

Solicitation Audit Checklist

Proposal: AEPA 026-F EMS Supplies & Equipment
Awarded Vendor(s): School Health
Award Date: 12/23/25
Contract Number: 026-F

X	1 Legal Affidavit(s)
X	2 Copy of Solicitation Documents
X	3 Copy of Questions & Answers
NA	4 Copy of Addenda
X	5 Notification Report
X	6 Access Report
X	7 Opening Record
X	8 Copy of Awarded Vendor Response(s)
X	9 Evaluation Summary & Recommendation
X	10 Copy of Award Letter(s) & Copy of Signed Contract(s)

LOCALiQ

Aberdeen News
Watertown Public Opinion

PO Box 630567 Cincinnati, OH 45263-0567

AFFIDAVIT OF PUBLICATION

Cooperative Purchase, Lori Mittelstadt
Lakes Country Service Cooperative
1001 E Mount Faith AVE
Fergus Falls MN 56537-2375

STATE OF SOUTH DAKOTA, COUNTY OF BROWN

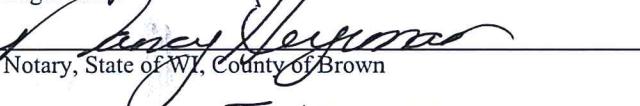
The AMERICAN NEWS is a daily newspaper of general circulation, printed and published in Aberdeen, Brown County, South Dakota, and has been such a newspaper during the times hereinafter mentioned; and personal knowledge of the facts herein state that the notice hereto annexed was Published in said newspapers in the issue dated:

07/30/2025, 08/06/2025

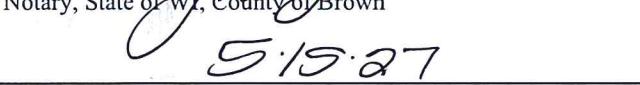
That said newspaper is a legal newspaper published five days or more each week; with a bona fide circulation of more than two hundred copies daily; published in the English language within the said county of Brown for more than one year prior to the first publication of said notice; and printed in whole in an office maintained at the place of publication of said newspaper.
Sworn to and subscribed before on 08/06/2025



Legal Clerk



Notary, State of WI, County of Brown



5/15/27

My commission expires

Publication Cost:	\$35.24	
Tax Amount:	\$0.00	
Payment Cost:	\$35.24	
Order No:	11487798	# of Copies:
Customer No:	1248830	0
PO #:	LABD0332478	

THIS IS NOT AN INVOICE!

Please do not use this form for payment remittance.

NANCY HEYMAN
Notary Public
State of Wisconsin

Legal Notice 026
Sealed solicitations will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its 31 State Member Agencies until:

1:30 p.m. ET, September 16, 2025

Solicitations: 026-A Furniture, 026-B Health and Wellness, 026-C LED Lighting Supplies & Equipment, 026-D Technology Catalog, 026-E Student Transportation Solutions, 026-F EMS Supplies & Equipment, and 026-G HVAC Equipment & Installation.

All responses shall be submitted online via Bonfire by the due date and time listed above. Vendors are requested to visit AEPA's website at <https://aepacoop.org/registration-solicitations/> for instructions on how to register at no cost with Bonfire. AEPA documents will be released on July 31, 2025. Note that Vendors must be able to provide their proposed products and services in up to 31 states.

Solicitations will be publicly opened after 1:30 p.m. ET, September 16, 2025 at Lakes Country Service Cooperative, 1001 E Mt Faith, Fergus Falls, MN 56537. An opening record will be posted to AEPA-COOP.org.

Published July 30, August 6 2025, at the total approximate cost of 35.24 and may be viewed free of charge at www.sdpbpublic-notices.com
LABD0332478

The Bismarck Tribune

AFFIDAVIT OF PUBLICATION

State of Florida, County of Broward, ss:

Anjana Bhadoriya, being first duly sworn, deposes and says: That (s)he is a duly authorized signatory of Column Software, PBC and duly authorized agent of The Bismarck Tribune, and that the publication(s) were made through The Bismarck Tribune on the following dates:

PUBLICATION DATES:

Jul. 30, 2025, Aug. 6, 2025

NOTICE ID: iMzSypfVu6ogxRBsFxXj

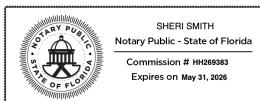
PUBLISHER ID: COL-ND-2022

NOTICE NAME: AEPA 026 - Bismarck Tribune

Publication Fee: \$136.62

Anjana Bhadoriya

(Signed) _____



VERIFICATION

State of Florida
County of Broward

Subscribed in my presence and sworn to before me on this: 08/07/2025

S. Smith

Notary Public

Notarized remotely online using communication technology via Proof.

**AEPA #026 – Legal Notice
Notice to Vendors**

Sealed solicitations will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its 31 State Member Agencies until:

1:30 p.m. ET, September 16, 2025

Solicitations : 026-A Furniture, 026-B Health and Wellness, 026-C LED Lighting Supplies & Equipment, 026-D Technology Catalog, 026-E Student Transportation Solutions, 026-F EMS Supplies & Equipment, and 026-G HVAC Equipment & Installation.

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7/30, 8/6 - COL-ND-2022



Forum Communications Company

MN Affidavit No. Hj1WDq|19Q2onKcP1sVx

AFFIDAVIT OF PUBLICATION

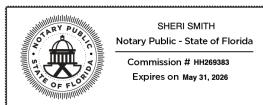
State of Florida, County of Broward, ss:

Anjana Bhadoriya, being first duly sworn, deposes and says: That (s)he is a duly authorized signatory of Column Software, PBC and duly authorized agent of the The Forum of Fargo-Moorhead (MN), a newspaper printed and published in the City of Moorhead, County of Clay, State of Minnesota.

1. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.
2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.
3. The dates of the month and the year and the day of the week upon which the public notice attached/copied below was published in the newspaper are as follows: Wednesday, July 30, 2025, Wednesday, August 6, 2025
4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to §331A.06, is as follows: \$25.00 per column inch.
5. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in CASS County. The newspaper complies with conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

Anjana Bhadoriya

(Signed) _____



VERIFICATION

State of Florida
County of Broward

Subscribed in my presence and sworn to before me on this: 08/07/2025

S. Smith

Notary Public

Notarized remotely online using communication technology via Proof.

AEPA #026 – Legal Notice **Notice to Vendors**

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Solicitations will be publicly opened after **1:30 p.m. ET, September 16 , 2025** at Lakes Country Service Cooperative, 1001 E Mt Faith, Fergus Falls, MN 56537. An opening record will be posted to AEPACOOP.org. (Jul. 30; Aug. 6, 2025)

Ad Number: 0000521276-01
Insertion Number: N/A
Size: 1 Col x 3.57 in
Color Type: 0

Advertiser:
N/A
Section-Page-Zone(s): D-3-AII
Description:
Agency:

WEDNESDAY, AUGUST 6, 2025

THE MINNESOTA STAR TRIBUNE • D3

CLASSIFIEDS + PUBLIC NOTICES

STARTRIBUNE.COM/CLASSIFIEDS • 612.673.7000 • 800.927.9233

Cooperative Purchasing Network

GENERAL POLICIES
Review your ad on the first day of publication. If there are mistakes, notify us immediately. We will make changes for errors and adjust our bill, but only if we receive notice on the first day the ad is published. We limit our liability in this way, and we do not accept liability for any other damages that may result from error or omission in or of an ad. All ad copy must be approved by the newspaper, which reserves the right to request changes, reject or properly classify an ad. The advertiser, and not the newspaper, is responsible for the truthful content of the ad. Advertising is also subject to credit approval.

Legal Notices

PUBLIC NOTICE:

Pursuant to Mn Statute 168.06 SUB D.2 the following impounded items will be auctioned at Twin Cities Transport & Recovery - 3760 Flowerfield Rd. Blaine MN 55014 763-784-7501

If it is impossible to determine with reasonable certainty the identity and address of the registered owner and all lienholders, the notice shall be published once in a newspaper of general circulation in the area where the motor vehicle was towed from or abandoned. Published notices may be grouped together for convenience and economy.

All of the listed items have the right to reclaim in accordance with Mn Statute 168.06 Subdivisions 1-5.

All unclaimed items constitute a waiver by them of all right, title, and interest in the contents and consent to sell or dispose of the contents under section 168.08.

5/2/2025 Trailer, I, Crystal PD, 5/21/2025 Enclosed Trailer | Private Property

Proposals for Bids

AEPA #026 - LEGAL NOTICE

Notice to Vendors

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Garage Sales - NW, SW & W Suburbs

Multi family garage sale 8/7-9, 14573 Carriage Lane NW, Prior Lake. Camping gear, household, furniture, shelves, books, decorative items, pots/pans, bikes

Place a classified ad today.

Mortgage Foreclosures

25-118428

NOTICE OF MORTGAGE FORECLOSURE SALE

THE RIGHT TO VERIFICATION OF THE DEBT AND IDENTITY OF THE ORIGINAL CREDITOR WITHIN THE TIME PROVIDED BY LAW IS NOT AFFECTED BY THIS ACTION.

NOTICE IS HEREBY GIVEN, that default has occurred in the conditions of the following described mortgage:

DATE OF MORTGAGE: July 1, 2016

ORIGINAL PRINCIPAL AMOUNT OF MORTGAGE: \$137,000.00

MORTGAGOR(S): Ervin Moore, a married man

MORTGAGEE: Mortgage Electronic Registration Systems, Inc.

TRANSACTION AGENT: Mortgage Electronic Registration Systems, Inc., MINN: 10086710000532869

LENDER OR BROKER AND MORTGAGE ORIGINATOR STATED ON THE MORTGAGE: American Mortgage & Equity Consultants, Inc.

SERVICER: Nationstar Mortgage LLC

DATE AND PLACE OF FILING: Filed July 11, 2016, Hennepin County

Registrar of Titles, as Document Number T05363656

ASSIGNMENTS OF MORTGAGE: Assigned to: Lakeview Loan Servicing, LLC

LEGAL DESCRIPTION OF PROPERTY: Lot 8, Block 8, "Le Baron's First Addition to Minneapolis"

REGISTERED PROPERTY

PROPERTY ADDRESS: 5131 Dupont Avenue North, Minneapolis, MN 55430

PROPERTY IDENTIFICATION NUMBER: 12-118-21-22-0173 COT# 1472818

COUNTY IN WHICH PROPERTY IS LOCATED: Hennepin

THE AMOUNT CLAIMED TO BE DUE ON THE MORTGAGE ON THE DATE OF THE NOTICE: \$123,410.66

THAT all pre-foreclosure requirements have been complied with; that the debt secured by said mortgage, or any part thereof, has been instituted at law or otherwise to recover the debt secured by said mortgage, or any part thereof;

PURSUANT to the power of sale contained in said mortgage, the above described property will be sold by the Sheriff of said county as follows:

DATE AND TIME OF SALE: March 18, 2025, 10:00 AM

PLACE OF SALE: Sheriff's Main Office, Civil Division, Room 190, City Hall, 350 South Fifth St., Minneapolis, MN 55415 to pay the debt secured by said mortgage and taxes, if any, on said premises and the costs and disbursements, including attorney fees allowed by law, subject to redemption within 6 months from the date of said sale by the mortgagor(s), the personal representatives or assigns.

TIME AND DATE TO VACATE PROPERTY: If the real estate is an owner-occupied, single-family dwelling, unless otherwise provided by law, the date on or before which the mortgagor(s) must vacate the property, if the mortgage is not reinstated under section 580.30 or the property is not redeemed under section 580.23, is 11:59 p.m. on September 18, 2025 or the next business day if September 18, 2025 falls on a Saturday, Sunday or legal holiday.

THE TIME ALLOWED BY LAW FOR REDEMPTION BY THE MORTGAGOR: The mortgagor's personal representatives or assigns.

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AFFIDAVIT OF PUBLICATION

STATE OF MINNESOTA)
COUNTY OF HENNEPIN)

 **The Minnesota Star Tribune**

650 3rd Ave. S, Suite 1300 | Minneapolis, MN | 55488

Terri Swanson, being first duly sworn, on oath states as follows:

1. (S)He is and during all times herein stated has been an employee of the Star Tribune Media Company LLC, a Delaware limited liability company with offices at 650 Third Ave. S., Suite 1300, Minneapolis, Minnesota 55488, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.

2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.

3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

Dates of Publication	Advertiser	Account #	Order #
StarTribune 07/30/2025	COOPERATIVE PURCHASING CONNECTION	1000337556	521276
StarTribune 08/06/2025	COOPERATIVE PURCHASING CONNECTION	1000337556	521276

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: **\$459.20**

5. Mortgage Foreclosure Notices. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Hennepin County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

FURTHER YOUR AFFIANT SAITH NOT.

Terri Swanson

Subscribed and sworn to before me on: 08/07/2025

Diane E Rak Kleszyk



Notary Public

Invitation for Bid AEPA #026-F EMS SUPPLIES AND EQUIPMENT

BID SECURITY REQUIRED: NONE

Part A – Instructions and Specifications

Bid Summary – EMS Supplies and Equipment

AEPA is requesting proposals (RFP#026-F) to develop a vendor-partner relationship with companies that would provide a **broad-line of Emergency Medical Services supplies and equipment** to our 31 member state agencies serving schools and a wide variety of other public agencies across the country.

We are looking for products and services related to the following EMS categories:

Airway Maintenance, Bandages and First Aid, Diagnostic Equipment, Disaster Relief and MCI, EMS and First Aid Supplies, First Aid Kits, Immobilization and Extrication, Infection Control and Hygiene, Medical Bags and Kits, Medical Education and Training, Oxygen and Resuscitation, Patient Transport Equipment, Pharmaceuticals, Personal Protective Equipment (PPE)

Notice to Respondents

Solicitation offers will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its Member Agencies until: **September 16, 2025, at 1:30 p.m. ET**

Each package consists of multiple parts:

- Part A – Instructions and Specifications**
- Part B – AEPA General Terms and Conditions**
- Part C – Member Agency (State) Terms and Conditions**
- Part D – Questionnaire**
- Part E – Signature Forms**
- Part F – Discount & Pricing Workbook**

All offers must be submitted online via the Bonfire eProcurement website by the due date and time listed above. AEPA solicitation documents can be downloaded after registering, at no cost, on Bonfire, <https://aepacoop.bonfirehub.com/>. Bonfire has recently changed its name to EUNA Procurement. Therefore, the names Bonfire and EUNA Procurement are interchangeable in this solicitation.

AEPA and/or the respective Member Agencies reserve the right to reject any or all offers in whole or in part; to waive any formalities or irregularities in any offers, and to accept the offers, which in its discretion, within state law, are for the best interest of any of the AEPA Member Agencies and/or their Participating Entities. Note that Respondents must be able to provide their proposed products and services in up to 31 states including Arkansas, California, Colorado, Connecticut, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Massachusetts, Michigan, Minnesota,

Missouri, Montana, Nebraska, New Jersey, New Mexico, North Carolina, North Dakota, Ohio, Oregon, Pennsylvania, South Carolina, Texas, Virginia, Washington, West Virginia, Wisconsin, and Wyoming. Note that not all states participate in each solicitation. The complete list of participating states is found below.

Solicitations will be opened online on September 16, 2025, at 2:00 p.m. ET. at EducationPlus, 1460 Craig Road, St. Louis, MO 63146.

The online opening link is below:

<https://us06web.zoom.us/j/85896115580?pwd=DOTCZooyJWXAlubz66IBckFnr8Oxp4.1>

Meeting ID 858 9611 5580

Bid & Contract Timeline:

July 31, 2025	Release of IFBs/RFP via Bonfire
August 18, 2025	Voluntary Pre-Bid Conference Call
August 29, 2025	Deadline for questions from Respondents
September 16, 2025	Deadline for Submittals and Reading via Bonfire
September 17, 2025	Opening Record posted on the AEPA website, www.aepacoop.org
December 1-3, 2025	AEPA Approval of Offers
After December 3, 2025	Director of Solicitations submits contracts to AEPA Member Agencies to be forwarded to Vendor Partners for signature.
	Initial contract term—See Term of Contract and Extensions in General Terms & Conditions. Annual contract renewal dates subject to approval by AEPA

I. General Solicitation Procedures

A. Issuing Agency

The great benefit to the Vendor is that one response may be prepared for approval by AEPA and awarded by multiple AEPA Member Agencies and utilized by their Participating Entities located throughout many states. Solicitations may be issued as an IFB or an RFP depending on the category of goods/services being solicited. Respondents to a solicitation will submit their response in the required formats (PDF, Excel) of all files requested along with current pricing via Bonfire, a free online bidding platform, by the published due date and time.

Respondents selected in response to this solicitation have the potential to provide products and services to local education agencies serving over 36,000,000 (excludes non-represented AEPA states) students, with additional local government agencies as permitted by state law.

Each AEPA Member Agency will individually publish notice of the solicitation. Respondents will submit responses online, electronically via Bonfire (<https://aepacoop.bonfirehub.com/>). Instructions on registering for AEPA solicitations on Bonfire can be found on the AEPA website, <https://aepacoop.org/registration-solicitations/>. Responses deemed complete at opening will be evaluated by solicitation category committees comprised of AEPA Member Agencies representatives who have indicated they will participate in the category of products and services

being solicited, and after AEPA approval, individual AEPA Member Agencies may award contracts to the AEPA Approved Vendor Partners or reject their offers.

The procurement activities of AEPA are limited to document preparation, distribution of the solicitation, initial evaluation, and recommendation for possible approval to AEPA Member Agencies. AEPA consists of agency officials who have agreed to assist one another in meeting the public purchasing needs of local school districts and other political subdivisions.

Contracts awarded through cooperative purchasing must meet the procurement laws of the states of each AEPA Member Agency. When these laws are satisfied, an individual entity using these contracts is deemed in compliance with competitive procurement regulations. As allowed by specific state statutes, they can issue purchase orders for any amount without the necessity to prepare their own solicitation. This saves the entity time and allows for economical and efficient purchasing.

AEPA requires that Respondents only respond if they can offer prices equal to or better than what they ordinarily offer to individual entities or cooperatives with equal or lesser volume. State laws that permit or encourage cooperative purchasing contracts do so in the belief that it saves the participants both time and money. Time is saved by having access to volume discounted contracts publicly solicited and being able to purchase what is needed without having to wade through the solicitation process (write solicitation, advertise the solicitation, open each response, evaluate, and select). Money is saved in procurement cost and lower prices will be the result of volume purchasing. Therefore, a contract issued by a cooperative can be used by hundreds of separate political units; but if it has the same or higher prices than what a single agency or state contract can get through its own solicitation, a cooperatively solicited contract may not be attractive to these members. **We request that Respondents respond with advantageous pricing and package so that together we can attract members to prefer the cooperatively awarded contract.**

The AEPA policy for membership permits new agencies to become AEPA Member Agencies upon approval of existing members. If additional Agencies are added, they and their members may procure from existing contracts upon approval of the awarded Vendor Partners and in accordance with their state laws.

B. Questions

All questions from Respondents must be submitted online through Bonfire, AEPA will not accept questions in any other format during the solicitation process. All questions received during the solicitation process will be available via Bonfire. All Respondents will be automatically notified through email when AEPA responds to a question asked by a potential respondent. It is the Respondent's responsibility to check Bonfire for any questions and answers before the deadline. Questions received after the deadline date will not be answered.

Should AEPA issue addenda during the solicitation process, all Respondents will be automatically notified through email of the released addenda. AEPA is not responsible for Respondents not acknowledging the issued addenda and not submitting a response according to those changes.

Questions regarding accessing this solicitation through Bonfire can be directed to the Director of Solicitations at bid-committee@aepacoop.org.

C. Respondent Qualifications

An essential part of the solicitation process is an evaluation to qualify the company being considered. All solicitations must contain answers, responses, and/or documentation to the information requested in the documents. Any Respondent failing to provide the required information/ documentation may be considered non-responsive, this includes submitting a response not in the proper format.

Respondents must demonstrate their ability, capacity, and available resources to provide the proposed products and services to 90% of the AEPA Member Agencies indicating an interest in participating in the categories being solicited, or at least one Region for solicitations involving a Regional component. The Respondents are required to communicate and demonstrate within their response they have extensive knowledge, background, and at least five (5) years of experience with manufacturing, obtaining, delivering, installing, maintaining, and/or supporting the product lines of products, equipment, services, or software offered. AEPA and/or its Member Agencies reserve the right to accept or reject newly formed companies or companies failing to demonstrate their abilities or capacity solely based on information provided in the solicitation response and/or its own investigation of the company.

D. Bid/Proposal Security

If required as noted at the top of this Part, bids or proposals must be accompanied by a satisfactory security bond. Please note that not all AEPA Bid categories require a security bond.

If a security bond is required, a hard copy of the bid security must be in the possession of AEPA on or before, the exact due date and time. Original copies of the security must be submitted to AEPA c/o EducationPlus, ATTN: Purchasing Dept, 1460 Craig Road, St. Louis, MO 63146 in a sealed envelope with the Solicitation Number, Solicitation Category, and Respondent's name and address clearly indicated on the envelope or box. A copy of the bid security must be submitted via Bonfire. AEPA will not reject a response from a Vendor whose bid bond has not arrived by the due date and time as long as a scanned copy of the bid bond dated prior to the due date is uploaded with their response and the actual bond is in transit. If the designated location for receiving the bid security is closed due to an unforeseen circumstance on the day the security is due (due date), the security will be due at the same time on the next day the building is open.

An acceptable bid/proposal security will have the principal being the Respondent and the Association of Educational Purchasing Agencies listed as the Agency of Record. The Security may be a one-time bond underwritten by a surety company licensed to issue bonds in the state of Nevada and said surety to be approved in federal circular 570 as published by the United States treasury department or the equivalent in cash or an irrevocable letter of credit from a FDIC financial institution. The security bond must remain in force for one hundred twenty (120) days of the solicitation opening.

E. Solicitation Submittal

1. Preparation of the Response

- a. The solicitation is published in multiple parts.
 - i. Part A contains the solicitation instructions, and the technical specifications.
 - ii. Part B is the general terms and conditions for all AEPA agencies.
 - iii. Part C includes specific state terms and conditions. This is where you will find information about each AEPA state member and any specific procurement rules of each state.

- iv. Part D is a required Questionnaire found and completed in Bonfire.
- v. Parts E and F are to be filled out in their entirety and submitted online via Bonfire in their required formats with the Respondent's offer. Some categories may request additional forms. All forms must be uploaded before the published solicitation due date and time of opening.
- b. All responses must be on the forms provided by AEPA for each solicitation found in Bonfire unless otherwise noted. Respondents will submit all documents, in their required formats, online via Bonfire by the due date and time of the solicitation.
- c. Forms requiring signatures must be submitted by the person authorized to sign the bid or proposal response. Failure to properly sign the solicitation documents may result in the offer being deemed non-responsive.
- d. In case of an error in extension of prices in the solicitation, unit prices must govern.
- e. Periods of time stated as a number of days must be in calendar days, not business days.
- f. It is the responsibility of all Respondents to examine the entire solicitation package, to seek clarification of any item or requirement that may not be clear, and to check all responses for accuracy before submitting an offer. Negligence in preparing an offer confers no right of withdrawal after due time and date.
- g. The Respondents' ability to follow the preparation instructions set forth in this solicitation will also be considered as an indicator of the Respondents' ability to follow instructions should they receive an award as a result of this solicitation. Any contract between the AEPA Member Agency and a Respondent requires the delivery of information and data. The quality of organization and writing reflected in the offer will be considered to be an indication of the quality of organization and writing which would be prevalent if a contract was awarded. As a result, the offer will be evaluated as a sample of data submission.

2. **Document Development:** Forms for this solicitation are published in Bonfire, in Excel, and PDF formats. Some forms (questionnaire) may be completed directly in Bonfire. Respondents must scan and upload all documents to Bonfire following the Solicitation Checklist, along with any additional documents or files other than those listed below that may be requested and/or related to the solicitation.

- a. **Part C – Member Agency (State) Terms and Conditions:** Some states require additional documentation and signature forms. Review Part C and submit the required state documents with your offer. Submit all state-specific forms as one (1) form in PDF format.
- b. **Part D – Questionnaire:** Complete directly in Bonfire. The questionnaire seeks information about the Respondent's pricing structure, service areas, past performance, and commerce processes. The Company Information form provides background information on the Respondent's company.
- c. **Part E – Signature Forms:** Complete the forms provided. The signature form includes multiple areas where signatures are required. Submit the form as one (1) individual form in PDF format.
- d. **Part F – Discount & Pricing Workbook:** Complete the Excel workbook provided. Be sure to complete the **REQUIRED** tabs as outlined in Part F.
- e. **Price Lists and/or Catalogs:** For catalog bids, Respondent's most recent catalog(s) or price lists must be included. If a hard copy is submitted, it should be in pdf format. Links to online pricing are acceptable as long as pricing is included, not just descriptions of product.

3. Solicitation Transmittal

- a. It is the responsibility of the Respondent to be certain that its submittal has been uploaded in its entirety to Bonfire, on or prior to the exact published due date and time.
- b. Submitted responses will be opened, and the Opening Record will be posted on the AEPA website.

F. Solicitation Evaluation, Approval, and Award: Solicitation responses received will be evaluated in accordance with acceptable standards of cooperative procurement, set forth in and governed by the Procurement Codes of AEPA Member Agency's states; AEPA by-laws, policies, and procedures; AEPA Member Agencies' policies and procedures.

For IFB categories, approval of prospective Vendor Partners and recommendation of contracts will be made to the lowest responsive and responsible Respondent utilizing the criteria listed in this solicitation. As a reminder, AEPA recommends offers to Respondents. Final contract awards are subsequently made by individual AEPA Member Agencies.

1. Responsive Offer: A responsive offer reasonably and substantially conforms to all material requirements of the solicitation. Offers must be responsive and approved by AEPA to receive award consideration by AEPA Member Agencies. To be determined responsive, the response must meet all of the requirements below:

- a. Submitted on time.
- b. Materially satisfy all mandatory requirements identified throughout the solicitation.
- c. Must substantially conform to all of the specified requirements in the solicitation in the judgment of AEPA and its AEPA Member Agency representatives.
- d. Any deviation from the requirements indicated herein must be stated, in writing, and included with the offer submitted. Otherwise, it will be considered that responses are in strict compliance with all requirements, and any successful vendor will be held responsible, therefore.
- e. Deviations or exceptions stipulated in response may result in the offer being classified as non-responsive. Language to the effect that the Respondent does not consider this solicitation to be part of a contractual obligation will result in that Respondent's offer being disqualified. Terms of the solicitation that any Respondent considers particularly unwarranted, and to which that would have to take significant exception in his/her offer, should be stated clearly and concisely as exceptions and/or deviations.
- f. In preparing a proposal, the Respondent's inability to follow the proposal preparation instructions set forth in this solicitation and its inability to provide written responses, narratives, requested and support documentation relating to the Respondent's qualifications; abilities; capacity; products; specifications; delivery, installation, setup, maintenance; support services and pricing utilized by AEPA evaluators may result in the Respondent's offer to be deemed non-responsive.

2. Non-responsive Offer: Any offer that does not conform to all material requirements of the solicitation including, but not limited to: offers received in a manner other than via Bonfire; offers that do not contain required items and/or provided in the format required, such as proper and/or signed forms, pricing, catalogs, electronic files; offers that do not contain the proper security bond where required; failure to meet the specified qualifications, product

specifications, stipulated documentation or pricing equal to or better than individual entities or cooperatives with equal or lesser volume. AEPA reserves the right to request documents that do not affect pricing, waive minor irregularities, and/or seek clarification following its Board approved procedures. Offers deemed non-responsive will not be considered for approval and award.

3. Responsible Respondent: A responsible Respondent is a firm or person with the qualifications, capability, and capacity to perform the contract requirements with integrity and reliability, which will ensure good faith performance. As a part of the process of determining responsible respondents during the evaluation period, the category committee may request reports that describe the financial soundness of your organization. You may be asked to include a third-party report or reports that demonstrate your firm's strength. Accepted financial reports may include balance sheets and Profit & Loss statements for the past three years, a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies).

AEPA's approval of a response will make the Respondent available for consideration to the AEPA Member Agencies for contract award. Factors to be considered in determining whether the standard of responsibility has been met may include but are not limited to whether a Vendor Partner has:

- a. Submitted a responsive offer;
- b. The qualifications stipulated in this solicitation, such as adequate financial resources, production or service facilities, personnel, service reputation and experience to make satisfactory delivery of the products, services, or construction;
- c. A demonstrated and documented satisfactory track record of performance in the national marketplace;
- d. A satisfactory record of integrity and a reputation of responding to and meeting educational and local government institutions' needs, adherence of and compliance with federal, state, local and industry standards, rules, regulations, and codes;
- e. Quality and suitability of products and services offered to meet and perform to the specifications, expectations, and requirements identified in this solicitation;
- f. Supplied all necessary information and data in connection with determining whether a Respondent meets the standard of responsibility.

4. Cost Evaluation:

- a. Cost and price schedules conform to and provide the information required in this part of the bid or proposal;
- b. Pricing offered that is equal to or better than what they ordinarily offer to individual entities or cooperatives with equal or lesser volume;
- c. Methodology used by AEPA and its AEPA Member Agencies to approve prospective Vendor Partners and award contracts for a Catalog Bid is as follows;
 - i. Lowest responsive, responsible Bidder(s) is/are determined based on the price evaluation criteria; and by a "Core List" and/or by creating a "Market Basket Study" to compare overall pricing between Respondents. A "Market Basket" is a list of items typically purchased by AEPA Member Agencies and their Participating Entities that represent a cross-section of the types of those items purchased. The selection and quantity of line items evaluated will be at the sole

discretion of the AEPA evaluators. Based on the cost evaluation, a recommendation will be made to approve a single Bidder or make a multiple Bidder award. The evaluation committee may consider such factors as life-cycle costs, total cost of ownership, quality, and the suitability of an offering in meeting AEPA members' needs.

G. Contract Award and Implementation

An AEPA category committee will perform an initial response review and evaluation and will prepare and make a recommendation to AEPA for its consideration and approval. Those selected Respondents who are approved by AEPA will then be considered by the individual AEPA Member Agencies for contract award. It should be noted that once AEPA has approved the response, a Respondent becomes a "Vendor Partner" for AEPA.

All respondents will be notified of the outcome of the solicitation. Vendors recommended for award by AEPA states will be posted on the AEPA website.

Once approved by the AEPA Board, each Member Agency will be provided with a copy of Part E Signature Forms (contract) to complete and send to the Vendor Partner. Each AEPA Member Agency will review, evaluate, and determine which Vendor Partner, if any, it will award contracts to.

If necessary, the approved Vendor Partner and the AEPA Member Agency will hold final contract negotiations, if allowed by state law, prior to the Member Agency submitting the contract to the Vendor Partner, to work out state-specific details of contract implementation including:

1. Acquiring additional information and having discussions on how the awarded contract will be executed.
2. Signing the contract with the AEPA Member Agency.
3. Jointly develop marketing strategies and a plan for contract roll-out activities to the AEPA Member Agency's Participating Entities (Advertising, flyers, website access, etc.).
4. Establish how orders will be processed, handled, and reported.
5. Contract management: Establish how and by whom the day-to-day contract management will be handled and who will be the AEPA Member Agency's representative.

It is not guaranteed that each AEPA Member Agency will enter into a contract with AEPA approved Vendor Partners. The final decision as to the appropriateness of a contract for a Member Agency rests solely with that AEPA Member Agency.

II. Responsibilities of a Vendor Partner

A. As an approved AEPA Vendor Partner, the following is expected in support of the contract:

1. Designate and assign a dedicated senior-level contract manager (one authorized to make decisions) to each of the Member Agency accounts. This employee will have a complete copy and must have a working knowledge of the contract.
2. Train and educate sales staff on what the AEPA cooperative contract promised, including pricing, who can order from the contract (by state), terms/conditions of the contract, and the respective ordering procedures for each state. It is expected that Vendor Partners will lead with AEPA contracts.
3. Develop a marketing plan to support the AEPA contract in collaboration with respective AEPA Member Agencies. The plan should include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc.

4. Create an AEPA-specific sell sheet with a space to add a Member Agency logo and contact information for use by the Member Agencies and the Vendor Partner's local sales representatives to market within each state.
5. Quarterly, complete the sales and administrative fee report (see PDF example included along with other solicitation documents in Bonfire) and submit them to each Member Agency along with the respective administrative fees to be paid. If there are no sales, a \$0 report is required.
6. Report sales and administrative fees to AEPA, by participating state, if requested by AEPA.
7. Have ongoing communication with the Category Committee Chairperson, AEPA Member Agencies, and the Member Agencies Participating Entities.
8. Annually attend two (2) AEPA meetings: Annual meeting which is typically in April or May and the Winter Meeting which is typically the week after Thanksgiving. At the Annual Meeting, Vendor Partners participate in engagement activities with AEPA Member Agencies. Vendor Partners that have paid the registration fees can participate in the meetings.
9. Trade show support: Strongly encourage participation in national and local conference trade shows to promote the AEPA contracts such as, but not limited to, the Association of School Business Officials (ASBO), the National Institute of Governmental Purchasing (NIGP), and the National Association of Educational Procurement (NAEP).
10. Increasing sales over the term of the contract with all participating AEPA Member Agencies.

III. Responsibilities of AEPA Member Agencies

- A. In support of the Vendor Partner and respective contract, each AEPA Member Agency should provide the following support:
 1. Designate a staff member(s) that will serve as a point person for the AEPA program within that state.
 2. Provide a staff member to work collaboratively with the Vendor Partner to determine the best marketing plan for the respective Member Agency state. Marketing efforts may include but not be limited to the education and use of sales force, a website presence, electronic mailings, brochures, mailings, etc.
 3. Develop marketing materials for the Member Agency to use that would include representation of the awarded contracts. Materials may include, but not be limited to, a website presence, electronic mailings, sales flyers, brochures, mailings, catalogs, etc. as determined by the respective Member Agency and what works best within their state.
 4. Assist the Vendor Partner to jointly market the contract to potential Participating Entities within the state.
 5. Work with the Vendor Partner to identify eligible Participating Entities within the state possibly including providing a list of potential customers.
 6. Work with the Vendor Partner to identify and help manage costs associated with fulfilling this contract.
 7. Attendance at the two (2) AEPA meetings which provides for an opportunity to interact with Vendor Partners.

IV. Category Specifications

Scope of Bid

AEPA is seeking qualified, experienced contractor(s) who possess the necessary resources and capabilities to acquire, deliver and perform the required supplies, materials equipment and labor to all participating member states (up to 31) in the category of EMS Supplies and Equipment.

- a. Respond to requests from a number of different types of educational, governmental and public institutions seeking EMS Supplies and Equipment.
- b. These parts and supplies will include but are not limited to: General EMS Supplies/Equipment, Specialty Equipment, Disposable Products, Emergency Medical Software, and Medical Alert Systems.
- c. Types of services may include, but are not limited to, Instructional Training and Recertification Programs, Equipment Repair and Calibration, EMS Clothing and Equipment Printing/Embossing, Organizational and Operations Consulting, and Replacement and Replenish Services.

All products offered must be considered new, unused, of the latest design and technology and from the most current and popular product lines available.

AEPA and Member Agencies prefer a single vendor with a comprehensive array of products. However, because of the unique nature of EMS Supplies and Equipment products, Member Agencies may consider multiple awards, if the lowest, best-value bids come from Bidders whose business concentrates on a subset of EMS Supplies and Equipment.

