%                  | 49%                   |
| Republic Storage        | 31%                                  | 33%                | 36%                 | 39%                  | 42%                   |
| Royal Seating           | 66%                                  | 66%                | 68%                 | 68%                  | 71%                   |
| Safco                   | 35%                                  | 37%                | 39%                 | 42%                  | 45%                   |
| Sandusky Lee            | 38%                                  | 40%                | 42%                 | 45%                  | 47%                   |
| Screenflex              | 23%                                  | 25%                | 28%                 | 31%                  | 34%                   |
| Sico - Stages           | 34%                                  | 36%                | 39%                 | 41%                  | 44%                   |
| Sico - Tables           | 27%                                  | 29%                | 32%                 | 35%                  | 38%                   |
| Smith System            | 14%                                  | 17%                | 20%                 | 26%                  | 30%                   |
| Tenjam                  | 23%                                  | 25%                | 28%                 | 31%                  | 34%                   |
| Tesco                   | 14%                                  | 17%                | 20%                 | 23%                  | 27%                   |
| Wisconsin Bench         | 31%                                  | 33%                | 36%                 | 39%                  | 42%                   |
| ZK Teco                 | 30%                                  | 30%                | 30%                 | 30%                  | 30%                   |



**GIVEN THE RIGHT ENVIRONMENT, EVERY STUDENT CAN FLOURISH.**

Imagine a school designed to foster equity, giving each student what they need to thrive.

With transformative environments where students feel safe – mentally, physically, socially and emotionally.

Can you imagine the positive impact this could have? We can. We've dedicated ourselves to turning this vision into a reality. Using all we know and every product we offer we can guide you through each step of the process.



**COMPLETE LEARNING ENVIRONMENTS**

With trusted brands like Sax, Childcraft, SSI Guardian and more, find everything you need from a single source



**PROFESSIONAL DEVELOPMENT**

Take advantage of specialized training and skill development



**FUNDING SUPPORT**

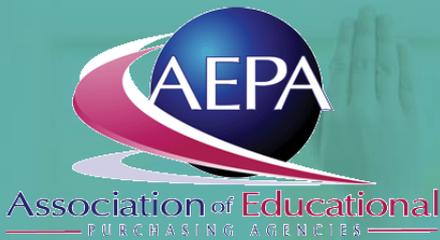
Receive help finding and securing funding in every state

Together we can create a 21st Century Safe School, elevating outcomes and transforming not just schools, but students themselves. The path to possibilities starts here

[SchoolSpecialty.com/safeschool](http://SchoolSpecialty.com/safeschool)



SSI Guardian: 30% discount off furniture and 35% discount off supply-type items



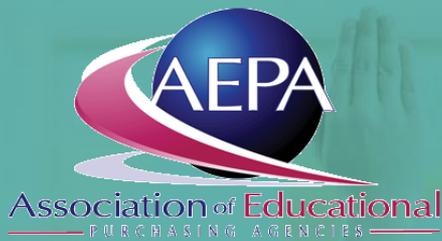
# AEPA – New Value Add Items

## Online Ordering Benefits

School Specialty offers a special 1% rebate to all districts who place electronic orders through our website for the length of the contract. District rebates are paid annually each calendar year, directly to the purchasing district. The rebate is calculated on the net invoice amount of product only, less shipping and other charges

## Additional Discounted Items

*In addition to the AEPA market basket, School Specialty has the ability to offer 500+ additional deeply discounted items to a district.* This could also replace a Science, Special Needs, PE, Art or other line item bid. This will allow School Specialty to customize pricing around unique usage items within a specific district to offer customized pricing. This can be useful leverage when dealing with a districts intent on line item bidding.



# AEPA – **New** - Professional Development

## Reinvigorate Teaching and Learning in the 21<sup>st</sup> Century Safe School



School Specialty offers a variety of Professional Development opportunities to help you implement new programs, engage students, and reinvigorate teaching and learning in the classrooms. Our education experts share current research and best teaching practices on a variety of education topics across content areas.

