



# REQUEST FOR PROPOSAL #R10 -1B1 FOR: SCHOOL HEALTH, WELLNESS & FITNESS

January 28, 2028

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# Proposal Form Checklist

## The following documents must be submitted with the Proposal

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The below documents can be found in Section 2; Proposal Submission and Required Bid Forms and must be submitted with the proposal. Please note Proposal Form 1 is a separate attachment (attachment B)

**PROPOSAL PRICING:** Attachment B is provided separately in a Microsoft Excel file and is required to complete your price proposal.

PROPOSAL FORM 1: ATTACHMENT B - PRICING

### QUESTIONNAIRE & EVALUATION CRITERIA :

PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA

### OTHER REQUIRED PROPOSAL FORMS:

PROPOSAL FORM 3: CERTIFICATIONS AND LICENSES

PROPOSAL FORM 4: CLEAN AIR AND WATER ACT

PROPOSAL FORM 5: DEBARMENT NOTICE

PROPOSAL FORM 6: LOBBYING CERTIFICATION

PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS

PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS

PROPOSAL FORM 9: IMPLEMENTATION OF HOUSE BILL 1295

PROPOSAL FORM 10: BOYCOTT CERTIFICATION AND TERRORIST STATE CERTIFICATION

PROPOSAL FORM 11: RESIDENT CERTIFICATION

PROPOSAL FORM 12: FEDERAL FUNDS CERTIFICATION FORM

PROPOSAL FORM 13: ADDITIONAL ARIZONA CONTRACTOR REQUIREMENTS

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PROPOSAL FORM 18: STOCKHOLDER DISCLOSURE CERTIFICATION

PROPOSAL FORM 19: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM

PROPOSAL FORM 20: EQUALIS GROUP ADMINISTRATION AGREEMENT

PROPOSAL FORM 21: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE

PROPOSAL FORM 22: VENDOR CONTRACT AND SIGNATURE FORM

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**PROPOSAL FORM 1: ATTACHMENT B –PRICING**

Pricing should be entered in the attachment B Excel form provided in this RFP packet. Please reference Section 1, Part B, Instructions to Proposers, for more information on how to complete pricing.

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**PROPOSAL FORM 2: QUESTIONNAIRE & EVALUATION CRITERIA**

**Instructions:**

Respondents should incorporate their questionnaire responses directly into the green cells below. Failure to provide responses in this format may result in the proposal being deemed as non-responsive at the sole discretion of Region 10.

Respondents may incorporate additional documents as part of their response which may be utilized by Region 10 as part of the evaluation. Additional documents must be consolidated as part of this Section 2 at the end of your response.

Region 10 has associated the evaluation criteria with the question that most closely aligns with that respective evaluation criteria. Region 10 reserves the right at its sole discretion to base its evaluation and specific evaluation criteria on any part of the respondent’s proposal.

Evaluation Criteria	Question	Answer
<b>Basic Information</b>		
Required information for notification of RFP results	<i>What is your company’s official registered name?</i>	School Health Corporation
	<i>What is the mailing address of your company’s headquarters?</i>	5600 Apollo Drive, Rolling Meadows, IL 60008
	<i>Who is the main contact for any questions and notifications concerning this RFP response, including notification of award? Provide name, title, email address, and phone number.</i>	Andrew Wlezen, Contracting Pricing Supervisor 5600 Apollo Drive, Rolling Meadows, IL 60008 <a href="mailto:Awlezen@schoolhealth.com">Awlezen@schoolhealth.com</a> <a href="mailto:bids@schoolhealth.com">bids@schoolhealth.com</a>
<b>Products/Pricing (30 Points)</b>		
Coverage of products and services	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Ability of offered products and services to meet the needs requested in the scope	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
Pricing for all available products and services, including warranties if applicable	<i>Does the respondent agree to offer all future product and services at prices that are proportionate to contract pricing offered herein?</i>	Yes, we will offer all Equalis Group members and Region 10 ESC all future product and services at prices that are offered across all 117 product categories. We will be offering the category discount for all 117 categories and a hot list of deeper discounts on some of our most popular items in the 5 market segments: School Health, Sports Medicine, Special Education, Physical Education and Early Childhood. We also have local reps that can do site visits, demonstrations and help with deployment of equipment purchased.
	<i>Does pricing submitted include the required administrative fee?</i>	Yes, we will be providing a 2% administrative fee if we are the sole award of this contract. If there are multiple awards, we will provide a 1% administrative fee.

