



School Specialty®
TRANSFORMING MORE THAN CLASSROOMS™

**What's inside
will make you smile.**

Purchasing just became a whole lot easier.

Introducing AEPA.

The Association of Educational Purchasing Agencies (AEPA) is a multi-state non-profit organization made up of educational service agencies and political subdivisions. School Specialty and AEPA work together to make purchasing easier and more efficient.

AEPA provides member states with a national contract, which means at a school or district level, you can place orders through that contract without needing to request individual bids.

**This is where the time and
money saving starts.**



Get everything your school or district needs, all while saving time and money.

AEPA's national contract is designed to replace district solicitations and quotes, which means your ordering process becomes more efficient through the reduction of vendors and solicitations. **More importantly, as a nationally negotiated, locally awarded contract, you have access to discounted pricing and additional value-added features.** Like we said, it's easier to order everything your school or district needs, and you'll save time and money with every purchase. **Plus, it's completely contractually compliant from a procurement perspective.**

**Sound too good to be true? It's not.
You just need to choose to take advantage of it.**

A partnership designed to equip educators to engage their students.

School Specialty and AEPA have been working together for over ten years.

Our partnership provides schools and districts with access to the most comprehensive offering of K-12 products and services held under contract.

16

Categories

20+

Proprietary
Brands

110,000+

Products
Offered

95%
of districts have purchased
from us in the past year

47 million+
students impacted

We're ninety-five percent sure the other percentages on this page will convince you to give this a try.

Purchasing through AEPA's national contract gives you access to School Specialty's broad and deep assortment of best-in-class products and brands. Names you trust and recognize, all focused on improving learning outcomes. Choose the best products for your school or district, spend less time ordering, and spend less money. That means your staff can spend more time with students, and your budget goes further.

35% Off List

School Supplies



Art Education



Early Childhood

CHILDCRAFT

Science



Safety & Security

SSI GUARDIAN

Special Needs

Abilitations

Physical Education & Health



12% Off List

Furniture & Equipment



Net Pricing*

Instruction & Intervention

Coach SPIRE

WORDLY WISE
3000

*No Other Discounts Apply

Let's take a minute to talk about saving a lot of minutes.

**Purchasing cooperatives significantly streamline
the purchasing process.**



AEPA's Efficient, Easy Process



Identify the
Purchasing Need



Research coops
for a contract specific
to your need



Approval by
School Board or
Governing Body



Utilize Cooperative
Contract



Lengthy Traditional Process



Identify the
Purchasing Need



Write RFP/Bid
specific to the need



Advertise the RFP/Bid



Solicit responses
to RFP/Bid



Review responses
to RFP/Bid



Approval by
School Board or
Governing Body



Utilize RFP Bid



Start getting more for less.

1 SCHOOL AND INSTRUCTIONAL SUPPLIES

BID #IFB019-E

- **35% Off** List Price on supply items
- **12% Off** List Price on Furniture items
- Market basket of items preselected by AEPA
- Contract Period: March 1, 2019 – February 28, 2020
- Freight Terms
 - Free shipping on parcel shipped items over \$49 (pricing policy 9)
 - Free shipping on non-parcel shipped items (pricing policy 6)
 - \$5 Minimum or 12% of net subtotal items (pricing policy 5)

2 ATHLETIC EQUIPMENT AND SUPPLIES

CONTRACT #IFB 018-C

- **35% Off** List Price on supply items
- **12% Off** List Price on Furniture items
- Contract Period: March 1, 2018 thru Feb 28, 2019; renewed thru Feb. 28, 2020
- Freight Terms
 - Free shipping on parcel shipped items over \$49 (pricing policy 9)
 - Free shipping on non-parcel shipped items (pricing policy 6)
 - \$5 Minimum or 12% of net subtotal items (pricing policy 5)

3 FURNITURE

CONTRACT #IFB 018-D

- Multiple tiered MSRP discounts from over 50 manufacturers
- This 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.
- Contract Period: March 1, 2018 thru Feb 28, 2019
- Freight Terms: Inside Delivery
 - Items delivered to the site:
 - Unloaded \$45
 - Liftgate \$69
 - Delivered & Assembling
 - Inside delivery, removal from crate, 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

When we say “more,” we really mean it.

In addition to discounted pricing and a streamlined ordering process, School Specialty has added strategic, value-added items and services to our AEPA contract #IFB019-E: School and Instructional Supplies.



1% Rebate On All Online Orders

School Specialty offers a special 1% rebate to all districts that place electronic orders through our website for the length of the contract. District rebates go directly to the purchasing district at the end of the calendar year. The rebate's calculated on the net invoice amount of product only, less shipping and other charges.