- **Schoolyard Blog**

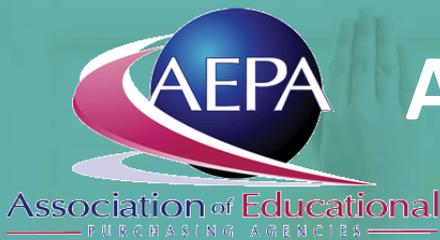
What's trending in education? Peruse hundreds of articles for ideas and resources that you can implement in your classroom today. Visit [blog.schoolspecialty.com](http://blog.schoolspecialty.com).

- **Webinars**

Watch and engage directly with our education experts during a live webinar. Or explore our library of recorded webinars to view a topic that interests you. These resources are offered free to our valued customers.

- **Site-Based Workshops**

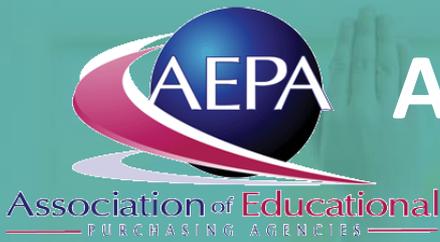
Our experts will come to you. Partial, full and multi-day workshops, as well as Keynote Conference Presentations, are available for a fee. See reverse side for some of our popular workshop topics.



# AEPA – Professional Development

## 21<sup>st</sup> Century Safe School – Safety & Security

- The key building blocks of 21<sup>st</sup> Century Safe School – products, services and expertise, including professional development – are already encompassed in the scope of our existing AEPA contracts. School Specialty and SSI Guardian can bundle these approved components together to offer a complete, turn-key solution based on a joint level of discovery and assessment.
- The goal of the idea is simple. The 21<sup>st</sup> Century Safe School aids district performance in all ways: student outcomes, teacher satisfaction and retention and community relationships.
- Doing this rests on how our expertise and our products create transformative learning environments, rooted in the best practices of social emotional learning, that help teachers teach and students learn.



# AEPA – Professional Development

School Specialty presented Professional Development opportunities can be designed to meet the specific needs of the district. The following menu is covered under the AEPA contract:

| Professional Development Menu   |   |                 |                  |                             |                             |   |                                       |
|---|---|-----------------|------------------|-----------------------------|-----------------------------|---|---------------------------------------|
| Subject/Topic   | Description   | Location        | Duration         | List Price                  | 12% Group Discount          | 31-100 Net Price Add'l Participants Fee | 101+ Net Price Add'l Participants Fee |
| Customer Specified Professional Development Day   | 1. SSI tailored Professional Development solutions up to <b>30</b> participants<br>2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School | Onsite Training | 1 Day: 6 hours   | \$2699 Plus Travel Expenses | \$2375 Plus Travel Expenses | Add \$69 per participant                | Add \$59 per participant              |
| Customer Specified Professional Development Half Day                                    | 1. SSI tailored Professional Development solutions up to <b>30</b> participants<br>2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School | Onsite Training | 1/2 Day: 3 hours | \$1999 Plus Travel Expenses | \$1759 Plus Travel Expenses | Add \$39 per participant                | Add \$29 per participant              |
| 21st Century Safe Schools: Creative Space Design for Project-Based Learning             | 1. Professional Development up to <b>30</b> participants<br>2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School                        | Onsite Training | 1 Day: 6 hours   | \$2699 Plus Travel Expenses | \$2375 Plus Travel Expenses | Add \$69 per participant                | Add \$59 per participant              |
| 21st Century Safe Schools: Creative Space Design for Project-Based Learning             | 1. Professional Development up to <b>30</b> participants<br>2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School                        | Onsite Training | 1/2 Day: 3 hours | \$1999 Plus Travel Expenses | \$1759 Plus Travel Expenses | Add \$39 per participant                | Add \$29 per participant              |
| 21st Century Safe Schools: Integrating Technology into a Physical Education Environment | 1. Professional Development up to <b>30</b> participants<br>2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School                        | Onsite Training | 1 Day: 6 hours   | \$2699 Plus Travel Expenses | \$2375 Plus Travel Expenses | Add \$69 per participant                | Add \$59 per participant              |
| 21st Century Safe Schools: Integrating Technology into a Physical Education Environment | 1. Professional Development up to <b>30</b> participants<br>2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School                        | Onsite Training | 1/2 Day: 3 hours | \$1999 Plus Travel Expenses | \$1759 Plus Travel Expenses | Add \$39 per participant                | Add \$29 per participant              |
| 21st Century Safe Schools: STEM Integration & Environments                              | 1. Professional Development up to <b>30</b> participants<br>2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School                        | Onsite Training | 1 Day: 6 hours   | \$2699 Plus Travel Expenses | \$2375 Plus Travel Expenses | Add \$69 per participant                | Add \$59 per participant              |
| 21st Century Safe Schools: STEM Integration & Environments                              | 1. Professional Development up to <b>30</b> participants<br>2. Included: Training Material up to <b>30</b> participants Facilities, Audio and Video provided by School                        | Onsite Training | 1/2 Day: 3 hours | \$1999 Plus Travel Expenses | \$1759 Plus Travel Expenses | Add \$39 per participant                | Add \$29 per participant              |
| <b>Web Based PD and Training</b>  |   |                 |                  |                             |                             |   |                                       |
| 21st Century Safe School Creative Space Design for Project-Based Learning Environments  | Web Based training (\$ 125 per hour). Recorded sessions.  | Web Based       | 1 Hour           | \$125                       | \$100                       |   |                                       |
| Customer Specific Professional Dev. Webinar   | Web Based training (\$ 125 per hour). Recorded sessions.  | Web Based       | 1 Hour           | \$125                       | \$100                       |   |                                       |