	<p><i>Do you offer any other promotions or incentives for customers? If yes, please describe.</i></p>	<p><b>Volume Discounts</b> - This price structure will be “ceiling pricing”, and further discounts will be granted for large opportunities. In the event of a large opportunity or quantity sale, we will negotiate a lower price based on the opportunity to ensure the best, most competitive option for members. Our price structure will have the category discount and large market basket of heavily discounted items. We also have a price match guarantee. Please see the attached document, Doc 1 – Price Match Guarantee.</p>
<p>Ability of Customers to verify that they received contract pricing</p>	<p><i>Were all products/lines/services and pricing being made available under this contract provided in the attachment B and/or Appendix B, pricing sections?</i></p>	<p>Yes, our 117 product categories will contain the items requested in request for proposal #R10-1131 for School Health, Wellness &amp; Fitness.</p> <p><u>Nursing &amp; Medical available in our School Health market segment:</u> General nursing supplies: thermometers, diagnostic equipment, face masks, gloves, first aid kits, wound care, gauze &amp; dressings, instruments, and any other product utilized by a school nurse. Furniture: treatment beds, medical seating, storage, medical carts &amp; mobile desks, room dividers. Sanitation: hand sanitizers, air purifiers, UV light sanitizers, disinfectants.</p> <p><u>Physical Education supplies available Palos and Focused Fitness market segments:</u> Physical education equipment: activity balls; classroom activities; adapted physical education equipment; equipment packs; field day games and activities; outdoor education; dance, rhythm, and movement; and team building. Sports equipment: aquatics; individual and team sports and activities; and coaching equipment. Indoor and outdoor facilities related athletic equipment: wall-mounted, column-mounted, and portable backstops, backboards, nets, goals, and poles; wall, beam and pole safety pads and padding; timing and scoring equipment; and referees, officials and judges stands. Sports Medicine: tapes &amp; wraps, braces, rehabilitation, strength &amp; conditioning. Curriculum, assessment, coaching supplies, uniforms, and apparel.</p> <p>In addition, our market segments of Early Childhood and Special Education would support the school health, fitness &amp; wellness of students with special needs and in head start or pre-K programs.</p>
	<p><i>Outline your pricing strategy provided in Attachment B. If utilizing a list price, please indicate where agencies can find the list and your methodology for determining that list price.</i></p>	<p>To best serve the Equalis Group/Region 10 members we have decided to go with a combination of pricing models to make up our overall strategy. (Price File)</p> <p><b>Category Discount</b> - We will offer a 12% discount off and “ceiling pricing” on our 117 product categories. We have attached a list of the 117 categories, list price, and category discount. This will allow any Equalis members to receive 12% off all discountable items in all 117 product categories and market segments of School Health, Sports Medicine, Special Education, Early Childhood, Physical Education, and Focus Fitness. Free shipping will be given to orders over \$125. For orders under \$125, there will be a \$9.95 shipping charge. (Doc 1 – Product Category Discount). These prices will be maintained on our website and can be available to anyone that registers to see Equalis pricing online.</p>

**“Hot List” or Market Basket** We have created a “hot list” of 825 of our top-selling items, organized by subcategory. We have applied deeply discounted prices averaging 27% off the current list price.

**Volume Discounts** - This price structure will be “ceiling pricing”, and further discounts will be granted for large opportunities. In the event of a large opportunity or quantity sale, we will negotiate a lower price based on the opportunity to ensure the best, most competitive option for members.

We have many products from all our key segments, including 100 standalone Palos items (mostly fun gym games and equipment, as well as high quality volleyballs, basketballs, etc.), about 50 high-demand consumables in both the early childhood and special education segments, and all the latest and most popular offerings in AEDs, vision screeners, and accessories, as well as a wider offering of our flagship health services and sports medicine supplies. We reviewed the past sales to add higher demand items to our core offering. We included economy options as well as name brands for our core consumables in health services and sports medicine. An expanded offering of our private label items, which we will continue to expand as we add lower-cost options to members with high-quality alternatives over the life of the contract

**Exclusions** - Certain products are excluded from our category discount due to reasons including but not limited to manufacturer restrictions, special pricing already in place (sales or promotions), unknown shipping costs (due to weight or size variances), etc. We have attached a document on category discount exclusions. (Doc 1 – Exclusions)