1. Type of Bid

AEPA requests Bidders to submit primary pricing in the form of either "catalog pricing," or "line-item pricing." This category is constructed in the form checked below. An explanation of each can be found in the table below. Additional information on permissible pricing strategies can be found in Part B - General Terms and Conditions under "Pricing."

This bid is considered a:

YES	NO	TYPE OF BID
X		CATALOG: A catalog bid is utilized when the products and/or services solicited are clearly identified with set and specific characteristics, attributes and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The Bidder offers a fixed discount(s) off retail price or prices in a Commercially Available Catalog. The discounts may be for the entire Commercially Available Catalog, for specific products, product lines, manufacturers or category of products as determined by the Bidder. See Pricing section for detailed information on Catalog Pricing.
		LINE ITEM/CONSTRUCTION: A construction/installation line item bid is utilized when the products and services solicited cannot be identified or listed as a single unit; consists of a number of different variables and configurations, it is necessary to identify the specific project or application; the end product or solution is made of individually priced elements or components and the end product's or solution's cost is derived by the Vendor Partner specially prepared and providing a quote based on the project's terms, conditions and requirements. See Pricing section for detailed information on Line-Item

2. Anticipated AEPA Member Agency Participation

State	Participate?	Other States Member Sells In
Arkansas	Yes	
California	Yes	AZ, NV
Colorado	Yes	
Connecticut	Yes	ME, NH, NY, RI, VT
Florida	Yes	AL
Georgia	Yes	
Illinois	Yes	
Indiana	Yes	
Iowa	Yes	SD
Kansas	Yes	OK
Kentucky	Yes	AL, LA, MS, NC, TN
Massachusetts	No	
Michigan	Yes	
Minnesota	Yes	SD
Missouri	Yes	AR, LA, SD
Montana	Yes	ID
Nebraska	Yes	
New Jersey	Yes	
New Mexico	Yes	
North Carolina	Yes	
North Dakota	Yes	SD
Ohio	Yes	
Oregon	Yes	
Pennsylvania	Yes	DE, HI, MD, NY
South Carolina	Yes	NC
Texas	Yes	
Virginia	No	
Washington	Yes	AK, ID
West Virginia	Yes	
Wisconsin	Yes	
Wyoming	Yes	SD, UT

Please note that individual AEPA Member Agencies that have indicated that they intend to participate in any contract approved under this solicitation, does not guarantee or mean that the individual AEPA Member Agency will enter into a contract with any AEPA approved Vendor Partner. Each AEPA Member Agency will make that determination after reviewing Vendor Partner responses and AEPA's recommendation for acceptance and bid award. The AEPA Member Agency's contracting decision shall be final.

Anticipated Volume [EMS Supplies and Equipment] is a new category for AEPA. The resulting bid will be an Indefinite Delivery, Indefinite Quantity (IDIQ) contract(s). AEPA Member Agencies estimate approximately one million dollars (\$1,000,000) in sales in the first contract term. AEPA Member Agencies anticipate that purchase volumes will increase over the course of contract years two (2) through four (4). This information is provided as an aid to Bidders in preparing responses only. It is not to be considered a guarantee of volume. The successful Vendor Partner's discount and pricing schedule shall apply regardless of the volume of business under the contract.

3. **Voluntary Pre-Bid Conference Call** AEPA will host a voluntary pre-bid conference call for any interested Bidders or potential Bidders. First, there will be a call that will include general information about AEPA and an opportunity for Bidders or potential bidders to ask questions. There will then be separate calls, one for each category in the solicitation cycle, in which the focus will be on the individual AEPA categories being bid in this cycle. The conference call times are set in the following schedule for each of the four contiguous United States time zones. No pre-registration will be required. Recording of the conference call will be posted on the AEPA Website.

Voluntary Pre-Solicitation Conference Call Schedule (All Categories)

August 18, 2025

Solicitations	Eastern	Central	Mountain	Pacific
AEPA 026 Voluntary Pre-Bid Conference Call - All Categories	11:00 AM	10:00 AM	9:00 AM	8:00 AM
Furniture Category	12:30 PM	11:30 AM	10:30 AM	9:30 AM
Health & Wellness Category	1:00 PM	12:00 PM	11: AM	10:00 AM
LED Lighting Category	1:30 PM	12:30 PM	11:30 AM	10:30 AM
Technology Catalog Category	2:00 PM	1:00 PM	12:00 PM	11:00 AM
Student Transportation Category	2:30 PM	1:30 PM	12:30 PM	11:30 AM
Emergency Response Supplies & Equipment Category	3:00 PM	2:00 PM	1:00 PM	12:00 PM
HVAC Equipment and Installation Category	3:30 PM	2:30 PM	1:30 PM	12:30 PM

Conference Call Number/Online Connection:

<https://us06web.zoom.us/j/81233120395?pwd=WBUVwDgqWERkUvacCaffaq9qP0s9aj.1>

Meeting ID: 812 3312 0395

Passcode: 585895

Dial In Information: +1 564 217 2000 US

Meeting ID: 812 3312 0395

Passcode: 585895

4. **Abbreviations and Acronyms for Standards and Regulations:** Where abbreviations and acronyms are used in specifications or other contract documents, they shall mean the recognized name of the organizations responsible for the standards and regulations in the EMS industry.

5. General Specifications

Item	Description
6.1.1	The Vendor Partner will have access to a full inventory of the awarded product line.
6.1.2	The Vendor Partner shall maintain a minimum monthly overall average fill rate of 95% or above. Items that are reordered, backordered, or partially filled are not considered filled items when calculating this service level. The Vendor Partner will maintain a minimum monthly overall average fill rate of 95% or above for non-custom items. Exceptions will be approved with notification of supply disruptions.
6.1.3	Orders must be shipped within 48 hours after receipt of an order 90% of the time. The Vendor Partner will notify the Buyer if product ordered cannot be shipped within this time period to provide the opportunity to secure product elsewhere.
6.1.4	All charges and components necessary for the performance of the contract shall be clearly identified even if such are not specifically addressed in any paragraph or sub-paragraph or form that is a part of this request.
6.1.5	If the Vendor Partner intends to utilize independent agents/distributors, subcontractors and/or third-party agents to perform and/or provide any part of the products and services offered herein, the Vendor Partner must identify all providers and any and all associated costs with these providers. A request form will be available for adding additional independent agents/distributors, subcontractors and/or third-party agents after the solicitation due date, and throughout the term of the contract. The Vendor Partner will submit the completed form to the Category Chair for consideration and determination.
6.1.6	Optional services must be identified separately and must include clear descriptions of proposed services.
6.1.7	Vendor partners will be required to provide their complete product offerings in an electronic catalog format.
6.1.8	Packing slips shall accompany all deliveries and shall contain Buyer's purchase order number, vendor name and name of article. Cartons shall be identified by purchase order number and vendor name.
6.1.9	Orders not filled and partials shall be indicated on the packing list. Vendor Partner shall inform member of anticipated availability date for unfilled and partial orders.
6.1.10	All products sold by the Vendor Partner must be new. Only the newest versions of software and equipment will be bid. Older versions will only be sold, if specifically requested. Vendor Partner may offer reconditioned products as a Voluntary Alternate; such items shall be marketed and labeled as being reconditioned.
6.1.11	Products that have a money back guarantee will be clearly identified in the catalog and on the web site (if applicable).
6.1.12	Vendor Partner has the option to offer private label products. Vendor Partner shall maintain the same manufacturer specifications for private label products throughout the term of contract. Any change of manufacturers for a private label shall result in offerings equal to or superior to the originally approved manufacturer at a price equal to or lower than the original offering.
6.1.13	If the Vendor Partner makes an error in pricing (typographical or photographic error, for example), the Buyer reserves the right to return the product. The Vendor Partner agrees to pay for the cost of any returned product due to a pricing error.
6.1.14	Vendor Partner shall provide a Safety Data Sheet (SDS) for all items sold, if required. A separate sheet shall be provided for each individual item when purchase is made.

6. Product | Category Specific

Item	Description
7.1.1	Products shall meet or exceed all appropriate established codes and standards regarding durability, performance, and life safety including warning labels, safety devices, guards, etc., required to meet fire codes and safety standards recognized and established by state agencies, federal agencies, industry, councils or organizations.
7.1.2	All products, supplies, parts, and related accessories must be new, and not have been previously used, and must be current and actively marketed products by the manufacturer's authorized dealers. The above must conform to manufacturer specifications and shall be of new manufacture and in current standard production.
7.1.3	Notify AEPA and its participating agencies immediately of any equipment or product recalls. The vendor will issue a credit or comparable substitute for any delivered, recalled product at the participating agencies' discretion. All costs associated with voluntary and involuntary equipment and product recalls shall be borne by the vendor
7.1.4	All deliveries must occur during normal hours of operation on weekdays, unless at the convenience of the participating agency and through mutual agreement with the Respondent.
7.1.5	Respondents will be expected to process and ship orders to various destinations. Each order shall be delivered based upon the needs of the participating agency. Delivery shall be made in accordance with the instructions from each participating agency.
7.1.6	Participating agencies shall be relieved from risks or loss or damage to all equipment purchased or leased during shipment prior to equipment receipt and/or installation at the agencies' designated location. Participating agencies will be responsible for risks of loss or damage to the equipment once it has been delivered/installed and accepted by the agencies' representative. Respondents shall demonstrate they have informed the customers of this responsibility prior to order placement. The Respondent will pay return shipping and give full credit on any defective product within 30 business days. All products must be 100% guaranteed.
7.1.7	Invoice all items directly to participating agencies.

Sub-Categories

Item	Description
	All items listed below these sub-categories are provided as examples only. These subcategories include but are not limited to these specific items.
7.2.1	Airway Maintenance *BVM, Resuscitation Masks*
7.2.2	Bandages and First Aid *Stretch Gauze, Trama Dressings, Adhesive Bandages, Tourniquets*
7.2.3	Diagnostic Equipment *BP Cuffs, Stethoscopes, Defibrillators, Otoscopes, Diabetic Testing*
7.2.4	Disaster Relief and MCI *Triage tags, Body Bags*
7.2.5	First Aid and Trama Kits *Rucksacks, Fanny Packs, Trama Kits*
7.2.6	EMS and First Aid Supplies *Forceps, NIO Intraosseous Devices, Flashlight*
7.2.7	Immobilization and Extrication *Cardiac Boards, Spineboards, Speedboards, Scoop Stretchers*
7.2.8	Infection Control and Hygiene *Antiseptics, Biohazards Supplies/Bags*
7.2.9	Medical Bags and Kits *Omni Pro BLS/ALS, Total Bag/Side Bag/First-In Bags, Trama Backpacks*
7.2.10	Medical Education and Training *Patient Skills Trainers, Anatomical Organ Models, Simulators*

Item	Description
7.2.11	Oxygen and Resuscitation *Ambu Resuscitators, Regulators, Tubing, Masks*
7.2.12	Patient Transport Equipment *Quicklitters, Spineboards, Scoop Stretchers, Stair Chairs*
7.2.13	Pharmaceuticals *OTC Common products only*
7.2.14	Personal Protective Equipment (PPE) *Turnouts, Uniforms, Helmets, Gloves, Masks, Goggles*

8. Shipping and/or Freight

Item	Description
8.1.1	Delivery terms - All products shall be shipped FOB Destination, Freight Prepaid and Allowed, unless otherwise specified.
8.1.2	Delivery time frames - Orders must be shipped within 2 business days after receipt of an order 90% of the time. The Vendor Partner will notify the Buyer if product ordered cannot be shipped within this time period to provide the opportunity to secure product elsewhere. Lead times for backordered or made-to-order items must be clearly stated at time of order. Expedited shipping options must be available upon customer request at an additional cost.
8.1.3	Packaging and Handling. All items shall be properly packaged to prevent damage in transit. Vendor partner is responsible for any damage incurred during shipping. Palletized shipments must be delivered on standard-sized pallets, unless otherwise agreed.
8.1.4	Freight Charges. Pricing shall be inclusive of all standard shipping and handling charges to any location within the continental U.S. Additional delivery fees (e.g., liftgate service, inside delivery) must be clearly communicated and agreed upon in advance.
8.1.5	Damaged or Incorrect Shipments. Vendor partner shall provide return shipping and full replacement at no cost to the customer for damaged items, incorrect items, and defective products under warranty.
8.1.6	Backorders. Vendor partner shall notify the customer within 24 hours of order placement if an item is backordered. Estimated restock date must be provided. Customers must be given the option to cancel or substitute items when backorders occur.

9. Pricing

AEPA has identified and stipulated the type of bid and the pricing methodologies that are to be utilized to price and submit bid prices. The Vendor Partner agrees that the cost for any item bid or offered on this contract will be uniform for all states, and that any differences in pricing are due to state specific installation and labor costs, AEPA Member Agency's Administrative Fee, or other approved reasons. The Bidder must provide their pricing as requested utilizing the various pricing methodologies specified. The Bidder/Vendor Partner must agree that they will offer prices equal to or better than what they ordinarily offer to individual entities or cooperatives with equal or lesser volume. Please note the following that relate to pricing:

1. **Primary Pricing Strategies:** All Bidders will be required to submit "Primary Pricing" in the form of either "Catalog Pricing" or "Line-Item Pricing." Bidders are also encouraged to offer OPTIONAL pricing strategies including "Hot List" and "Volume Discounts".
 - a. **Catalog Pricing:** Catalog pricing is utilized when the products and/or services solicited are clearly identified with set and specific characteristics, attributes and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and

functionality. The Bidder offers a fixed discount(s) off retail price, catalog price, published price or list price. The discounts may be for the entire commercially available catalog, for specific products, product lines, manufacturers or category of products as determined by the Bidder.

- i. **Discounts:** Discount offers must clearly identify percent of discount to apply to a commercially available catalog, manufacturer, MSRP, retail or nationally published price lists. Bidders shall identify and stipulate if the discounts apply to the entire catalog/price list, specific product lines, manufacturers and/or categories of products. Bidder shall agree that there will be no reduction in discount(s) during the term of the contract. Discounts should be identified as a single minimum discount percentage for each line; ranges of discounts, or discount averages, will not be allowed on a single line.
- ii. **New Catalogs/Price Changes:** New catalogs and corresponding nationally published price lists may be submitted throughout the term of the contract and shall be submitted to the AEPA Category Committee for review prior to release to all AEPA Member Agencies. Prices may change based on manufacturer's price changes, new published pricing or price lists, but the original discount bid shall remain firm for the duration of the contract.
- iii. **Core List:** In a Catalog Priced bid, a category (e.g.-office supplies) may include a "core list" which contains a selection of the most commonly used products/services with the expectation that a deeper discount would be bid for these items. If a new catalog and price list are published during the contract term, the original discounts shall be applied to the new published prices to establish the AEPA price for these core items.
- iv. **Product Addition/Discontinuation:** New products, within the same scope of work, may be added at the established percentage discounts at any time. Discontinued products may be dropped at any time during the year. In the event a Core item is discontinued by the manufacturer during the term of the contract, Vendor Partner is required to add a functionally equivalent substitute at the same discount structure.

New products or manufacturers added after the award may only be included if they fall within an established percentage discount category of the original bid submission. Alternatively, for new products or manufacturers not included in the original bid submission, the bidder must stipulate a minimum catalog discount on Tab F.1 of the Part F Pricing Workbook, that would apply to new products or manufacturers. Bidder may stipulate discounts off specific brands or lines of goods, or state a minimum discount that would apply universally to any additions made after the original bid submission (see Sample below). Products that do not align with either of these existing discount structures cannot be added.

 AEPA <i>Association of Educational PURCHASING AGENCIES</i>	Part F.1 – Catalog Discount for Items in a Commercially Available Catalog																								
AEPA #XXX-X Widget Equipment and Supplies																									
Bidding Company Name: Name of Catalog:	<i>Acme Widget Company</i> <i>Special Widgets</i>																								
Note: Groupings to be defined by Bidder and can be by sub-category, manufacturer, etc.																									
Part F.1 is a SAMPLE FORM																									
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left; background-color: #cccccc;">No.</th> <th style="text-align: left; background-color: #cccccc;">Grouping of Discount</th> <th style="text-align: left; background-color: #cccccc;">Discount Offered</th> <th style="text-align: left; background-color: #cccccc;">Comments</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1</td> <td>Blue Special Widgets</td> <td style="text-align: center;">15%</td> <td></td> </tr> <tr> <td style="text-align: center;">2</td> <td>Green Special Widgets</td> <td style="text-align: center;">14%</td> <td></td> </tr> <tr> <td style="text-align: center;">3</td> <td>Red Special Widgets</td> <td style="text-align: center;">16%</td> <td></td> </tr> <tr> <td style="text-align: center;">4</td> <td>Any new products or manufacturers added after initial bid</td> <td style="text-align: center;">5%</td> <td>This is a minimum discount. Actual discounts at the time products or manufacturers are added may be at a higher discount percentage.</td> </tr> <tr> <td style="text-align: center;">5</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		No.	Grouping of Discount	Discount Offered	Comments	1	Blue Special Widgets	15%		2	Green Special Widgets	14%		3	Red Special Widgets	16%		4	Any new products or manufacturers added after initial bid	5%	This is a minimum discount. Actual discounts at the time products or manufacturers are added may be at a higher discount percentage.	5			
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5																									

2. Secondary Pricing Methods (Catalog Bids only) Bidders are required to offer Customized Price Lists (Catalog Bids ONLY) and encouraged to offer Hot Lists and Volume Discounts as follows:

- a. **Customized Price List:** Bidders are required to offer customized price lists to Participating Entities for items within the Bidder's Commercially Available Catalog for Catalog Bids ONLY (not pertinent to Line-Item Bids). Customized price lists shall be allowed under the following conditions:
 - i. Items within the Vendor Partner's Commercially Available Catalog may be included on the customized price list providing they are not already on the Core Item list.
 - ii. Items are to be determined by the Participating Entity; Vendor Partner may object to up to ten (10) of the suggested items proposed by the customer and must offer substitutes until an agreement of the customized list is reached.
 - iii. Items on the customized price list shall be sold with an additional discount (deeper than what was originally bid on the non-core or catalog discount)
 - iv. Items may not include special order or customized service products unless agreed to by the Vendor Partner.
- b. **Hot List Pricing:** Bidders are invited, at their option, to offer a selection of products/services, defined as a Hot List, at greater discounts than those listed in the standard catalog or core list discounts. Special, time-limited reductions are permissible under the following conditions: The price reduction is available to all AEPA Member Agencies equally. The price reduction is for a specific time period, no less than thirty (30) days. May be used to discount and liquidate close-out and discontinued products/services as long as those items are clearly labeled as such. The original price for products/services may not be exceeded after the time limit. The AEPA Category Committee and all AEPA Member Agencies shall be notified of any special or time limited price reduction. New prices must be on record fifteen (15) days prior to any offer of the new prices being proposed or offered to AEPA Member Agencies and Participating Entities. Pricing for all Hot List items must be updated on the Vendor Partner's online catalog and submitted to all AEPA Member Agencies in an electronic format that can be posted to websites, emailed and shared with Participating Entities/Buyers.

- c. **Volume Price Discounts:** Bidders are encouraged to offer additional pricing discounts that may be offered for a group of agencies in a local geographic area that desire to combine requirements (one time purchase, or annual spend), e.g.-. local city, county, school district(s), etc. and/or for large one-time purchases. Additional volume price discounts are permissible under the following conditions: Discounts should be tiered and based on spend ranges as established by the Bidder on the Pricing Forms. Volume determination shall be determined between the Vendor Partner and the individual Buyers on a case-by-case basis. All additional discounts are to be offered equally to all AEPA Member Agencies and Participating Entities and be based on the Volume Price Discounts originally bid providing the same or similar volume commitment, specific needs, terms and conditions, a similar time frame, seasonal considerations and provided the same manufacturer support is available to the Vendor Partner.

3. Part F - Pricing Workbook

- a. Pricing shall be completed on the provided pricing sheets (Microsoft Excel Workbook) with the individual tables to be completed as follows:
 - i. F.1 - Catalog Discounts (Required)
 - ii. F.2 - Price Schedule (Required)
 - iii. F.3 - Services Price Schedule (Optional)
 - iv. F.4 - Volume Discounts (Optional)
- b. Pricing evaluation may include considerations, other than product cost, including the total cost of the acquisition and whether the Proposer's offering represents the best value. See Evaluation, Approval and Award in Part B - AEPA Terms and Conditions for additional information.
- c. Bidders are instructed to include warranty information and incidental charges and fees on Table F.3 of the Part F Pricing Workbook or on additional sheets in the Excel pricing document. Bidders may not charge incidental charges or fees unless such incidental charges and fees are included in the bid. Responses such as "negotiable" or "to be determined" are not acceptable and will be treated as if Bidder did not include such incidental charges or fees in their bid.

10. Evaluation

The AEPA Committee for this category will evaluate bid responses based on the entire response, and according to the criteria detailed in Part B for AEPA's definition of Responsive and Responsible bids.

As a part of the process of determining responsible respondents, the category committee may request reports that describe the financial soundness of your organization. You may be asked to include a third-party report or reports that demonstrate your firm's strength. Accepted financial reports may include balance sheets and Profit & Loss statements for the past three years, a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies).

A recommendation may be made to recommend a single response, or to recommend multiple bidders based on differentiation of product or service between bidders. AEPA will vote as a whole to accept or not accept a committee's recommendation. Once accepted, each recommended bid response will go to the individual states for contract approval. Please note, pricing evaluation may include other considerations, including the total cost of the acquisition and whether the

Proposer's offering represents the best value. The evaluation committee may consider such factors as life-cycle costs, total cost of ownership, quality, and the suitability of an offering in meeting AEPA members' needs.

Below is a summary taken from the Evaluation section in Part A, F. Bid Evaluation, Approval and Award:

Evaluation Criteria
Cost Evaluation
Complete Response to Bid
Conformance to Bid Terms and Conditions
Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume
Quality and Suitability of Products Offered
Marketing Plan
Financial Viability
Demonstrated Track Record of Performance in the Public Marketplace
Value Added Attributes

END OF AEPA IFB #026-F PART A INSTRUCTIONS & SPECIFICATIONS

PART B - **AEPA General Terms and Conditions**

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I. About AEPA

Welcome to this [Association of Educational Purchasing Agencies \(AEPA\)](#) solicitation. AEPA is a unique school procurement consortium established in 2000 and incorporated in 2007 under the state laws of Nevada. We are a consortium of non-profit public agencies representing thirty-one ([31 states](#)). We joined to issue simultaneous Invitations for Bids (IFB), or Request for Proposals (RFP), generating sales for vendor partners in all fifty (50) states. AEPA's mission is to cooperatively serve our members through a continuous effort to explore and solve present and future purchasing needs. Our goal is to secure multi-state volume purchasing contracts with benefits for our public members that are measurable, cost-effective, and exceed members' expectations for customer service and value. AEPA is committed to accomplishing this mission lawfully and ethically, using leading-edge technology and contemporary business practices.

The advantage for vendors to work with AEPA is that you respond to one bid or proposal that is legally performed across as many as 31 states, which have the potential to sell nationwide. You are working with up to 31 agencies with a long and trusted history with their public membership. Through our partnerships, AEPA vendors have access to thousands of public agencies across the country. We are a billion-plus-dollar procurement group through our current awarded vendors and are growing.

AEPA designates one Member Agency per state that is operating legally under the rules and regulations of that state. Any additional agencies that wish to participate will negotiate with the authorized Member Agency and participate through them in a way they mutually agree is not in conflict with AEPA procedures. The Member Agency will be the only agency allowed to represent that state at AEPA and will be the only communication link between AEPA and that state.

Each Member Agency, along with the awarded Vendor Partner, represents, supports, and promotes AEPA contracts within their respective state. While the consortium was initially created to support educational entities, the Member Agency for each state determines which public entities (higher educational institutions, cities, counties, townships, states, etc.) can utilize the competitively solicited contracts. Participating entities may include Public and Private School Districts, Educational Service Agencies, Intermediate School Districts, Higher Education Institutions, Federal Agencies, State Agencies, Local Public Bodies, and Nonprofit Non-Public Corporations, Organizations, other entities contracted to conduct business on behalf of a participating entity provided they are required to follow member state and local procurement regulations, etc. that have authorizations to utilize AEPA Member Agencies' Awarded Contracts.

AEPA has an elected President, Vice President, Secretary, and Treasurer. Operations are overseen by the Executive Director. Solicitations are overseen by the Director of Solicitations. The AEPA Board representing member states meets twice per year and operates otherwise through a sophisticated committee structure.

AEPA Member Agency Information

State	Member Agency Name	Contact	Email	Students
Arkansas	Southwest Arkansas Education Cooperative	Phoebe Bailey	phoebe.bailey@swaec.org	474,337
California	Monterey County Office of Education d/b/a CalSAVE	Ted Witt	tedwitt@epylon.com	5800000
Colorado	Colorado BOCES Association	Bridget Thorn	coopdir@coloradoboces.org	881,000
Connecticut	Capitol Region Education Council (CREC)	Cara Hart	chart@crec.org	513,000
Florida	Panhandle Area Education Consortium	Tori Vuick	tori.vuick@paec.org	2,700,000
Georgia	Cooperative Purchasing Agency	Kevin Benson/Elizabeth Dorman	aepa@cpa4schools.com / edorman@cpa4schools.com	1,600,000
Indiana	Wilson Education Service Center	Brent Minton	bminton@wesc.k12.in.us	1,030,000
Illinois	Illinois Learning Technology Purchase Program	Hope Hardin-Borbely	hhardinborbely@iltp.org	1,925,415
Iowa	AEA Purchasing	Tracie Marshall	tmarshall@aeapurchasing.org	520,000
Kansas	The Purchasing Cooperative at Greenbush	Tina Smith	tina.smith@greenbush.org	478,858
Kentucky	Green River Regional Educational Cooperative	Amanda Turner / Scott Howard	amanda.turner@grrec.org / scott.howard@grrec.org	675,000
Massachusetts	The Education Cooperative	Tricia McKim	pmckim@tec-coop.org	914,959
Michigan	Oakland Schools	Anna Marie Hollander	AnnaMarie.Hollander@oakland.k12.mi.us	1,550,802
Minnesota	Cooperative Purchasing Connection	Melissa Mattson	mmattson@lcsc.org	944,736
Missouri	EducationPlus	Mike Havener	mhavener@edplus.org	880,000
Montana	Montana Cooperative Service	Dave Puyear	dpuyear@mrea-mt.org	144,129
Nebraska	ESU Coordinating Council (ESUCC)	Craig Peterson	craig.peterson@esucc.org	328,649
New Jersey	Educational Services Commission of New Jersey	Timothy Havlush	thavlush@escnj.us	1,369,000
New Mexico	Cooperative Educational Services	Robin Strauser	robin@ces.org	338,307
North Carolina	Carolinas Alliance 4 Innovation (CA4I)	Fred Payne	fred.payne@ca4i.org	1,500,000
North Dakota	North Dakota Educators Service Cooperative	Jane Eastes	jeastes@lcsc.org	118,878
Ohio	Ohio Council of Educational Purchasing Consortia	Tamra Hurst	tamra.hurst@apps.sparcc.org	1,920,103
Oregon	Intermountain ESD	Rob Naughton	rob.naughton@imesd.k12.or.us	570,857
Pennsylvania	Central Susquehanna Intermediate Unit d/b/a Keystone Purchasing Network	Mark Carollo	mcarollo@csiu.org	1,700,000
South Carolina	Carolinas Alliance 4 Innovation (CA4I) dba Carolina Buy	Nita Werner	nwerner@carolinabuy.com	787,000
Texas	Region 16 Education Service Center d/b/a TexBuy	Andrew Pickens	andrew.pickens@esc16.net	5,232,065
Virginia	Fairfax County Public Schools	Laila Sultan	lsultan@fcps.edu	1,297,000
Washington	King County Directors' Association	Bart Powelson	bpowelson@kcda.org	1,071,082
West Virginia	Mountain State Educational Services Cooperative	Jan Hanlon / Kevin Hess	jhanlon@k12.wv.us / kbhess@k12.wv.us	245,000
Wisconsin	Cooperative Educational Service Agency (CESA Purchasing) #2	Meghan Cropp	meghan.cropp@cesapurchasing.org	854,000
Wyoming	Northeast Wyoming Board of Cooperative Educational Services (NEW BOCES)	Noamie Niemitalo / Benny Leonard	nniemitalo@newboces.com / bleonard@newboces.org	93,000

II. General Terms and Conditions for All Agencies

For the purposes of this Solicitation, the following terms must be defined as indicated below, and constitute the general terms and conditions for all AEPA Member Agencies:

Administrative Fee: The percentage of sales that each Vendor Partner pays the Member Agency for sales in their respective state or states that they extend AEPA pricing to.

Administrative Fees must be paid to each Member Agency quarterly. Administrative fees may not exceed 2% based on volume sold net of shipping, sales and government fees.

Advertising: Vendor Partner must not advertise or publish information concerning this contract prior to the award being announced by AEPA Member Agencies. Once the award is made, the Vendor Partner may advertise to the individual Participating Entities that products/services are available. Vendor Partner must submit ad copy to the AEPA Member Agency for review and approval prior to issuing the advertisement.

AEPA Bi-Annual Meetings: AEPA holds two general meetings each year: one in the Spring (usually in April or May) and the other in the Winter (usually in November or December). AEPA requires that all successful contract holders attend both meetings and participate in the vendor engagement activities at the Spring meeting. AEPA requests that all vendor partners register in advance and stay at the AEPA official hotel if rooms are available. All registrations for the meetings are required by the official registration due date as announced by AEPA.

AEPA Member Agency: Refers to the entities identified in the table in Part I of this document who are approved as AEPA members. Member Agencies participating in a particular category are listed in Part A – IV. Specifications, Item 2: Anticipated Member Agency Participation. "Direct or Indirect Participation" may include their involvement through the formulation of any part of a procurement activity; the influencing of the content of any term, condition and/or specification; the evaluation, investigation, auditing and/or the rendering, of advice, recommendation, decision, approval, disapproval and the award and implementation of procurement contract. Not every listed entity may elect to participate in a solicitation once the responses are reviewed and approved.

Affirmative Action: An Affirmative Action Plan, Certificate of Affirmative Action, or other documentation regarding Affirmative Action may be required by AEPA Member Agencies. Vendors must comply with requirements and/or requests for information regarding Affirmative Action by Member Agencies.

Amendment of Solicitation: A solicitation may be amended up to the time of opening.

Appeal:

1. **Initial Contact with Category Committee:** A Respondent desiring appeal of a decision regarding a solicitation or a contract recommendation shall first address, in writing, the appropriate Category Committee. The Category Committee, in collaboration with the Director of Solicitations, will determine an appropriate resolution to the appeal. In addition, the Executive Director and Solicitations Committee will act as advisors in the appeal process.
2. **First Appeal to President:** If the issue appeal is not satisfactorily resolved, it may be submitted to the President of AEPA to determine if the appeal can be satisfactorily resolved or should be presented to the Board.

Applicable Law: The laws of the state of the respective AEPA Member Agency must govern any resulting contract of this solicitation. Suits pertaining to this contract may be brought only in courts in the County and State as prescribed by the AEPA Member Agency. Both parties agree that the Uniform Commercial Code, as adopted by the State of the AEPA Member Agency, must fully apply. The Vendor Partner must comply with any and all laws, whether local, state, federal or otherwise, applicable to any aspect of the work to be performed in relation to the resulting contract. It must be the Vendor Partner's responsibility to identify, make themselves aware of, and determine the applicability and requirements of any such laws and to abide by them.

Approval and Awarding of Contract: AEPA and its AEPA Member Agencies reserve the right to approve and award a contract to one Vendor Partner, to make multiple approvals and awards, to reject any or all offers in whole or in part, to waive any minor formalities or irregularities in any offers, and to accept offers, which in its discretion and according to law may be in the best interest of the AEPA Member Agencies and their Participating Entities. A response to this solicitation is an offer to contract with the AEPA Member Agencies based upon the terms, conditions, and scope of work and specifications contained in this invitation. A solicitation does not become a contract unless and until it is accepted, recommended, and approved by AEPA and awarded by the individual AEPA Member Agency. A contract is formed when an AEPA Member Agency administrator and, if required, an AEPA Member Agency Board approves and signs the Acceptance of Solicitation and Contract Award Form (see Part E) document, eliminating the need for a formal signing of a separate contract.

Assignment: No right or interest in this contract must be assigned or transferred by the Vendor Partner without prior written permission by AEPA and its AEPA Member Agencies, and no delegation of any duty of the Vendor Partner must be made without prior written permission by the AEPA Member Agency. AEPA and its AEPA Member Agencies must not unreasonably withhold approval and must notify the Vendor Partner within fifteen (15) days of receipt of written notice by the Vendor Partner.

Audit Rights: In accordance with applicable law of the State of the AEPA Member Agency, the Vendor Partner's books, and pertinent records related to this contract may be audited at a reasonable time and place.

Authority: This solicitation, as well as any resulting contract/agreement, is issued under the general authority of the State laws of the AEPA Member Agency and those identified within the AEPA Member Agencies' Specific Terms and Conditions, Part C, (see also Procurement Code below). Internal or external Cooperative Purchasing Agreements between the AEPA Member Agency and Participating Entities may exist.

Bidder/Respondent/Offeror/Vendor Partner Definitions:

Bidder, Respondent, Offeror, and Vendor Partner are interchangeable and are used to identify the person(s) or firm(s) submitting a response to an Invitation for Bid or Request for Proposal.

1. Prospective Respondent/Bidder/Offeror: has notified AEPA of a desire to bid by registering on the AEPA solicitation portal. "Bidder" has submitted an offer to AEPA in response to an AEPA solicitation.
2. Recommended Respondent/Bidder/Offeror: has been approved by AEPA for its AEPA Member Agencies for contract consideration.
3. Vendor Partner: has entered into a contract with a participating AEPA Member Agency or subsequently a Participating Entity.

Bonfire eProcurement Platform (<https://gobonfire.com/>), AKA Euna Procurement:

An easy-to-use platform that provides Respondents with the automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit an organization's solicitation response. All changes, updates, uploads, and downloads are time-stamped and logged as part of the solicitation process. Vendors must register to use Bonfire. Registration information is on the [AEPA website](#). There is no cost for vendors to use Bonfire. Bonfire has recently changed its name to EUNA Procurement. Therefore, the names Bonfire and EUNA Procurement are interchangeable in this solicitation.

Brand Names: The use of the name of a manufacturer, brand, make or catalog number does not restrict the Respondent. Brand names and model numbers are used to indicate the character, quality, and/or performance equivalence of the commodity on which offers are submitted. Respondents may submit alternates. However, AEPA reserves the right to decide whether alternatives to the identified manufacturer and brand are equal to the product, equipment, and/or service described in the invitation. AEPA's decision must be final.

Buyer: Identifies the AEPA Member Agencies and their Participating Entities that acquire and purchase commodities, supplies, materials, equipment, and services under AEPA Member Agencies' awarded contracts.

Captions, Headings, and Illustrations: The captions, illustrations, headings, and subheadings in this solicitation are for explanation only and in no way define, limit, or describe the scope or intent of the request.