# Early Childhood – Social Emotional Learning

The **Circle of Education**® program provides the building blocks for social emotional development for children ages birth to six years of age utilizing a social emotional wellness approach

The **Circle of Education**® program is based on:

- Importance of attachment and relationship-based interactions
- Music and brain development
- Family engagement
- Social and emotional foundations of learning readiness
- Significance of play
- Role of technology and educational animation in the learning process



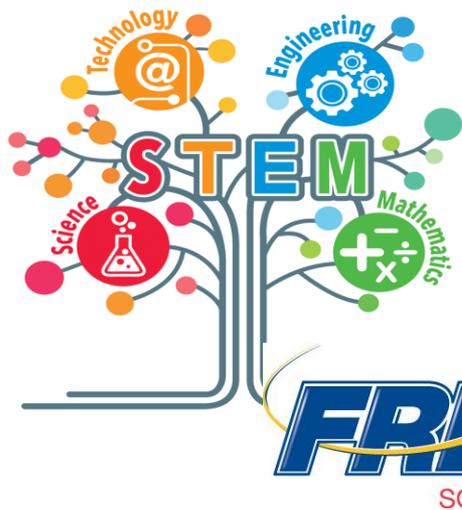


# Science

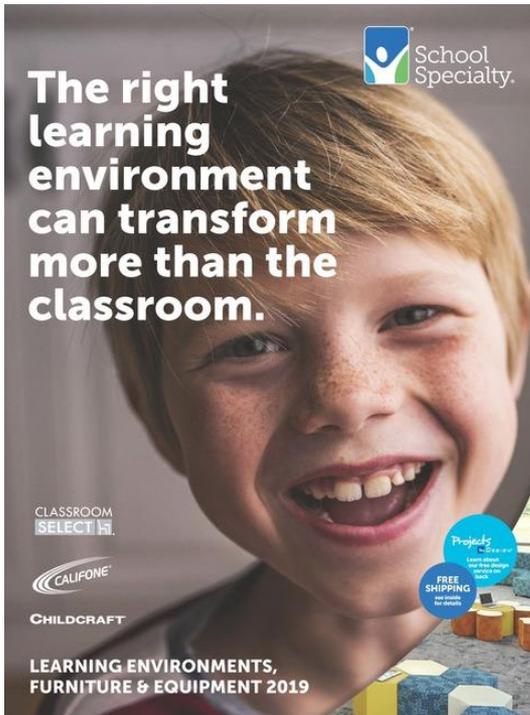


School Specialty offers a wide range of Science resources including:

- Supplies, Safety, and Classroom Resources
  - Makerspace
  - Robotics
- K-12 Supplemental Curriculum & Supplies
- Lab Design & Furniture
- Professional Development, Teacher Ideas & Inspiration



# Furniture



## 21st Century Classroom Furniture & Equipment

Find a broad selection of furniture that encourages collaboration, promotes creativity and works with technology to stimulate critical thinking –

- seating
- desks
- tables
- classroom and office storage
- dry erase boards
- easels and more.