**Price Match Guarantee:** All School Health products are competitively priced, and our price matching policy guarantees we will match a price in a competitor’s catalog from the same published year, for identical items and quantities. We are committed to delivering the best products at the best value! With our price match guarantee, you can be assured that you are getting the best price available for the products you order from School Health through Equalis. Pricing guarantees do not include discounts that exceed the manufacturer’s unilateral minimum price, and all price guarantee adjustments are completed at the time of purchase. (Doc 1 – Price Match Guarantee)

Because of fluctuations in some pricing from our 1200 manufacturers, our list price may change on a few items throughout the year, we will always keep the list pricing updated on the website and guarantee the 12% category discount in all 117 categories. We will hold the “hot list” pricing of the deeper discounts and send an updated price list reflecting any MRSP changes by the end of January every year. At all times prices will available online to reflect the 12% discount and deeper discounted market basket for online customers using the Equalis contract.

		We have designed our price model with the category discounts, volume discounts, and “hot list”, to be attractive to Region 10, Equalis, our sales team, and School Health. We believe that this will be an attractive tool for everyone and will build growth for the Equalis contract and School Health while providing savings to members.
Payment methods	<i>Define your invoicing process and methods of payments you will accept. Please include the overall process for agencies to make payments</i>	School Health Corporation’s payment terms are typically Net 30 for all accounts. Invoices can be setup to be mailed, faxed or emailed to a single email address. We also accept payments via cash, check, money order, Visa, Mastercard, American Express, and Discover.
Other factors relevant to this section as submitted by the Respondent	No answer is required. Region 10 will utilize your overall response and the products/services provided in Attachment B to make this determination	
<b>Performance Capability (25 Points)</b>		
Ability to deliver, design, and install products and services	<i>Please outline your products and services being offered, including the features and benefits and how they address the scope being requested herein. Please be specific; your answer to this question, along with products/services provided in your pricing file will be used to evaluate your offering.</i>	<p>We provide 35,000 products and services in first aid, health, medical/surgical care; assistive technology, physical/occupational therapy, rehabilitation; athletic training, physical education, sports medicine; school/early childhood nursing and screening tools; nursing, screening, diagnostic, infection control; and emergency responder and public safety solutions from over 1,200 manufacturers, many of whom are MWSB businesses. We pride ourselves on being the number one supplier for Medical Supply Solutions in the education market with 95% of the school districts ordering from us.</p> <p>We go beyond merely supplying products by also providing product support, training, advisory services, and exceptional customer care. (Doc 2. Customer Brand Presentation)</p> <p><b>OUR BRAND PROMISE TO YOU:</b></p> <p><u>Customer Experience:</u> We work to make sure every interaction you have with us supports your needs and builds a strong relationship.</p> <p><u>Support the Health of Your Students:</u> We are dedicated to serving you to help you meet your goals of keeping students healthy.</p> <p><u>Perform to the Best of their Abilities:</u> In all school settings from the classroom, to sports, to activities, we want students to do their personal best.</p> <p><b>Our Value Proposition Differentiates Our Brand:</b></p> <p><b>Superior Selection</b> - We provide the best product selection to meet your diverse needs because our experience and knowledge allow us to source the right variety of innovative, high-quality products.</p>

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

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

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

School Health's mission is to offer medical supply solutions that are innovative and exceptionally well made, which are supported with competitive pricing, education on how to best use these products and reliable services.

**Products and Services (Doc 3 – Building a Healthier Future Brochure):**

Our comprehensive offering includes first aid supplies, health supplies, sports medicine equipment, early childhood products, vision and hearing screening equipment, special needs aids, physical education products, emergency medical and personal protective equipment. We go beyond supplying products by providing product support, training, advisory services, free onsite/virtual workshops, eCommerce solutions, warranties, 100% customer satisfaction guarantee and exceptional customer care. Our vast range of school health, fitness & wellness solutions provide items for every department in the educational, government, and nonprofit sectors. Some of our products in each category are listed below. Visit our 12 virtual catalogs for a more extensive list of our medical supply solutions: <https://www.schoolhealth.com/virtual-catalogs> (Doc 4 - Virtual Catalogs)

**School Nurse & Health Services:** First Aid; School Safety (AED's, Evaluation, CPR, Manikins); Infection Control; Vision & Hearing; Diagnostic; Special Needs; Pharmacy; Chronic; Health Room; and Education.