Certification: By signature in the solicitation section of the Contract Award page, the Respondent certifies: the submission of the offer did not involve collusion or other anti-competitive practices; the Respondent must not discriminate against any employee, or applicant for employment in violation of Federal and State Laws; the Respondent has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with the submitted offer; and the Respondent agrees to promote and offer to AEPA Member Agencies and Participating Entities only those materials and/or services as stated in and allowed under resultant contract(s) awarded.

Christian Doctrine: Any federal, state, and local governing authority's/jurisdiction's statutes, codes, rules, and regulations referenced and/or govern the products, services, and activities relating to and are part of this solicitation, whether or not physically noted or included, must be complied with, and adhered to as required. It is the sole responsibility of the Respondent to perform and complete any necessary research and investigation required to make themselves aware of and comply with this item.

Clarification: As used in this solicitation, clarification means communication with a Respondent for the sole purpose of eliminating minor irregularities, informalities, or apparent clerical mistakes in the solicitation. It is achieved by explanation or substantiation, either in response to an inquiry by the AEPA Member Agency or as initiated by the Respondent. Clarification does not allow the Respondent to revise or modify its solicitation.

Commercially Available Catalog: A published paper catalog or an online website that is widely distributed or accessible to a wide population or set of businesses across the United States. It is made available to the general public, public or nonprofit entities and contains a verifiable price, along with product descriptions, SKU numbers, and photographs. A commercially available catalog is distinct from a custom catalog or website, whose prices and offerings are tailored to niche audiences or are targeted to a small geographic location. The prices published in a Commercially Available Catalog will be considered a company's base pricing or "commercially available pricing" for the purpose of AEPA bids or proposals. All pricing must be in U.S. Dollars. AEPA will not accept an artificial catalog or price list, or base price created for the purpose of responding to a competitive solicitation.

Competitive Range: AEPA and its AEPA Member Agencies reserve the right to establish a competitive range of acceptable responses as part of the evaluation process as defined herein. Responses below the competitive range will be determined to be unacceptable and will not receive further consideration.

Contract Documents: AEPA Member Agency will review proposed contract documents. Vendor Partner's contract document must not become part of AEPA Member Agency's contract with Vendor Partner unless and until an authorized representative of an AEPA Member Agency reviews and accepts it.

Construction: Each AEPA Member Agency defines what constitutes construction within their state statutes, and identifies the policies, rules, regulations, and codes that govern construction projects. AEPA has defined construction as building, altering, repairing, installing or demolishing in the ordinary course of business any road, highway, bridge, parking area or related project; building, stadium or other structure; airport, subway or similar facility; park, trail, athletic field, golf course or similar facility; dam, reservoir, canal, ditch or similar facility; sewage or water treatment facility, power generating plant, pump station, natural gas compressing station or similar facility; sewage, water, gas or other pipelines; transmission line; radio, television or other towers; water, oil or other storage tanks; shaft, tunnel or other mining appurtenance; electrical wiring, plumbing or plumbing fixture, gas piping, gas appliances or water conditioners; air conditioning conduit, heating or other similar mechanical work; or similar work, structures or installations. Construction must also include leveling or clearing land; excavating earth; drilling wells of any type, including seismographic shot holes or core drilling; and similar work, structures, or installations.

Cooperative Procurement: Some individual state procurement codes may contain cooperative purchasing statutes that state any state agency or local public body may either participate in, sponsor or administer a cooperative procurement agreement for the procurement of any services, construction or items of tangible personal property with any other state agency, local public body or external procurement unit in accordance with an agreement entered into and approved by the governing authority of each of the state agencies, local public bodies or external procurement units involved. The cooperative procurement agreement must clearly specify the purpose of the agreement and the method by which the purpose will be accomplished. Any power exercised under a cooperative procurement agreement entered into according to each state's procurement code must be limited to the central purchasing authority common to the contracting parties, even though one or more of the contracting parties may be located in different states.

Cooperative Purchasing Contracts: The Vendor Partner agrees that all the prices, terms, warranties, and benefits granted by the Vendor Partner to AEPA Member Agencies or Participating Entities through this contract will be equal to or better than those offered to any individual entities or cooperatives that have equal or lesser volume. If the Vendor Partner must, during the term of this Contract, enter into arrangements with any customer or cooperative providing greater benefits or terms that are more favorable, the Vendor Partner must notify the AEPA category committee chairperson and offer said prices, terms, warranties, and benefits to all AEPA Member Agencies. The following must be noted:

1. AEPA and its AEPA Member Agencies reserve the right to accept or reject the Respondent's offer if it is determined it does not comply with the above based on their knowledge, investigation, review, and findings of Respondents' submitted prices.
2. In the event the Vendor Partner offers lower prices to another customer or cooperative, AEPA and its AEPA Member Agencies must notify the Vendor Partner of the deviation and request written justification. Based on AEPA and its AEPA Member Agencies' investigation, review, and findings, AEPA reserves the right to take the following actions: to request the Vendor Partner to immediately adjust its AEPA's offered prices to match the lower prices offered, to work with the Vendor Partner to mediate and resolve the situation; or to notify the Vendor Partner that it intends to suspend and/or terminate their contract.

Cost of Preparation: Neither AEPA nor any AEPA Member Agency must reimburse the cost of developing, presenting, or providing any response to this solicitation.

Credit Hold: The Vendor Partner must agree not to place the AEPA Member Agency and/or its Participating Entity on “credit hold” without 10-days advanced notice in writing, either by letter, facsimile, or email to the AEPA Member Agency and the Participating Entity. The AEPA Member Agencies believe it is better for the Vendor Partner if the AEPA Member Agency places the slow paying Participating Entity on “credit hold;” if a Vendor Partner places the Member Agency on credit hold, Participating Entities that pay promptly are penalized. If, on the other hand, the Member Agency places the offending Participating Entity on “credit hold,” payment is more likely to result and only the offending Participating Entity is penalized.

Delivery Terms, Conditions, and Requirements

1. **Delivery:** is to be made within the specified time identified in Part A Specifications for each solicitation category, unless otherwise stipulated in writing and accepted by all parties (Buyer placing order and Vendor Partner). The Vendor Partner agrees to notify the Buyer if an order cannot be processed within the specified period and/or the agreed-upon timelines.
2. **The title and risk of loss of material or service:** must not pass to the Buyer purchasing the material or services until it receives the material or service at the point of delivery (FOB Destination), and they have been accepted, unless otherwise provided within this document or individual project’s contract.
3. **Ownership of products and services** happens only after receipt and acceptance of delivery by the Buyer. The Buyer will be the determining judge of whether materials and services delivered under the purchase order/contract satisfy the specifications and requirements as identified in the contract/order.
4. **Fungible Goods:** Title to an undivided share or quantity of an identified mass of fungible goods will not pass to a Buyer until the separation of the purchased share has been made, delivered, and received.
5. **Shipping Terms:** (See Part A Specifications for specific instructions on shipping and handling costs for the individual category you are responding to.) Vendor Partner must retain the title and control of all goods until they are delivered and received. All risks of transportation and all related charges must be the responsibility of the Vendor Partner unless other arrangements have been made between the vendor partner and the AEPA Member Agency. Shipping must be FOB destination. The Vendor Partner must file all claims for visible or concealed damage. AEPA Member Agency, or the receiving Buyer, will notify the Vendor Partner and/or Freight Company promptly of any damaged goods and must assist the freight company/Vendor Partner in arranging for inspection. No FOB vessel, car, or other vehicle terms will be accepted.
 - a. **Shipping Costs:** Products may be shipped without separate shipping costs. If shipping is allowed as a separate line item per Part A Specifications and charged, the actual cost of delivery may be added to an invoice. No COD orders will be accepted unless specifically requested by the AEPA Member Agency.
 - b. **Shipment under Reservation:** Vendor Partner is not authorized to ship materials under reservation and no tender of a bill of lading will operate as a tender of the materials.
 - c. **Shipping Errors:** Vendor Partner agrees that shipping errors will be at the expense of the Vendor Partner. For example, if a Vendor Partner ships a product that was not ordered, it is the responsibility of the Vendor Partner to pay for return mail or shipment.

6. **Stored Materials (vendor managed inventory):** Upon prior written agreement between Vendor Partner and Buyer, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to the Buyer prior to payment. Such materials must be stored and protected in a secure location and be insured for their full value by Vendor Partner against loss and damage. Vendor Partner agrees to provide proof of coverage and/or addition of Buyer as an additional insured upon Buyer's request. Additionally, if stored offsite, the materials must also be clearly identified as the property of the Buyer and be separated from other materials. The buyer must be allowed a reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary. Until final acceptance by Buyer, it must be the Vendor Partner's responsibility to protect all materials and equipment. Vendor Partner warrants and guarantees that title for all work, materials, and equipment must pass to Buyer upon final acceptance. Payment for stored materials must not constitute final acceptance of such materials.
7. **Improper delivery:** Unless contrary to other parts of this solicitation, if the goods, services, or tender of delivery fail in any respect, to conform and adhere to the terms, conditions, specifications of the resulting contract based on this solicitation and/or the individual Buyer's contract/order, the Buyer may reject the whole, accept the whole, or accept any commercial unit or units and reject the rest.
8. **Defective Goods:** Vendor Partner agrees to pay for return shipment on goods that arrive in a defective or inoperable condition. Vendor Partner must agree to arrange for return shipment of damaged goods.
9. **Liquidated Damages:** The Buyer may suffer financial loss if the project is not substantially complete, or products or services are not delivered on the established date. The Vendor Partner (if applicable surety) must be liable for and must pay to the Buyer, not as a penalty, the sums that may be hereinafter agreed upon as liquidated damages per calendar day of delay until the work and/or delivery is determined by Buyer to be complete and/or delivered. Liquidated damages will be determined on a project-by-project basis.
10. **No Replacement of Defective Tender:** Every tender of materials must fully comply with all provisions of this contract. If tender is made which does not fully conform, this must constitute a breach, and Vendor Partner must not have the right to substitute a conforming tender without the written consent of all parties involved.
11. **Default in One Installment to Constitute Total Breach:** Vendor Partner must deliver conforming materials in each installment or lot of this contract and may not substitute nonconforming materials. The AEPA Member Agency reserves the right to declare a breach of contract if the Vendor Partner delivers nonconforming materials or services to any Buyer under this contract.
12. **Restocking Fees:** A restocking fee may only be charged on products ordered and delivered to the Buyer's site in accordance with the order/contract. Restocking fees in excess of 15% will not be allowed. Restocking fees may be waived, at the option of the Vendor Partner. The Vendor Partner must identify, specify, and justify any exceptions or deviations taken.

Disbarment and Suspension: By signature accepting Terms and Conditions, it is certified on behalf of the company and their key employees that neither the company nor its key employees have been proposed for debarment, debarred, or suspended by any State or Federal Agency within the last five (5) years. If within the past five (5) years, any Respondent has been disbarred, suspended or otherwise lawfully precluded from participating in any public procurement activity with a federal, state or local government, the Respondent must include a letter with its response that includes the name and address of the public procurement unit, the effective date of the suspension or debarment, the duration of the suspension or debarment, and the relevant circumstances relating to the suspension or debarment. Any failure to supply such a letter or not to disclose in the letter all the pertinent information may result in the cancellation of any resulting contract. By signing the solicitation section, the Respondent certifies that no current suspension or debarment exists.

EDGAR (2 CFR 200) Compliance: Respondents are required to complete Education Department General Administrative Regulations (EDGAR) compliance certification, found in Part E of this solicitation. EDGAR regulations govern all federal grants awarded by the U. S. Department of Education on or after December 26, 2014.

Eligible Entities: Individual AEPA Member Agency's state procurement codes and statutes dictate which agencies, entities, and organizations can participate in cooperative procurement contracts approved by AEPA and awarded by its members. Depending on state-specific regulations, federal and state agencies, local public bodies, and non-profit/non-public entities may utilize these contracts.

Estimated Quantities: In Part A Specifications of this solicitation, AEPA, and AEPA Member Agencies have indicated their anticipated volume for the products and services requested. It is anticipated that a considerable amount of activity will result from this solicitation; however, there is no guarantee of future order quantities since this is an indefinite-quantity contract. Usage depends on the actual needs of the AEPA Member Agencies, their Participating Entities, and the marketing by the Vendor Partner.

Euna Procurement eProcurement Platform, AKA Bonfire (<https://gobonfire.com/>):

An easy-to-use platform that provides Respondents with the automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit an organization's solicitation response. All changes, updates, uploads, and downloads are time-stamped and logged as part of the solicitation process. Vendors must register to use Bonfire. Registration information is on the [AEPA website](#). There is no cost for vendors to use Bonfire. Bonfire has recently changed its name to EUNA Procurement. Therefore, the names Bonfire and EUNA Procurement are interchangeable in this solicitation.

Experience, Proven Track Record and Past Performance Information: It has been determined by AEPA and its AEPA Member Agencies to be a major factor in consideration if a Respondent possesses the ability, capacity, and resources to acquire, manufacture, deliver, construct, install, service and support all of the procurement functions and activities involved in a national contract of this nature. AEPA and its AEPA Member Agencies reserve the right to accept or reject an offer if, in its judgment, the Respondent failed to demonstrate the following: a proven track record in the products and services offered (qualifications, knowledge, and background); is willing and able to deliver the proposed products and/or services to ninety (90%) percent of those participating AEPA Member Agencies identified in Part A (unless otherwise noted in Part A Specifications) and has provided relevant information regarding its actions under previously awarded contracts to schools, local, state, or federal agencies. It includes the Respondent's record of conforming to specifications and standards of good workmanship; the Respondent's record of containing and forecasting costs on any previously performed cost-reimbursable contract schedules, including the administrative aspects of performance; the Respondent's history for reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent's businesslike concern for the interests of the customer.

Additionally, any former Vendor Partner that has not been recommended for extension during a solicitation cycle, or current Vendor Partner that has had under \$100,000 in total sales during the solicitation cycle, must appeal to AEPA in writing ([to bid-committee@aepacoop.org](mailto:bid-committee@aepacoop.org)) before being considered as a viable respondent to the solicitation. The appeal should include reasons for the poor past performance and steps that have been taken by the Vendor Partner to improve future performance. AEPA will reject the appeal if, in AEPA's sole discretion, the appeal does not sufficiently address poor past performance and steps to improve future performance. Failure of the Vendor to provide the appeal, before the due date of the solicitation, will result in the Vendor's submission being rejected.

External Procurement Unit: means any procurement organization not located in a current AEPA Member Agency state which, if located in the state, would qualify as a federal or state agency or a local public body. Various state procurement codes allow external procurement units to offer their contracts and for agencies within those states to utilize those contracts to acquire goods and services.

Federal Agency [25] USC 3001 (4): Is defined as any department, agency, or instrumentality of the United States, any executive department, military department, government corporation, government-controlled corporation, or other establishments in the executive branch of government, including the Executive Office of the President or any independent regulatory agency established through legislative and/or administrative action.

Federal Requirements: Vendor Partner agrees, when working on any federally-assisted projects with more than \$2,000 in labor costs, to comply with the Contract Work Hours and Safety Standards Act (40 U.S.C. 329 et seq.) and all applicable sections of the act and the Department of Labor's supplemental regulations (29 CFR parts 5 and 1926), the Civil Rights Act of 1964 as amended, the Davis-Bacon Act (Section 29, CFR Part 5), and the Copeland "Anti-Kickback" Act (18 U.S.C. 874) as supplemented in the Department of Labor regulation (29 CFR part 3). In such projects, the Vendor Partner agrees to post wage rates at the worksite and submit a copy of their payroll to the AEPA Member Agency for their files. Also, to comply with the Copeland Act, the Vendor Partner must submit weekly payroll records to the AEPA Member Agency. The Vendor Partner must keep records for three (3) years and allow the federal grantor agency access to these records, upon demand. All federally assisted contracts to an AEPA Member Agency that exceed \$10,000 may be terminated by the federal grantee for noncompliance by the Vendor Partner. In projects that are not federally funded, Vendor Partners must agree to meet any federal, state, or local requirements, as necessary. Also, if compliance with the federal regulations increases the contract costs beyond the agreed-on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee. On all other projects, the prices must agree with this contract. Vendor Partner must comply with all applicable standards, orders, or requirements issued under Section 306 of the Clean Air Act (42 U.S.C.) 187 [h], and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et. Seq.); and, Executive Order 11738 and Environmental Protection Agency (EPA) regulations (40 CFR Part 15), which prohibit the use under non-exempt federal contracts, grants, or loans of facilities included in the EPA list of violated facilities.

Force Majeure: Except for payments of sums due, neither party must be liable to the other, nor be deemed in default under this contract, if, and to the extent, that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence, including, but not limited to the following: acts of God; acts of the public enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; blizzards; earthquakes; tornadoes or violent winds; hail storms; lockouts; injunctions-intervention-acts, or failures or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure, which such party is unable to prevent by exercising reasonable diligence. The force majeure must be deemed to commence when the party declaring it notifies the other party of the existence of the force majeure and must be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with the contract. Force majeure must not include late deliveries of equipment or materials caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or similar occurrences. If either party is delayed at any time by force majeure, the delayed party must notify the other party in writing of such delay within forty-eight (48) hours.

Form of Contract: The form of contract for this solicitation must be the published solicitation, the awarded Vendor Partner's response, and properly issued purchase orders and/or contracts in accordance with this solicitation. If a firm submitting an offer requires AEPA Member Agency and/or Participating Entities to sign an additional contract, a copy of the proposed contract must be included with these.

Gratuities: AEPA Member Agency may, by written notice, cancel this contract if it is found that gratuities, in the form of entertainment, gifts or otherwise, were offered or given by the Vendor Partner or any agent or representative of the Vendor Partner, to any employee of the AEPA Member Agency with a view toward securing a contract or with respect to the performance of this contact. However, paying the expenses of normal business meals, which are generally made available to all eligible school and government employees, must not be prohibited by this paragraph. Samples of software, equipment, or hardware provided to the AEPA Member Agency for demonstration, evaluation, or loan purposes are not considered gratuities.

Historically Under-Utilized Business: An “Historically Under-Utilized Business” (HUB) is a category for companies that have traditionally failed to reap the benefit from full and equal procurement opportunities. Typically, these types of companies may include women-owned, disabled veteran-owned, and minority-owned businesses or operations defined as small businesses, micro businesses, or businesses operating in enterprise zones. For the purpose of this solicitation, a Bidder opting to offer a HUB program, may self-define the types of HUB businesses it includes in its network of HUB partners and the role they play; however, the Bidder must ensure that the partner-authorized HUBs provide a “Commercially Useful Function.” As it related to HUB businesses, a “Commercially Useful Function” (CUF) is work that is integral to sales, delivery, or supply-chain solution, and not a mere facade for the pass through of goods. Examples of HUB work that qualify as a Commercially Useful Function include instances when HUBs:

- Execute a specific element of the scope of work including supplying of goods and services.
- Provide services work that is normal for the firm’s assortment of business services.
- Are fully or partially responsible for paying for wholesale materials, conducting sales, installation of products, delivery of products.
- Do not subcontract a portion of the work greater than expected by industry practices.
- Act as resellers, buying products wholesale from the awarded Vendor/Contractor.

Indemnification: Vendor Partner will indemnify, defend and save harmless AEPA, its Members, Participating Entities, its employees from any and all claims, demands, suits, proceedings, loss, cost and damages of every kind and description, including any attorney’s fees and/or litigation expenses, which might be brought or made against or incurred by AEPA, its Members, Participating Entities, its employees on account of loss or damage to any property or for injuries to or death of any person, caused by, arising out of, or contributed to, in whole or in part, by reasons of any act, omission, professional error, fault, mistake, or negligence of Vendor Partner, its employees, agents, representatives, or Subcontractors, their employees, agents, or representatives in connection with or incident to the performance of this agreement, or arising out of worker’s compensation claims, unemployment compensation claims, or unemployment disability compensation claims of employees of Vendor Partner, and/or its Subcontractors or claims under similar such laws or obligations. Vendor Partner’s obligation under this section will not extend to any liability caused by the sole negligence of AEPA, its Members, participating Entities, its employees. The liability of AEPA, its Members, Participating Entities, or its employees will be subject in all cases to the immunities and limitations of Nevada or the AEPA Member Agency’s state laws.

Installation: Equipment and items of construction must be installed in accordance with the manufacturer’s instructions, specifications, in accordance with any federal, state, local rules, regulations, codes, and the schedule determined by the AEPA Member Agency and/or Participating Entity.

Insurance: Prior to executing a contract with the AEPA Member Agency or a Participating Entity under this solicitation, if required, the Vendor Partner must procure, maintain and provide certification from insurer(s) for minimal coverage during the life of any resulting contract/agreement, to include but not limited to comprehensive public and/or commercial liability, errors and omissions, workman’s compensation, unemployment and other insurance coverage required by and applicable to each AEPA Member Agency state’s statutes and federal laws in which proposed products and services will be offered and provided. Evidence of the required insurance for each of those AEPA Member Agencies’ state, who indicated an interest in

participating in this solicitation, identified in Part A Specifications by providing written evidence and/or documentation from your insurer(s) indicating your firm has in place the type and amount of coverage required by each of the states. The Bidder has the sole responsibility to conduct and perform the necessary research to make themselves aware of and to understand each state's requirements.

1. Certificate of Insurance: The Vendor Partner must provide, as required, a certificate of insurance for commercial liability insurance, naming the AEPA Member Agency and or its Participating Entity as the certificate holder (co-insurer). All insurance policies are to be executed by an insurance company authorized to do business in those AEPA Member Agencies' states participating in this solicitation.
2. Subcontractor's Insurance: Prior to commencing any work, any Subcontractor must procure and maintain, at its own expense until final acceptance of the work, insurance coverage in a form, and from insurers acceptable to the prime Vendor Partner. All Subcontractors must hold the appropriate type and amount of insurance coverage required by the AEPA Member Agency state in which the work is being done and will provide insurance, which waives all subrogation rights against the prime Vendor Partner, AEPA Member Agency and its Participating Entities.

Invalid Term or Condition: If any term or condition of this solicitation and any resulting contract must be held invalid or unenforceable, the remainder of this solicitation and any resulting contract must not be affected and must be valid and enforceable.

Late Responses: Late responses will not be accepted. All offers must be submitted online via Bonfire eProcurement Solution (<https://gobonfire.com>) by the due date and time of this solicitation.

Leases and Rentals: Vendor Partner may allow AEPA Member Agency or Participating Entity to rent, lease, or lease-purchase. The buyer must receive a copy of the executed leasing documents prior to processing a purchase order. Vendor Partner agrees that leases will comply with the Uniform Commercial Code and the Buyer's individual state laws. All terms of leasing must be included in the offer, with interest rates described as related to a published government standard. Vendor Partner must indicate in their response to this solicitation and in any leasing/rental agreement, all costs (must be itemized) associated with early termination and/or the returning of leased or rented equipment that are the responsibility of the Buyer. No sale of a contract to a third party will be made without informing the Buyer of the transfer. If Vendor Partner sells a lease contract to a third party, the cost of return of the product must not be greater than the cost of return to the original Vendor Partner.

Legal Remedies: All claims and controversies must be subject to the Procurement Code of the state in which the AEPA Member Agency or Participating Entity resides.

Licenses and Registration: Each state and local jurisdiction in which a transaction may occur may require various types of licenses and/or registrations (business, construction, etc.). Likewise, there are various policies, procedures, rules, regulations, codes, and laws that govern such licensing/registration within federal, state, and local jurisdictions, therefore, it is the Respondent's/Vendor Partner's responsibility to be aware of, obtain and maintain in current status all federal, state, and local licenses, registrations and bonds required for the performance and delivery of any and all products and services offered in its response to this solicitation. It is also the responsibility of the Respondent/Vendor Partner to ensure that any Subcontractors performing under this solicitation hold and maintain the appropriate licenses/registrations. The Respondent will submit copies of licenses, registration, and/or other documentation to substantiate whether they hold the appropriate licenses/registration required by individual jurisdictions covered by this solicitation.

Liens: All materials and services must be free of all liens.

Local Public Body: A political subdivision of the state and the agencies, instrumentalities, and institutions thereof. Such agencies may include but are not limited to two-year and four-year post-secondary educational institutions, pre-k-12 institutions, counties, cities, and municipalities, except as exempted pursuant to the Procurement Code within each state. Entities within these groups may include but are not limited to political subdivisions, administrative units, councils, commissions, boards, and organizations that either by federal, state, or local legislative or administrative action or appointment and have been established or given the responsibility and authority to act, conduct and perform various activities on behalf of the federal or state agency or local public body.

Manufacturer's Representative: Dealers, distributors, and installers of specialized facility technology, electrical, mechanical systems and equipment, who, if permitted by the Scope of Work, submit an offer as a manufacturer's representative, must be able to provide documented evidence from and/or between it and the manufacturer certifying that the Respondent is a bona fide manufacturer's agent for the specific products/services proposed, the Respondent is authorized to submit an offer on such products/services, and a guarantee that, should the Respondent fail to satisfactorily fulfill any obligations established as a result of the award of contract, the manufacturer will either assume and discharge such obligations covered by warrantees or provide for their competent assumption by one or more bona fide representatives for the term of the contract/warranty period. Respondents of software, mechanical devices, electrical products/systems, and other commodities that makeup systems/networks must be able to provide the same information from a manufacturer.

Modification by Buyer: Vendor Partner must have no obligation with respect to any patent and copyright infringement claim based upon Buyer's modification of the equipment and/or software, or its operation or use with apparatus, data or programs not furnished by Vendor Partner. However, one Buyer's action will not preclude Vendor Partner's obligation to others not having modified their equipment or software.

Money: All transactions are payable in U.S. currency only.

Multiple Approvals and Awards: throughout the United States, AEPA Member Agencies have a large number of Participating Entities who take advantage of and utilize awarded contracts. To ensure that any issued contract will allow these entities to fulfill current and future needs and requirements, AEPA and its AEPA Member Agencies reserve the right at their discretion to approve and/or award one contract, multiple contracts, or no contracts. The actual use of any contract will be at the sole discretion of the AEPA Member Agency or the Participating Entity.

Nonexclusive Contract: Any contract resulting from this solicitation must be approved and awarded with the understanding and agreement that it is for the sole convenience of AEPA, its AEPA Member Agencies, their Participating Entities and they reserve the right to obtain like goods and services from another source.

Nonprofit, Non-Public Educational Institutions, and other Nonprofit Organizations (Section 501(c)(3) of the Internal Revenue Code, Federal Tax Code): is defined as charitable, religious, educational, public service, support, and scientific organizations, entities, corporations that qualify as exempt organizations under Section 501(c)(3) of the Internal Revenue Code, or corresponding section of the Federal Tax Code.

Notice: Notices under this solicitation/contract will be in writing and will, for all purposes, be deemed to have been fully given when sent by registered or certified mail, return receipt requested, postage prepaid, an email with appropriate verification, properly addressed to the respective parties as specified herein or at such other address as may be specified by either party from time to time.

Novation: If the original Vendor Partner sells or transfers all assets or the entire portion of the assets used to perform this contract, a successor in interest must guarantee to perform all obligations under this contract. AEPA and its AEPA Member Agencies reserves the right to recommend approval, acceptance, or rejection of the new party. A simple change of name agreement will not change the contractual obligations of the Vendor Partner.

Ordering Procedures: AEPA has established a standard and special ordering process as defined below. Additionally, some AEPA Member Agencies also prefer or utilize electronic ordering as the method for the transactions.

1. Standard Ordering Process: Buyer will select items for purchase from provided published catalog/price list or Vendor Partner will issue a quote upon request; the vendor will also send a copy of their quote to the state AEPA Member Agency for all construction-related bids. The buyer will prepare and issue a purchase order to the Vendor Partner based on the product catalog, price list, or Vendor Partner's quote. Vendor Partner will deliver and invoice the Buyer; Buyer will acknowledge delivery and acceptance by issuing the Vendor Partner payment. Vendor Partner, based on the agreed-to process, will report and submit payment for the AEPA Member Agency's administrative fee to the AEPA Member Agency (quarterly). The vendor Partner must provide the transaction and volume reporting in the AEPA report format.

2. Special Ordering Process:

- a. Buyer will select items for purchase from provided published catalog/price list or Vendor Partner will issue a quote upon request;
- b. Buyer will prepare and issue a purchase order to the AEPA Member Agency based on the product catalog, price list or Vendor Partner's quote;
- c. Vendor Partner will deliver the goods and/or service to the Buyer and will invoice the AEPA Member Agency;
- d. AEPA Member Agency will invoice the Buyer and add their administrative fee to the invoice price;
- e. AEPA Member will pay Vendor Partner for the goods and/or service once the Buyer has confirmed acceptance.
- f. The vendor Partner must provide the transaction and volume reporting as stipulated quarterly in the AEPA report format.

3. Electronic Ordering

When a Vendor Partner based online ordering system is available, the following functionality is required:

- a. Electronic ordering systems must be secure, and password protected. Entering the system with the designated password must automatically send the user to AEPA contract pricing.
- b. When the Buyer requires purchase orders, electronic ordering system must require the entry of a purchase order number, credit card, or purchasing card prior to accepting an order.
- c. Electronic ordering systems must automatically assign correct contract prices to applicable orders.
- d. Electronic ordering systems should list catalog price and AEPA discounted price.
- e. Electronic ordering systems must track orders and purchases covered by the AEPA contract for reporting and audit purposes. The vendor Partner must provide the transaction and volume reporting in the AEPA format.
- f. Electronic ordering systems' pricing must include the AEPA Member Agencies administrative fee required by the AEPA Member Agencies.
- g. Electronic ordering systems should allow AEPA Member Agencies to print an archived (historical) copy of a Buyer's order.

Order of Precedence: In the event a conflict occurs the following order of precedence must prevail:

1. Member Agency specific terms and conditions
2. Specifications and scope of work
3. General terms and conditions
4. Attachments and exhibits
5. Documents referenced or included in the solicitation.

Overcharges by Antitrust Violations: Member Agency maintains that, in actual practice, overcharges resulting from antitrust violations are borne by the Buyer. Therefore, to the extent permitted by law, the Vendor Partner hereby assigns to the Member Agency any and all claims for such overcharges as to the goods or services used to fulfill the contract.

Parole Evidence: This contract represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.

Participating Entity: Those Public and Private School Districts, Educational Service Agencies, Intermediate School Districts, Higher Education Institutions, Federal Agencies, State Agencies, Local Public Bodies, and Nonprofit Non-Public Corporations, Organizations, other entities contracted to conduct business on behalf of a participating entity provided they are required to follow member state and local procurement regulations, etc. that have authorizations to utilize the AEPA Member Agencies' Awarded Contracts.

Patent and Copyright Indemnification: To the extent permitted by law, Vendor Partner must indemnify and hold harmless Member Agency and its Participating Entities against any liability, including costs and expenses, for infringement of any patent, trademark or copyright arising out of contract performance or use by Member Agency and its Participating Entities of materials furnished or work performed under this contract. Member Agency and its Participating Entities must reasonably notify Vendor Partner of any claim for which it may be liable under this paragraph.

Performance Bonding (required for construction projects): Performance bonds are completed after the contract and at the time a member authorizes a project. The Vendor Partner agrees to provide all performance and payment bonds for individual projects executed by a surety company authorized to do business in the individual AEPA Member's state and said surety to be approved in federal circular 570 as published by the United States treasury department, the state or the local governing authority, in an amount equal to one hundred percent of the price specified in the contract; when required by an AEPA Member Agency or Participating Entity at the time a contract is executed. If the Vendor Partner fails to deliver any required performance or payment bonds, the AEPA Member Agency or Participating Entity must not execute the contract or terminate the contract with the Vendor Partner and the appropriate AEPA Category Committee must be notified of such failure and must take the appropriate action.

Piggyback Contracts: In the event a new Member Agency joins AEPA, the Member Agency may elect to award any and all existing contracts if permissible by their state laws.

Prevailing Wage: Where applicable, the Vendor Partner must comply with prevailing wage legislation in effect in the jurisdiction of the awarding AEPA Member Agency.

Pricing: AEPA has identified and stipulated the type of bid and the pricing methodologies that are to be utilized to price and submit bid or proposal prices. The Vendor Partner agrees that the cost for any item bid or offered on this contract will be uniform for all states and that any differences in pricing are due to state-specific installation and labor costs, AEPA Member Agency's Administrative Fee, or other approved reasons. The Respondent must provide their pricing as requested utilizing the various pricing methodologies specified in Part A. **The Respondent/Vendor Partner must agree that they will not offer or provide a better price to any individual entities or cooperatives with equal or lesser volume than that through AEPA.** Please note the following that relates to pricing:

1. **Proposal Pricing:** For services priced through an AEPA Request for Proposal, vendors may respond with a discount off labor and material costs. Labor must be sufficiently itemized by title and include total rate (salary and fringe). Material costs must be itemized. Any Vendor Partner awarded under a time and materials pricing strategy must provide a "not to exceed" project quote to the purchasing Agency for work approval.

Prime Vendor Partner: For the purpose of this solicitation, a Vendor Partner will be considered a prime Vendor Partner and not a Subcontractor. Any Vendor Partner paid directly by the AEPA Member Agency or Participating Entity is a prime Vendor Partner; a Vendor Partner pays a Subcontractor. Prime Vendor Partners using Subcontractors are responsible for all actions of its Subcontractors.

Procurement Code: All Respondents/Vendor Partners must make themselves aware of and comply with all federal, state, and local statutes and regulations.

Products and Services

1. **Product Line:** If applicable, contracts will be awarded to Respondents able to provide their complete product line(s) of commodities, supplies, equipment, software, and services that meet the scope of work and specifications of this solicitation. Respondents with a published, priced catalog may submit their entire catalog; AEPA reserves the right to select or reject products within the catalog for recommendation without having to award all the contents.
2. **Serial Numbers:** Offers must be for equipment on which the original manufacturer's serial number has not been altered in any way.
3. **Current Products:** All offers must be for commodities, supplies, equipment, and software in current production; meet or exceed commercial and industry standards; and marketed and provided nationally to the general public and/or educational/governmental agencies.
4. **Construction Products and/or Services:** Are associated with building, erecting, altering, repairing, installing or demolishing in the ordinary course of business any: (1) road, highway, bridge, parking area or related project; (2) building, stadium or other structure; (3) airport, subway or similar facility; (4) park, trail, athletic field, golf course or similar facility; (5) dam, reservoir, canal, ditch or similar facility; (6) sewage or water treatment facility, power generating plant, pump station, natural gas compressing station or similar facility; (7) radio, television or other tower; (8) shaft, tunnel or other mining appurtenance; (9) electrical wiring, plumbing or plumbing fixture, gas piping, gas appliances or water conditioners; (10) air conditioning conduit, heating or other similar mechanical work; or similar work, structures or installations; (11) leveling or clearing land; (12) excavating earth; (13) drilling, wells of any type, including seismographic shot holes or core drilling; and similar work, structures or installations.
5. **Services:** Are defined as the furnishing of labor, time, or effort by a Vendor Partner not involving the delivery of a specific tangible product other than reports and other materials which are merely incidental to the required performance.