Our exclusive products like Classroom Select, Royal Seating, and Childcraft are designed and manufactured to our own specifications – so you can be sure that quality and value are built in.

CLASSROOM  
SELECT 

 **Royal**  
Seating™

# Furniture – Projects by Design

Save Time and Money with an Innovative Turnkey Solution



Projects  
by DESIGN®

Our Projects by Design team is here to help you create learning environments that support all educational needs. Our unparalleled experience is demonstrated through more than 6,000 turnkey building and renovation projects. Let our experienced team take the worry out of your next project – at no additional cost to your district.

# Early Childhood

## CHILDCRAFT®



**School Specialty.**

**A love of learning usually begins with a giggle.**

**CHILDCRAFT**  
EARLY CHILDHOOD 2019

**KIDSPACES™ CLASSROOM PACKAGES**  
FREE SHIPPING on orders over \$1000

**Childcraft**  
Early Childhood Supplies and Furniture

**idSpaces™**  
Kindergarten Classroom Package

**One Source, One Price, Extra Savings for a Complete Classroom Package!**

Enjoy ONE price for a classroom package of developmentally appropriate Childcraft furnishings and learning materials...hand-selected by our Early Childhood Experts based on best practices that support early childhood educational standards.

- Streamline ordering with products from ONE source at ONE price for an ENTIRE CLASSROOM of furnishings and learning materials - PLUS inside delivery.
- SAVE \$5 on these packages over your already discounted price! Installation is available at an additional charge.

**LIFETIME**   

Childcraft.com • Phone 800-631-5652 • Fax 888-388-6344

Childcraft and School Specialty offer a full selection of early childhood educational products, including:

- Furniture
- Manipulatives
- Family engagement solutions
- Social-emotional learning tools

We help you create an effective learning environment that offers a complete assortment of high-quality, safe, and developmentally-appropriate products that support early learning standards and educational outcomes for children from birth through Grade 2.

# Instruction & Intervention

## Instruction and Intervention Solutions Focused on Helping Students Reach Their Full Potential

We offer a wide selection of targeted solutions to meet the ever-changing needs of every student and classroom. We provide customers with key supplemental programs to address specific topics:

- Vocabulary
- Reading & Listening Comprehension
- Phonics
- Literature
- Test Prep
- Math
- Reading Intervention

\*School Specialty offers products from Educators publishing Service (EPS) and Triumph Learning (TL) as net priced items under the AEPA contract.



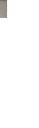
**EPS and School Specialty Now Offer One Dynamic Solution For K-12 Instruction & Intervention**



Students reach their full potential through targeted solutions for reading intervention.

A wide selection of targeted solutions to meet the ever-changing needs of every student and classroom. We provide key supplemental programs to address specific literacy and math topics, such as vocabulary, phonics, literature, math and reading intervention.

Over 10,000 instructional resources including games and student materials, and teacher guides to support, supplement the varying educational needs of all School Specialty's customers.

|   |   |
|---|---|
|  <p><b>SPiRE</b><br/>Intensive, Multisensory Reading Intervention</p>              |  <p><b>Listenwise</b><br/>Increase Literacy &amp; Learning through Real-world Podcasts</p> |
|  <p><b>Classroom Libraries</b><br/>for Language Arts, Math, Science and More</p> |  <p><b>Classroom Resources</b><br/>for Teachers, Students and Learning Centers</p>         |