**Health Supplies:** Emergency Medical, Evacuation, AED's, CPR, Manikins, Bleeding Control; Vision, Hearing, Diagnostics; Special Education Needs and Educational Tools.

**Special Education/Assistive Technology:** Sensory; Motor Skills; Speech Therapy; Occupational Therapy; Augmentative & Alternative Communication (AAC); Vision & Hearing; Switches; Computer & Tablet Accessibility; Life Skills; Learning; Livings Aids; and Mobility.

**Sports Medicine:** Athletic Tape & Accessories; Braces & Protective Equipment; Padding, Casting & Podiatry; Woodcare & Infection Prevention; Therapeutic Modalities; Rehabilitation & Exercise, Strength & Conditioning; Hydration & Nutrition, Emergency Response & Safety; Athletic Training Kits & Bags; Pharmacy & Instruments; Diagnostic & Screening; Athletic Training Room Furnishings; Disposables & General Supplies; Education Aids & Resources.

**Early Childhood/Head Start:** Infant & Toddler; Vision & Hearing Screening Equipment; Oral Health & Nutrition; Infection Prevention; First Aid; Emergency, Motor Skills; Active Play; Sensory; and Learning.

		<p><b>Physical Education (Palos Sports):</b> Class Packs; Sports; Playballs; Games &amp; Activities; Climbing &amp; Outdoors; PE Equipment; Assessments and First Aid; Fitness; Group Games, Outdoor Equipment.</p> <p><b>Extreme Fit (Palos Sports):</b> Strength &amp; Training Equipment; Agility; Recovery; Core Stability; Resistance Training; Flooring; Cardio Machines; Balance, Stretching &amp; Yoga; Monitors &amp; Fitness Tests; and Hydration.</p> <p><b>Adapted Physical Education (Palos Sports):</b> Adaptive Physical Education; Inflatable Playballs; Games &amp; Activities; Sensory; Motor Skills; Athletics; Active Learning; Empowerment and Inclusion.</p> <p><b>PPE –</b> Masks, Gloves, Shields, Infection Control, Sanitizer, Disinfectant, Air purifiers, Sanitizing Stations. Sizes for pediatric, youth and adult.</p> <p><b>New Acquisition in 2021 - Focused Fitness:</b> Expanding into our Physical Education offerings we now provide evidence-based software, curriculum, professional development, and training. Providing school districts and after-school programs the ability through any internet-enabled device to easily collect student academic, fitness, health, and motor skill data and effectively communicate results to administrators, teachers, students, and parents. In addition, students or able to interact with the software to engage in relevant lessons on nutrition, health, and fitness and participate in exercise videos. WELNET® integrates with over 40 Student Information Systems to autoload student rosters, connects with Learning Management Systems, and provides industry-leading support via email, chat, and phone.</p> <p><b>School Health Brands:</b> Gloves, Bandages, Wound Care and First Aid; Hand Sanitizer, Alcohol, and Baby Wipes; Hot/Cold Therapy, Health Room Essentials; Emergency Trauma Kits, Bleeding Control; Nurse &amp; Athletic Training Bags; Diagnostic and Thermometry; Furnishings, Recovery Couches and Wheelchairs.</p>
	<p><i>Please outline any service offerings you provide, including design, consultation or other services.</i></p>	<p>School Health goes beyond just selling adhesive bandages and ice packs - we deploy life-changing and life-saving equipment into schools every day. In addition, offering the widest selection of products, we provide our customers with the three critical components to complex purchases:</p> <ul style="list-style-type: none"> <li>▪ Access to experts that assist in equipment selection, program implementation, and equipment funding</li> <li>▪ Training to use and deploy their equipment properly at no charge</li> <li>▪ Support, maintenance, and warranty services that ensure the equipment works down the road as well as it did on the day it was purchased</li> </ul> <p>If you would like to speak to a trained expert before making your purchase, members/agencies can click on one of the links on our website to request a FREE consultation or just contact the representative in your area for additional support. We also have free workshops for all our medical supply solutions categories. These workshops are provided by our sales specialists. Meet our team of experts in document 5. In addition to virtual workshops, we provide free on-site workshops in Assistive</p>

Technology and support for your software and hardware purchases. (Doc 5 – Consultation, Workshops, Meet Your Specialists)

Here are some of our workshops:

- AEDs (Automated External Defibrillator) - Connect with one of our AED experts
- Therapeutic Modalities - Connect with one of our therapeutic modalities' experts
- Emergency Prep - Request an emergency preparedness consultation
- Hearing Screening - Connect with one of our hearing screening experts
- Evacuation Chair Consultation - Request a free evacuation chair consultation
- Vision Screening - Connect with one of our vision screening experts
- Request a FREE Spot Vision Screening consultation and download the Palmetto Elementary case study
- Sensory Rooms - Connect with one of our sensory room experts
- School Safety Center - Connect with one of our school safety experts
- SNAP Health Center Consultation - Connect with a SNAP expert and receive a free case study

Other Services we offer are:

- In-house calibration, repair and full-service department for your vision and hearing screening tools. (There is a charge if item is not under warranty) **School Health Service Center** (Doc 6 -School Health Service Center) We calibrate and service - Audiometers, Vision Screeners, OAE Screeners, Tympanometry, Sphygmomanometers. Each technician has over 10 years of experience, relationships with the product manufacturer, and is customer service focused and ensures complete satisfaction. We have a form that you can fill out and send in with your equipment or you can call our calibration, parts, and repair department and get a quote.
- FREE Vision and hearing screening training and other screening tools with purchase.
- Free 5-year warranty, Welch Allyn Partners-in-Care program, comes free with our Spot Vision screener. This warranty covers everything for five years and includes a loaner program.
- AED site assessments, equipment training, program management, and deployment advice by your School Health representative. There is an additional fee for program management software or annual site visits.

Most of the products we offer include FREE demonstrations, consultations, and training. We even come onsite for Special Education, Assistive Technology, Physical Education and Vision/Hearing Training Workshops for FREE.

For our screening tools and modalities, we demo, consult and train at no charge. We are face to face with customers 3-5 days a week and will visit the customer on site or virtually if requested.



		<p>We do have several training or maintenance programs that are an additional fee:</p> <p><b><u>SNAP Health Center EHR</u></b> is a secure, web-based EHR software suite that simplifies the K-12 school health clinic to improve student health outcomes, save school nurses time, and reduce district liability. SNAP Health Center is secure FERPA/HIPAA software that drives meaningful advancement in clinical outcomes, workflow, and community engagement. Key features include streamlined documentation, real-time reporting, Covid-19 management, state immunization registry integration, Medicaid billing capture, parent/staff portals, and much more. PSNI's differentiator has always been the employment of full-time, onsite RNs and health informatics experts who understand the broad spectrum of school health documentation on both a professional and experiential level.</p> <p><b><u>AED Rescue Ready Services</u></b> Program management differs from one organization to the next so there are several programs to choose from based on the members' needs. We will ask the right questions to determine which program is best for them and provide them with a quote using our Equalis contract pricing. Most contracts are either a 2 or 4-year term.</p> <p><b><u>Wellnet Web-Based Software</u></b> for educators to measure the five components of physical fitness. WELNET® software provides school districts and after school programs the ability through any internet-enabled device to easily collect student academic, fitness, health, and motor skill data and effectively communicate results to administrators, teachers, students, and parents. In addition, students or able to interact with the software to engage in relevant lessons on nutrition, health and fitness and participate in exercise videos. WELNET® integrates with over 40 Student Information Systems to autoload student rosters, connects with Learning Management Systems, and provides industry leading support via email, chat, and phone.</p>
	<p><i>States Covered - Respondent must indicate any and all states or geographies where products and services are being offered. If your services are limited to a certain area, please be specific on the area your services are provided.</i></p>	<p>School Health offers these services in all 50 states. We currently sell into all 50 states and are the #1 provider of medical supply solutions to the education market in the U.S. School Health is a national, full-service provider of medical supply solutions. We currently sell to 103,002 active customers and are eager and willing to build our customer base and continue to grow our accounts using the Equalis Group contract if we are awarded.</p>
	<p><i>List the number and location of offices, or service centers for all states being proposed in solicitation</i></p>	<p>School Health Corporation 5600 Apollo Drive Rolling Meadows, IL 60008</p>
<p>History of meeting the delivery, installation, and maintenance timelines</p>	<p><i>Please provide an overview of how you deliver products. Please include the method of delivery, lead times, metrics for your average on-time delivery and how you work with</i></p>	<p>Most orders will leave our warehouse within 24 hours, except for drop shipped items. After an order leaves our warehouse, it could take 1-5 business days for arrival depending on your location. Our main shipment carrier is UPS.</p>