6. **Professional Services:** Services relating to architects, archeologists, engineers, surveyors, landscape architects, medical arts practitioners, scientists, management and systems analysts, certified public accountants, registered public accountants, lawyers, psychologists, planners, researchers, educational specialist, construction managers and other persons or businesses providing similar professional services, which may be designated as part of this solicitation.
7. **Peripheral & Optional Items:** Respondents can include various peripheral products, equipment, accessories, services, deliverables, and related items that are associated with and function with the primary offering. Optional equipment or products may be added to the contract during the term of the contract. AEPA reserves the right to accept or reject such offerings under the following conditions: the enhancement is recommended by AEPA and approved by the Member Agency; the option is priced at a discount similar to other options; and the option is an enhancement to the unit.
8. **Descriptive Literature and Brand Names:** All offers are to include a complete set of the manufacturer's descriptive literature regarding the commodities, supplies, materials, equipment, and software offered. Brand names, trade names, and/or catalog numbers used in the solicitation will be intended to describe and identify the type, level, and quality of products, equipment, and software being requested.
9. **Discontinued Products:** If a product or model is discontinued by the manufacturer, Vendor Partner may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.
10. **Product Specifications:** This solicitation is designed to enable a Respondent to satisfy a requirement for a commodity, supply, material, equipment, software, process, or service. A specification may be expressed as a standard, a part of a standard, or independent of a standard; by specifying a manufacturer's brand and model. No specification is intended to unnecessarily limit competition by eliminating items capable of satisfactorily and/or meeting the actual needs of the procurement. When a brand name product is specified and is only available for a single source, Respondents are encouraged to offer alternative products that they believe to adhere to and comply materially, functionally, and operationally equal to or better than the brand name product specified. **Any Respondent, believing a specification is unnecessarily restrictive, must indicate such in the form of a question during the solicitation process and prior to the due date for questions listed in the solicitation.** The fact that a manufacturer or supplier chooses not to produce or supply the commodity, supply, material, equipment, software, or services to meet these specifications will not be considered sufficient cause to adjudge these specifications as restrictive. If the Respondent deviates from these specifications, reasons must be stated for such deviation and state why, in their opinion, the commodity, supply, material, equipment, software, or services bid will render equivalent reliability, coverage, performance, and/or service. Failure to detail all such deviations may comprise sufficient grounds for rejection of the entire offer.
11. **Quality:** Unless otherwise modified elsewhere in this solicitation, Vendor Partner warrants the commodities, supplies, materials, equipment, and services delivered as stipulated in the Buyer's purchase order/contract, must be: of quality to pass without objection in the industry and professional standards normally associated with them; fit for the intended purpose(s) for which they are used; of even kind, quantity and quality within each unit and among all units, within the variations permitted by the contract; adequately offered, presented, delivered, accomplished and complete as the contract may require; and conform to the written promises and/or oral affirmations of fact made by Vendor Partner.

Product Information, Catalogs, and Price Lists: Respondents must include an electronic copy of the latest edition of the commercially available catalog and price lists that the discount will be applied to with the response. Throughout the term of the contract, Vendor Partner(s) must furnish all AEPA Member Agencies and their Participating Entities with copies of approved commercially available catalogs and price lists in the format desired (electronic, online shopping cart, etc.).

Progress Payments: Progress payments are allowed on purchases for goods and services under the following conditions: The Buyer and the Vendor Partner agree to the terms of the progress payments prior to issuing a purchase order; the purchase order describes the amounts to be paid and the date of payment; the Buyer has a satisfactory method of verifying progress described in writing in a letter or on the purchase order; that payments will only be made when actual goods and/or services are verified/received; and that any such payments be made in full compliance of Buyer's local board rules and any and all other applicable state rules and regulations.

Protest Resolution: Protest must be resolved, in accordance with AEPA's Board Policies, Procedures and/or the appropriate state statutes where the AEPA Member resides. AEPA intends that all solicitation protest decisions from the point a solicitation has been published through contract approval or rejection will be resolved by AEPA. Protests concerning contract award by AEPA Member Agencies will be resolved by the respective AEPA Member Agency.

- 1. Protest Costs:** The losing party to the protest must be responsible for the reasonable and justifiable costs of the protest. The protest costs must be based on the costs and expenses incurred by AEPA and its Member Agencies, including but not limited to staff salaries, attorneys' fees, hearing, reproduction, transcription, and travel costs.

Provisions Required by Law: By submitting a response to this solicitation, Respondents are acknowledging they have conducted and performed the required research to make themselves aware and knowledgeable of all federal, state, and local laws/statutes that are referenced herein, may pertain to and/or govern the procurement activities and transactions covered by this solicitation. These provisions of law and any clause required by law that is associated with and relates to this solicitation and any resulting contract will be read and enforced as though it were included herein.

Public Record: All offers submitted to this invitation become the property of AEPA and will become a matter of public record, available for review, subsequent to the solicitation due date. The Opening Record will be posted to the AEPA website (www.aepacoop.org).

Questions: Inquiries and questions related to this solicitation must be submitted online in Bonfire, per the timeline included in Part A.

Once a contract has been awarded by an individual AEPA Member Agency any inquiries and questions relating to contract implementation, execution, transactions, and/or concerns/issues occurring within that state should be addressed to the individual AEPA Member Agency.

Reporting: Vendor Partners are required to submit quarterly detailed sales reports to all AEPA Member Agencies.. If there are no sales, \$0 reports are required. A Vendor Quarterly Report Template is included with this solicitation.

Respondent Acceptance Period: To allow AEPA Member Agencies the opportunity to evaluate the offers, AEPA requires that an offer in response to this solicitation be valid and irrevocable for one hundred twenty-days (120) after opening time and date.

Right to Assurance: Whenever one party to this contract in good faith has reason to question the other party's intent to perform, he/she may demand that the other party give written assurance of this intent to perform. In the event that a demand is made, and no written assurance is given within ten (10) days, the demanding party may treat this failure as an anticipatory repudiation of the contract.

Right to Request Additional Information: AEPA, and its respective representatives, reserves the right to request any additional information during the procurement process that might be deemed necessary to better understand the submitted solicitation response including, but not limited to, clarifying questions. Respondents may be requested to submit such answers in writing but will not be allowed to change or alter their offer.

Safety Measures: Vendor Partners must take all necessary precautions for the safety of employees on the worksite, and must erect and properly maintain at all times, as required by job conditions and progress of the work, all necessary safeguards for the protection of the workers and public. They must post danger-warning signs against the hazards created by their operation and work in progress. Proper precautions must be taken pursuant to state law and standard construction practices to protect workers, the general public, and existing structures from injury or damage.

Safety Standards: All items supplied in this contract must comply with the current applicable Occupational Safety and Health Standards, the National Electric Code, and the National Fire Protection Association Standards.

Severability: The provisions of this contract are severable to the extent that any provision or application held to be invalid must not affect any other provision or application of the contract that may remain in effect without the invalid provision or application.

Substance Use & Conduct: All Vendor Partners and Subcontractors must adhere to the local substance (alcohol, drug, smoking, etc.) and conduct (dress code, language, parking, etc.) policies while on AEPA Member Agencies and Participating Entities premises.

State Agency: means any department, commission, council, board, committee, institution, legislative body, agency, government corporation, educational institution, or official of the executive, the legislative or judicial branch of the government of this state.

Survival: All applicable software license agreements, warranties, or service agreements that were entered into between Vendor Partner and Buyer under the terms and conditions of the Contract must survive the expiration or termination of the Contract. All purchase orders issued and accepted by Vendor Partner must survive expiration or termination of the Contract.

Tare: If the Vendor Partner requires the Buyer to pay for shipping, the weight of the empty container and any material used for packing must be of the lightest weight practical for safe delivery of the contents.

Taxes: Different jurisdictions taxing authorities have different tax laws, rules, regulations, and processes, therefore, prices offered will not include applicable federal, state, and local taxes. All applicable taxes must be listed as a separate item on all cost proposals and invoices.

Term of Contract and Extensions: The initial term of the contract must be for up to fifteen (15) months and will commence on the date as indicated by each Participating Member Agency on the Acceptance of Solicitation and Contract in Part E of this solicitation. By mutual written agreement, the contract may be extended for three additional 12-month periods AEPA may choose to recommend the contract extension. If so recommended, an individual Member Agency may choose, at their sole discretion, to extend the contract. In the event AEPA does not recommend or approve a contract extension, or a contract expires, a Member Agency may offer an extension not to exceed six (6) months.

Termination by AEPA Member Agency: An AEPA Member Agency may cancel any contract secured by the solicitation without any further obligation if any person significantly involved in initiating, negotiating, securing, drafting, or creating the contract on behalf of the AEPA Member Agency is or becomes, at any time while the contract or any extensions of the contract is in effect, an employee of, or a consultant to any other party to this contract with respect to the subject matter of the contract. Such cancellation must be effective when the parties to this contract receive written notice from the AEPA Member Agency unless the notice specifies a later time. Cancellation by one AEPA Member Agency does not require other Agencies to cancel their contracts.

Termination by Non-Approval of AEPA: AEPA Member Agencies, on an annual basis assess, evaluate, and review existing AEPA vendors to determine if the organization as a whole desires to extend its approval of those vendors. If an existing AEPA vendor's approval is not extended for an additional term, the AEPA Member Agencies cannot extend the disapproved vendor's contract for a period exceeding six (6) months. See Term of Contract and Extensions above.

Termination for Convenience: AEPA Member Agencies reserve the right to immediately terminate this contract, without penalty or recourse, in whole or in part, if the AEPA Member Agency determines that termination is in the best interest of Participating Entities. The Vendor Partner, after receipt of a "Notice of Termination," must not accept any new orders after the termination date specified in the notice. Any termination must not affect projects that are in progress at the time the cancellation is received by the AEPA Member Agency. Vendor Partner must be entitled to receive just and equitable compensation in accordance with applicable contract pricing for work in progress, work completed, and materials accepted before the effective date of the cancellation. The Vendor Partner will not be reimbursed for any anticipated profit. The AEPA Member Agency reserves the right to cancel, or suspend the use thereof, any contract resulting from this solicitation if the Vendor Partner files for bankruptcy protection or is acquired by an independent third party. Vendor Partner may cancel this contract upon written notice to the AEPA Member Agency prior to the intended termination date (or on the yearly anniversary of the solicitation). Any termination must not affect projects that are in progress at the time the cancellation is received by the AEPA Member Agency.

Termination for Default: If either party is in default under this contract, it must have an opportunity to cure the default within the time indicated (ten business days in most states) after it is given written notice of default by the other party, specifying the nature of the default. Upon receipt of the notice of default, the defaulting party must have ten business days to provide a satisfactory response to the AEPA Member Agency. Failure on the part of the defaulting party to adequately address all issues of concern may result in contract termination. If the default is not cured within the time specified in the notice of default, the non-defaulting party must have the right, in addition to all other remedies at law or equity, to immediately terminate this contract. Failure to complain of any action, non-action or default under this Agreement must not constitute a waiver of any of the parties' rights hereunder. The AEPA Member Agency reserves the right to terminate this contract, or any part hereof, for cause in the event of any default by the Vendor

Partner, or if the Vendor Partner fails to comply with any contract terms and conditions, or fails to provide the AEPA Member Agency, upon request, with adequate assurances of future performance. In the event of termination for cause, the AEPA Member Agency must not be liable to the Vendor Partner for any amount for supplies or services not accepted, and the Vendor Partner must be liable to the AEPA Member Agency or any Participating Entity for any and all rights and remedies provided by law. If it is determined that the AEPA Member Agency improperly terminated this contract for default, such termination must be deemed a termination for convenience. The AEPA Member Agency will issue written notice to the Vendor Partner for acting or failing to act in any of the following:

1. The Vendor Partner provides material that does not meet the specifications of the contract;
2. The Vendor Partner fails to adequately perform the services set forth in the specifications of the contract;
3. The Vendor Partner fails to complete the work required or to furnish the materials required within a reasonable amount of time;
4. The Vendor Partner fails to make progress in the performance of the contract and/or gives the AEPA Member Agency reason to believe that the Vendor Partner will not or cannot fulfil the requirements of the contract;
5. The Vendor Partner fails to extend lower pricing that has been offered to another customer or cooperative that has equal or lesser volume.
6. The Vendor Partner fails to observe any of the terms and conditions of the contract;
7. The Vendor Partner fails to follow the established procedure for purchase orders, invoices, and receipt of funds as stipulated by the AEPA Member Agency.

Termination for Non-Appropriation: Any individual Buyer's procurement/contract covered by this solicitation and executed in accordance with the resulting contract may be terminated if insufficient appropriations and/or authorizations do not exist due to changes in state or federal law, or because of a court order, or because of insufficient appropriations made available to the Buyer's governing board and/or its State Legislature. Such termination will be affected by sending fifteen (15) days' written notice to the Vendor Partner. The Buyer's decision as to whether sufficient appropriations and authorizations are available must be accepted by the Vendor Partner and must be final.

Title and Risk of Loss: The title and risk of loss of material or service must not pass to the Buyer purchasing the material or services until it receives the material or service at the point of delivery unless otherwise provided within this document.

Trade-in Equipment: Equipment for trade-in must be dismantled by the Vendor Partner and removed at its expense. The conditions of the trade-in equipment at the time it is turned over to the Vendor Partner must be the same as when the original agreement was made, except as affected by normal wear and tear from use between the time of the solicitation and the trade-in. Values placed on trade-in products are between the Buyer purchasing the new unit and the Vendor Partner.

Vendor Partner: Respondent who has been approved and awarded a contract for the delivery of construction, tangible personal property, supplies, or services in response to this solicitation.

Vendor Partner Contact: Vendor Partner will designate one individual who will represent them to AEPA, and its AEPA Member Agencies during the contract period. This contact person will correspond with each AEPA Member Agency for technical assistance, problems, or questions that may arise. If other staff, distributors and/or independent Vendor Partners will be performing the sales or support functions for different geographical areas (states), Vendor Partner must include instructions and contact information that can be distributed to AEPA Member Agencies upon approval of this bid.

Warranty: Vendor Partner warrants that all commodities, supplies, materials, equipment, software, and service delivered under this contract must conform to the specifications of this contract. All items should carry a warranty equal to the intended life cycle or a minimum manufacturer's warranty that includes parts and labor unless otherwise specified in the category specifications. The manufacturer has the primary responsibility to honor a manufacturer's warranty; a distributor or dealer agrees to assist the purchaser to reach a solution in a dispute with the manufacturer over a warranty's terms. Any extended manufacturer's warranty will be passed on to the Buyer. For example, if a voice board has a three-year warranty, but the board is in a turnkey system that has a one-year warranty, the voice board's three-year warranty must be honored by the manufacturer and the Vendor Partner. All extended warranties must be passed on, without exception. If upon discovery, the Vendor Partner charges a Buyer for a replacement part that the Vendor Partner actually received at no cost under a warranty, the Vendor Partner will rebate the amount billed and the Buyer reserves the right to cancel the contract.

Part E – Signature Forms

AEPA 026-F

EMS Supplies and Equipment

Instructions

Contained herein are forms that **require a signature** from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines may lead AEPA to consider your company's proposal as **non-responsive**.

To submit the required signed forms, follow these steps:

1. Read the documents in their entirety.
2. Complete all forms and sign when required.
3. Return the forms and pages in their correct order and scan one (1) single PDF format titled “Part E – Signature Forms – Name of Responding Company” (i.e. one PDF document for all signature forms).
4. Submit Part E, along with other required documents in Bonfire/Euna Procurement.

The following sections will need to be completed prior to submission as one (1) single PDF titled “Part E – Signature Forms – Name of Responding Company”.

[Uniform Guidance “EDGAR” Certification Form](#) – ***signature required**

[Solicitation Affidavit](#) – ***signature required**

[Acceptance of Solicitation & Contract](#) – ***signature required**

Uniform Guidance “EDGAR” Certification Form

2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Respondents submitting proposals must complete this EDGAR Certification form regarding the Respondent’s willingness and ability to comply with certain requirements, which may apply to specific agency purchases using federal grant funds.

For each of the items below, the Respondent will certify its agreement and ability to comply, where applicable, by having the Respondent’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item of this form, AEPA will consider and may list the response, as the Respondent is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Respondent using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding Respondent default are included in AEPA’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Respondent and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Respondent. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay Respondent for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Respondent’s return policy. If the participating agency has paid the Respondent for goods and services provided as the date of termination, Respondent shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including how it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Respondent, the participating agency’s provision shall control.

3. Davis Bacon Act

When required by Federal program legislation, Respondent agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Respondent shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, Respondent is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. Also, Respondent shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Respondent agrees that, for any purchase to which this requirement applies, the award of the purchase to the Respondent is conditioned upon Respondent’s acceptance of wage determination.

Respondent further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 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 construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

4. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek 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 workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

5. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 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.

6. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires 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). When required, Respondent agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

7. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain 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. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

8. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not 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. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

9. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Respondent agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 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.

10. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, Respondent agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Respondent agrees that the total price, including profit, charged by the Respondent to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Respondent's contract with AEPA.

11. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

12. Governing Law; Forum Selection.

Respondent acknowledges and agrees that any legal action or proceeding in which the Association of Educational Purchasing Agencies, Inc. ("AEPA"), is a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the Commonwealth of Kentucky, and must be brought and determined in the state courts of the Commonwealth of Kentucky in Warren County, Kentucky, or the United States Western District of Kentucky (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

Respondent further acknowledges and agrees that any legal action or proceeding in which a party includes a participating agency, but does not include AEPA as a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the state in which the participating agency is domiciled, and must be brought and determined in the state in which the participating agency is domiciled (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and I am authorized by my business to make this certification and all consents and agreements contained herein.

Respondent Certification (By Item)	Respondent Certification: YES, I agree	Initial
1. Violation of Contract Terms and Conditions		
2. Termination for Cause of Convenience		
3. Davis-Bacon Act		
4. Contract Work Hours and Safety Standards Act		
5. Right to Inventions Made Under a Contract or Agreement		
6. Clean Air Act and Federal Water Pollution Control Act		
7. Debarment and Suspension		
8. Byrd Anti-Lobbying Amendment		
9. Procurement of Recovered Materials		
10. Profit as a Separate Element of Price		
11. General Compliance with Participating Agencies		
12. Governing Law; Forum Selection.		

Name of Business

Signature of Authorized Representative

Printed Name

Date

Solicitation Affidavit

Instructions: This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the **Member Agency**, or any employee thereof, or any person, business or corporation under contract with the **Member Agency** whereby the Respondent, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the **Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

Authorized Representative (Please print or type)

Mailing Address

Title (Please print or type)

City, State, Zip

Signature of Authorized Representative

Date

STATE OF _____

COUNTY OF _____

SUBSCRIBED AND SWORN TO before me this ____ day of _____, 20____, by
_____.

Notary Public
My Commission expires: _____
Notary ID: _____

Solicitation Affidavit-Page 2 of 2

Acceptance of Solicitation & Contract

Instructions: PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Member Agency will provide a copy of the document to the Respondent.

PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	<hr/>	Date	<hr/>
Address	<hr/>	City, State Zip	<hr/>
Contact Person	<hr/>	Title	<hr/>
Authorized Signature	<hr/>	Title	<hr/>
Email	<hr/>	Phone	<hr/>

PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2027 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

Awarding Agency _____

Authorized Representative _____

Authorized Signature _____

Awarded this	day of	Contract Number
Contract to commence-check one		
(Member Agency to select)		<input type="checkbox"/> 3/1/2026
		<input type="checkbox"/> Or



Part F.1 – Catalog Discount for Items in a Commercially Available Catalog

AEPA #026-F - EMS SUPPLIES AND EQUIPMENT

Bidding Company Name:

Enter company name here

Name of Catalog:

Enter catalog name here

Note: Groupings to be defined by Bidder and can be by sub-category, manufacturer, etc. See further instructions in Pricing section in Part A.

Part F.1 is a REQUIRED FORM

No.	Grouping of Discount	Discount Offered for	Comments
1			
2			
3			
4			
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11			
12			
13			
14			
15			
16			
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36			
37			
38			
39			
40			

If more categories are needed, add a new tab with similar formatting.



Submission Instructions for Suppliers

Instructions: Utilize the checklist below, reviewing to confirm that all the required documents have been uploaded to Bonfire/Euna Procurement, in their **specified/required format**, by the due date and time listed for this solicitation.

Submissions not following the specified/required format may result in being marked non-responsive and may not be considered for evaluation. Respondents are reminded that failure to follow, comply with, and adhere to the enclosed instructions of this solicitation may result in their response being deemed non-responsive. AEPA, its Member Agencies, affiliate agencies, and authorized representatives are not responsible for bid proposals that are incomplete, unreadable, or received after the solicitation deadline submission date.

Please follow these instructions to submit via our Bonfire/Euna Procurement portal.

1. Prepare your submission materials:

Requested Information

Name	Type	# Files	Requirement	Instructions
Bid Bond (Bid Bond Security Document)	File Type: PDF (.pdf)	1	If Required, as indicated at the top of Part A	The original bid security must be received by EducationPlus by the due date and time. See Part A.
New Jersey State Specific Documents	File Type: PDF (.pdf)	Multiple	Optional	
Exceptions & Deviations	File Type: PDF (.pdf)	1	Required	



AEPA Part D Questionnaire	Questionnaire: Excel (.xlsx)	1	Required	You will need to fill out the provided Response Template for this Questionnaire. The Response Template can be downloaded from the project listing on the Bonfire/Euna Procurement portal.
Part E Signature Forms	File Type: PDF (.pdf)	1	Required	
Part F Discount Pricing Workbook	File Type: Excel (.xls, .xlsx)	1	Required	
Exhibit A - Marketing Plan	File Type: PDF (.pdf)	1	Required	
Service Coverage Maps/Options for Participating Members (if applicable)	File Type: Any (.csv, .pdf, .xls, .xlsx, .ppt, .pptx, .bmp, .gif, .jpeg, .jpg, .jpe, .png, .tiff, .tif, .txt, .text, .rtf, .doc, .docx, .dot, .dotx, .word, .dwg, .dwf, .dxf, .mp3, .wav, .avi, .mov, .mp4, .mpeg, .wmv, .zip)	Multiple	Optional	



I acknowledge that I have downloaded all supporting documentation #1-4, along with my corresponding category documentation.	Data Type: Yes/No	N/A	Required	
I acknowledge that all products and services submitted with this response conform to the specifications outlined in Part A - Specifications	Data Type: Yes/No	N/A	Required	
Supporting Information	File Type: Any (.csv, .pdf, .xls, .xlsx, .ppt, .pptx, .bmp, .gif, .jpeg, .jpg, .jpe, .png, .tiff, .tif, .txt, .text, .rtf, .doc, .docx, .dot, .dotx, .word, .dwg, .dwf, .dxf, .mp3, .wav, .avi, .mov, .mp4, .mpeg, .wmv, .zip)	Multiple	Optional	



Requested Documents:

Please note the type and number of files allowed. The maximum upload file size is 1000 MB.

Please do not embed any documents within your uploaded files, as they will not be accessible or evaluated.

Requested Data:

Please note that text fields have a limit of 2000 characters. We recommend you prepare your responses in advance to ensure they fit within the length restrictions. Learn more about Requested Data at the [Bonfire Help Center](#).

Requested Questionnaires:

The Questionnaire Response Templates can be obtained by clicking on the appropriate Open Public Opportunities at <https://aepacoop.bonfirehub.com/opportunities/>

Please note that Questionnaires may take a significant amount of time to prepare.

2. Upload your submission at:

<https://aepacoop.bonfirehub.com/opportunities/>

You will not be able to prepare a submission unless you submit 'Yes' for your Intent to Bid by **September 16, 2025 1:30 PM EST.**

The Question period for this opportunity starts July 31, 2025 1:00 PM EST. The Question period for this opportunity ends August 29, 2025 6:00 PM EST. You will not be able to send messages after this time.

Your submission must be uploaded, submitted, and finalized prior to the Closing Time of **September 16, 2025 1:30 PM ET.** We strongly recommend that you give yourself sufficient time and **at least ONE (1) day** before Closing Time to begin the uploading process and to finalize your submission.



Important Notes:

- Each item of Requested Information will only be visible to AEPA after the Closing Time.
- Uploading large documents may take significant time, depending on the size of the file(s) and your Internet connection speed.
- You will receive an email confirmation receipt with a unique confirmation number once you finalize your submission.
- Minimum system requirements: Microsoft Edge, Google Chrome, or Mozilla Firefox. Javascript must be enabled. Browser cookies must be enabled.

Need Help?

Association of Educational Purchasing Agencies (AEPA) uses a Bonfire/Euna Procurement portal for accepting and evaluating proposals digitally. Please contact Bonfire/Euna Procurement by email at support.bonfire@eunasolutions.com for technical questions related to your submission. You can also visit their help forum at <https://customer.eunasolutions.com/public/s/knowledge-base/bonfire-hub>



026 Public File – Solicitation Event Information

Solicitation Release Date	Bonfire	Posting date for the Opportunity	July 31, 2025 1:00 PM Eastern
Voluntary Pre-Bid Conference Call- All Categories	Zoom	Join Zoom Meeting: https://us06web.zoom.us/j/81233120395?pwd=WBUnvwDgqWERkUvacCaffaq9qP0s9aj.1 Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US	August 18, 2025 11:00 AM Eastern
Voluntary Pre-Bid Conference Call- Furniture	Zoom	Join Zoom Meeting: https://us06web.zoom.us/j/81233120395?pwd=WBUnvwDgqWERkUvacCaffaq9qP0s9aj.1 Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US	August 18, 2025 12:30 PM Eastern
Voluntary Pre-Bid Conference Call- Health & Wellness	Zoom	Join Zoom Meeting: https://us06web.zoom.us/j/81233120395?pwd=WBUnvwDgqWERkUvacCaffaq9qP0s9aj.1 Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US	August 18, 2025 1:00 PM Eastern

Voluntary Pre-Bid Conference Call-<u>LED Lighting</u>	Zoom	<p>Join Zoom Meeting: https://us06web.zoom.us/j/81233120395?pwd=WBUnvwDgqWERkUvacCaffaq9qP0s9aj.1 Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US</p>	August 18, 2025 1:30 PM Eastern
Voluntary Pre-Bid Conference Call-<u>Technology Catalog</u>	Zoom	<p>Join Zoom Meeting: https://us06web.zoom.us/j/81233120395?pwd=WBUnvwDgqWERkUvacCaffaq9qP0s9aj.1 Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US</p>	August 18, 2025 2:00 PM Eastern
Voluntary Pre-Bid Conference Call-<u>Student Transportation Vehicles</u>	Zoom	<p>Join Zoom Meeting: https://us06web.zoom.us/j/81233120395?pwd=WBUnvwDgqWERkUvacCaffaq9qP0s9aj.1 Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US</p>	August 18, 2025 2:30 PM Eastern
Voluntary Pre-Bid Conference Call-<u>Emergency Response Supplies & Equipment</u>	Zoom	<p>Join Zoom Meeting: https://us06web.zoom.us/j/81233120395?pwd=WBUnvwDgqWERkUvacCaffaq9qP0s9aj.1 Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US</p>	August 18, 2025 3:00 PM Eastern
Voluntary Pre-Bid Conference Call-<u>HVAC Equipment & Installation</u>	Zoom	<p>Join Zoom Meeting: https://us06web.zoom.us/j/81233120395?pwd=WBUnvwDgqWERkUvacCaffaq9qP0s9aj.1 Meeting ID: 812 3312 0395 Passcode: 585895 Dial In Information: +1 564 217 2000 US</p>	August 18, 2025 3:30 PM Eastern

Questions Due Date	Bonfire	Deadline to submit question. Questions MUST be submitted via Bonfire	August 29, 2025 6:00PM Eastern
Intent to Bid Due Date	Bonfire	Deadline to indicate your intent to bid.	September 16, 2025 1:30 PM Eastern
Close Date	Bonfire	Deadline for Submittals via Bonfire	September 16, 2025 1:30 PM Eastern
Opening Record	www.aepacoop.org	Opening Record posted on the AEPA website	September 17, 2025
AEPA Approval of Offers	AEPA Winter Meeting (Colorado Springs, CO)	Recommendation of awards for AEPA Board Acceptance	December 1-3, 2025
Contracts	NA	Contracts sent to members, to be signed and sent to approved vendors (see Part A-Instructions and Specifications for list of participating members)	After December 3, 2025

Exceptions & Deviations

AEPA 026-F

EMS Supplies and Equipment

Instructions

Use this form to submit any Exceptions or Deviations to any terms and conditions requested in this solicitation. Please use the numbering system in the solicitation to refer to the term or condition for which you are providing alternative language (you must provide alternative language, not simply reference to an item you do not agree to) AEPA reserves the right to accept, deny, or negotiate terms and conditions acceptable to both parties. If you have no Exceptions or Deviations, mark the "No" box in the appropriate space below with an "X".

This is a REQUIRED form that must be submitted with your response.

Company Information

Name of Company: _____

Company Address: _____

City, State, zip code: _____

Title: _____

Phone: _____

Email: _____

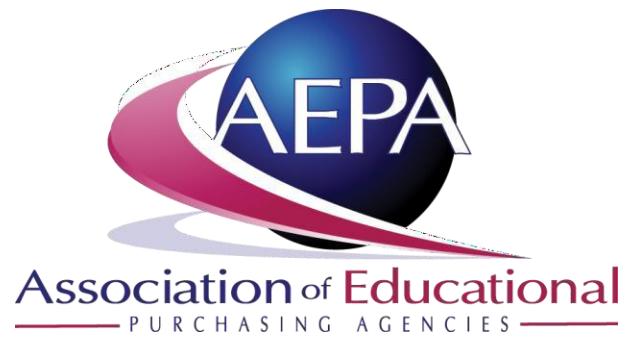
Exceptions & Deviations

Instructions:

1. Mark "No" or "Yes" with an "X" below.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of exceptions. (*To insert more rows, hit the tab key from the last field in the last row and column.*)
3. If adding pages, the company name and identifying information as to which item the response refers must appear on each page.
4. Exceptions and Deviations to local, state or federal laws cannot be accepted under this solicitation.

	No , this respondent does not have exceptions to the Terms and Conditions or Specifications incorporated in Parts A and/or B of this solicitation.
	Yes , this respondent has the following exceptions to the Terms and Conditions or Specifications incorporated in Parts A and/or B of this solicitation.

Document Name	Section Name, Page Number, & Outline Number	Term and Condition or Specification	Exception or Deviation Alternative Language



026 Pre-Solicitation Vendor Call

August 18, 2025

[General Meeting Recording](#)

[PowerPoint Slides](#)

[026-F EMS Supplies & Equipment Recording](#)

026F EMS Supplies and Equipment Notified Vendors

Vendor Organization	Email	Date Last Recommended
SenoPro LLC	senoprotx@gmail.com	Sep 16, 2025 4:43 AM
DiaMedical USA Equipment LLC	tstolla@diamedicalusa.com	Sep 16, 2025 11:39 AM
SOUTHERNBELLE ROOM, LLC	info@SouthernBelleRoom.com	Sep 16, 2025 11:34 AM
ZOLL Medical Corporation	bids@zoll.com	Sep 16, 2025 10:33 AM
Medline Industries, LP	govbids@medline.com	Sep 16, 2025 4:24 AM
BVH MARKETING	zc@medicalmega.com	Sep 16, 2025 7:22 AM
The Design Lab	Lizie@TheOriginalDesignLab.com	Sep 16, 2025 11:26 AM
Unipak Corp.	customercare@unipakcorp.net	Sep 16, 2025 11:50 AM
Interboro Packaging	tstein@interboropackaging.com	Sep 16, 2025 11:01 AM
Johnson Controls Inc.	danny.greeson@jci.com	Sep 16, 2025 8:11 AM
Jonah's Enterprises Inc.	jonahs.enterprises@gmail.com	Sep 16, 2025 8:02 AM
School Health Corporation	bids@schoolhealth.com	Sep 16, 2025 7:25 AM
Brown & Bigelow, Inc	mryba@brownandbigelow.com	Sep 16, 2025 7:20 AM
Public Consulting Group LLC	bids@pcgus.com	Sep 16, 2025 5:53 AM
Medco Sports Medicine	medcosalessupport@medcosupply.com	Aug 27, 2025 5:49 AM
McKesson Medical-Surgical Government Solutions LLC	bid@mckesson.com	Sep 16, 2025 5:07 AM
EAI Education	sales@eaieducation.com	Sep 16, 2025 4:50 AM
Spark Innovations	sales@thesparkinnovations.com	Sep 16, 2025 3:56 AM
Triga Fire Solutions LLC	elali@naffcousa.com	Aug 01, 2025 2:14 AM
Strategic Government Resources	rfp@governmentresource.com	Aug 01, 2025 2:13 AM
Vendor	brian.vansickle@quadbridge.com	Aug 01, 2025 2:13 AM
Techbundle	dan.drake@techbundle.com	Aug 01, 2025 2:13 AM
IconXChange, LLC	michael@iconxchange.io	Aug 01, 2025 2:13 AM
Westco Rental LLC	westcorental@gmail.com	Aug 01, 2025 2:13 AM
FUNDING matters Inc.	wpetruck@fundingmatters.com	Aug 01, 2025 2:13 AM
All Points Media LLC	jeffg@allpointsc.com	Aug 01, 2025 2:13 AM
S&P Controls & Rebuild	spcontrolsrebuild@yahoo.com	Aug 01, 2025 2:13 AM
Qultek Consultants, Inc.	tkhurshid@aol.com	Aug 01, 2025 2:13 AM
Assura, Inc.	karen.cole@assurainc.com	Aug 01, 2025 2:13 AM
D&D Fleet & Auto Service LLC	dana@ddfleetserice.com	Aug 01, 2025 2:13 AM
Green Leaf Procurement	jennifer@greenleafprocurement.com	Aug 01, 2025 2:13 AM
NUH Janitorial Company LLC	nadeem_majid@yahoo.com	Aug 01, 2025 2:13 AM
GenSigma LLC.	rfp@gensigma.com	Aug 01, 2025 2:13 AM
Northern Inspection Services	admin@nismidwest.com	Aug 01, 2025 2:13 AM
1digit	jgeiling@1digit.nyc	Aug 01, 2025 2:12 AM
Light As Air Boats	andi@lightasairboats.com	Aug 01, 2025 2:12 AM
Ed M. Feld Equipment Co., Inc. DBA Feld Fire	john@feldfire.com	Aug 01, 2025 2:12 AM
Bridge The Gap Sped, LLC	monique@bridgegapsped.com	Aug 01, 2025 2:12 AM
Jackson Movers	info@mymovingsupport.com	Aug 01, 2025 2:12 AM
Security & Safety Associates of Louisiana LLC	revere@ssala.us	Aug 01, 2025 2:12 AM
Sacriste Empire Ai Professional Technology Services	csdunn@sacristempire.com	Aug 01, 2025 2:12 AM