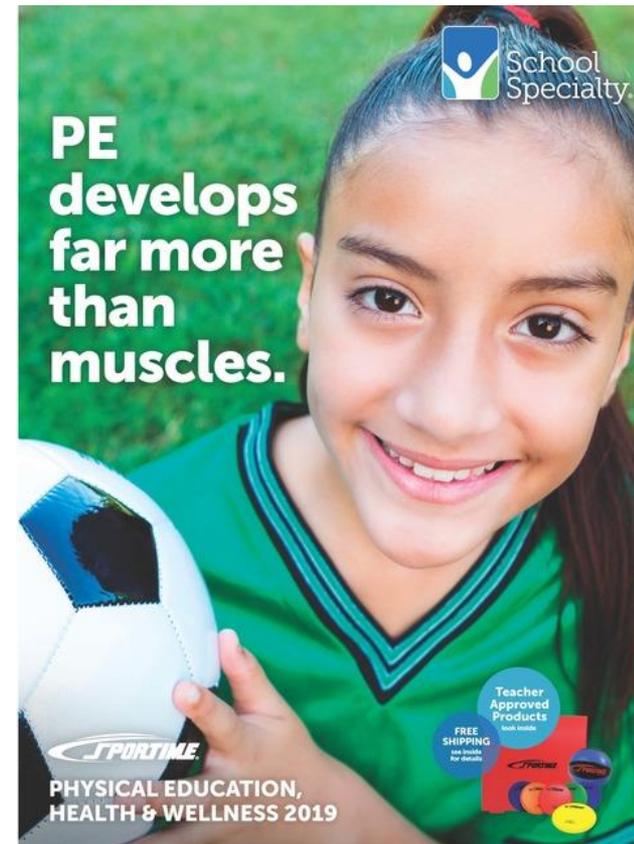


**NEW S.P.I.R.E. HYBRID** FREE SHIPPING on orders over \$500  
 INSTRUCTION & INTERVENTION 2019

# Physical Education

## Sportime PE Equipment to Encourage Physical Activity

Physical fitness is critical to student success. Our products, including innovative physical education equipment from Sportime, are carefully selected to enhance physical development, help children enjoy physical fitness, and show them how to be active throughout their lifetimes.



School Specialty.

**PE develops far more than muscles.**

SPORTIME

PHYSICAL EDUCATION, HEALTH & WELLNESS 2019

Teacher Approved Products  
look inside

FREE SHIPPING  
see details for details

# Special Needs and Inclusive Learning

## Special Needs Products That Address 6 Key Areas:



Include. Individualize. Innovate. Succeed.™

When you choose Abilitations, you are buying solutions! Our products are designed for professionals like you who are passionate about helping children with special needs. Look to us for innovative solutions for Positioning & Mobility, Gross Motor, Fine Motor, Sensory Processing, Language & Communication, and Activities of Daily Living (ADLs).



### Tools & Solutions You'll Love!



#### Sensory Spaces

We have compiled several simple, creative ideas for sensory space makeovers. Our innovative concepts can help transform a corner into a unique Sensory Space, that fits your budget.



#### Bright Solutions

Bright ideas are all written by professionals in the field, giving you valuable tips and solutions.



#### Sensory Tool Bag

Customize your Sensory Tool Bag with solutions to help with focus and attention, transitions and self-regulation.

#### Top Sellers

Check out some of our best selling items, like the Dream Chair or our Weighted Teacher's Pets. These and other creative concepts keep loyal customers coming back!



#### Schoolyard

Visit our Blog for great tips, products and solutions to help students in the classroom and the therapists, teachers and families who help to support them. Also be sure to check out our Facebook page for stories, contests and more!



[blog.schoolspecialty.com/special-needs](http://blog.schoolspecialty.com/special-needs)



[/SchoolSpecialty](https://www.facebook.com/SchoolSpecialty)

- Gross Motor
- Fine Motor
- Positioning/Mobility
- Language/Communication

- Sensory Processing
- Activities of Daily Living



[Abilitations.com](http://Abilitations.com) | Phone: 1-800-850-8602

For more information, contact your School Specialty Account Manager:

Name  
Phone  
Email



Individual classroom safety is a vital part of modern school security. The 21st Century Safe Classroom package from SSI Guardian gives you simple, affordable, easy-to-use tools to help ensure your safety in the classroom in the event of an active shooter or other emergency.