	<p><i>customers to ensure a timely and satisfactory delivery of your products and services.</i></p>	<p>School Health can offer various unique distribution and/or delivery methods to Equalis Group members as follows:</p> <p><b><u>Delayed Shipping:</u></b> Working with many schools, this option ensures delivery will not be attempted during a school's closure. The members could select a specific day they would prefer their order to ship. We will prepare the order for shipment and hold the shipment until the specified shipment date.</p> <p><b><u>Local/Delivery/Pick-up:</u></b> School Health has our own delivery van that can make same day local deliveries in the Chicagoland area for in stock merchandise. Palos Sports also has a showroom available for same day pick-up.</p> <p><b><u>Freight Consolidation:</u></b> We try to use freight consolidation when possible. The process can be used for multiple orders shipping to the same address. This allows us to ship one larger shipment instead of multiple shipments to the same customer. This process allows the customer to receive fewer shipments and reduce costs associated with shipments while saving on energy consumption and fuel usage.</p> <p><b><u>24 Hour Shipping:</u></b> Most orders will leave our warehouse within 24 hours, except for drop shipped items. After an order leaves our warehouse, it could take 1-5 business days for arrival depending on your location. Please see attached document to view our ground delivery map to see the estimated number of days it will take for delivery from our Illinois warehouse. See Ground Shipping Map (Doc 12A, Additional Zip File)</p> <p><b><u>Inventory Control:</u></b> School Health has a dedicated Inventory Control Department that focuses on replenishing and forecasting our inventory levels.</p>
	<p><i>If installation or other services are provided, please outline the typical installation process, anticipated timelines and any ongoing maintenance that may be required.</i></p>	<p>N/A</p>
<p>Response to emergency orders and maintenance repair/requests</p>	<p><i>Describe the type of emergency orders or requests your organization typically receives and how you respond to those requests</i></p>	<p>Most in-stock products with a rush request can be shipped same day if orders are received prior to 2 pm CT Monday through Friday. Restrictions may apply for large orders and/or seasonal times of the year. Normal order requests from our warehouse will ship ½ day after order is received. Drop ship items direct from our vendors may time longer and have extended lead times for special orders.</p> <p><b><u>Express Delivery or Special Services:</u></b> Please contact our customer service department for expedited delivery or special delivery services, 866-323-5465. We also have the territory managers and inside sales representatives that can help with expedited orders. Along with customer service, we can work to get emergency orders/requests completed immediately.</p>