Simarn, LLC	GARY.FEZZEY@SIMARN.COM	Aug 01, 2025 2:12 AM
Safe Havens International, Inc.	phuong@weakfish.org	Aug 01, 2025 2:12 AM
ATA Services, Inc.	pharrod@ataservices.net	Aug 01, 2025 2:12 AM
Megastar HR	beca@megastarhr.com	Aug 01, 2025 2:12 AM
Pearl Interactive Network	mantwine@pinsourcing.com	Aug 01, 2025 2:12 AM
Optimal Solutions Group	procurement@optimalsolutionsgroup.com	Aug 01, 2025 2:12 AM
JobSite Diesel Repair	sales@jobsitediesel.com	Aug 01, 2025 2:12 AM
3Core Systems, Inc	navin.kandula@3coresystems.com	Aug 01, 2025 2:12 AM
The Supply Biz	info@thesupplybiz.com	Aug 01, 2025 2:12 AM
Onebridge Support Services LLC	anita@onebridgecenter.com	Aug 01, 2025 2:12 AM
D2D IT Services LLC	szahid@d2dis.com	Aug 01, 2025 2:12 AM
University of Cincinnati Economics Center	b.evans@uc.edu	Aug 01, 2025 2:12 AM
Publicus	clacatusu@public-us.com	Aug 01, 2025 2:12 AM
RCS Excavation, Inc.	jboak@rcsexcavation.com	Aug 01, 2025 2:12 AM
SCRIBEDOC.COM, IN C	sandy@scribedoc.com	Aug 01, 2025 2:12 AM
Vendor	michael.ongkiko@nfp.com	Aug 01, 2025 2:12 AM
Southwind Marketing Group	Damien@southwindmarketing.com	Aug 01, 2025 2:12 AM
Sentinel Supply	Josh@ctcgunworks.com	Aug 01, 2025 2:12 AM
COAL HARBOUR MECHANICAL LTD	tyler.ohm@chm.ca	Aug 01, 2025 2:12 AM
EC Technology Consulting Services LLC	mcouncil@eccybersecurity.com	Aug 01, 2025 2:12 AM
InServ Corp	sales@inserv.org	Aug 01, 2025 2:12 AM
Imprint Penny LLC	bids@imprintpenny.com	Aug 01, 2025 2:12 AM
Let the Beat Build	rlopez@letthebeatbuild.me	Aug 01, 2025 2:12 AM
GardaWorld Security Services	renee.campbell@garda.com	Aug 01, 2025 2:12 AM
Freedom Commercial Services	jvetzel@goarmstrong.com	Aug 01, 2025 2:12 AM
Kijero LLC	fed@kijero.com	Aug 01, 2025 2:12 AM
A-1 Automotive Equipment Repair	brecer@a1automotiveequipment.com	Aug 01, 2025 2:12 AM
Vendor	tony@bmpcomp.com	Aug 01, 2025 2:11 AM
APC BILLING	info@apcbilling.com	Aug 01, 2025 2:11 AM
GEM Car Sales and Service, LLC	cade@gemnev.com	Aug 01, 2025 2:11 AM
Marrero Armor LLC	stacie@marreroarmor.com	Aug 01, 2025 2:11 AM
Bioquintex Solutions	sherry.east@bioquintex.com	Aug 01, 2025 2:11 AM
RT Solutions Group LLC.	admin@rtsolutionsgrp.com	Aug 01, 2025 2:11 AM
Joint Force Contracting	bill@jfcus.com	Aug 01, 2025 2:11 AM
One Stop Mobile Technology Specialist & Communications, LLC	onestopmobileservice@outlook.com	Aug 01, 2025 2:11 AM
Border Industrial Solutions LLC	luis.sosa@borderindustrialsolutions.com	Aug 01, 2025 2:11 AM
UNIFOREX INTERNATIONAL GROUP LLC	gerardo.torres@uniforexglobal.com	Aug 01, 2025 2:11 AM
Fluxus USA	angel@fluxusmg.com	Aug 01, 2025 2:11 AM
Web Wizards	chad@webwizards.ca	Aug 01, 2025 2:11 AM
All City Communications	nmiller@allcitycom.com	Aug 01, 2025 2:11 AM
H & K Prints	info@hkprintsc.com	Aug 01, 2025 2:11 AM
Braden Business Systems, Inc.	JLOBRACO@BRADENONLINE.COM	Aug 01, 2025 2:11 AM
Choice-Telematics	Ryan.Clemons@Choice-telematics.com	Aug 01, 2025 2:11 AM
Globiser, Inc	cripe@globiser.com	Aug 01, 2025 2:11 AM

ATTAC Consulting Group	busdevelopment@attacconsulting.com	Aug 01, 2025 2:11 AM
Sports Connection Gear	ronnie@sportsconnectiongear.com	Aug 01, 2025 2:11 AM
Impact Printing and Graphics LTD	claudia@impactprinting.biz	Aug 01, 2025 2:11 AM
Wingman63, LLC.	andi.poch@wingman63.com	Aug 01, 2025 2:11 AM
Next Structural Integrity Inc	janice.collins@nextsi.com	Aug 01, 2025 2:11 AM
Steve Lewey's Vendor	steve.lewey@beltmann.com	Aug 01, 2025 2:11 AM
ArborVista, LLC	bids@arborvista.com	Aug 01, 2025 2:11 AM
Dig 'N It Excavation LLC	DNIEX@YAHOO.COM	Aug 01, 2025 2:11 AM
S & J Business solutions Inc.	Sandjbsi@gmail.com	Aug 01, 2025 2:11 AM
Xperteks Computer Consultancy, Inc.	mvelez@xperteks.com	Aug 01, 2025 2:11 AM
Alletec Inc.	amian@alletec.com	Aug 01, 2025 2:10 AM
HIVOLT Advanced Inc.	andrew.Klinger@hva-inc.com	Aug 01, 2025 2:10 AM
Vendor	peter@graceyworks.com	Aug 01, 2025 2:10 AM
Vendor	Michael.Keegan@abm.com	Aug 01, 2025 2:10 AM
Citronway	gokocha@citronway.com	Aug 01, 2025 2:10 AM
Make Stuff Move Inc.	sourcing@makestuffmove.com	Aug 01, 2025 2:10 AM
Surefox	matthew.reeser@surefox.com	Aug 01, 2025 2:10 AM
Vega Procurement Solutions Group, LLC	avega@vegaprocure.com	Aug 01, 2025 2:10 AM
Lab Pro Inc	silvia@labproinc.com	Aug 01, 2025 2:10 AM
Ward Companies, LLC.	wward219@gmail.com	Aug 01, 2025 2:10 AM
bond & bond auctioneers	sales@bondauctioneers.com	Aug 01, 2025 2:10 AM
Maribel Martinez Consulting	maribel@maribelmartinezconsulting.com	Aug 01, 2025 2:10 AM
Waypoint-Global LLC	trey@waypoint-global.com	Aug 01, 2025 2:10 AM
R and J Services	rickrogers10@outlook.com	Aug 01, 2025 2:10 AM
Garner Paving and Construction LLC	garnerpaving@sbcglobal.net	Aug 01, 2025 2:10 AM
HV	hannah.vdbg@gmail.com	Aug 01, 2025 2:10 AM
Knight Restoration, LLC	l.thomason@knightcommercial.com	Aug 01, 2025 2:10 AM
MALAN BEST SECURITY INC	Info@malanbestsecurity.com	Aug 01, 2025 2:10 AM
Parking Company of America (PCA-KC)	procurement@parkwithpca.com	Aug 01, 2025 2:10 AM
Planting Seeds Academic Solutions	cjones@plantingseedstutoring.com	Aug 01, 2025 2:10 AM
Think Board	hello@think-board.com	Aug 01, 2025 2:10 AM
Primo Brands Corporation	mark.lenton@primobrands.com	Aug 01, 2025 2:10 AM
AV Cabling Contractors	gil@avcablingcontractors.com	Aug 01, 2025 2:10 AM
Precision Environmental Company	Deureka@precision-env.com	Aug 01, 2025 2:10 AM
Euna Solutions	rfp@questica.com	Aug 01, 2025 2:10 AM
144 Family Care	chichikakoma@gmail.com	Aug 01, 2025 2:10 AM
Xtreme Security & Fire	Extremesecurity@hotmail.com	Aug 01, 2025 2:10 AM
California	info@ubuntupsych.com	Aug 01, 2025 2:10 AM
Strong Solutions LLC	info@strongsolutionsutah.com	Aug 01, 2025 2:10 AM
GENSON ASG INDUSTRIES	JWSANCHEZ@GENSONASH.COM	Aug 01, 2025 2:10 AM
AG Marketing & Development Group Inc.	pratik@agmdgroup.com	Aug 01, 2025 2:10 AM
Vendor	amandar@newporttc.com	Aug 01, 2025 2:10 AM
Hunter Cattle Co	accounting@huntercattle.com	Aug 01, 2025 2:10 AM
New Jersey Fire Equipment Co.	info@njfe.com	Aug 01, 2025 2:10 AM

Transform Interactive	josie@transforminteractive.com	Aug 01, 2025 2:10 AM
West Coast Equipment & Safety Supply	sales@westcoastsafetysupply.com	Aug 01, 2025 2:10 AM
Industrial Applied Technologies	tbearden.iatllc@gmail.com	Aug 01, 2025 2:10 AM
Expanded Learning Academy	cgreen@expandedlearningacademy.com	Aug 01, 2025 2:10 AM
McConnell & Jones LLP	bharper@mjm.com	Aug 01, 2025 2:10 AM
Baseline Telematics Inc.	pasavoie@baselinetelematics.com	Aug 01, 2025 2:10 AM
Direct Mop Sales, Inc.	mjulio@directmopsales.com	Aug 01, 2025 2:10 AM
SMART GROUP SYSTEMS	MICKEY@SMGSYSTEMS.NET	Aug 01, 2025 2:09 AM
Allied Strategic Solutions	bwinslow34@yahoo.com	Aug 01, 2025 2:09 AM
O'Shea Equipment Company	shamus@osheaequipment.com	Aug 01, 2025 2:09 AM
Patriot Supplies	jessica@patriotsuppliesllc.com	Aug 01, 2025 2:09 AM
YOSVENMA LLC	corderoenma@icloud.com	Aug 01, 2025 2:09 AM
Aquiyel Business Services	nijah@aquiyel.com	Aug 01, 2025 2:09 AM
Vendor	jennifer@perfectfitimage.com	Aug 01, 2025 2:09 AM
Argyle Build Inc.	maret@argyle.build	Aug 01, 2025 2:09 AM
Trackside Rentals & Construction LLC	tracksiderentals@yahoo.com	Aug 01, 2025 2:09 AM
Foresight Engineering and Technology	info@cleanconnects.com	Aug 01, 2025 2:09 AM
M8 Management LLC	twms@m8managementllc.com	Aug 01, 2025 2:09 AM
Liberty Home Health LLC dba Lab Pointe	support@labpointe.com	Aug 01, 2025 2:09 AM
nTech Workforce	sangeetha@ntechworkforce.com	Aug 01, 2025 2:09 AM
CMIT Solutions of Best Southwest Dallas County	klewis@cmitsolutions.com	Aug 01, 2025 2:09 AM
Avista Realtime Systems, LLC	Wshumaker@avistarealtime.com	Aug 01, 2025 2:09 AM
AlexiGen BioTech, LLC	jeffreyferguson@alexigen.com	Aug 01, 2025 2:09 AM
Accelerated Fleet Services	rbias@afsfleet.com	Aug 01, 2025 2:09 AM
The Voice Society	maria@thevoicesociety.com	Aug 01, 2025 2:09 AM
Vendor	Aprilsspringcleaningllc@gmail.com	Aug 01, 2025 2:09 AM
Fred's Award World	rose.freds@outlook.com	Aug 01, 2025 2:09 AM
MBI	justin.conroy@mbakerintl.com	Aug 01, 2025 2:09 AM
Enpramex distribution	mike@enpramex.com	Aug 01, 2025 2:09 AM
Octilion LLC	niket@thebilions.com	Aug 01, 2025 2:09 AM
Vendor	mike@baconcompanies.com	Aug 01, 2025 2:09 AM
Moogle Canada Inc.	director@mooglelabs.com	Aug 01, 2025 2:09 AM
Hamilton Staffing Solutions	angela.h@hamiltonstaffingsolutions.com	Aug 01, 2025 2:09 AM
Spence Consulting Inc	william.spence@spenceconsultinginc.com	Aug 01, 2025 2:09 AM
Armadillo Photo Supply	rhernandez@armadillophoto.com	Aug 01, 2025 2:09 AM
Dependable Fire Equipment	vanessa@dependablefire.com	Aug 01, 2025 2:08 AM
Vendor	kloring@sunprint.com	Aug 01, 2025 2:08 AM
Say it with Style Promos and Custom Apparel	eugene@siwspromos.com	Aug 01, 2025 2:08 AM
Reliable Paper Inc	jimfaucette@reliablepaper.com	Aug 01, 2025 2:08 AM
LAZARO LEAL LANDSCAPING AND TREE SERVICES LLC	leallandscapingservices@yahoo.com	Aug 01, 2025 2:08 AM
Upfiv Designs Inc.	aurelia@upfiv.com	Aug 01, 2025 2:08 AM
https://totaloptim.com	contact@totaloptim.com	Aug 01, 2025 2:08 AM
GovFirst	angel@govfirst.net	Aug 01, 2025 2:08 AM
Holt Texas, Ltd. (dba HOLT CAT)	francisco.valor@holtgrp.com	Aug 01, 2025 2:08 AM

K12 Computers	broadcast@k12computers.us	Aug 01, 2025 2:08 AM
Grind-Well LLC	info@grind-well.com	Aug 01, 2025 2:08 AM
Summitt Forests, Inc	summittforests@gmail.com	Aug 01, 2025 2:08 AM
IT Operational Strategies LLC, SDVO	Terry.stockholm@itops-llc.com	Aug 01, 2025 2:08 AM
Selrico Services Inc.	procurement@selricoservices.com	Aug 01, 2025 2:08 AM
Young Scholars Circle LLC/The Masterpiece Academy	krishnacart@youngscholarscircle.com	Aug 01, 2025 2:08 AM
Voyce Inc.	proposals@voyceglobal.com	Aug 01, 2025 2:08 AM
TELUS International	richard.bledsoe@telusinternational.com	Aug 01, 2025 2:08 AM
Amplify Systems Integration	dplatt@amplifysi.com	Aug 01, 2025 2:08 AM
Servi-Tek Facility Solutions	accounting.engineering@servi-tek.net	Aug 01, 2025 2:08 AM
Vendor	riccie.gargano@garda.com	Aug 01, 2025 2:08 AM
Bisco Health Inc	sam@biscohealth.com	Aug 01, 2025 2:08 AM
Carrier Enterprise	douglas.smyers@carrierenterprise.com	Aug 01, 2025 2:08 AM
Apex Site Services	admin@apexsites.com	Aug 01, 2025 2:08 AM
Guardian Safety and Supply LLC dba Enviro Safety Products	amaly@envirosafety.com	Aug 01, 2025 2:08 AM
Tribeca Builds, LLC	casey@tribecabuilds.com	Aug 01, 2025 2:08 AM
Dynamic Lifecycle Innovations	chines@thinkdynamic.com	Aug 01, 2025 2:08 AM
Vortex Solution inc.	karine.s@vortexsolution.com	Aug 01, 2025 2:08 AM
Genric Inc	pattwood@genric.com	Aug 01, 2025 2:08 AM
Citrus Advertising	sheila@citrusadv.com	Aug 01, 2025 2:08 AM
Competitive Edge Business Solutions	tdaniels@focalpointcoaching.com	Aug 01, 2025 2:08 AM
XyberMed Cooperation	ammaar@xybermed.com	Aug 01, 2025 2:08 AM
International Alliance Group	larry@iagusa.org	Aug 01, 2025 2:08 AM
BKTB Group Inc dba MC Austin	imoreno@mcaustin.com	Aug 01, 2025 2:08 AM
Rally, Inc.	bobby@rallyinc.com	Aug 01, 2025 2:08 AM
AMB Modulaire Inc	sylvainperrault@ambmodulaire.com	Aug 01, 2025 2:08 AM
Intercontinental Pharma Inc.	salesmed@intercontinentalpharma.com	Aug 01, 2025 2:08 AM
FCI Equipment	Garrett@fciequipment.com	Aug 01, 2025 2:08 AM
Edelwise Med Supply	snavish@edelwisems.com	Aug 01, 2025 2:08 AM
UnBoxed Solutions	robert@swg-unboxed.org	Aug 01, 2025 2:08 AM
VEscape Labs	info@vescapelabs.com	Aug 01, 2025 2:08 AM
Special Operations Aid & Rescue	alan@soarescue.com	Aug 01, 2025 2:08 AM
Trans Canada Forest Products	srubin@pftranscan.com	Aug 01, 2025 2:08 AM
Relannford Enterprises LLC	sandra@relannford.com	Aug 01, 2025 2:08 AM
Global Alliant	operations@globalalliantinc.com	Aug 01, 2025 2:08 AM
Unifirst First Aid + Safety	barry_joyce@unifirst.com	Aug 01, 2025 2:08 AM
Success by Design, Inc.	megan@successbydesign.com	Aug 01, 2025 2:08 AM
iTaylor Strategies LLC	merdochey@itaylorsolutions.com	Aug 01, 2025 2:07 AM
JM Brennan	dmolkentin@jmbrennan.com	Aug 01, 2025 2:07 AM
RInggold Telephone Company	ssawyer@rtctel.com	Aug 01, 2025 2:07 AM
Method4 Engineering	brian.goodridge@method4engineering.com	Aug 01, 2025 2:07 AM
Worldcast live Inc	peter.lewis@worldcastlive.com	Aug 01, 2025 2:07 AM
PJG Property Maintenance	pj-grevy@pjgpm.com	Aug 01, 2025 2:07 AM
Babb Technology Services Inc	Jonathonm@babbttech.com	Aug 01, 2025 2:07 AM

Elearning Studio	meet@elearning.studio	Aug 01, 2025 2:07 AM
Tino LLC	anastasia@tino.design	Aug 01, 2025 2:07 AM
Burgeon Analytics LLC	mails@burgeonanalytics.com	Aug 01, 2025 2:07 AM
L3Harris Technologies, Inc.	marilyn.brannan@l3harris.com	Aug 01, 2025 2:07 AM
FM Solutions LLC - Priority Payment Systems Houston	manan@ppshouston.com	Aug 01, 2025 2:07 AM
FP Property Restoration	steve@fprestoration.com	Aug 01, 2025 2:07 AM
Dodge Construction Network	Dodge.Bidding@construction.com	Aug 01, 2025 2:07 AM
RTC Manufacturing, Inc	tammy.obrien@rtc-traffic.com	Aug 01, 2025 2:07 AM
Kranz Body Co LLC	mike@kranzbody.com	Aug 01, 2025 2:07 AM
Stonehouse Drilling & Construction LLC	jhaywood@shdrilling.com	Aug 01, 2025 2:07 AM
SPECIALTY OPTICAL SYSTEMS DBA SOSCLEANROOM.COM	sales@sosupply.com	Aug 01, 2025 2:07 AM
CarePro National Painting / Kept Companies	swilliams@carepropainting.com	Aug 01, 2025 2:07 AM
Prism Consulting	valerie@prismconsultingfl.com	Aug 01, 2025 2:07 AM
Devfi,Inc	ashwin@devfi.com	Aug 01, 2025 2:07 AM
Revolution Data Platforms	sales@dataplatforms.ca	Aug 01, 2025 2:07 AM
PCC-IT International, dba of Power Capital Management	clientservices@itpccit.com	Aug 01, 2025 2:07 AM
GoldPhish	jami@thegoldphish.com	Aug 01, 2025 2:07 AM
EPSOft Technologies LLC	lahari.medarametla@epsoftinc.com	Aug 01, 2025 2:07 AM
The Facilities Group	jhawkins@thefacilitiesgroup.com	Aug 01, 2025 2:07 AM
PRODISION, LLC	sam@prodision.com	Aug 01, 2025 2:07 AM
STS Recycling, LLC.	morgan@stsrecycle.com	Aug 01, 2025 2:07 AM
International Languages Service	john.arroyave@ilsjax.com	Aug 01, 2025 2:07 AM
Gulf Coast Paper	gary.ellis@imperialdade.com	Aug 01, 2025 2:07 AM
Carson Solutions, LLC	webbk@carsonsolutionsllc.com	Aug 01, 2025 2:07 AM
Beacon Lite	claude@beaconlite.ca	Aug 01, 2025 2:07 AM
Texas Enforcer LLC.	texasenforcerllc@gmail.com	Aug 01, 2025 2:07 AM
BDG Trees	joneal@bdgtrees.com	Aug 01, 2025 2:07 AM
Mark C. Pope Associates, Inc.	nathan.hipps@markcpope.com	Aug 01, 2025 2:07 AM
Drone Security Service Inc	info@dronesecurityserv.com	Aug 01, 2025 2:07 AM
DIESEL DEPOT	marc@diesel-depot.com	Aug 01, 2025 2:07 AM
Condition Monitoring Analytics, LLC	sjones@conditionmonitoringanalytics.com	Aug 01, 2025 2:07 AM
Unlimited Technology, Inc.	iramirez@utiglobal.com	Aug 01, 2025 2:06 AM
QDoc Inc.	contracts@qdoc.ca	Aug 01, 2025 2:06 AM
Sparrow Consulting Group Inc.	trever@sparrowgroup.org	Aug 01, 2025 2:06 AM
Center for Nonprofit Advancement	tieshiaj@nonprofitadvancement.org	Aug 01, 2025 2:06 AM
AED One-Stop Shop	saban@aedonestopshop.com	Aug 01, 2025 2:06 AM
OpenTeQ Technologies LLC	harshitha@openteqgroup.com	Aug 01, 2025 2:06 AM
LE1R Distribution, LLC.	rmendez.le1rdistribution@gmail.com	Aug 01, 2025 2:06 AM
Industrial Builders, Inc	brian@IB-USA.COM	Aug 01, 2025 2:06 AM
GK TechStar LLC	jleyva@techstaris.com	Aug 01, 2025 2:06 AM
Moran Technology Consulting	scott.weyandt@morantechology.com	Aug 01, 2025 2:06 AM
Sage Education Consulting, Inc.	lisa@sageeducon.com	Aug 01, 2025 2:06 AM
Scanics	dmapes@scanics.com	Aug 01, 2025 2:06 AM
TABB INC.	bbodkin@tabb.net	Aug 01, 2025 2:06 AM

Transatlantic Co.	robert@tac-canada.com	Aug 01, 2025 2:06 AM
Superior Contractors	Superiorcontractorstx@gmail.com	Aug 01, 2025 2:06 AM
Zencon Group Inc.	govt@zencongroup.com	Aug 01, 2025 2:06 AM
DITTA ENTERPRISES LLC	Contact@del-ditta.com	Aug 01, 2025 2:06 AM
Bureau Veritas	christina.macdonald@bureauveritas.com	Aug 01, 2025 2:06 AM
Settled Solids Management	jmims@hydro-int.com	Aug 01, 2025 2:06 AM
CHARLES D STAHL SALES AND SERVICE	charliestahl95@gmail.com	Aug 01, 2025 2:06 AM
Samson & Associés CPA/Consultation Inc.	veronick.gauthier-roy@samson.ca	Aug 01, 2025 2:06 AM
Omega 365 USA Inc.	oyvind@omega365.com	Aug 01, 2025 2:06 AM
Ikerd Consulting, LLC	bikerd@ikerd.com	Aug 01, 2025 2:06 AM
Excel Facility Services	grivera@efsgnj.com	Aug 01, 2025 2:06 AM
IOCYBER, LLC	acrawford@iocyber.tech	Aug 01, 2025 2:06 AM
Pinnacle Financial Partners	scott.jordan@pnfp.com	Aug 01, 2025 2:06 AM
Lone Star AED	shane@lonestaraed.com	Aug 01, 2025 2:06 AM
Think Research	tenders@thinkresearch.com	Aug 01, 2025 2:06 AM
Dexian, LLC	bob.quinn@dexian.com	Aug 01, 2025 2:06 AM
The Emotional Company (EmCo)	gigi@emailotionalcompany.com	Aug 01, 2025 2:05 AM
First Stop Health	ekunisch@fshealth.com	Aug 01, 2025 2:05 AM
Demi Systems LLC	charles.njuguna@demisystems.com	Aug 01, 2025 2:05 AM
Advanced Northwest Welding, LLC	weld@bendbroadband.com	Aug 01, 2025 2:05 AM
North Country Business Products	bensonk@ncbpinc.com	Aug 01, 2025 2:05 AM
Alpha Developers LLC	sales@alphadevelopersllc.com	Aug 01, 2025 2:05 AM
Sports Fields Inc.	ataylor@fields-inc.com	Aug 01, 2025 2:05 AM
Magnum Services (Soil Stabilization)	travis.barber@magnumcement.ca	Aug 01, 2025 2:05 AM
Nijama, LLC	BarneyWilson01@gmail.com	Aug 01, 2025 2:05 AM
Imperial Service Systems,Inc.	jmccarthy@impservsys.com	Aug 01, 2025 2:05 AM
Element 29	bill.cassidy@e29ce.com	Aug 01, 2025 2:05 AM
Valueneer LLC	Mahmoud@value-neer.com	Aug 01, 2025 2:05 AM
DAC	jlewadowska@dacgroup.com	Aug 01, 2025 2:05 AM
PRIMAL TREE SERVICE LLC	primaltreeservice@gmail.com	Aug 01, 2025 2:05 AM
MDX WORKFORCE ACADEMY	jose.leos@mdxsafetyinc.com	Aug 01, 2025 2:05 AM
The Prestigious Mark Inc.	ben@tpmpromo.com	Aug 01, 2025 2:05 AM
Brighter Image, Inc.	Corporate@brighter-image.com	Aug 01, 2025 2:05 AM
Alliance Prints, LLC	zechariah@allianceprints.com	Aug 01, 2025 2:05 AM
Expoquip, Inc.	deana@expoquip.com	Aug 01, 2025 2:05 AM
Onyx Healthcare USA, Inc	Jeffliu@onyx-healthcare.com	Aug 01, 2025 2:05 AM
Ruts Construction	adrian@rangeline.com	Aug 01, 2025 2:05 AM
SCM Consultants Inc.	bminhas@scmconsultants.net	Aug 01, 2025 2:05 AM
Sophos	craig.allen@sophos.com	Aug 01, 2025 2:05 AM
Christy Glass Company	davchristy@aol.com	Aug 01, 2025 2:05 AM
Kurtz Bros.	jpistner@kurtzbros.com	Aug 01, 2025 2:05 AM
Augustine Agency	kwhitsett@augustineagency.com	Aug 01, 2025 2:05 AM
Legacy Vision Preservation	crystal@legacyvisionpreservation.com	Aug 01, 2025 2:05 AM
Skaggs Building Solutions LLC	jskaggs@skaggscompany.com	Aug 01, 2025 2:05 AM

CENTURY SECURITY SERVICES, INC	cssguard.century@gmail.com	Aug 01, 2025 2:05 AM
Fritel and Associates, L.L.C. dba Diversified Product Development	llittle@diversifiedproduct.com	Aug 01, 2025 2:05 AM
8 Consulting, LLC	senter@8consultingllc.com	Aug 01, 2025 2:05 AM
SafetyMed, LLC	derek@safetymed.com	Aug 01, 2025 2:05 AM
Climatec	dal.bonfire@climatec.com	Aug 01, 2025 2:05 AM
CommForms Secure Forms Inc	hill.issenman@commforms.ca	Aug 01, 2025 2:05 AM
CWB Medical Solutions LLC	mitchell@cwbmed.com	Aug 01, 2025 2:05 AM
Eli Patrick & Co.	clark@elipatrick.com	Aug 01, 2025 2:04 AM
Easy Healthcare Corporation	li@healthcare-manager.com	Aug 01, 2025 2:04 AM
Kimball Midwest	govwebforms@kimballmidwest.com	Aug 01, 2025 2:04 AM
BRG Office Movers	Chip.harber@beltmann.com	Aug 01, 2025 2:04 AM
FYRE MARKETING LLC	bids@fyremarketingadvisors.com	Aug 01, 2025 2:04 AM
All N All Supplies, LLC	customerservice@allnallsupplies.com	Aug 01, 2025 2:04 AM
Teknion	steve.hindle@teknion.com	Aug 01, 2025 2:04 AM
Insightrix Research Inc.	shonna.caldwell@insightrix.com	Aug 01, 2025 2:04 AM
Value Capture LLC	jcarpenter@valuecapturellc.com	Aug 01, 2025 2:04 AM
Winning Edge Solutions LLC	kumar@weitsolutions.net	Aug 01, 2025 2:04 AM
Pintura Paints	DARRYL@PINTURAPINTSUPPLY.COM	Aug 01, 2025 2:04 AM
K-12 Tech Repairs	mhotseller@k12techrepairs.com	Aug 01, 2025 2:04 AM
J-Tech Digital Inc	support@jtechdigital.com	Aug 01, 2025 2:04 AM
Mig Equipment LLC	don@migequipment.com	Aug 01, 2025 2:04 AM
FireTron, Inc.	bids@firetron.com	Aug 01, 2025 2:04 AM
INTRATEK COMPUTER	quotes@intrapc.com	Aug 01, 2025 2:04 AM
Glacier Construction services Inc.	mgottschalk@glacierc.com	Aug 01, 2025 2:04 AM
EventMAP Solutions Canada Limited	tenders@eventmapsolutions.com	Aug 01, 2025 2:04 AM
PH&S Products LLC	sales@phs-products.com	Aug 01, 2025 2:04 AM
BIO-Janitorial Service, Inc.	candace@biojanitorial.com	Aug 01, 2025 2:04 AM
TCS	JonathanB@TCS.ink	Aug 01, 2025 2:04 AM
CKH Group	businessdevelopment@ckhgroup.com	Aug 01, 2025 2:04 AM
Renown Cargo Trailers, LLC	laura@renowncargotrailers.com	Aug 01, 2025 2:04 AM
World Wide Web Distributions (Premier Hotel and Casino products)	yelena@premierhcp.com	Aug 01, 2025 2:04 AM
Prime healthcare services	dorcine@primehealthcareservices.ca	Aug 01, 2025 2:04 AM
ECA Science Kit Services	proposals@eca.bz	Aug 01, 2025 2:04 AM
Medlogix	steve.armenti@medlogix.com	Aug 01, 2025 2:04 AM
Bridger Systems, LLC	joshua@bridger.systems	Aug 01, 2025 2:04 AM
No Touch Easy Gloves, Inc.	kalee@notoucheeasygloves.com	Aug 01, 2025 2:03 AM
Superior Maintenance Co.	jgoldsmith@smc.cc	Aug 01, 2025 2:03 AM
Merkhat, LLC	elise@merkhat.com	Aug 01, 2025 2:03 AM
DataPrivia, Inc	jeff.hurley@dataprvia.com	Aug 01, 2025 2:03 AM
Beyond Spots & Dots	mquerry@beyondspotsanddots.com	Aug 01, 2025 2:03 AM
Parts Distributing Inc	donavan@pdifederated.com	Aug 01, 2025 2:03 AM
The Pittsburgh Paints Company	goltz@ppg.com	Aug 01, 2025 2:03 AM
Performance Clean LLC	gheath@performanceclean.com	Aug 01, 2025 2:03 AM
metroplex pavement markings	mgunta@metroplexpavementmarkings.com	Aug 01, 2025 2:03 AM

Stark Landscape	chado@starklandscape.com	Aug 01, 2025 2:03 AM
Foilcon Corp	foilcon@foilcon.com	Aug 01, 2025 2:03 AM
Beachview Logistics US, Inc	salonso@beachview.net	Aug 01, 2025 2:03 AM
Envico	darrell@dirt-pro.ca	Aug 01, 2025 2:03 AM
Nexus Digital	brady@nexusdigital.co	Aug 01, 2025 2:03 AM
Building Optimization Technologies, LLC	jmitterhofer@bldgot.com	Aug 01, 2025 2:03 AM
ISERV	jim.palmisano@iservgroup.com	Aug 01, 2025 2:03 AM
34 Strong	zane_grace@34strong.com	Aug 01, 2025 2:03 AM
Angus Reid Group	sal.rustom@angusreid.com	Aug 01, 2025 2:03 AM
Customizo Solutions Inc.	rashamoursy@customizo.ca	Aug 01, 2025 2:03 AM
Guidehouse	gheller@guidehouse.com	Aug 01, 2025 2:03 AM
Renaissance Learning, Inc.	proposals@renaissance.com	Aug 01, 2025 2:03 AM
SPARK business academy	chuchi.arevalo@sparkbusinessacademy.com	Aug 01, 2025 2:03 AM
Action Cleaning Systems INC.	heath@actioncleaningsystemsinc.com	Aug 01, 2025 2:03 AM
International Business Machines	liwatson@us.ibm.com	Aug 01, 2025 2:03 AM
Limitless Leads Coaching LLC	atfc@realorlive.org	Aug 01, 2025 2:03 AM
KC Blueprint Company	plottingnkc@kcblueprint.com	Aug 01, 2025 2:03 AM
Rhythm Engineering	reggie.chandra@rhythm-info.com	Aug 01, 2025 2:03 AM
S & J Owens Co LLC	james@sjowensco.com	Aug 01, 2025 2:03 AM
Helene Elizabeth Wellness Ctr	admin@heleneelizabethwellnesscenter.com	Aug 01, 2025 2:03 AM
ASK Tower Supply	kyle@asktowersupply.com	Aug 01, 2025 2:02 AM
National Charter Schools Institute	deactivated_usr_9477bc78-cc39-4ca4-8f50-1b8997628a86@gobonfire.com	Aug 01, 2025 2:02 AM
Bankson Group LTD dba Alamo Tees & Advertising	art@alamotees.com	Aug 01, 2025 2:02 AM
Atlas Language Services, Inc.	sales@atlasls.com	Aug 01, 2025 2:02 AM
Ferrovia Services	bidding.fsna@ferrovialservices.com	Aug 01, 2025 2:02 AM
BARE Associates International, Inc	jbare@bareinternational.com	Aug 01, 2025 2:02 AM
KURIEO	info@kurieo.com	Aug 01, 2025 2:02 AM
B & C Constructors L.P.	paul@bccconstructors.com	Aug 01, 2025 2:02 AM
Esparza Pest Control & Eco-logic Systems Inc dba Esperza Enterprises	jerry@esparzapc.com	Aug 01, 2025 2:02 AM
PPLSI	proposals@pplsi.com	Aug 01, 2025 2:02 AM
First General Services	angela.veri@firstgeneral.ca	Aug 01, 2025 2:02 AM
TW Consulting LLC	t.wallace@itracktwc.com	Aug 01, 2025 2:02 AM
PDHI	stephaniek@pdhi.com	Aug 01, 2025 2:02 AM
Really Great Reading Company, LLC	kim.stuckey@reallygreatreading.com	Aug 01, 2025 2:02 AM
Connections Wizards, LLC	aeichwald1@connectionswizards.com	Aug 01, 2025 2:02 AM
OpenGov, Inc.	rfp@opengov.com	Aug 01, 2025 2:02 AM
BDO USA, P.C.	stateandlocal@bdo.com	Aug 01, 2025 2:02 AM
AlxTel, Inc.	negeda@alxtel.com	Aug 01, 2025 2:02 AM
1st Needs Medical	darius.jefferson@1stNeedsMedical.com	Aug 01, 2025 2:02 AM
PALADIN DEFENSE GROUP, INC.	Contact@paladin-defense.us	Aug 01, 2025 2:02 AM
Digital Signup	info@digitalsignup.com	Aug 01, 2025 2:02 AM
AP Triton	verwin@aptriton.com	Aug 01, 2025 2:02 AM
Isikel, LLC	vvickrey@isikel.com	Aug 01, 2025 2:02 AM
Rose Group International	rachel@rosegroupintl.com	Aug 01, 2025 2:02 AM