Professional Development

Available professional development offers include STEM/STEAM, Makerspace, Special Needs and Inclusion, Social Emotional Learning, Safety and Security, Threat Awareness and Mental Health, and Collaborative Learning Environments. These are just a sample of the type of professional development School Specialty can provide. Contact your School Specialty representative for a complete list and pricing.



21st Century Safe Classroom — Safety & Security

The key building blocks of a 21st Century Safe Classroom – 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.



Instruction & Intervention

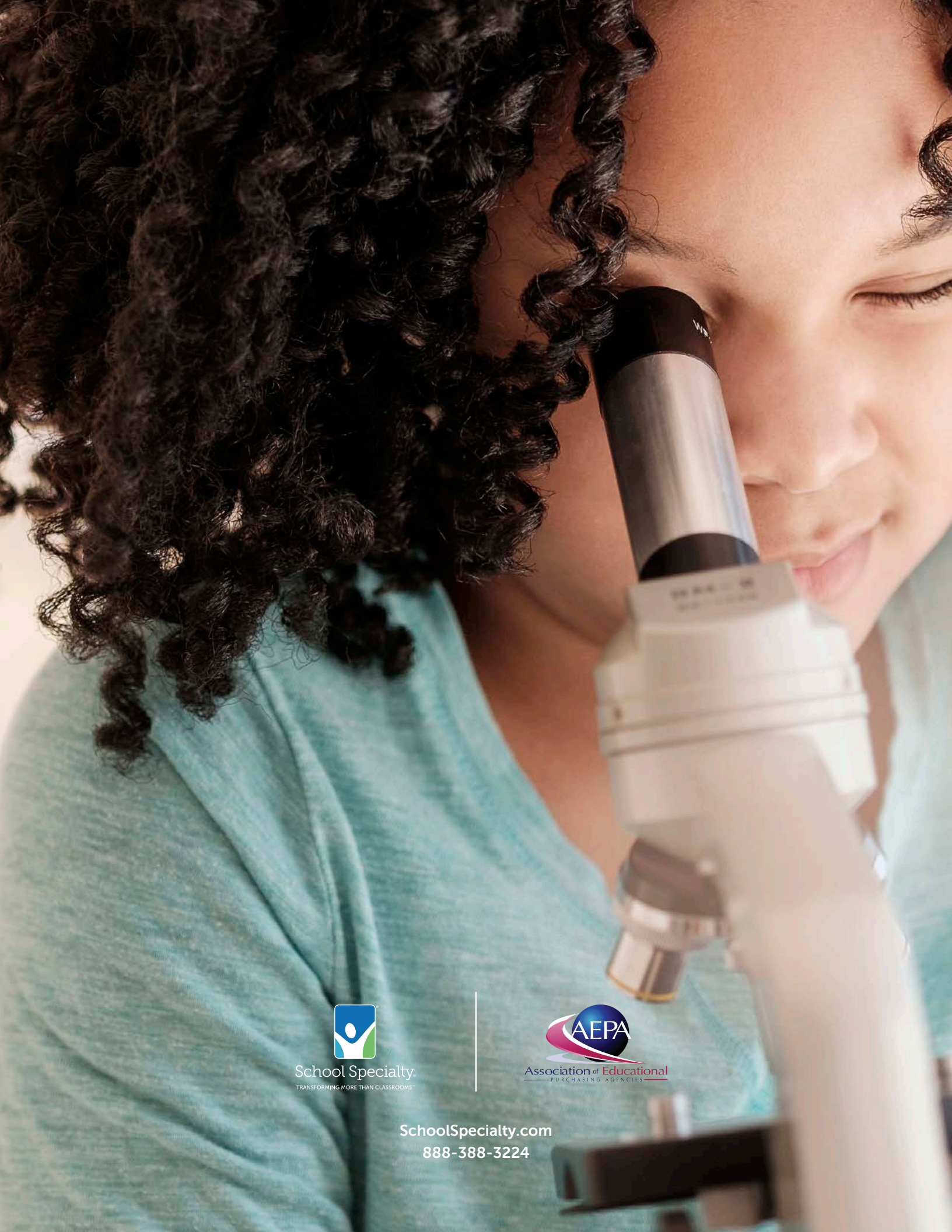
School Specialty offers research-based supplemental curriculum, intervention, and test prep materials designed to help each student succeed. Choose from a wide array of products from Coach, Spire, Wordly Wise, and more offered as net priced items under the AEPA contract.

Did you know?

School Specialty can offer contractually compliant pricing on larger quantity opportunities. Contact your School Specialty representative for more information.

School Specialty will extend the same terms and conditions of this contract to AEPA customers who have logged into their respective schoolspecialty.com accounts to access all our online and digital content, which is updated with new products and services from our manufacturers on a regular basis. Discounts to be applied to list price only. No other discounts can be applied to net priced or sale items.

For questions about these contracts, please contact your School Specialty representative.



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SchoolSpecialty.com
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