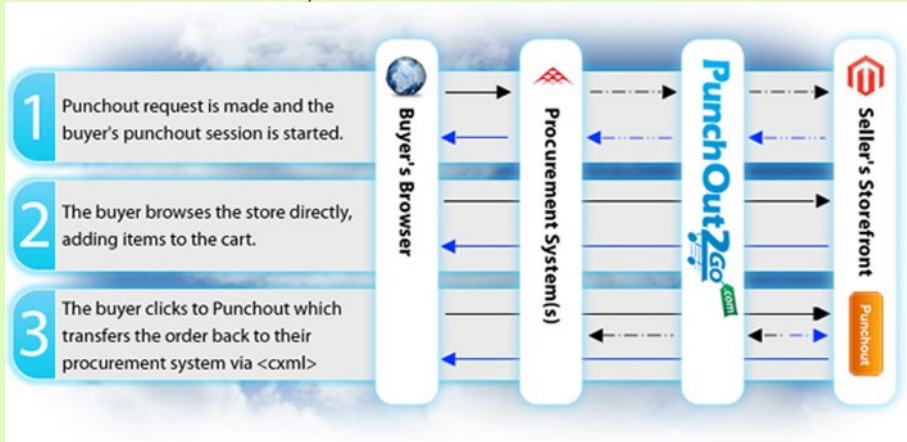
<p>Return and restocking policy and applicable fees</p>	<p><i>Please describe your company's return and restocking policy, including any commitments necessary for services and fees for agencies to end services early.</i></p>	<p><b>Return Policy:</b> 100% Satisfaction guaranteed for all purchases. If there are any problems with your order, please contact customer care (866) 323-5465, Monday through Friday, 7 am to 5 pm CST. You may return any item for any reason within 30 days of receipt for a full refund. Detailed return information is provided on the back of the packing slip included in the shipment. Please fill out the return form and include returned merchandise.</p> <p><b>Restocking Fees:</b> On rare occasions when dealing with heavy items and furniture, manufacturers may charge a restocking fee. This is usually 20%. This is the only time a customer is charged for a return, and we would try to get the fee waived if possible. Custom products are not eligible for a return or exchange unless there is something wrong with the product.</p> <p><b>School Health Shipping &amp; Handling Policy for Equalis Group:</b> Free shipping and handling on orders of \$125 or more in the continental United States for standard UPS ground or tailgate truck (elevated doc required or hand load off the trailer). For subtotals less than \$125, the shipping and handling charge is \$9.95. Most in-stock products with a rush request can be shipped the same day if orders are received prior to 2 pm CT Monday through Friday. Restrictions may apply for large orders and/or seasonal times of the year. Normal order requests from our warehouse will be shipped 1-2 days after the order is received. Dropship items directly from our vendors may take longer and have extended lead times for special orders. Please contact our customer care department for order specifics.</p> <p><b>Freight Order:</b> If the delivery location does not have an elevated loading dock, the order can be shipped out via lift-gate-equipped truck. The lift-gate is an additional \$75 charge.</p> <p><b>Express Delivery or Special Services:</b> Please contact our customer service department for expedited delivery or special delivery services. Call customer service, 866-323-5465.</p> <p><b>Items shipped to Alaska or Hawaii:</b> Small parcel shipment costs to Alaska and Hawaii are 18% of the merchandise sub-total. Please contact us for shipping, handling, and processing costs for freight items.</p>
<p>Customer service/problem resolution</p>	<p><i>Describe your company's Customer Service Department (hours of operation, how you resolve issues, number of service centers, etc.).</i></p>	<p>We pride ourselves in providing quality and personalized service from our Customer Care Representatives. We have a team of 23 customer service representatives that are available to assist customers with placing orders, answering questions about products and services, assisting with questions regarding our company website, helping with warranty information, providing quotes, and delivery information. Customers can connect with a customer service team member via email, webchat, or phone thru our toll-free number 866-323-5465. Our toll-free number rolls from person to person so you will always get a live representative when you call during our hours of operations. To chat online, customers can go to our website: <a href="https://www.schoolhealth.com">https://www.schoolhealth.com</a> . Customers can email <a href="mailto:customerservice@schoolhealth.com">customerservice@schoolhealth.com</a> and receive personalized service</p>

		<p>within 24 hours. Our team is available between 7 am and 5 pm, CST, Monday thru Friday.</p> <p>Our service level standards are to respond to all emails within 24 hours. We expect a minimum of 80% of calls answered within 20 seconds. We ended 2021 by answering 84% of our phone calls to customer service in 20 seconds or less and 81% of web chats in 20 seconds or less.</p> <p>We utilize a call recording system that records 100% of our inbound calls for coaching, development, and accountability. Our customer service reps are scored monthly based on their demonstration of the following six behaviors.</p> <ul style="list-style-type: none"> <li>▪ Willingness to help</li> <li>▪ Empathy and engagement</li> <li>▪ Tone and manner</li> <li>▪ Resolving the reason for each call</li> <li>▪ Highlighting related products</li> <li>▪ Professional open and close</li> </ul> <p><b><u>Quality Assurance Program</u></b></p> <p>School Health’s quality assurance program was introduced in 2020 with the “Earn the Right” approach focusing on earning the trust of every employee. School Health chooses to invest in our employees and the customer experience relationship. We understand that our customers are the heart of School Health’s existence, greeting each customer with a smiling tone, a genuine willingness to help, while focusing on being the best customer advocate. This is the backbone of our Quality Assurance Program.</p> <p>In 2021, we used the program to score, coach and cultivate an atmosphere focused on serving our customers and “Earning their Right” to serve them over and over. During 2021 we invested in over 300 hours with a collaborative approach to coaching and developing our front line.</p> <ul style="list-style-type: none"> <li>▪ 87% of all employees earned 90% or higher on their observation</li> <li>▪ 20% of customer care staff continued to earn 100% “Rising Star” recognition status on their calls and chats</li> </ul> <p>School Health does not outsource any customer service calls. All calls are handled by School Health employees in the US.</p>
Financial condition of vendor	<i>Demonstrate your financial strength and stability with meaningful data. This could include, but is not limited to, such items as financial statements, SEC filings, credit &amp; bond ratings, letters of credit, and detailed refence letters</i>	Financial documents are attached (Doc 7)