MavenSolve, LLC	accounts@krasanconsulting.com	Aug 01, 2025 2:02 AM
Vantage Point ITAD	proberts@vantagepointitad.com	Aug 01, 2025 2:02 AM
Adira LLC	accounts@adiranow.com	Aug 01, 2025 2:02 AM
OpsAssist, Inc.	sales@ops-assist.com	Aug 01, 2025 2:02 AM
EqualizeRCM	wilbur.williams@equalizercm.com	Aug 01, 2025 2:02 AM
Playscape Recreation	kate@playscaperecreation.com	Aug 01, 2025 2:02 AM
GEORGIA COMPUTER INC	myra@georgiacomputer.com	Aug 01, 2025 2:02 AM
Inzata (Qengine LLC)	christopher.rafter@inzata.com	Aug 01, 2025 2:02 AM
Digital Convergence	hello@digitalconvergence.ca	Aug 01, 2025 2:02 AM
Cummins Inc	cssnabids@cummins.com	Aug 01, 2025 2:02 AM
Inkblot Therapy	rfpmanagement@inkblottherapy.com	Aug 01, 2025 2:02 AM
Mina Holdings, LLC	tariq@minaholdingllc.com	Aug 01, 2025 2:02 AM
LitCon Group, LLC	hcurley@litcongroup.com	Aug 01, 2025 2:02 AM
ESI Fire & Security	jennifer@esi-fs.com	Aug 01, 2025 2:01 AM
Arrakis Consulting	carl@arrakisconsulting.com	Aug 01, 2025 2:01 AM
Spire Integrated Solutions	jwebster@spire-is.com	Aug 01, 2025 2:01 AM
Diversified Fire & Safety Inc	info@diversifiedfiresafety.com	Aug 01, 2025 2:01 AM
all county captions	lisazenger@allcountycaptions.com	Aug 01, 2025 2:01 AM
CaelumOne Solutions Corporation	tim.magill@caelumone.com	Aug 01, 2025 2:01 AM
Fast Enterprises, LLC	harrison@fastenterprises.biz	Aug 01, 2025 2:01 AM
R.E.M.	bcraig@remrisk.com	Aug 01, 2025 2:01 AM
Simple Movement Inc.	matt@simplemovement.ca	Aug 01, 2025 2:01 AM
The Engine Room Consulting Group	milan@theengineroom.ca	Aug 01, 2025 2:01 AM
Leepopo Corporation, Inc	ChrisN@Leepopo.com	Aug 01, 2025 2:01 AM
Health Care Relocations Ltd.	esikma@hcrmoves.com	Aug 01, 2025 2:01 AM
Envelop Group	pheffelman@envelopgroup.com	Aug 01, 2025 2:01 AM
MAXIMUS US Services, Inc.	rfpinfo2@maximus.com	Aug 01, 2025 2:01 AM
Umano Medical	tenders@umanomedical.com	Aug 01, 2025 2:01 AM
Vehicle Maintenance Program, Inc	lindi@vmpparts.com	Aug 01, 2025 2:01 AM
Thales Group of Companies	lionel.leblanc@thalesgroup.com	Aug 01, 2025 2:01 AM
Allentown Inc.	jdubois@allentowninc.com	Aug 01, 2025 2:00 AM
Colourfast Secure Card Technology Inc.	andrew@Colourfast.com	Aug 01, 2025 2:00 AM
Stratejm Inc.	john.menezes@stratejm.com	Aug 01, 2025 2:00 AM
Ferguson Waterworks	peter.hutchins@ferguson.com	Aug 01, 2025 2:00 AM
The Lion Electric Co. USA Inc	bid.lion@thelionelectric.com	Aug 01, 2025 2:00 AM



AEPA 026-F EMS Supplies and Equipment
Opening Record
Tuesday, September 16, 2025

	Part D Questionnaire	Exceptions & Deviations	Part E-Signature Forms	Part F-Pricing Workbook	Exhibit A-Marketing Plan	Acknowledge Download of Supporting Doc #1-6	Acknowledge Conformance With Bid Specs	Responsiveness Check*
Respondent	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
Active Submissions:								
Carolina Biological	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Edelwise Medical Supply	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Medline Industries	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
School Health Corp	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Eliminated Submissions:								
None								

* - Send to Category Committee for Evaluation

Opening Chair:

Steve Griggs

Witnesses:

George Wilson

Ken Swink

Dave Puyear

Becky Herlocker

Joni Puffett

Melissa Mattson

Craig Peterson

Bart Powelson

Andrew Pickens

Mark Carollo



Summary

Question Set	Questions	% Complete	Progress	Error?
1	75	100.00%	<div style="width: 100%; background-color: #a9f5d0;"><div style="width: 100%;"></div></div>	Complete: no errors
2	31	100.00%	<div style="width: 100%; background-color: #a9f5d0;"><div style="width: 100%;"></div></div>	Complete: no errors
Total	106	100.00%	<div style="width: 100%; background-color: #a9f5d0;"><div style="width: 100%;"></div></div>	

Question Set 1: Company Information

#	Question	Response	Comment	Status
1.0.1	Name of Company:	School Health Corporation		Complete
1.0.2	Company Address:	5600 Apollo Dr		Complete
1.0.3	City, State, zip code:	Rolling Meadows, IL 60008		Complete
1.0.4	Website:	www.schoolhealth.com		Complete
1.0.5	Contact Person:	Stephanie Spencer		Complete
1.0.6	Title:	National Contracts Manager		Complete
1.0.7	Phone:	866-323-5465		Complete
1.0.8	Email:	bids@schoolhealth.com		Complete
1.0.9	Is this Business a Public Company?	No		Complete
1.0.10	Is this Business a Privately Owned Company?	Yes		Complete
1.0.11	In what year was this business started under its present name?	1957		Complete
1.0.12	Under what additional, or, former name(s) has your business operated?	Sports Health, Palos Sports, Econoline, Focused Fitness		Complete
1.0.13	Is this business a corporation? If yes, complete the following questions.	Yes		Complete
1.0.14	Date of Incorporation:	August 26, 1957		Complete
1.0.15	State of Incorporation:	IL		Complete
1.0.16	Name of President:	Robert Rogers		Complete
1.0.17	Name(s) of Vice President(s):	Jerry Pancini		Complete
1.0.18	Name of Treasurer:	Scott Cormack		Complete
1.0.19	Name of Secretary:	Susan Rogers		Complete
1.0.20	Is this business a partnership? If yes, complete the following questions.	No		Complete
1.0.21	Date of Partnership:	NA		Complete
1.0.22	State Founded:	NA		Complete
1.0.23	Type of Partnership, if applicable:	NA		Complete
1.0.24	Name(s) of General Partner(s):	NA		Complete
1.0.25	Is this business individually owned? If yes, complete the following questions.	No		Complete
1.0.26	Date of Purchase:	NA		Complete
1.0.27	State Founded:	NA		Complete
1.0.28	Name of Owner/Operator:	NA		Complete
1.0.29	Is this business type different from those identified above?	No		Complete
1.0.30	If yes, describe the company's type of format, year and state of origin and names and titles of the principles.	NA		Complete
1.0.31	Is this business women-owned?	No		Complete
1.0.32	Is this business minority-owned?	No		Complete
1.0.33	Does this business have an Affirmative Action plan/statement?	Yes		Complete
1.0.34	Enter business headquarters location including address, city, state, zip, phone number.	5600 Apollo Drive Rolling Meadows, IL 60008 866-323-5465		Complete
1.0.35	How long have you been at this location?	7 years		Complete
1.0.36	Enter business branch locations, if any. Include address, city, state, zip, phone number for each.	11711 S Austin Ave Alsip, IL 60803 866-323-5465		Complete
Sales History				
1.1.1	What percentage of your annual sales comes from public entities?	87%		Complete
1.1.2	Provide your business's annual sales for 2023 for K-12 schools.	\$81,792,514.00		Complete
1.1.3	Provide your business's annual sales for 2024 for K-12 schools.	\$71,158,385.00		Complete
1.1.4	Provide your business's annual sales for 2023 for cities, counties, and other public entities.	\$4,647,301.00		Complete

1.1.5	Provide your business's annual sales for 2024 for cities, counties, and other public entities.	\$4,043,089.00		Complete
1.1.6	Provide your business's annual sales for 2023 for higher education.	\$6,506,222.00		Complete
1.1.7	Provide your business's annual sales for 2024 for higher education.	\$5,660,325.00		Complete
1.1.8	Provide your business's annual sales for 2023 for K-12 schools for products and services that meet the scope of work in this solicitation.	\$81,792,514.00		Complete
1.1.9	Provide your business's annual sales for 2024 for K-12 schools for products and services that meet the scope of work in this solicitation.	\$71,158,385.00		Complete
1.1.10	Provide your business's annual sales for 2023 for cities, counties, and other public entities for products and services that meet the scope of work in this solicitation.	\$4,647,301.00		Complete
1.1.11	Provide your business's annual sales for 2024 for cities, counties, and other public entities for products and services that meet the scope of work in this solicitation.	\$4,043,089.00		Complete
1.1.12	Provide your business's annual sales for 2023 for higher education for products and services that meet the scope of work in this solicitation.	\$6,506,222.00		Complete
1.1.13	Provide your business's annual sales for 2024 for higher education for products and services that meet the scope of work in this solicitation.	\$5,660,325.00		Complete
Key Contacts				
1.2.1	Please provide the name, title, phone and email for your Contract Manager	Stephanie Spencer National Contracts Manager sspencer@schoolhealth.com 630-339-7969		Complete
1.2.2	Please provide the names, phone and email for your Distributors, Dealers, Installers, Sales Reps.	Tim Michigan - Inside Sales Manager - 630-339-7957 tmichigan@schoolhealth.com Greg Barca - Inside Sales 630-339-7944 gbarca@schoolhealth.com Kristi Leahy - Inside Sales 630-339-7943 kleahy@schoolhealth.com Saeed Horeish - Inside Sales 630-339-7870 shoreish@schoolhealth.com Tim Tally - Inside Sales 630-339-7909 tally@schoolhealth.com Matthew Bedard - Regional Sales Mgr 630-339-7947 mbedard@schoolhealth.com Michael Marcus - Regional Sales Mgr 630-339-7997 mmarcus@schoolhealth.com Nelson Ray - Sales Rep 630-339-7980 nray@schoolhealth.com Jennifer LaFerney - Sales Rep 737-292-5913 jlf@schoolhealth.com Jodi Szuter - Special Ed Specialist - 949-416-3560 jszuter@schoolhealth.com Kyle Hill - Emergency Med Specialist - 630-912-8218 khill@schoolhealth.com Lynn Guza - Ecommerce Specialist - 630-339-7889 lguza@schoolhealth.com 1.2.3 Please provide the name, title, phone and email for your Consultants & Trainers. Maryellen O'Keefe-Smith - Vision/Hearing Specialist 630-808-9903 msmith@schoolhealth.com Ray Heipp - Specialist Mgr 630-339-7904 rheipp@schoolhealth.com Tom Strenger - PE Specialist 262-217-8784 tstrenger@schoolhealth.com Customer Care Department 866-323-5465 customercare@schoolhealth.com		Complete
1.2.4	Please provide the person's name, title, phone and email who will be handling Warranty & After the Sale services.	29 Sales Reps/Specialists 1 - Anaheim, CA 1 - Atlanta, GA 1 - Austin, TX 1 - Charlotte, NC 1 - Chesterfield, VA 4 - Chicago, IL 1 - Columbus, OH 1 - Cottage Grove, MN 1 - Fishers, IN 1 - Germantown, MD 1 - Orlando, FL 1 - Palm Springs, CA 1 - Phoenix, AZ 1 - Rockwell, TX 8 - Rolling Meadows, IL 1 - Romeo, MI 2 - San Diego, CA 1 - Springfield, PA		Complete
1.2.5	Provide total number and location of salespersons employed by your business in the United States by city and state.			Complete

Sales Training

1.3.1	<p>Describe how your company will implement training and knowledge of the contract with your respective sales force. Furthermore, describe how your company plans to support and train your sales force on a national, regional, or local level and generally assist with the education of sales personnel about the resulting contract.</p>	<p>School Health is dedicated to ensuring the success of our sales team, sales managers, and dealer partners in maximizing the impact of the AEPA contract. To support this commitment, we have appointed a dedicated Contract Manager responsible for overseeing all contracts, with a specific focus on AEPA. This role encompasses maintaining compliance, coordinating targeted training for both inside and outside sales teams, and developing an ongoing engagement plan to strengthen our AEPA efforts.</p> <p>Our engagement plan includes quarterly AEPA training meetings for sales teams, regular contact with AEPA lead agencies, continuous updates to marketing materials, enhancements to our e-commerce platform, and Equal Level Marketplace, which enables their members to purchase directly from School Health. Our e-commerce platform allows customers to view all awarded products along with detailed descriptions, specifications, and real time order status streamlining the purchasing process while ensuring compliance with AEPA requirements.</p> <p>We have also created a dedicated AEPA landing page for customers interested in</p>	Complete
1.3.2	<p>What is your company's plan, if your company were awarded the contract, to service up to 31 states (or the region awarded in a regional bid). Describe if your company has a national sales force, dealer network, or distributor(s) with the ability to call on eligible agencies in the participating states in AEPA.</p>	<p>School Health currently holds AEPA Contract #022-B for Health and Wellness. To support this contract, we have developed tailored marketing flyers for each state agency and their assigned sales representatives. An example is included for review (AEPA Flyer). Many AEPA agency states leverage the Equal Level Marketplace, which enables their members to purchase directly from School Health. Our e-commerce platform allows customers to view all awarded products along with detailed descriptions, specifications, and real time order status streamlining the purchasing process while ensuring compliance with AEPA requirements.</p> <p>We have also created a dedicated AEPA landing page for customers interested in</p>	Complete
Products & Services			
1.4.1	<p>Provide a description of the Products, Services & Solutions to be provided by the product category set forth in Part B - Specifications. The primary objective is for each Supplier to provide its complete product, service, and solutions offerings that fall within the scope of this solicitation so that participating agencies may order a range of products as appropriate for their needs.</p>	<p>School Health is a national, full-service provider of health supplies and services. We serve health professionals in educational settings from pre-school to college. We collaborate with customers and are an advocate for the health and wellness of those entrusted in their care.</p> <p>PRODUCTS: Our comprehensive offering includes emergency preparedness, health supplies, sports medicine equipment, early childhood products, special needs aids, physical education products and personal protective equipment. We go beyond supplying products by providing product support, training, advisory services, and exceptional customer care. Our vast range of health and emergency preparedness products include</p>	Complete
Distribution			
1.5.1	<p>Describe how your company proposes to distribute the products and services nationwide, regionally, or at the local level.</p>	<p>School Health distributes products and services directly from our Rolling Meadows, IL or Alsip, IL distribution centers. We also distribute directly from supplier partners across the nation. We use reputable freight transportation companies (R&L, T-Force) or UPS/Fed Ex for small parcel shipments. Within our main distribution center, we ship SDI Certified corrugated packaging boxes which are curbside recyclable and made from recycled paper.</p>	Complete
1.5.2	<p>Provide the type (service/support or distribution) and location of centers that support the United States by name, city and state.</p>	<p>Distribution Center - Rolling Meadows, IL Distribution Center - Alsip, IL</p>	Complete
1.5.3	<p>Describe the criteria and process by which your company selects and approves subcontractors, distributors, installers, and other independent service providers.</p>	<p>School Health will not be using subcontractors, distributors, installers, or other independent services as a part of our response.</p>	Complete
1.5.4	<p>Provide a list of current subcontractors, distributors, installers, and other independent service providers who are contracted to perform the type of work outlined in this solicitation in the member agency states. Include, if applicable, contractor license or certificate information and the state(s) wherein they are eligible to provide services on behalf of the business.</p>	<p>N/A</p>	Complete

1.5.5	If applicable, describe your company's ability to do business with manufacturer/dealer/distribution organizations that are either small or MWBE businesses as defined by the Small Business Administration.	We are happy to provide our products and services to MWBE businesses. In DC and New York, we do work with third-party businesses that are local and MWBE businesses. Laws in DC prohibit us from selling directly so we partner with these businesses to help support the schools. In addition to NYC and DC, we have local supplier relationships required to meet MWBE purchasing allocations in Chicago Public Schools and Columbus (OH) Schools. We have many manufacturers that we purchase from that qualify as a MWBE business. We have added a few of the many we work with in the question below.	Complete
1.5.6	If applicable, describe other ways your company can be sensitive to a participating agencies desire to utilize local and/or MWBE companies, such as the number of local employees and offices with a geographic region, companies your firm uses that may be local (i.e. delivery company), your own company's diversity of owner employees, etc.	NA	Complete
1.5.7	If applicable, provide details on any products or services being offered by your company where the manufacturer or service provider is either a small or MWBE business as defined by the Small Business Administration. Provide product/service name, company name and small/MWBE designation.	We have many vendors that are small or MWBE Business's. Here are a few examples: Evacusafe – M - Evacuation Chairs and Slides Seacrest Uniforms - DBE, WBE - PPE Products GoJo/Purell - W-PPE Products	Complete
Marketing			
1.6.1	Describe how this business marketed its products and services to schools, nonprofit organizations, and other public sector audiences for the most recent full year. List all conventions, conferences, and other events at which this company exhibited.	School Health exhibits and attends many conferences and conventions a year. We represent all our market segments including emergency preparedness. These conferences are attended by School Nurses, Special Education Departments, Athletic Directors/Trainers, Physical Education Teachers/Coaches, Safety and Environmental Health Specialists, Superintendents, Assistive Technology Specialists, Nutritionists, Early Childhood Health Services, Head Start Directors, Correctional Facilities, Police and Fire, and Non-Profit Organizations like Lion's Club and Prevent Blindness. Outside of conferences, we have a full-time sales team of 29 people calling on customers in all 50 states and Canada. With an award, School Health will be able to extend our entire product portfolio, ensuring that AEPAs members have access to 100% of our offering. We will provide catalog discounts across all 8 School Health catalogs, deliver a highly competitive market basket of approximately 1,000 of our most in-demand health and wellness products, and offer volume discounts for qualifying large purchases. This structure allows AEPAs customers to receive a 13% discount on all eligible items within our catalogs, spanning every market segment. The market basket itself was carefully developed with significant effort dedicated to selecting the most popular and frequently purchased products, offering discounts of up to 90%. It was intentionally designed to be educational for AEPAs members.	Complete
1.6.2	Describe how your company will market the resulting contract to eligible Member Agencies. Describe how your company differentiates the new agreement from existing contracts that your company may hold today. Please be specific and detailed in your response.	Outside of conferences, we have a full-time sales team of 29 people calling on customers in all 50 states and Canada. With an award, School Health will be able to extend our entire product portfolio, ensuring that AEPAs members have access to 100% of our offering. We will provide catalog discounts across all 8 School Health catalogs, deliver a highly competitive market basket of approximately 1,000 of our most in-demand health and wellness products, and offer volume discounts for qualifying large purchases. This structure allows AEPAs customers to receive a 13% discount on all eligible items within our catalogs, spanning every market segment. The market basket itself was carefully developed with significant effort dedicated to selecting the most popular and frequently purchased products, offering discounts of up to 90%. It was intentionally designed to be educational for AEPAs members.	Complete
1.6.3	Describe the ways in which your company will collaborate with AEPAs Agencies to market the resulting contract. Include any contract announcements, planned advertisements, and any other direct or indirect marketing activities promoting the AEPAs awarded contract. Add any supplemental materials as pdfs and label them as Exhibit A-Marketing.	Outside of conferences, we have a full-time sales team of 29 people calling on customers in all 50 states and Canada. With an award, School Health will be able to extend our entire product portfolio, ensuring that AEPAs members have access to 100% of our offering. We will provide catalog discounts across all 8 School Health catalogs, deliver a highly competitive market basket of approximately 1,000 of our most in-demand health and wellness products, and offer volume discounts for qualifying large purchases. This structure allows AEPAs customers to receive a 13% discount on all eligible items within our catalogs, spanning every market segment. The market basket itself was carefully developed with significant effort dedicated to selecting the most popular and frequently purchased products, offering discounts of up to 90%. It was intentionally designed to be educational for AEPAs members.	Complete

1.6.4	Describe the process for how the company will launch the contract with current and potential agencies.	<p>School Health will implement a targeted launch strategy to engage both current and potential AEPAs. We will develop contract specific marketing materials that clearly communicate the benefits of participation and distribute them through catalogs, flyers, digital platforms, and order fulfillment inserts. A dedicated AEPAs branded landing page on SchoolHealth.com will provide agencies with a streamlined experience, highlighting simplified ordering, deep discounts on a "hot list" of approximately 1,000 items, and 13% off all eligible catalog products.</p> <p>To ensure adoption and engagement, our sales team will conduct regular outreach to all current and prospective agencies, reinforcing the contract's value and consistency.</p>	Complete
1.6.5	Describe your company's ability to produce and maintain full color print or electronic advertisements in camera ready format.	<p>School Health will produce and maintain full-color print and electronic advertisements to promote the AEPAs contract across multiple platforms. All materials will be created in camera ready, professional format and will include company logos, contact information, and the AEPAs contract number where applicable. Print ads will be used in catalogs, industry publications, and other approved marketing materials, ensuring consistent visibility among current and prospective members.</p> <p>Electronic ads will be integrated into digital campaigns, the SchoolHealth.com website, and the dedicated AEPAs landing page, providing an engaging and visually appealing representation of the contract.</p>	Complete
Environmental Initiatives			
1.7.1	Indicate if your company has any products in your offering that have any third-party environmental certifications.	<p>Many of the products that we offer support environmental initiatives.</p> <p>Here are several that we can name that support the environment: Dr. Professional, Disney, Georgia-Pacific, Grucci Industries, Klean-Clark, Nice-pak Products, Inc., SC Johnson, Seventh Generation, Abilnet, green line of products from Zoro, and many more manufacturers.</p>	Complete
1.7.2	Describe the business's "Green" objectives (e.g. LEED Certification, reducing footprint, reuse, reduce, recycle)	<p>School Health's "green" initiatives include but are not limited to:</p> <ul style="list-style-type: none"> • Reducing materials entering the waste stream. • 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. • Emphasize and increase the purchase and use of environmentally preferable products. • School Health promotes "virtual catalogs" as an option to customers. • Our growing e-commerce presence allows the orders to be completed online with the ability to see our broad health and wellness product catalog. <p>Our mission is to continue advancing School Health's sustainable practices in ways that support ecological, human, and economic health and vitality for future generations. These efforts extend across all departments and influence decisions related to product and manufacturer selection, transportation, technology, sales, and marketing. To further this commitment, we have developed an improved onboarding process for new manufacturers, offering incentives to those that are certified as Minority and Women-Owned Business Enterprises (MWBE) or demonstrate green initiatives aligned with School Health's vision for the future.</p>	Complete
1.7.3	Describe what percentage of your offering is environmentally preferable and what are your company's plans to improve this offering?	<p>Meaningful progress has already been made, and we remain dedicated to achieving</p>	Complete
Value Add			

1.8.1	<p>Describe any/all features of your company that you feel will provide additional value and benefit to a participating AEPA agency.</p> <p>School Health has been in the industry of health and wellness since 1957. Scott Cormack, Susan Rogers, and Rob Rogers are third-generation owners, whose vision is to deliver unparalleled customer experience to support the health and safety of students, staff, and the community so everyone can learn and perform to the best of their abilities. Who is School Health, please watch this video: School Health Corporation - Employee Video - YouTube</p> <p>School Health will be able to supply most of categories that AEPA is requesting as part of their EMS Supplies and Equipment Contract, and we believe we are the best company to support AEPA and its members. We provide 35,000 products in this industry from over 1,000</p>		Complete
	Disclosures		
1.9.1	<p>Does this business have actions currently filed against it? If Yes, AN ATTACHMENT IS REQUIRED: List and explain current actions, such as, Federal Debarment (on US General Services Administration's "Excluded Parties List"), appearance on any state or federal delinquent taxpayer list, or claims filed against the retainage and /or payment bond for projects.</p>	No	Complete
	References		
1.10.1	<p>Provide contact information of your business's five largest public agency customers. Include the customer business name, contact name, title, phone number and email.</p> <p>Business Name: <input type="text"/> Contact Name: <input type="text"/> Title: <input type="text"/> Phone: <input type="text"/> Email: <input type="text"/> Fairfax County PS Philomina Kwashe Purchasing 571-423-3594 pakwashe@cps.edu Educational Data Svcs. Mary Cannizzo: Administration 973-321-9385 marvc@ed- data.com Philadelphia SD: Kelly Earl: Purchasing 215-400-4380 kearl@philasd.org Norfolk PS: Marise Ward: Purchasing 757-628-3983 cward@nol.k12.us Miami Dade SD: Annette Fernandez: Purchasing 305-955-1000 afernandez@dadeschools.net</p>		Complete

75 Questions

100.00% Complete

Question Set 2: Service Questionnaire

#	Question	Response	Comment	Status
Sales Data				
2.1.1	Please refer to the chart of participating AEPA member States in this solicitation, and list the states that your company has sold products/service in the past 3 years.	Arkansas California Colorado Connecticut Florida Georgia Illinois Indiana Iowa Kansas Kentucky Massachusetts Michigan Minnesota Missouri Montana Nebraska New Jersey New Mexico North Carolina North Dakota Ohio Oregon Pennsylvania South Carolina Tennessee Virginia		Complete
2.1.2	Please refer to the chart of participating AEPA member States in this solicitation, and list the states that your company proposes to sell in.	Our goal is to sell to all AEPA states: Arkansas California Colorado Connecticut Florida Georgia Illinois Indiana Iowa Kansas Kentucky Massachusetts Michigan Minnesota Missouri Montana Nebraska New Jersey New Mexico North Carolina North Dakota Ohio Oregon Pennsylvania South Carolina		Complete
2.1.3	Please refer to the chart of participating AEPA member states in this solicitation and list the states in which your company has sales reps, distributors, or dealers.	California Georgia Texas North Carolina Virginia Illinois Ohio Minnesota Indiana Florida Michigan Pennsylvania		Complete
2.1.4	Does this company have an e-commerce website?	Yes		Complete
2.1.5	If yes, provide the website address.	www.schoolhealth.com		Complete
2.1.6	If applicable, describe your company's ability to integrate into other ecommerce sites. Include details about your company's ability to create punch out sites and accept orders electronically (cXML, OCI, etc.)	<p>Since the company was founded in 1957, our sales processes have undergone many changes in response to evolving customer expectations and technology. School Health's mission is to provide a superior selection of products and a simple, easy-to-use purchasing experience. As customers began to adopt digital procurement platforms and move away from legacy procurement processes using hardcopy catalogs, fax, and phone, School Health embraced eCommerce and sought a partner to streamline integration of our Magento store with customers eProcurement platforms.</p> <p>School Health has partnered with TradeCentric since 2013 and now offers the full capability to integrate cXML.</p> <p>School Health has successfully integrated with a variety of public agency ERP systems, including Oracle, Infor Lawson, SAP, and others. These integrations have primarily been implemented through electronic punchout catalogs, cXML/OCI connections, and custom API solutions that allow agencies to streamline purchasing, automate workflows, and maintain contract compliance. While we are unable to share confidential sales data or percentages, we can confirm that our integrations are currently active and consistently utilized by public agencies of varying sizes across the country.</p> <p>School Health maintains long standing integrations with multiple public agencies and continues to invest in the</p>		Complete
2.1.7	Provide detail on where your company has integrated with a public agency's ERP (Oracle, Infor Lawson, SAP, etc.) system in the past and include some details about the resources you have in place to support these integrations. List, by ERP provider, the following information: name of public agency, ERP system used, "go live" date, net sales per calendar year since "go live", and percentage of agency sales being processed through this connection.			Complete
Customer Support				

2.2.1	Does this business have online customer support options?	Yes		Complete
2.2.2	Does this business have a toll free customer support phone option?	Yes		Complete
2.2.3	Does this business offer local customer and support service options?	Yes		Complete
2.2.4	State your normal delivery time (in days) and any options for expediting delivery.	Average shipment time is 4 – 6 days depending on location. We offer expedited delivery options such as next day and second day air. If needed, call 866-323-5465 and our Customer Care team will provide a delivery quote for the necessary shipping arrangements.		Complete
2.2.5	State your backorder policy. Do you fill the order when available, or cancel the order and require participating agencies to reorder if items are backordered?	School Health strives to have as few backorders as possible. When we do have back orders, we fill the orders as soon as product becomes available with the oldest orders being filled first, FIFO.		Complete
2.2.6	Describe your company's payment terms as well as any quick pay discounts.	Net 30		Complete
2.2.7	State your company's return policy and any applicable restocking fees.	A restocking fee of 10-15% may be charged for returned goods if the manufacturer charges School Health. To make a return, please call our Customer Care Center to obtain your return of merchandise authorization (RMA) number 866-323-5465. Returns received without an RMA# will not be accepted and no credit shall be issued.		Complete
2.2.8	Describe any special program that your company offers that will improve customer's ability to access products, on-time delivery, or other innovative strategies.	We offer many eCommerce options for AEPA agencies and members. Customer PunchOut /Landing Pages can be created and activated upon customer request and an email can be set up to trigger AEPA pricing within 24 hours of contacting your local sales rep at School Health Corporation. School Health also offers custom landing pages in our portfolio of eCommerce Solutions. We have a custom landing page created specifically for AEPA https://www.schoolhealth.com/aepa where we offer the AEPA Contract special pricing, for any customer that registers, and logs in with their email domain. Upon registering and logging in, they will instantly be able to view and shop with the AEPA discount pricing.		Complete
Pricing				
2.3.1	Is your pricing methodology guaranteed for the term of the contract?	Yes		Complete
2.3.2	Will you offer customized price lists to participating entities as required per the pricing terms in the AEPA Terms and Conditions?	Yes		Complete
2.3.3	Will you offer hot list pricing (optional) as described in the pricing terms in the AEPA Terms and Conditions/Specifications?	Yes		Complete
2.3.4	Will you offer volume price discounts as described in the pricing terms of the AEPA Terms and Conditions/Specifications?	Yes		Complete
Competitiveness				
2.4.1	Is the pricing that is proposed to AEPA equal to or lower than pricing your company offers to individual entities or cooperatives with equal to or lower volume? In order for your response to be considered, your company must offer AEPA prices that are equal to or lower than those normally offered to individual entities or cooperatives with equal or lower volume.	Yes		Complete
2.4.2	Is the proposed pricing LESS THAN individual customer and/or cooperatives receive? If so, indicate the percentage by which it is lower.	Yes	Our offered pricing is better than individual pricing and similar or better to other cooperatives.	Complete
Cooperative Contracts				
2.5.1	Does your business currently have contracts with other cooperatives (local, regional, state, national)?	Yes		Complete
2.5.2	If YES, list the cooperative name and the respective expiration date(s) of your contract with the cooperative.	Buyboard - 5/31/26 TIPS 10/31/26 Choice Partners - 12/17/29 Equals - 4/30/2027 1GPA - 1/21/26 HPS - 5/31/29 Keystone Purchasing 12/31/28 MHEC - 7/31/27 Omnia - 5/31/28 w/2 - 2-year ext Sourcewell - 6/30/27		Complete

2.5.3	If YES, and your business is awarded an AEPA contract, explain which contract your business will lead with in marketing and sales representative presentations (sales calls)?	<p>School Health is committed to growing sales with AEPA and all participating state agencies. With this award, we will be able to provide access to our full product offering, making it easier for agencies and members to utilize the contract without restrictions. To enhance accessibility, we have implemented punch-outs with multiple AEPA state agencies, and we feature AEPA prominently on our website as a National Contract, including a direct link to our AEPA purchasing platform.</p> <p>Beyond our e-commerce presence, we have developed tailored marketing flyers for each state agency, implemented on-going training for our experienced team, and introduced a structured onboarding program for new sales staff. <small>Contract Management</small></p>	Complete
2.5.4	How will your company track sales, by Member Agency, that are attributable to AEPA?	<p>In our system, AEPA sales are designated with a specific AEPA price type, which automatically triggers reporting whenever it is applied. If we will use EMS contracts, we will create another price type specific to this contract for reporting purposes.</p> <p>Additionally, we have the capability to code an entire account under AEPA pricing, ensuring that all orders placed through that account are consistently processed at AEPA rates. Many participating accounts are already established with this coding to streamline purchasing and maintain contract compliance.</p>	Complete
Fees			
2.6.1	Do you include the administrative fee in the price of your products and/or services?	No	Complete
2.6.2	If not, do you add on the administrative fee as a separate fee to the final invoice to the final customer?	No	Complete
2.6.3	Are shipping and handling costs included in the price of your products and/or services? (See Part A, Section IV. 11)	Shipping and handling is not added to the price of our products	Complete
2.6.4	If not, do you add on applicable shipping and handling fees separately on invoices	Shipping and handling is free on orders \$125.00 or greater. \$12.95 shipping for orders under \$125.00	Complete
2.6.5	Does your business offer leasing arrangements under this solicitation?	Yes	Complete
2.6.6	If yes, please indicate how the rate factor is determined and indicate any other cost factors related to leasing.	<p>School Health has a leasing program available for all AEPA members with co-branded marketing for AEPA/School Health. (Attached marketing flyer, Capital Leasing). The leasing program is for Capital equipment and covers the following health & emergency preparedness products:</p> <ul style="list-style-type: none"> • AEDs • Evacuation Chairs • Vision Screeners • Hearing Screeners • Furniture • Modalities • Any Capital Equipment <p>You can work with your local Territory Manager or Inside Sales Representative to receive a quote.</p> <p>How is the rate determined: Lease pricing is assessed quarterly, please work with your School Health Sales Representative for the current</p>	Complete



Part E – Signature Forms

AEPA 026-F

EMS Supplies and Equipment

Instructions

Contained herein are forms that **require a signature** from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines may lead AEPA to consider your company's proposal as **non-responsive**.

To submit the required signed forms, follow these steps:

1. Read the documents in their entirety.
2. Complete all forms and sign when required.
3. Return the forms and pages in their correct order and scan one (1) single PDF format titled “Part E – Signature Forms – Name of Responding Company” (i.e. one PDF document for all signature forms).
4. Submit Part E, along with other required documents in Bonfire/Euna Procurement.

The following sections will need to be completed prior to submission as one (1) single PDF titled “Part E – Signature Forms – Name of Responding Company”.

Uniform Guidance “EDGAR” Certification Form – *signature required

Solicitation Affidavit – *signature required

Acceptance of Solicitation & Contract – *signature required

Uniform Guidance “EDGAR” Certification Form

2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the “Uniform Guidance” or new “EDGAR”. All Respondents submitting proposals must complete this EDGAR Certification form regarding the Respondent’s willingness and ability to comply with certain requirements, which may apply to specific agency purchases using federal grant funds.

For each of the items below, the Respondent will certify its agreement and ability to comply, where applicable, by having the Respondent’s authorized representative check, initial the applicable boxes, and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item of this form, AEPA will consider and may list the response, as the Respondent is unable to comply. A “No” response to any of the items below may influence the ability of a purchasing agency to purchase from the Respondent using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding Respondent default are included in AEPA’s terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the Respondent and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as AEPA’s terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the Respondent. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay Respondent for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the Respondent’s return policy. If the participating agency has paid the Respondent for goods and services provided as the date of termination, Respondent shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency’s purchase for cause and convenience, including how it will be affected and the basis for settlement, is in the participating agency’s purchase order, ancillary agreement or construction contract agreed to by the Respondent, the participating agency’s provision shall control.

3. Davis Bacon Act

When required by Federal program legislation, Respondent agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Respondent shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, Respondent is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. Also, Respondent shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Respondent agrees that, for any purchase to which this requirement applies, the award of the purchase to the Respondent is conditioned upon Respondent’s acceptance of wage determination.

Respondent further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 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 construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

4. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek 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 workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

5. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 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.

6. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires 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). When required, Respondent agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

7. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain 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. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

8. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not 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. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

9. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Respondent agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 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.

10. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, Respondent agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Respondent agrees that the total price, including profit, charged by the Respondent to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Respondent's contract with AEPA.

11. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

12. Governing Law; Forum Selection.

Respondent acknowledges and agrees that any legal action or proceeding in which the Association of Educational Purchasing Agencies, Inc. ("AEPA"), is a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the Commonwealth of Kentucky, and must be brought and determined in the state courts of the Commonwealth of Kentucky in Warren County, Kentucky, or the United States Western District of Kentucky (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

Respondent further acknowledges and agrees that any legal action or proceeding in which a party includes a participating agency, but does not include AEPA as a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the state in which the participating agency is domiciled, and must be brought and determined in the state in which the participating agency is domiciled (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and I am authorized by my business to make this certification and all consents and agreements contained herein.

Respondent Certification (By Item)	Respondent Certification: YES, I agree	Initial
1. Violation of Contract Terms and Conditions	Yes, I agree	SS
2. Termination for Cause of Convenience	Yes, I agree	SS
3. Davis-Bacon Act	Yes, I agree	SS
4. Contract Work Hours and Safety Standards Act	Yes, I agree	SS
5. Right to Inventions Made Under a Contract or Agreement	Yes, I agree	SS
6. Clean Air Act and Federal Water Pollution Control Act	Yes, I agree	SS
7. Debarment and Suspension	Yes, I agree	SS
8. Byrd Anti-Lobbying Amendment	Yes, I agree	SS
9. Procurement of Recovered Materials	Yes, I agree	SS
10. Profit as a Separate Element of Price	Yes, I agree	SS
11. General Compliance with Participating Agencies	Yes, I agree	SS
12. Governing Law; Forum Selection.	Yes, I agree	SS

School Health Corporation

Name of Business

Stephanie Spencer

Signature of Authorized Representative

Stephanie Spencer

Printed Name

09/15/2025

Date

Solicitation Affidavit

Instructions: This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the **Member Agency**, or any employee thereof, or any person, business or corporation under contract with the **Member Agency** whereby the Respondent, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the **Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

Stephanie Spencer

5600 Apollo Dr

Authorized Representative (Please print or type)

National Contracts Manager

Mailing Address

Rolling Meadows, IL 60008

Title (Please print or type)

City, State, Zip

Stephanie Spencer

09/15/2025

Signature of Authorized Representative

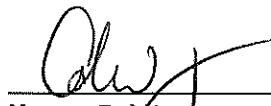
Date

Solicitation Affidavit-Page 1 of 2

STATE OF Illinois

COUNTY OF Cook

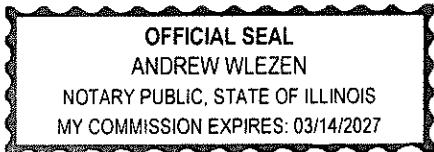
SUBSCRIBED AND SWORN TO before me this 15 day of September, 2025 by
Stephanie Spencer



Notary Public

My Commission expires: 3/14/27

Notary ID: 735758



Solicitation Affidavit-Page 2 of 2



Association of Educational

Acceptance of Solicitation & Contract

Instructions: PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Member Agency will provide a copy of the document to the Respondent.

PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	School Health Corporation	Date	09/15/2025
Address	5600 Apollo Dr	City, State Zip	Rolling Meadows, IL 60008
Contact Person	Stephanie Spencer	Title	National Contracts Manager
Authorized Signature	<u>Stephanie Spencer</u>	Title	National Contracts Manager
Email	sspencer@schoolhealth.com	Phone	630-339-7950

PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2027 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

Awarding Agency _____

Authorized Representative _____

Authorized Signature _____

Awarded this	day of	Contract Number
Contract to commence-check one (Member Agency to select)	<input type="checkbox"/> 3/1/2026	<input type="checkbox"/> Or

Part E – Signature Forms

AEPA 026-F

EMS Supplies and Equipment

Instructions

Contained herein are forms that **require a signature** from an authorized person at your company. All items found within this document are **mandatory**. Failure to sign the required areas, sections, or signature lines may lead AEPA to consider your company's proposal as **non-responsive**.

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The following sections will need to be completed prior to submission as **one (1), single PDF** titled "***Part E – Signature Forms – Name of Responding Company***".

Uniform Guidance "EDGAR" Certification Form – *signature required

Solicitation Affidavit – *signature required

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Respondent further agrees that is shall also comply with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 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 construction completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled under his contract of employment, shall be defined under this titled or imprisoned not more than five (5) years, or both.

4. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Respondent agrees to comply with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, Respondent is required to compute the wages of every mechanic and laborer based on a standard workweek of 40 hours. Work in excess of the standard workweek 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 workweek. The requirements of the 40 U.S.C. 3704 applies to construction work and provides that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

5. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 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.

6. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires 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). When required, Respondent agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

7. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain 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. Respondent certifies that the Respondent is not currently listed and further agrees to immediately notify AEPA and all participating agencies with pending purchases or seeking to purchase from the Respondent if Respondent is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under state statutory or regulatory authority other than Executive Order 12549.

8. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352), Respondents that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not 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. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

9. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Respondent agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 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.

10. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, Respondent agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Respondent agrees that the total price, including profit, charged by the Respondent to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the Respondent's contract with AEPA.

11. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, Respondent agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with a participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements as noted in the Federal Acquisition Regulation, FAR 4.703(a).

12. Governing Law; Forum Selection.

Respondent acknowledges and agrees that any legal action or proceeding in which the Association of Educational Purchasing Agencies, Inc. ("AEPA"), is a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the Commonwealth of Kentucky, and must be brought and determined in the state courts of the Commonwealth of Kentucky in Warren County, Kentucky, or the United States Western District of Kentucky (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

Respondent further acknowledges and agrees that any legal action or proceeding in which a party includes a participating agency, but does not include AEPA as a party, that in any way relates to this solicitation, any contract award or the services provided thereunder, any other document executed in connection herewith, or for recognition and enforcement of any judgment in respect hereof brought by Respondent, a participating agency, or other party hereto, or its successors or assigns, will be governed by, construed and interpreted by the laws of the state in which the participating agency is domiciled, and must be brought and determined in the state in which the participating agency is domiciled (and may not be brought or determined in any other forum or jurisdiction), and each party hereto submits with regard to any action or proceeding for itself and in respect of its property, generally and unconditionally, to the sole and exclusive jurisdiction of the aforesaid courts and waives any further objection.

By initialing the table (1-12) and signing below, I certify that the information in this form is true, complete and accurate and I am authorized by my business to make this certification and all consents and agreements contained herein.

Respondent Certification (By Item)	Respondent Certification: YES, I agree	Initial
1. Violation of Contract Terms and Conditions	Yes, I agree	SS
2. Termination for Cause of Convenience	Yes, I agree	SS
3. Davis-Bacon Act	Yes, I agree	SS
4. Contract Work Hours and Safety Standards Act	Yes, I agree	SS
5. Right to Inventions Made Under a Contract or Agreement	Yes, I agree	SS
6. Clean Air Act and Federal Water Pollution Control Act	Yes, I agree	SS
7. Debarment and Suspension	Yes, I agree	SS
8. Byrd Anti-Lobbying Amendment	Yes, I agree	SS
9. Procurement of Recovered Materials	Yes, I agree	SS
10. Profit as a Separate Element of Price	Yes, I agree	SS
11. General Compliance with Participating Agencies	Yes, I agree	SS
12. Governing Law; Forum Selection.	Yes, I agree	SS

School Health Corporation

Name of Business

Stephanie Spencer

Signature of Authorized Representative

Stephanie Spencer

Printed Name

09/15/2025

Date

Solicitation Affidavit

Instructions: This form must be signed by the business's authorized representative and notarized below. If awarded, the Respondent is required to produce a copy of this document for each Member Agency with which it contracts.

1. The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing bid (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other Respondents, or with any official of the **Member Agency**, or any employee thereof, or any person, business or corporation under contract with the **Member Agency** whereby the Respondent, in order to induce the acceptance of the foregoing bid by the **Member Agency**, has paid, or is to pay to any other Respondent, or to any of the aforementioned persons, anything of value whatever, and that the Respondent has not, directly nor indirectly entered into any arrangement, or agreement, with any other Respondent or Respondents which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing bid.
2. This is to certify that the Respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
3. This is to certify that neither I, nor to the best of my knowledge, information and belief, the Respondent, nor any officer, director, partner, member or associate of the Respondent, nor any of its employees directly involved in obtaining contracts with the **Member Agency**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
4. This is to certify that the Respondent or any person on his behalf has examined and understands the terms, conditions, the scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the bid submittal.
5. This is to certify that if awarded a contract, the Respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, the scope of work and specifications and other documents of this solicitation in the following pages of this bid.
6. This is to certify that the Respondent is authorized by the manufacturer(s) to sell all proposed products on a national basis.
7. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these bid forms.

Stephanie Spencer

5600 Apollo Dr

Authorized Representative (Please print or type)

National Contracts Manager

Mailing Address

Rolling Meadows, IL 60008

Title (Please print or type)

City, State, Zip

Stephanie Spencer

09/15/2025

Signature of Authorized Representative

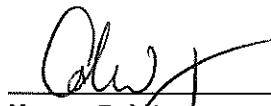
Date

Solicitation Affidavit-Page 1 of 2

STATE OF Illinois

COUNTY OF Cook

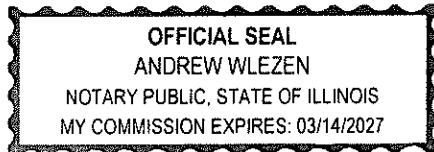
SUBSCRIBED AND SWORN TO before me this 15 day of September, 2025 by
Stephanie Spencer



Notary Public

My Commission expires: 3/14/27

Notary ID: 735758



Solicitation Affidavit-Page 2 of 2



Association of Educational

Acceptance of Solicitation & Contract

Instructions: PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Member Agency will provide a copy of the document to the Respondent.

PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	School Health Corporation	Date	09/15/2025
Address	5600 Apollo Dr	City, State Zip	Rolling Meadows, IL 60008
Contact Person	Stephanie Spencer	Title	National Contracts Manager
Authorized Signature	<u>Stephanie Spencer</u>	Title	National Contracts Manager
Email	sspencer@schoolhealth.com	Phone	630-339-7950

PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2027 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

Awarding Agency _____

Authorized Representative _____

Authorized Signature _____

Awarded this	day of	Contract Number
Contract to commence-check one (Member Agency to select)	<input type="checkbox"/> 3/1/2026	<input type="checkbox"/> Or

Building a Healthier Future

Since 1957, School Health has been dedicated to helping school-based health professionals keep their students healthy.

We are a national, full-service provider of health supplies and services to professionals in educational settings from pre-school to college. For over 65 years we have been advocates for the health and safety of students, staff and their communities.

- 220+ employees
- 40,000 products from 1,000+ manufacturers
- 95% of school districts in the country order from us annually
- Leading provider of health supplies & equipment to the U.S. education market



who we are



Dedicated | Spirited | Knowledgeable | Resourceful | Compassionate | Innovative



Cost Effective
Solutions



Easy
Interactions



Personalized
Service



Insightful
Content



Superior
Selection

what we provide

Our Product Offerings



- AEDs
- Vision & Hearing Screening Devices
- Diagnostic Equipment
- Infection Prevention
- First Aid
- Paper, Plastics & Linens
- PPE
- Emergency Preparedness
- Software

- Learning
- Communication
- Speech Therapy
- Sensory
- Motor Skills
- Accessibility
- Living Aids & Mobility

- Tapes & Wraps
- Braces & Protective Equipment
- Hydration & Nutrition
- Rehabilitation
- Therapeutic Modalities
- Kits & Bags

- Infant & Toddler
- Vision & Hearing Screening Devices
- Infection Prevention
- Oral Care
- Learning
- Play
- Fine Motor

- Character Education
- Games and Activities
- Nutrition
- Outdoor Education
- Rhythmic Play
- Team Building
- PE and Health Curriculum
- Professional Development

Our Services



Consultations

Our experts can offer advice on a range of products, health topics, purchasing programs and health solutions.



Continuing Education

We sponsor sessions that provide CEUs through the Northeastern University School Health Academy.



Webinars & Professional Development

Online webinars and in-person professional development are offered to present valuable information on many topics.



Service Center

Our certified service center technicians have the knowledge, tools and expertise to ensure your equipment is working properly.



Electronic Health Records

We offer innovative software that provides a comprehensive solution to simplify record keeping and compliance.



Compliance Management

Keep track of capital equipment inventory, track medications, ensure regular servicing, and replace supplies in a timely manner.

2403



Take advantage of AEPA to streamline and simplify the purchasing process for your school.

866-323-5465
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@SchoolHealth


We Supply Your Future™

AEPA Financing Program

School Health offers financing opportunities that are cost effective and tailored to your specific needs. We offer:

- Flexible financing solutions
- A wide variety of equipment
- Several benefits that make this the smart choice



Take advantage of AEPA to streamline and simplify the purchasing process for your school.



Life Saving
AEDs



Athletic Injury
Recovery Systems



Vision Screening
Equipment



The following products are available to finance:

- AEDs
- Evacuation Chairs
- Vision Screeners
- Hearing Screeners
- Furniture
- Modalities
- Visilift+
- Any Capital Equipment

The Benefits of Financing?

Tax Advantages

100% of payments may be expensed and/or significant portions of the equipment cost can be deducted as a depreciation expense in the year the equipment is acquired.



Overcome Budgetary Limitations

Financing allows for the acquisition of necessary equipment today while maintaining capital budget integrity.



Conserve Cash Flow

We can finance 100% of the equipment cost with affordable monthly payments, no down payments and no security deposits.



Hedge Against Inflation

Payments are fixed for the term of the lease. When adjusted for future inflation the net cost of the lease will actually decrease while gross revenues generated by the equipment increase.



Preserve Bank Credit Lines/Liquidity

Financing preserves existing bank lines of credit for working capital, inventory financing or other revolving credit needs.

Asset Liability Matching

Many financial analysts acknowledge the benefits of matching the useful life of a capital asset with the associated cost of that asset's use. By matching the term to the useful life of the equipment one can match the payment obligation to the period in which the equipment will produce revenues instead of mismatching an "up front" lump sum payment with the future revenue stream.

Financing is Cheaper Than Paying Cash

When the potential tax benefits of financing are coupled with the conservation of working capital and the potential income to be derived from the conserved capital, then financing may be cheaper than paying cash for equipment.

2404

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HEALTH®
We Supply Your Future™

**Your School Health Representative****Who is School Health?**

We are a national provider of health supplies to health professionals in educational settings from pre-school to college. At School Health, we maintain the integrity in each of our interactions by always keeping our mission and value statements in mind.

KANSAS

The AEPA member in Kansas is Greenbush – The Southeast Kansas Education Service Center.

**Contact: Tina Smith**

(620) 724-6281 ext. 308
tina.smith@greenbush.org
<http://procurement.greenbush.org>

Eligible Customers

K-12 Public & Private Schools |
Colleges & Universities | Public
Libraries | City, County & State
Government

Neighboring States Served

Oklahoma

**Overview**

- CONTRACT # 022-B
- 13% DISCOUNT
- FREE SHIPPING ON ORDERS OVER \$125
- QUOTE #3967885

Your School Health Corporation Contract Award Includes Products from all of Our Segments.**HEALTH SERVICES****SPECIAL EDUCATION****SPORTS MEDICINE****EARLY CHILDHOOD****PHYSICAL EDUCATION**

SERVICE CENTER



CALIBRATION | PARTS | REPAIR

Count on our skilled technicians to deliver high quality service and these advantages:

- Each technician has over 10 years of hands-on experience
- Close relationships with each product manufacturer allows them to learn the latest technologies and advancements
- Friendly, customer-focused service ensures your complete satisfaction

Take advantage of AEPA to streamline and simplify the purchasing process for your school.

You rely upon screening and diagnostic products to help you keep students healthy. These precision tools need regular calibration and occasional repairs for best performance. That is why we offer:

Calibration - Ensure your screening equipment operates within the specifications and meets all relevant standards

Parts - Replace worn components and broken parts to keep your health equipment working optimally

Repairs - Get preventative maintenance and repairs to extend product life and sustain performance



We calibrate and service:

• Audiometers	• Tympanometers
• Vision Screeners	• Sphygmomanometers
• OAE Screeners	

School Health Service Center Request Form

Billing Information:

School/Organization Name _____ Attention to _____

Address _____ City _____ State _____ Zip _____

Return Equipment to this Location: Same as above

School/Organization Name _____ Attention to _____

Address _____ City _____ State _____ Zip _____

Contact:

Name _____ Phone Number _____ E-mail Address _____

Work Needed (Please note the service you need for each product)

1. Product/Model # _____ Serial # _____ Calibration Repair Cleaning Other

Special Instructions

2. Product/Model # _____ Serial # _____ Calibration Repair Cleaning Other

Special Instructions

3. Product/Model # _____ Serial # _____ Calibration Repair Cleaning Other

Special Instructions

4. Product/Model # _____ Serial # _____ Calibration Repair Cleaning Other

Special Instructions

Other Instructions (if needed):

Fix equipment as specified on P.O. # _____

Call me with an estimate prior to repair.

How did you learn about the Service Center? Prior Service Catalog Email Sales Rep Website

Customer Service Conference Other _____

Shipping Instructions:

Fill out this form completely and make a copy for your records. Please enclose it with the product(s) you are sending for service and ship to:

School Health Corporation, ATTN: Service Center, 5600 Apollo Drive • Rolling Meadows, IL 60008

The Barracuda Intruder Defense System



Security devices that are designed based on real life experiences. These locking devices can be installed in a matter of seconds in emergency situations to protect occupants against building intruders.

- Fast and easy; installs in a matter of seconds
- Securely locks an entry point in a lockdown situation
- Free-standing device (not permanently attached to door).
Can be easily transferred to another access point



Troy Lowe, a decorated military veteran, is currently a firefighter and SWAT team member in Ohio. Over the past few years, Troy has instructed thousands of people on how to react during an emergency lockdown situation. He has

seen firsthand how quickly people panic and lose their fine motor skills during these simple training exercises. This typical reaction helped Troy recognize there was a need for a door security product that is simple to use, strong, and highly effective in an actual emergency or lockdown situation. These products are currently being utilized in his shooter response training programs and the positive reaction has been overwhelming.

THE BARRACUDA™ INTRUDER DEFENSE SYSTEM

Keep classrooms and public buildings safe in the event of an active shooter situation.

The BILCO Company has teamed up with Troy Lowe, a military veteran and SWAT team member to manufacture door security devices that he designed based on his experience as a law enforcement professional and an active-shooter training instructor. These locking devices can be installed in a matter of seconds in emergency situations to protect occupants against building intruders.



Model DSI For Inward Swinging Doors

The user places the device on the floor and slides the metal plates under the door. Pushing outward on the handles engages the plates to the exterior door jamb and the device is securely locked in place by simply inserting a pin.

..... 59200 \$198.99 ea.



Model DCS For Scissor Action Door Closers

Simply slide the device over the door closer arm to prevent the scissor action. The DCS is designed to be used in conjunction with the DSI or DSO to provide an additional level of security. Due to the wide variety and inconsistency of door closers and their fasteners, it is not recommended to use the DCS as a standalone solution.

..... 59208 \$107.99 ea.



Model DSO For Outward Swinging Doors

The user positions the device so that the bar rests against the door jamb on either side, and the built-in hook grabs the door handle. Note that the specially designed hook works with all types of handles. To secure the device, simply turn the handle until it is snug.

..... 59201 \$212.99 ea.

2504

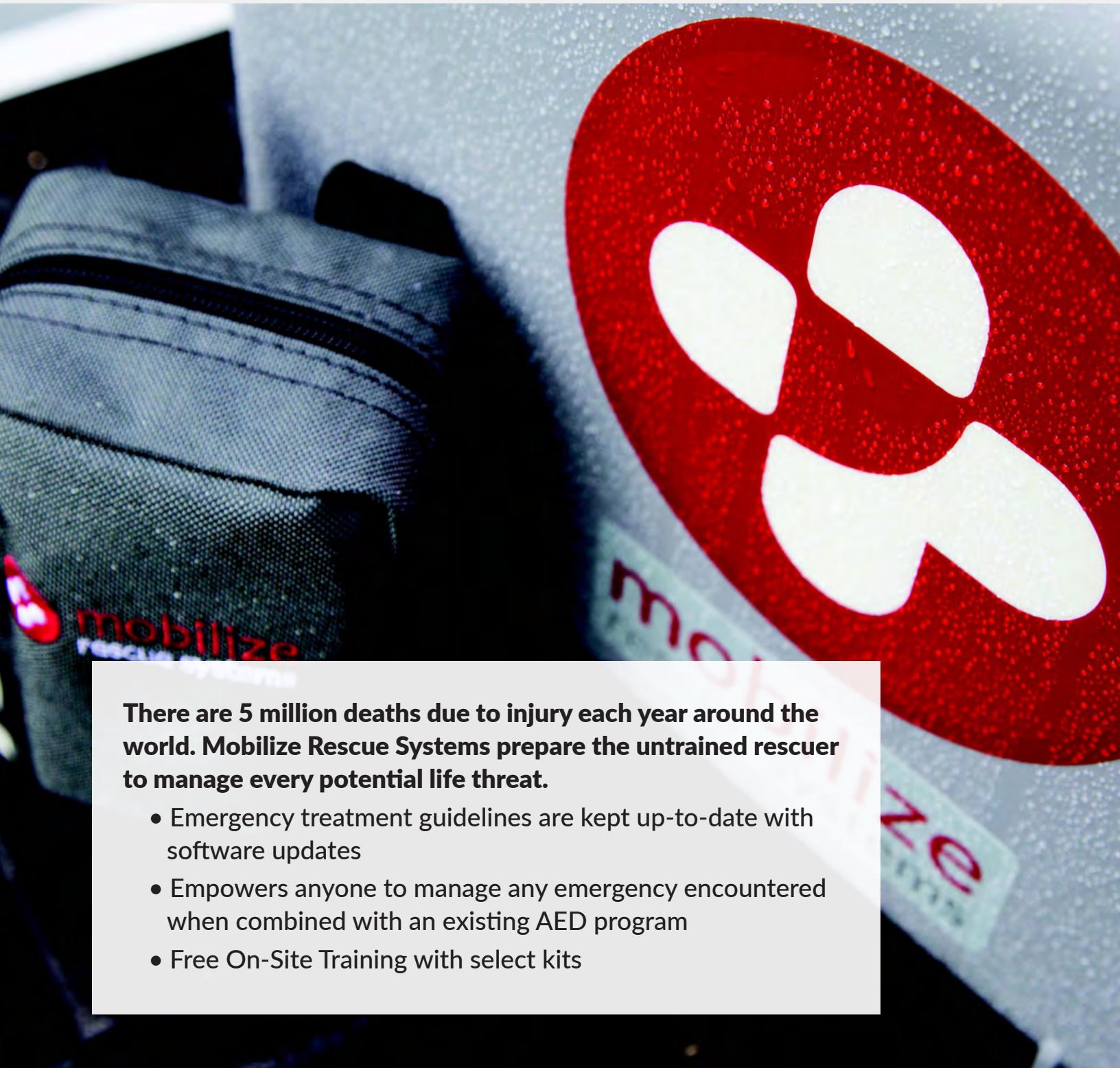
866-323-5465

SchoolHealth.com

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HEALTH®
We Supply Your Future™

Mobilize Rescue Systems



There are 5 million deaths due to injury each year around the world. Mobilize Rescue Systems prepare the untrained rescuer to manage every potential life threat.

- Emergency treatment guidelines are kept up-to-date with software updates
- Empowers anyone to manage any emergency encountered when combined with an existing AED program
- Free On-Site Training with select kits

Treatment Capabilities

- Severe Bleeding
- Unconsciousness
- CPR
- Rescue Breathing (children & infants)
- AED Application
- Trouble Breathing
- Opiate Overdose
- Hypothermia
- Seizures
- Choking
- Impaled Objects
- Amputations
- Allergic Reactions
- Confusion
- Stings
- Pain
- Trapped Limbs
- Burns
- Fractures & Sprains
- Diabetic Problems
- Chest Pain



Comprehensive Rescue System

Modern supplies help you manage severe bleeding, cardiac arrest, allergic reactions, diabetic emergencies, fractures and more. Diagnostic app provides "just-in-time" training to help untrained bystanders save lives.

Includes:

(4) SOFTT Wide® Tourniquet	(1) 15mg Insta-Glucose®
(2) QuickClot® Bleeding Control Dressing	(2) Emergency Space Mylar Blanket
(2) 6" NAR® Emergency Trauma Dressing	(1) Portable Charger & Charging Cord
(2) Hyfin® Chest Seal	(1) USB Charging Cube
(2) Water-Jel® Universal Burn Dressing	(1) Inspection Card
(2) Triangular Bandage	(12) Proof Seals
(2) 4.5" Sterile Conforming Stretch Gauze	(2) Bag with Biohazard Markings
(4) 5" x 9" Sterile Conforming Stretch Gauze	(1) Trauma Shears
(2) 10" x 30" Sterile Multi-Trauma Dressing	(10) Nitrile Gloves
(1) 36" SAM® Emergency Splint	(16) Eye Pads
(2) 4" Elastic Wrap Bandage	(10) Adhesive Bandages (assorted size)
(1) 4" x 5" Cold Compress	(10) Burn Cream Packets
(1) Adhesive Tape 2.5 yd	(10) Triple Antibiotic Ointment Packets
(1) CPR Face Shield with Bite Block	(1) Antiseptic Wipes
(1) bottle 81mg Chewable Aspirin	(10) Tweezers
(1) box 12mg Dissolvable Allergy Tablets	(1) Hand Sanitizer
	(1) Eye Wash
	(1) First Aid Guide

17.2" L x 13.7" W x 6.5" D, 15 lbs., Purchase One Comprehensive Rescue System Kit & Receive a Complimentary, On-Site Training on Your New Equipment At \$0!*

Case **54721** \$2,883.99 ea.
Backpack **54722** \$2,399.99 ea.

Treatment Capabilities

- Severe Bleeding
- Unconsciousness
- CPR
- Rescue Breathing (children & infants)
- AED Application
- Trouble Breathing
- Opiate Overdose
- Hypothermia
- Seizures
- Choking



Public Access Rescue Station

Each iPAK Includes:

Carrying Case with 4 iPAKs, 14.5" L x 10.5" W x 6" D, 6 lbs. Purchase Ten Public Access Rescue Station Kits & Receive a Complimentary, On-Site Training on Your New Deployment at \$0!*

(1) SOFTT Wide® Tourniquet	(1) Emergency Space Mylar Blanket
(1) QuickClot® Bleeding Control Dressing	(1) Trauma Shears
(1) 4" NAR® Emergency Trauma Dressing	(1) Public Access CARE Card
(1) Hyfin® Chest Seal	(8) Nitrile Gloves
(1) CPR Face Shield with Bite Block	

..... **54787** \$1,274.99 ea.
iPAK, 7.5" L x 4" W x 3" D, 1 lb. **54741** \$269.99 ea.



Compact Rescue System

Includes:

(1) SOFTT Wide® Tourniquet	(1) Emergency Space Mylar Blanket
(1) QuickClot® Bleeding Control Dressing	(1) Trauma Shears
(1) 4" NAR® Emergency Trauma Dressing	(1) Public Access CARE Card
(1) Hyfin® Chest Seal	(8) Nitrile Gloves
(1) CPR Face Shield with Bite Block	

7.5" L x 4" W x 3" D, 1 lb **54786** \$349.99 ea.

***For more information on your complimentary training, please contact your School Health representative today!**

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@SchoolHealth

**SCHOOL
HEALTH™**
We Supply Your Future™

Connect with SchoolHealth.com for Improved Procurement of Health Products and Supplies



We Offer Ecommerce Solutions Along with AEPA Special Pricing

Procuring your district's health products and supplies is simple when you use School Health's Ecommerce Solutions while leveraging the AEPA Contract. By signing up for this service, you can access our vast product catalog and see your district's AEPA contracted pricing. Plus, those who order will benefit from helpful shopping tools that make selection and ordering more streamlined, and less costly.

School Health AEPA Contract Number #022-B

Benefits of Our Ecommerce Solutions



Reduce Costs

- Eliminate manual compiling of multiple orders from requesters
- Streamline the P.O. process to make ordering less costly (Studies show that P.O.s can cost from \$50-\$150 to process)



Save Time

- Save your supply lists so that you do not need to recreate your order every time
- Spend less time ordering and more time supporting student health and learning



See Your AEPA Contract Pricing

- Make AEPA pricing visible to everyone in your district or through the local agency managing the contract.



Reduce Errors

- Each person enters their own order, eliminating the need to reenter them or read illegible handwriting



Streamline Approvals

- Use electronic printouts and reduce the time needed to prepare orders and route them for approval

Improve your procurement process and get the products you need more easily!

What Ecommerce Solutions Do We Offer with the AEPA Contract?

1

SchoolHealth.com

For districts that use the AEPA contract, we will activate your district so that when you log into SchoolHealth.com with your School email domain and password, you will see your AEPA contract pricing. This is easy to set up and can significantly reduce the need to develop bids.

2

Custom Landing Page

We have a dedicated landing page for AEPA members at SchoolHealth.com/AEPA. We can also customize a landing page that is specific to your school district if you shop with us on a regular basis for your Health Services, Sports Medicine, Special Education, Early Childhood and Physical Education needs.

3

Punchout

Integrate your Purchasing or Accounting System with us and we will provide you with realtime product and price information. Some of the many systems we integrate with are JAGGAER (SciQuest), Ariba, EqualLevel, Munis, ESM®, Skyward®, Oracle®, Harris School Solutions, SAP®, and PeopleSoft.

Key Features of SchoolHealth.com

Our website makes it easier to find what you need and place orders more efficiently:

- Access to the complete breadth of products and solutions we offer:

HEALTH SERVICES

SPECIAL EDUCATION

SPORTS MEDICINE

EARLY CHILDHOOD

PHYSICAL EDUCATION

- Find the products you need with intuitive category navigation and helpful search tools
- Save and share a shopping list
- Use multiple forms of payment including:
 - > Purchase Orders
 - > Ghost Card
 - > P-Card
 - > Credit Card
- Get detailed transaction history with Level III credit card processing
- See the latest product introductions and special offers



2204

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The logo for School Health features a stylized red "SH" monogram. To the right of the monogram, the word "SCHOOL" is stacked above "HEALTH" in a bold, black, sans-serif font. Below "HEALTH" is the tagline "We Supply Your Future" in a smaller, black, sans-serif font.



neffyinSchools™ Program

SH Connect Compliance Management



Not actual size of product



ARS Pharmaceuticals (ARS) is offering **neffy®**, the first and only FDA-approved, needle-free epinephrine nasal spray, at no cost to K-12 Schools. ARS has partnered with School Health to fulfill orders through the SH Connect platform to ensure RX compliance. With the **neffyinSchools™** program, eligible public and private K-12 schools in the U.S will receive two cartons (four single use doses) of **neffy** 1mg or 2mg epinephrine, a training device, and literature.

neffyinSchools™ Program

SH Connect Compliance Management



What is neffy*?

neffy is a nasal spray used to treat life-threatening, allergic emergencies including anaphylaxis, in adults or children, who are at risk for or have a history of serious allergic emergencies.

1 mg – children who are aged 4 years and older and weigh 15 to < 30 kg (33 to < 66 lbs.)

2 mg - adults and children who weigh 66 lbs. or more (30 kg or more).

* Please visit www.neffy.com/community-programs for more information.

** We are committed to ensuring compliance through SH Connect, but we understand that financial hardships could make this challenging for some schools. If the cost of the program is a concern, we're here to help and work together to find a solution that ensures compliance, while easing any financial burden to allow all eligible schools to participate in the FREE Neffy program. Start your application now at www.SchoolHealth.com/neffy.

IMPORTANT INFORMATION:

- ARS Pharma selected School Health as its distribution partner due to its compliance capabilities, licensing in 50 states and its certification as an Accredited Distributor by the National Association of Boards of Pharmacy
- State legislation must be introduced and passed for a district to participate in this program
- School Health Corporation facilitates the certification and fulfillment of the neffyinSchools™ Program applications
- School Health can only fulfill requests from applicants who satisfy all requirements.
- For schools/districts already using SH Connect there is no additional sign up or fee required. Those who do not currently use this platform, School Health is offering the software at a discounted flat rate fee. neffy will ship for FREE from School Health to your facility

IMPORTANT SAFETY INFORMATION

What is the most important information that I should know about neffy?

neffy contains epinephrine, a medicine used to treat allergic emergencies (anaphylaxis). Anaphylaxis can be life-threatening, can happen in minutes, and can be caused by stinging and biting insects, allergy injections, foods, medicines, exercise, or other unknown causes.

Always carry two neffy nasal sprays with you because you may not know when anaphylaxis may happen and because you may need a second dose of neffy if symptoms continue or come back. neffy is for use in the nose only.

Use neffy right away, as soon as you notice symptoms of an allergic reaction. If symptoms continue or get worse after the first dose of neffy, a second dose is needed. If needed, administer a second dose using a new neffy in the same nostril



What is SH Connect/Medication Platform?

The SH Connect Compliance Management System, accessible through your desktop or mobile device, continuously monitors your neffy and all other RX medications, so you don't have to.

With SH Connect you can:

- Prevent issues with liability by ensuring you are in compliance
- Track lot numbers, expiration dates, recalls, location, and other important information regarding your school's medications
- Report usage and request additional doses after use or expiration
- Set reminders and log inspections
- Access scheduled reporting or build reporting to meet specific compliance needs

SH Connect Compliance Management System

..... **1047534** \$50.00 /year per school
or \$25 for five or more schools signing up as a district.**

starting 5 minutes after the first dose. Get emergency medical help for further treatment of the allergic emergency (anaphylaxis), if needed after using neffy.

Tell your healthcare provider if you have underlying structural or anatomical nasal conditions, all the medicines you take, and about all your medical conditions, especially if you have heart problems, kidney problems, low potassium in your blood, Parkinson's disease, thyroid problems, high blood pressure, diabetes, are pregnant or plan to become pregnant, or plan to breastfeed.

Tell your healthcare provider if you take or use other nasal sprays or water pills (diuretics) or if you take medicines to treat depression, abnormal heart beats, Parkinson's disease, heart disease, thyroid disease, medicines used in labor, and medicines to treat allergies. neffy and other medications may affect each other, causing side effects. neffy may affect the way other medicines work, and other medicines may affect how neffy works.

What are the side effects of neffy?

neffy may cause serious side effects. If you have certain medical conditions or take certain medicines, your condition may get worse, or you may have more or longer lasting side effects when you use neffy.

Side effects of neffy may include throat irritation, tingling nose, headache, nasal discomfort, feeling over excitement, nervousness or anxiety, tingling sensation, fatigue, shakiness, runny nose, itchy nose, sneezing, stomach pain, pain in gums of teeth, numbness in the mouth, nasal congestion, dizziness, nausea, and vomiting.

Tell your healthcare provider if you have any side effects that bother you or that do not go away after using neffy.

These are not all of the possible side effects of neffy. Call your healthcare provider for medical advice about side effects. To report side effects, contact ARS Pharmaceuticals Operations, Inc. at 1-877-MY-NEFFY (877-696-3339) or the FDA at 1-800-FDA-1088 or www.fda.gov/medwatch.