## The 21st Century Safe Classroom Package Includes:



### Quick Action Lockdown (QAL)

- Anyone in the classroom can trigger the locks.
- Instantly deadbolt doors.
- Maintains 100% code compliance.
- Superior to barricade devices.
- Compatible with existing cores and cylinders.
- Mortise and cylindrical models available.
- Meets DHS Primer recommendations 24/7 ready position.



### Individual Bleeding Control Kit

- Designed to treat penetrating trauma and major bleeding.
- Patented user app provides easy to use instructions during a crisis event.
- Based on TECC, AHA CPR, & ACEP emergency care guidelines.
- Provides bystanders with the required equipment to save a life.



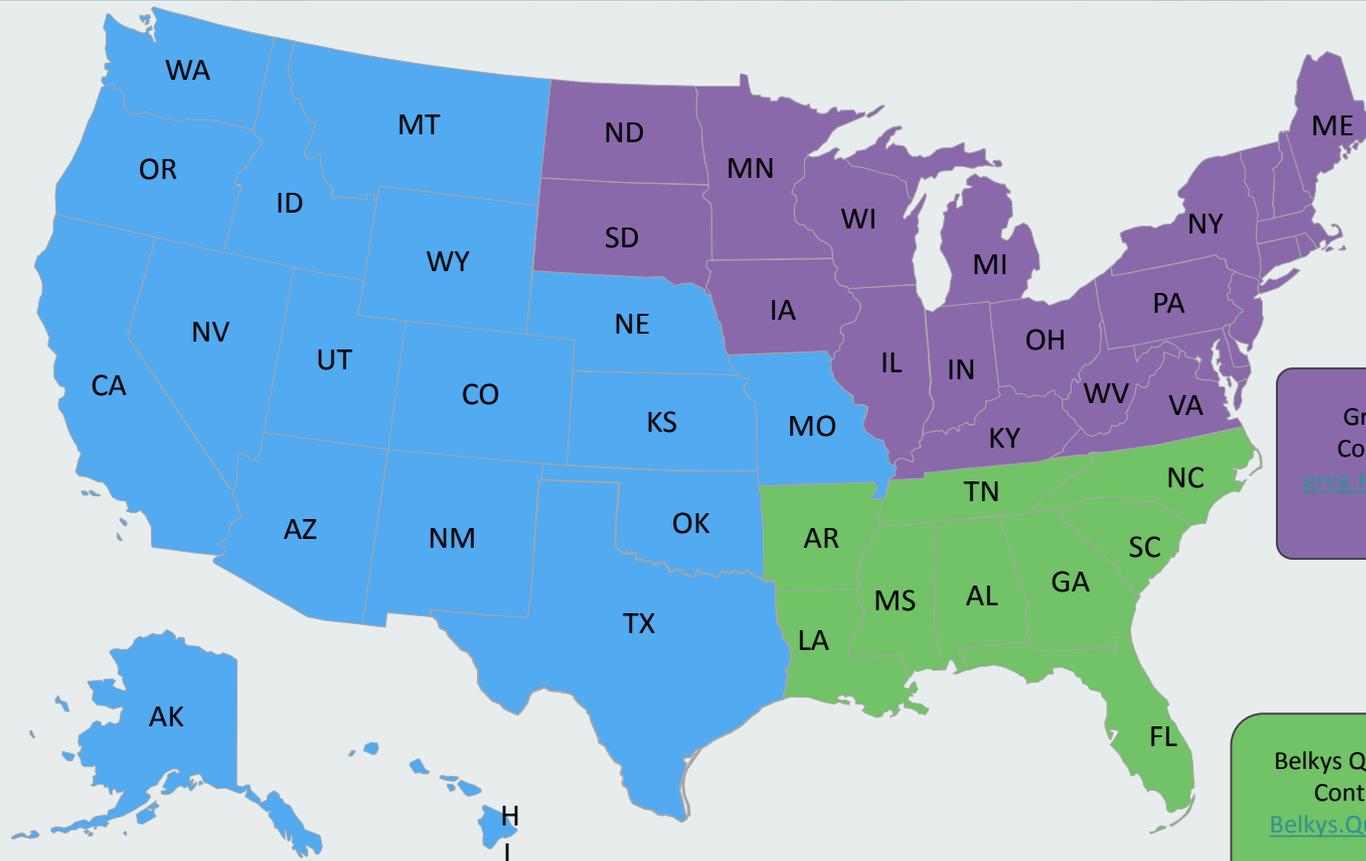
### Lockdown Shade

- Shades instantly block glass openings on classroom doors.
- Lock the door with one hand and drop the shade with the other.
- Required for proper classroom lockdown.



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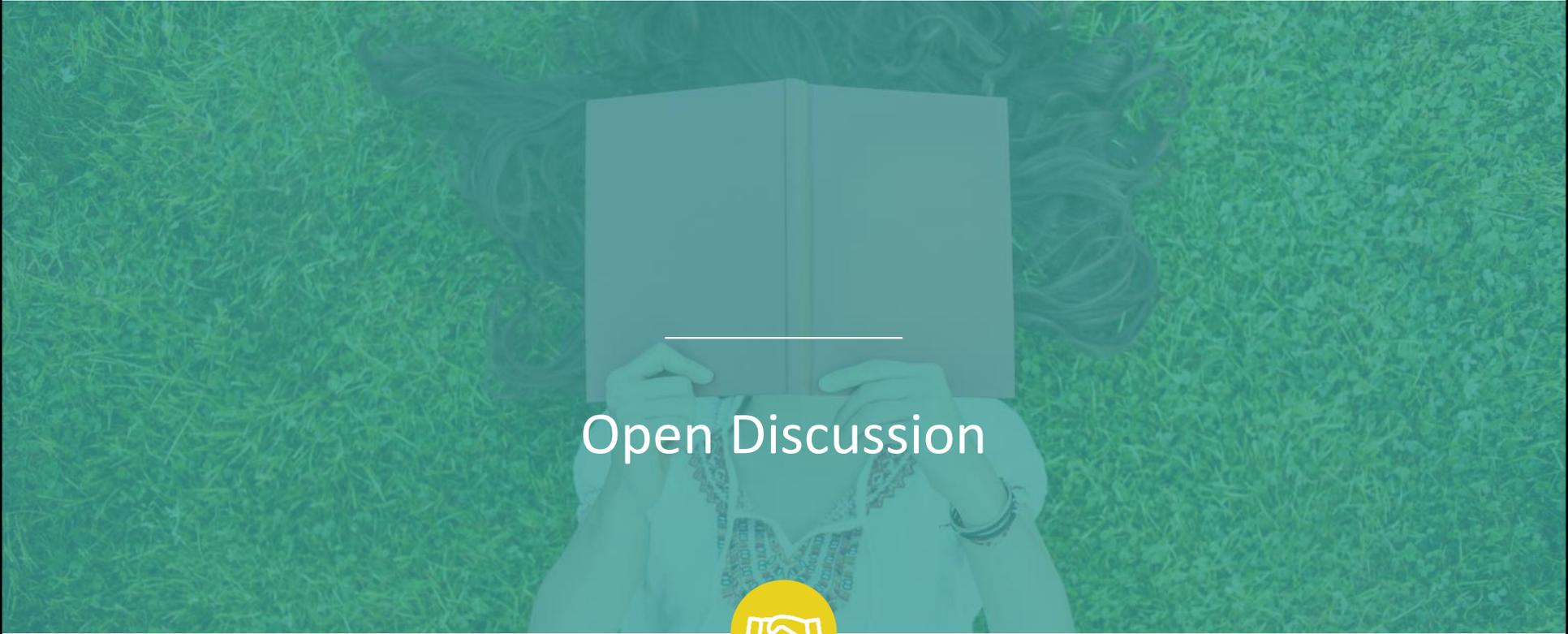
# Cooperative Purchasing, National Contracts & Strategic Accounts SME



Greg Harbaugh – VP, National  
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Open Discussion