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To apply for the
neffyinSchools program, visit:
SchoolHealth.com/neffy



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@SchoolHealth

SH SCHOOL
HEALTH®
We Supply Your Future™

School Health Bleeding Control Kits



Be prepared for any
emergency with our **NEW**
School Health Bleeding Control Kits!

Designed to meet various guidelines and thoughtfully packaged to suit different needs, these quality kits feature COTCCC-approved tourniquets and official Stop the Bleed® instructions to ensure reliability and efficiency in the most critical moments.

School Health's Bleeding Control Kits are Designed to Meet or Exceed:

- CA AB 2260 for kits in Public Places
- CA SB 868 for kits in Schools
- CO HB23-1213 for kits in Schools
- FL SB 250 for kits in Schools
- IL HB 1561 for kits in Schools
- IN HB1063 for kits in Schools
- LA SCR 62 for kits in Schools
- NH SB204 for kits in Public Buildings
- TN HB 212 for kits in Schools
- TX HB 496 for kits in Schools
- WA State SB5790 for kits in Schools
- Stop the Bleed® Guidelines

All of the following kits meet/exceed: CA AB 2260, COHB23-1213, FL SB 250, IN HB1063, LA SCR 62, NH SB204, TN HB 212, TX HB 496, and WA State SB5790.



School Health Basic Individual Bleeding Control Kit

- 1 TCCC Approved Tourniquet
- 1 Super Stop Bandage w/Pressure Block
- 2 Compressed, Sterile, Wound Packing Gauze
- 2 Pairs of Nitrile Exam Gloves
- 1 Utility Shears, 7 1/4"
- 1 Solar Emergency Blanket, 84" x 52"
- 1 Permanent Marker, Black
- 1 Stop the Bleed® Instruction Sheet

Vacuum Sealed Bag **1046509** \$54.99 kit
 Molle Bag with Patch (Shown) **1046503** \$72.99 kit



School Health Intermediate Individual Bleeding Control Kit

- 1 Vacuum Sealed Bag
- 1 TCCC Approved Tourniquet
- 2 Compressed, Sterile, Wound Packing Gauze
- 1 Super Stop Bandage w/Pressure Block
- 1 Hyfin® Vent Compact Chest Seal - 2 PACK
- 1 Pair of Nitrile Exam Gloves
- 1 Utility Shears, 7 1/4"
- 1 Solar Emergency Blanket, 84" x 52"
- 1 Permanent Marker, Black
- 1 Stop the Bleed® Instruction Sheet

Vacuum Sealed Bag (Shown) **1046511** \$71.99 kit



School Health Advanced BCB Individual Bleeding Control Kit

- 1 TCCC Approved Tourniquet
- 1 Super Stop Bandage w/Pressure Block
- 1 QuikClot Bleeding Control Dressing
- 1 Compressed, Sterile, Wound Packing Gauze
- 1 Hyfin® Vent Compact Chest Seal - 2 PACK
- 2 Pairs of Nitrile Exam Gloves
- 1 Utility Shears, 7 1/4"
- 1 Solar Emergency Blanket, 84" x 52"
- 1 Permanent Marker, Black
- 1 Stop the Bleed® Instruction Sheet

Vacuum Sealed Bag **1046505** \$114.99 kit
 Molle Bag with Patch (Shown) **1046507** \$133.99 kit

2502

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SH SCHOOL
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Stop the Bleed—Every Second Counts!



The School Health Trauma Kits provide first responders the tools they need to save a life.

- First responders are prepared for all emergencies
- Four kits, each with a specific set of supplies, provide complete solutions for treating different types of injuries



Trauma Pack



Advance Trauma Kit



Basic Bleeding Kit



Advance Trauma Kit - Multiple Response

**EXCLUSIVE
PRODUCT**

School Health Trauma Kits

These can be used in situations as serious as an active shooter scenario, but also simply to prevent excessive bleeding from injuries when bandages from a basic first aid kit may not suffice. Visit the School Health Safety Center on our website for more resources on emergency preparedness:

SchoolHealth.com/health-services/school-safety

	School Health Trauma Pack	School Health Basic Bleeding Kit	School Health Advance Trauma Kit	School Health Advance Trauma Kit - Multiple Response Treats 3+ victims
Kit Components	Item #59121	Item #59120	Item #56004	Item #54940
QuikClot	✓		✓	✓ (3)
SWAT-T Tourniquet	✓	✓	✓	✓ (3)
CAT Tourniquet				✓
Chest Seal			✓	✓ (3)
Compression Bandage		✓	✓	✓ (3)
Mini Compression Bandage	✓			✓ (3)
Nitrile Gloves	✓	✓	✓	✓
Flat Compressed Gauze		✓	✓	
Permanent Marker		✓	✓	
Instruction Card	✓	✓	✓	
Shears		✓	✓	✓
2" x 2" Gauze	✓			
4" x 4" Gauze	✓			
Combat Medic Tape	✓			
Triangular Bandage	✓			
CPR Face Shield				✓
Utility Pouch	Reusable Vacuum Sealed Pack	Reusable Vacuum Sealed Pack	✓	✓
Price	\$71.99	\$66.99	\$123.99	\$257.99

Component Descriptions:

QuikClot Bleeding Control Dressing: Uses kaolin, an inorganic mineral that accelerates the body's natural clotting ability and helps blood clot up to five times faster than blood on its own. 52915 \$39.99 ea.

Dual Chest Seal: Uses Wound Seal™ hydrogel dressing and can be applied over an open wound or can be used to seal over a puncture chest or abdomen wound. 3.75" x 3.75" Chest Seal, 2/pkg. 54942 \$34.99 pkg.

SWAT-T™ Tourniquet: Multipurpose dressing that does double duty as either a tourniquet or pressure bandage. Apply in seconds with little or no prior training. 57795 \$12.99 ea.

H&H "H" Bandage (8" x 10") Flat Fold: Unique design allows for one-handed use for all kinds of serious traumas and injuries involving arterial bleeding. 52991 \$18.99 ea.

CAT Tourniquet®: A one-handed tourniquet with single routing buckle system that allows for extremely fast application and effective slack removal. 57780 \$35.99 ea.

2504

All components are also sold separately. Visit SchoolHealth.com for more information.

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More Opioid Training, More Lives Saved.

- Training resources for any organization or school
- Identify symptoms of opioid overdoses
- Includes step-by-step instructions for administration of spray
- Learn what to do while waiting for medical professionals to arrive



Opioids are known for relieving pain, but highly potent opioids are now one of the leading causes of overdose emergencies in people of all ages. Overdoses are also one of the biggest causes of preventable deaths in the United States, with records showing that opioids are implicated in at least two-thirds of these situations.

Overdose fatalities can be prevented if naloxone is widely distributed in communities, schools, and households. Training programs that teach individuals how to administer the medication and the value of having it on hand can help keep communities safe and raise awareness throughout the opioid epidemic. Start your mission of awareness here, with our reliable training kits.



School Health Individual Training Kit

Includes:

- Laminated Naloxone Training Info card
- Pair of fentanyl tested nitrile gloves
- KN95 face mask
- Reusable Naloxone nasal spray trainer (no medication included)
- Conveniently packed in durable canvas zippered pouch

..... **1042496** \$10.99 ea.



School Health 10-Person Naloxone Training Kit

Includes:

- Laminated Naloxone Training Info Card
- Box of fentanyl tested nitrile gloves, Large, 100/box.
- (10) KN95 face masks, individually wrapped
- (10) reusable Naloxone nasal spray trainers (no medication included)
- Conveniently packed in durable hard case, zippered enclosure, with handle.

..... **1042495** \$40.99 ea.

2504

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**SCHOOL
HEALTH®**
We Supply Your Future™

Stryker Evacuation Chair

The Stryker Evacuation Chair is your solution to a quick and safe exit from your facility in an emergency situation.

- Designed to maximize mobility in tight spaces
- Folds to compact size for convenient storage
- Complies with fire safety requirements and emergency response guidelines





The complete evacuation solution

Emergencies often arise unexpectedly. Are you prepared to evacuate occupants from your facility when facing an emergency? Stryker Evacuation Chair gives you the power to evacuate disabled or injured persons weighing up to 500 pounds from multilevel facilities in emergency situations. Stryker's patented Stair-TREAD system assists in an easy descent down stairs by a single operator, with passengers weighing up to 200 pounds. Our extendable head and foot end lift handle design supports proper ergonomic lifting technique, while improving line of vision to feet and steps when lifting the chair on stairs or over obstacles. Emergency situations are often a surprise, build confidence and peace of mind knowing that you are prepared.

Stryker Evacuation Chair.....	59035	\$5,170.99 ea.
Wall Bracket	1038038	\$51.99 ea.
O2 Bottle Holder Item	1038041	\$209.99 ea.
Cabinet for Evac Chair	1038035	\$958.99 ea.
Chair Cover	1038039	\$354.99 ea.
Foot Rest	1038036	\$507.99 ea.

2503

Visit our website to shop for
more Stryker products

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 **SCHOOL
HEALTH®**
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ZOLL Automated External Defibrillators

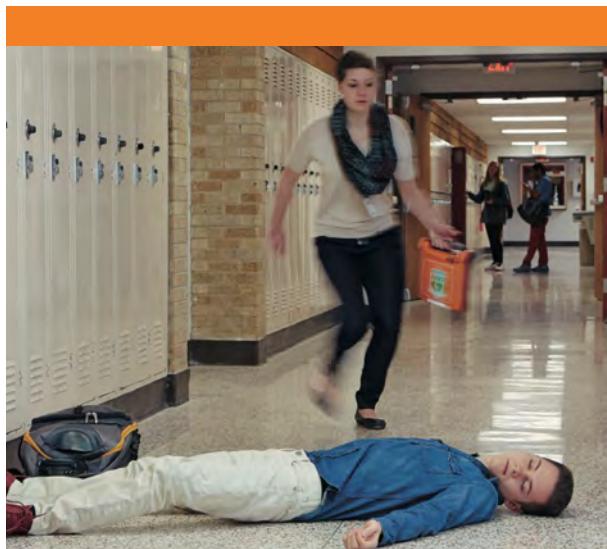
ZOLL®



DESIGNED FOR UNEXPECTED HEROES™



When someone is the victim of sudden cardiac arrest (SCA), their survival depends on high-quality CPR and a rescuer with an AED. **When there's a call for help, will you be ready?**



DESIGNED FOR UNEXPECTED HEROES™

The latest guidelines from resuscitation councils worldwide are clear: Successful defibrillation must be supported with high-quality CPR.

The AED's first heart analysis is critical. If it calls for no shock, only CPR can lead to a shockable rhythm on the next analysis. CPR provides a struggling heart with oxygenated blood needed to help restore a normal rhythm.

All ZOLL AEDs guide you through the process of performing high-quality CPR and will, if needed, deliver a potentially lifesaving shock to the heart. With a ZOLL AED and quick action, you could help avert tragedy.



... monitoring of CPR quality is arguably one of the **most significant advances in resuscitation practice in the past 20 years** and one that should be incorporated into every resuscitation and every professional rescuer program.¹



Research shows that the **probability of survival goes up dramatically** when CPR is performed and when an AED is applied before an ambulance arrives.²

READY FOR THE RESCUE?

At ZOLL, we strive to provide **intuitive and intelligent AEDs** in every public space around the world and to enable bystanders to act quickly, appropriately and with confidence in sudden cardiac arrest emergencies.

That is why all of our AEDs are designed to remove the guesswork and support unexpected heroes throughout the rescue. Together with our distributor partners, we are by your side, giving you the potential to help save lives.

SMART

Real-time CPR Feedback:

Real-time feedback technology guides rescuers on optimal rate and depth of chest compressions through voice, text and visual prompts that help ensure the delivery of high-quality CPR.

Interactive and Intuitive:

ZOLL AEDs provide step-by-step instructions and corrective guidance to support you throughout the rescue.

Rescue Confidence:

Designed for ease of use - from applying the pads and performing CPR to delivering a shock, you can have peace of mind with ZOLL AEDs as your rescue partner.

READY

Rescue Ready® Services:

From tracking consumables and CPR/AED certifications to managing medical direction and ensuring compliance with local regulations, you can count on ZOLL to help you manage your AEDs.

Automatic Self-Testing:

A series of patented self-tests verify that the internal circuitry, battery and pads are fully functional so you can have confidence it will be ready to use.

Designed for Durability:

Designed to withstand harsh environments and temperature extremes, ZOLL AEDs have an ingress protection (IP) rating of IP55, which means they are highly resistant to dust and moisture.

TRUSTED

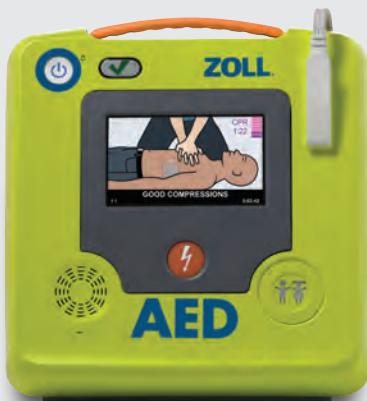
Mission Focused:

Our AED technology innovations provide rescuers with the tools to act quickly and confidently to help save lives.

Legacy of Excellence:

A pioneer in resuscitation technology, ZOLL has been empowering first responders and unexpected heroes around the world for more than 25 years.





“

The AED was so helpful; it confirmed that we had the right diagnosis. It gave me a lot of confidence.

”

Keira Macfarland, Volunteer Park Ranger and SCA Rescuer

ZOLL AED 3®

In addition to WiFi connectivity and integrated pediatric rescue, the ZOLL AED 3® defibrillator with Real CPR Help® technology provides **real-time feedback** to guide rescuers in delivering high-quality CPR.



The ZOLL AED 3® features enhanced Real CPR Help® with full-color rescue images and an integrated child mode, making it simple to treat both adult and pediatric victims.

- **Enhanced Real CPR Help®**

Proven Real CPR Help® technology now features a full-color display with vivid rescue images, a CPR cycle timer, and a large color bar gauge that shows CPR compression depth.

- **Integrated Pediatric Rescue**

Simply activate child mode for pediatric rescue with the universal CPR Uni-padz™ electrodes.

- **WiFi Connected**

Cloud connectivity enables automatic reporting of device status, giving you confidence your AED is ready in an emergency.

- **Long-Life Consumables**

Long-lasting batteries and pads increase readiness by reducing the frequency of maintenance.



“

I had no concerns when I put that AED on him, that it was not going to do what it was meant to do. And I knew it was ready to go.

”

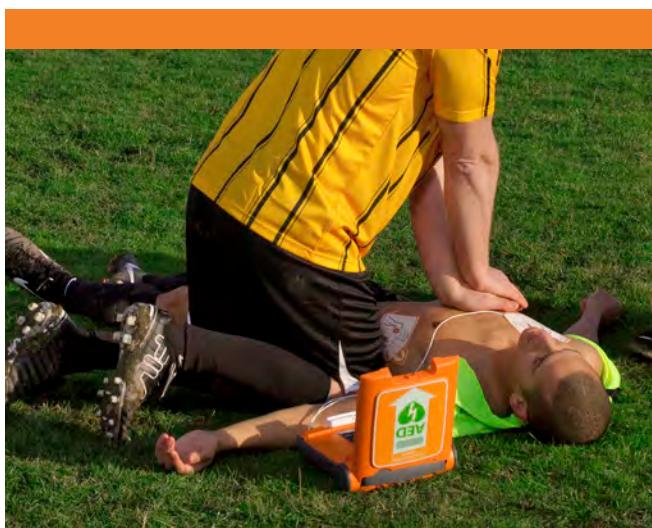
Chrissa Hofstetter School Nurse, Rescuer,
Canton, Georgia

POWERHEART® G5

Whether you are an experienced rescuer or a first-time responder, you will appreciate how the Powerheart® G5 AED combines ease of use, reliability and advanced technology to **help victims survive sudden cardiac arrest.**

The Powerheart® G5 AED with Intellisense™ CPR provides corrective feedback to ensure delivery of high-quality compressions. One button dual-language functionality and comprehensive self-tests give rescuers the confidence to act.

- **Intellisense™ CPR Feedback**
Real-time voice and text corrective prompts for CPR quality.
- **Rescue Ready®**
Conducts regular, automatic self-tests on pads, battery and internal circuitry.
- **RescueCoach™**
Guides users through each critical step of the rescue with user paced voice/text prompts.
- **Dual Language**
Change from primary to secondary language in the push of a button.





“

The AED Plus walked us through the lifesaving steps at a most chaotic time. After two shocks, we were able to restart J.R.'s heart.

”

Gordon Van Dusen, Senior Lifeguard
and SCA Rescuer

AED PLUS®



Only half of sudden cardiac arrest victims will initially need a shock, but **all require high-quality CPR.**



The AED Plus® with clinically proven, integrated, real-time CPR feedback and industry leading long-life consumables, sets the benchmark for dependability, durability, performance and readiness. Bystanders will be able to act quickly and confidently in an SCA emergency.

- **Real CPR Help® Technology**

Integrated, real-time feedback provides visual and audio prompts, keeping you on track to deliver high-quality CPR.

- **One-Piece Pad Design**

Unique one-piece pad design ensures easy and accurate placement.

- **Long Lasting Consumables**

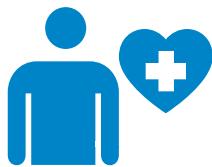
Five (5) year battery and pad life mean fewer replacements, less maintenance, and AED readiness.

RESCUE READY® SERVICES

MAXIMIZE THE BENEFITS OF YOUR ZOLL AED

Your AED needs to be ready the day you need it, not just the day you buy it. Having a comprehensive AED management program in place will help ensure you, and your AEDs, are ready for the rescue.

- Easily track and document AED inspections as well as pad and battery expirations.
- Trusted onsite service covering everything from annual maintenance, to device troubleshooting and post-rescue assistance.
- Manage and train your staff and track the status of their AED/CPR certifications.
- Document all of the steps of your emergency response plan before an emergency happens.
- Keep track of your compliance with local regulations.
- Manage medical authorization and AED medical direction.
- Create real-time, web-based status reports.
- Scalable for organizations and deployments of any size.



Studies have shown that well-implemented AED programs can **significantly improve survival rates.³**



“

I was not expecting the AED to walk me through doing compressions. I was sure thankful for that 'press, press, press.'

Mark Tucker, Rescuer, CM Tucker Lumber
in Pageland, SC

”

All ZOLL AEDs are built with our proven core technologies, yet each has **unique features** to provide solutions for public safety.



ZOLL AED Plus®



POWERHEART® G5



ZOLL AED 3®

SMART			
Real-time, guideline compliant CPR feedback	Real CPR Help®	Intellisense™ CPR (ICPR)	Enhanced Real CPR Help®
Compression rate & depth	•	•	•
Voice & text prompts	•	•	•
Rescue images/graphics	Graphic icons		Full-color images
Touch screen display			•
CPR Cycle timer			•
Pre-shock pause	13 seconds	10 seconds	8 seconds
Pediatric Rescue	<ul style="list-style-type: none"> Child specific analysis and therapy algorithm Separate pediatric pads 	<ul style="list-style-type: none"> Reduced energy when pediatric pads are connected Separate pediatric pads 	<ul style="list-style-type: none"> Child specific analysis and therapy algorithm Universal CPR Uni-Padz™ for adults and pediatrics
Dual language		•	
READY			
Adult electrodes	CPR-D Padz® – 5 years	Intellisense™ Pads – 2 years	CPR Uni-Padz® – 5 years
Stand-by battery life	5 year	4 year smart battery	5 year smart battery
Readiness indicator	•	•	•
Default self test	Weekly	Daily	Weekly
WiFi enabled			•
Connectivity & event download	IrDA	USB	WiFi & USB
Durability	• IP55	<ul style="list-style-type: none"> IP55 1 meter drop test 	<ul style="list-style-type: none"> IP55 1 meter drop test
Program Management	•	•	•
	Fully Automatic: 54411 Semi-Automatic: 54412	Fully Automatic: 53447 Semi-Automatic: 53448	Fully Automatic: 1036281 Semi-Automatic: 1036282

¹ Source: American Heart Association CPR Quality Consensus Statement. AHA CPR Quality Consensus Statement. Circulation. 2013;128; pg. 420

² Weisfeldt ML, et al. J Am Coll Cardiol. 2010;55(16):1713-20

³ Drezner JA, et al. Br J Sports Med. 2013;47:1179-1183

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Visit our website for our full selection of ZOLL AED's and replacement accessories.

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WHY MOBILIZE?

Severe bleeding can become fatal in 3-5 minutes¹ and airway complications can cause hypoxic brain death in as little as six minutes.² That's why it is critical that ordinary citizens be prepared to deal with unexpected medical emergencies while they wait for professional first responders.

TRAUMA IS THE #1 CAUSE OF DEATH FOR AGES 1-46

According to the National Trauma Institute, trauma is the leading cause of death for those between the ages of 1 and 46, accounting for 30% of all lives lost in the U.S.³



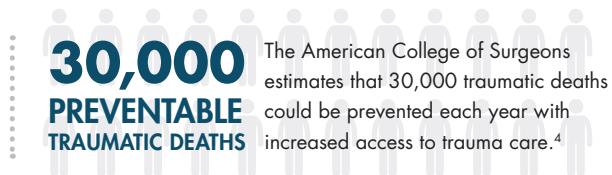
“ the fate of the wounded rests with the one who applies the first dressing”



9-15 MINUTES
AVERAGE EMS RESPONSE TIME⁶



TIME TO FATALITY
3-5 MINUTES | SEVERE BLEEDING
6 MINUTES | AIRWAY ISSUES



Empowering Bystanders to Help Save Lives

Accidents, medical emergencies, and acts of violence can occur without notice. Treatment in the first few minutes has a significant impact on patient outcomes. Ensuring bystanders have access to medical supplies and instructions on how to provide care can help save lives.

ZOLL

The Mobilize Rescue System was designed to cover the most critical emergencies – such as severe bleeding, airway complications, and traumatic injuries. Each kit contains a comprehensive set of modern medical supplies and an integrated instructional app, which used together enable bystanders to quickly assess, manage, and treat victims while EMS is on the way.

**HEALTH
SERVICES**

**SPECIAL
EDUCATION**

**SPORTS
MEDICINE**

**EARLY
CHILDHOOD**

**PHYSICAL
EDUCATION**

TRAINING FADES QUICKLY

ONLY
33%

RETAIN TRAINING AFTER
THREE MONTHS

ONLY
10%

PASSED A SKILLS EXAM
AFTER 12 MONTHS

In a survey of CPR studies, investigators found that 67% of participants failed a practical skills exam 90 days after taking an instructor-led CPR/AED class, and that 90% failed the practical skills exam 12 months after the class.⁵

Real-Time Instructions at Your Finger Tips

Training can often be forgotten in the chaos of a medical emergency. The Mobilize Rescue app included with each system provides real-time, step-by-step instructions that enable rescuers to immediately help a victim regardless of their level of training.

The supplies in the system are conveniently labeled and organized to match the instructions in the Mobilize Rescue app. Simple interactive prompts, written instructions, and visual cues guide rescuers to use the medical supplies to provide care during a medical emergency.

Prepared for the Unexpected

Preparing for cardiac emergencies, traumatic injuries, acts of violence, and life-threatening medical issues is key for safety leaders across all industries. Mobilize Rescue Systems offer the peace of mind that comes with knowing you are prepared and ready to manage a wide range of critical medical emergencies. Mobilize Rescue Systems empower bystanders to help save lives.



TREATMENT CAPABILITIES



With the supplies and app in the Mobilize Rescue System, organizations can efficiently and effectively prepare to manage:

SEVERE BLEEDING

UNCONSCIOUSNESS

TROUBLE BREATHING

OPIATE OVERDOSES

HYPOTHERMIA

SEIZURES

CHOKING

IMPALED OBJECTS

AMPUTATIONS

ALLERGIC REACTIONS

CONFUSION

STINGS

TRAPPED LIMBS

PAIN

BURNS

FRACTURES & SPRAINS

DIABETIC PROBLEMS

CHEST PAIN

CPR INSTRUCTION

AED APPLICATION

¹<https://www.dhs.gov/stopthebleed>

²<https://medlineplus.gov/ency/article/001435.htm>

³<https://www.nattrauma.org/what-is-trauma/trauma-statistics-facts/>

⁴<http://nationalacademies.org/hmd/Activities/HealthServices/LearningTraumaSystems/National-Trauma-Care-System>

⁵<http://www.aedchallenge.com/articles/cprskilldecline.php>

⁶Journal of Emergency Medical Services. (2005.) Response Times: Myths, Measurement and Management.

Retrieved from: <https://www.jems.com/articles/2005/08/response-times-myths44-measure.html>

U.S. Department of Justice
Drug Enforcement Administration

DOMESTIC CHEMICAL DIVERSION CONTROL REGISTRATION CERTIFICATE
UNITED STATES DEPARTMENT OF JUSTICE
DRUG ENFORCEMENT ADMINISTRATION
WASHINGTON D.C. 20537

DEA REGISTRATION NUMBER	THIS REGISTRATION EXPIRES	FEE PAID
003504SHY	02-28-2026	\$1850
BUSINESS ACTIVITY	ISSUE DATE	
CHEMICAL DISTRIBUTOR	01-22-2025	

SCHOOL HEALTH CORPORATION
5600 APOLLO DR
ROLLING MEADOWS, IL 60008

Sections 304 and 1008 (21 USC 824 and 958) of the Controlled Substances Act of 1970, as amended, provide that the Attorney General may revoke or suspend a registration to manufacture, distribute, import or export a List 1 chemical.

THIS CERTIFICATE IS NOT TRANSFERABLE ON CHANGE OF OWNERSHIP, CONTROL, LOCATION, OR BUSINESS ACTIVITY,
AND IT IS NOT VALID AFTER THE EXPIRATION DATE.



City of Rolling Meadows
3600 Kirchoff Rd. Rolling Meadows, IL 60008
847-506-6030

BUSINESS LICENSE CERTIFICATE

Business Name:	School Health	Business Type(s):	452311 Warehouse Clubs and Supercenters
Business Location:	5600 APOLLO DR ROLLING MEADOWS, IL 60008	Mailing Address:	5600 APOLLO DR ROLLING MEADOWS, IL 60008
Owner:	School Health	License Type:	General
License Number:	BUS-04423-2024	Classification:	Warehouse/Industrial/Distribution
Issued Date:	11/8/2024		
Expiration Date:	12/31/2025		

A handwritten signature in black ink that reads "Glen Cole".

City License Officer

TO BE POSTED IN A CONSPICUOUS PLACE

State of Illinois

Department of Financial and Professional Regulation Division of Professional Regulation

LICENSE NO.
004.002482

The person, firm, or corporation whose name appears on this certificate has complied with the provisions of the Illinois Statutes and/or rules and regulations and is hereby authorized to engage in the activity as indicated below:

EXPIRES:
12/31/2026

LICENSED WHOLESALE DRUG DISTRIBUTOR

WHOLESALE DRUG



SCHOOL HEALTH CORPORATION
ROBERT ROGERS
5600 APOLLO DR
ROLLING MEADOWS, IL 60008-4019



MARIO TRETO, JR.
SECRETARY

CAMILLE LINDSAY
ACTING DIRECTOR

19908326

The official status of this license can be verified at IDFPR.Illinois.gov

Cut on Dotted Line



For future reference, IDFPR is now providing each person/business a unique identification number, 'Access ID', which may be used in lieu of a social security number, date of birth or FEIN number when contacting the IDFPR. Your Access ID is: 1804984



01.01.2025

MAICO Diagnostics Exclusive ERO SCAN OAE Distribution Agreement for 2025

MAICO Diagnostics has an exclusive distribution agreement with School Health Corporation (SHC) for the ERO SCAN OAE handheld. No other school catalog is authorized to distribute this product.

SHC is a trusted partner of MAICO, offering sales and service for the full line of MAICO products, including ERO SCAN OAE test systems, middle ear analyzers, and audiometers. With a long-standing relationship with MAICO, SHC is fully factory-trained to provide expert sales and service support for the latest MAICO product line.

Please call me if you have any questions, 612.900.8787

Sincerely,

A handwritten signature in black ink that reads "N. Swanson".

Nathan Swanson
Senior Sales Manager
MAICO Diagnostics US



February 18, 2022

School Health Corporation
5600 Apollo Drive
Rolling Meadows, IL 60008

Re: Stryker Corporation Authorized Reseller

Dear Partner,

In response to your request, I am writing to confirm that Stryker Sales, LLC ("Stryker") and School Health Corporation have entered into a legal agreement authorizing School Health Corporation to distribute, stock, and offer for sale the following Stryker products to the Public Access, Alternate Care and Police/Law Enforcement Market as set forth in the agreement, for placement in the USA:

LIFEPAK® 15
LIFEPAK® 20e
LIFEPAK® AEDs
HeartSine AEDs
LIFEPAK® CR
PLUS LIFEPAK®
CR2
True CPR™ Coaching devices
LUCAS® Chest Compression
Systems

Stryker components, disposables and accessories related to the Products listed above.

If you have any questions, please contact your Account Manager, Meredith Traynor.

Sincerely,

Stryker Sales, LLC

A handwritten signature in cursive ink that reads "Jennifer N. Collins".

Jennifer N. Collins
Manager, Contracts and
Pricing

Emergency Care

11811 Willows Road NE, Redmond, WA 98052 USA | P +1 425 867 4000 | Toll-free +1 800 442 1142 | stryker.com

Recommendation for New Contracts

AEPA 026 - EMS SUPPLIES AND EQUIPMENT

Solicitations rejected PRIOR to Category Committee evaluation with cause for rejection:

None

Solicitations rejected DURING Category Committee evaluation with cause for rejection:

Edelwise – *Incomplete Pricing Workbook. Tab F.2 of the Pricing Workbook contained over 20 lines where the Manufacturer and Manufacturer SKU were not included.*

Carolina Biological – *Pricing Workbook Discount. Tab F.1 of the Pricing Workbook contained a 0-10% discount range. Responders were instructed "Discounts should be identified as a single minimum discount percentage for each line; ranges of discounts, or discount averages, will not be allowed on a single line." Incomplete Pricing Workbook. Tab F.2 of the Pricing Workbook contained no Manufacturer and Manufacturer SKU information.*

Methodology Used by the Committee for Determination:

Low responsive and responsible Respondent(s) based on the attached price tabulation.

Low responsive and responsible Respondents(s) based on the attached market basket study tabulation.

Responsive and responsible Respondent based on specialty offerings or value.

Vendor(s) recommended, ranked by lowest price comparison (where applicable, lowest price = #1). Attach a pricing comparison with reason for recommendation OR include ranking and reasoning on any price tabulation or market basket study used in your methodology (see previous section).

#1 - Medline
#2 - School Health

Items with common Manufacturer SKUs were examined. Medline was less expensive overall (1.28%). School Health had lower pricing on many name brands, including Zoll, Stryker, Welch Allyn, and North American. Recommending both companies will provide better overall value to customers. Additionally, both companies provide unique products not offered by the other, which will also be an advantage for customers. See attached spreadsheet analysis.

The responses below listed deviations and/or exceptions. Attach Exceptions & Deviations document(s):

No vendor recommended for approval had Exceptions or Deviations.

Proposed Motion:

The Category Committee recommends that AEPA reject the responses from:
Edelwise
Carolina Biological

Proposed Motion:

The Category Committee recommends the following responses for approval by AEPA:
Medline
School Health

Committee Members

Committee Chair – Name & Signature:



Dave Puyear

Committee Member: Becky Herlocker

Committee Member: Mark Carollo

Committee Member: Darrell Irwin.



Association of Educational

Acceptance of Solicitation & Contract

Instructions: PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Member Agency will provide a copy of the document to the Respondent.

PART I: RESPONDENT

In compliance with the Published Solicitation (IFB OR RFP), the undersigned warrants that I/we have examined all Instructions to Respondents, associated documents, and being familiar with all of the conditions of the solicitation, hereby offer and agree to furnish all labor, materials, supplies, and equipment incurred in compliance with all terms, conditions, specifications, and amendments associated with this IFB OR RFP and any written exceptions to the bid. The signature also certifies understanding and compliance with the certification requirements of the AEPA Member Agency's Terms and Conditions and/or Special Terms and Conditions. The undersigned understands that their competence, ability, capacity and obligations to offer and provide the proposed tangible personal property, professional services, construction services, and other services on behalf of the Vendor Partner as well as other factors of interest to the AEPA Member Agency as stated in the evaluation section, will be a consideration in making the award.

Business Name	School Health Corporation	Date	09/15/2025
Address	5600 Apollo Dr	City, State Zip	Rolling Meadows, IL 60008
Contact Person	Stephanie Spencer	Title	National Contracts Manager
Authorized Signature	<i>Stephanie Spencer</i>	Title	National Contracts Manager
Email	sspencer@schoolhealth.com	Phone	630-339-7950

PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2027 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

Awarding Agency	Cooperative Purchasing Connection		
Authorized Representative	DocuSigned by: Jane Eastes	Executive Deputy Director	
Authorized Signature	<i>Jane Eastes</i> <small>6D9BB132BB3040A...</small>		
Awarded this	23rd	day of	December
Contract to commence-check one (Member Agency to select)	<input type="checkbox"/> 3/1/2026		<input checked="" type="checkbox"/> Or 12/23/25



Acceptance of Solicitation & Contract

Association of Educational

Instructions: PART I of this form is to be completed by the Respondent and signed by its Authorized Representative. PART II will be completed by the AEPA Member Agency only upon the occasion of the bid award. If approved by AEPA, the Member Agency will provide a copy of the document to the Respondent.

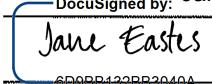
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Business Name	School Health Corporation	Date	09/15/2025
Address	5600 Apollo Dr	City, State Zip	Rolling Meadows, IL 60008
Contact Person	Stephanie Spencer	Title	National Contracts Manager
Authorized Signature	<i>Stephanie Spencer</i>	Title	National Contracts Manager
Email	sspencer@schoolhealth.com	Phone	630-339-7950

PART II: AWARDING MEMBER AGENCY

Your bid response for the above-identified bid is hereby accepted. As a Vendor Partner, you are now bound to offer and provide the products and services identified within this solicitation, your response, and approved by AEPA, including all terms, conditions, specifications, exceptions, and amendments. As a Vendor Partner, you are hereby not to commence any billable work or provide any products or services under this contract until an executed purchase order is received from the AEPA Member Agency or Participating Entities. This contract intends to constitute the final and complete agreement between the AEPA Member Agency and Vendor Partner, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remainder of this contract shall not be affected thereby. The initial term of this contract shall be for up to fifteen (15) months and will commence on the date indicated below and continue until February 28, 2027 unless terminated, canceled, or extended. By mutual written agreement the contract may be extended for three (3) additional 12-month periods after this initial contract term. In the event the AEPA Board does not recommend renewal of the contract, or the contract expires, it may be extended for up to six (6) months by an AEPA state.

Awarding Agency	North Dakota Educators Service Cooperative		
Authorized Representative	DocuSigned by: Jane Eastes	Executive Deputy Director	
Authorized Signature	 6D9BB132BB3040A		
Awarded this	23rd	day of	December
Contract to commence-check one (Member Agency to select)	<input type="checkbox"/> 3/1/2026		<input checked="" type="checkbox"/> Or 12/23/25