	<i>What was your annual sales volume over last three (3) years?</i>	Financial documents are attached (Doc 7)
Capabilities related to ordering, returns, reporting, and overall website ease-of-use	<i>Provide relevant information regarding your ordering process and overall implementation.</i>	<p><b>Ordering:</b> School Health's order processing team is comprised of 12 order processing staff who are responsible for the entry of all orders. The team is located at the corporate headquarters in Rolling Meadows, IL. On average they process 9,000+ orders a month which include orders coming through the web, mail, email, fax, and will calls. Web processing includes web and punchout orders. This team also manages specialty and national accounts. In some cases, the team must interface with customer systems to process their orders. In 2021, 103,657 orders were processed.</p> <p>Order processing strives to keep orders current within 24 hours and processes orders first in first out. They have a constant flow of orders with accuracy rates of 95% or higher. This shows the team's commitment to ensure all customer orders are processed quickly and accurately. We strive to foster a positive experience for every customer. Achieving a quick turnaround is important to our team.</p> <p><b>Return Policy:</b> 100% Satisfaction guaranteed for all purchases. If there are any problems with your order, please contact customer care (866) 323-5465, Monday through Friday, 7 am to 5 pm CST. You may return any item for any reason within 30 days of receipt for a full refund. Detailed return information is provided on the back of the packing slip included in the shipment. Please fill out the return form and include returned merchandise.</p> <p><b>Restocking Fees:</b> On rare occasions when dealing with heavy items and furniture, manufacturers may charge a restocking fee. This is usually 20%. This is the only time a customer would be charged for a return, and we would try to get the fee waived if possible. Custom products are not eligible for a return or exchange unless there is something wrong with the product.</p> <p><b>Claims:</b> Larger products that ship via freight carrier are highly susceptible to damage during transit. If there is visible damage to any of your items, please refuse shipment, and contact customer care at 866-323-5465.</p>
Training & Implementation	<i>Describe training or support you provide to help agencies understand how to utilize your products and services being offered.</i>	<p>School Health's mission is to offer school health, fitness and wellness solutions that are innovative and exceptionally well made, which are supported with competitive pricing, education on how to best use these products and reliable services.</p> <p>School Health provides support/training for all medical equipment sold. Our highly trained certified technicians located in our calibration, parts, and repair department can provide customers with vision and hearing product information, calibration, and repairs. School Health's highly trained sales staff will arrange product in-services virtually and on-site. Our sales specialists provide on-site training and virtual workshops quarterly in their specialty. We also have several optional training and services. (Doc 6)</p> <p>Programs that are standard and free to Equalis customers:</p> <ul style="list-style-type: none"> <li>▪ Vision and hearing screening training, consultations, and demonstrations.</li> </ul>

		<ul style="list-style-type: none"> <li>▪ WA Partners in Care 5-year warranty program which includes parts, a loaner program, and drop protection. This is FREE (usually \$1425) from School Health with the purchase of the spot vision screener. This is due to our strategic partnership with Hill-Rom. We are the sole provider to the education market due to our expertise and ability to train our customers.</li> <li>▪ AED site assessments for placement, demonstrations on all brands available on the market, equipment training and deployment training/advice.</li> <li>▪ Quarterly workshops on health and medical related solutions in each market segment by our sales specialists.</li> <li>▪ Register for our free workshops or listen to previously recorded workshops</li> <li>▪ Assistive Technology Training Workshop on-site by a leading industry expert, Dr. Raymond Heipp, Ph.D. Hands on training to foster learning and encourage everyday achievement.</li> <li>▪ Physical Education cross curricular system, BRAINball training onsite or virtual by Physical Education Brand Ambassador, Tim Taggart.</li> <li>▪ New Professional Development Workshop with national presenter. Full day workshops onsite.</li> <li>▪ Evacuation Chair training for easy deployment within a district/account.</li> </ul> <p>Additional Services that are available for an additional charge:</p> <ul style="list-style-type: none"> <li>▪ Service of vision and hearing equipment by our calibration, parts, and repair department.</li> <li>▪ CEU training sessions by Northeastern University School Health Academy online programs</li> <li>▪ SNAP Emergency Health Records solution for School Nurses training</li> <li>▪ AED program management services and on-site visits, Zoll Rescue Ready Services.</li> <li>▪ Wellnet web-based software for educators to measure the five components of physical fitness.</li> </ul>
Security protocols	<i>Describe security protocols in place, including cybersecurity and the safe transmission of data</i>	School Health maintains a secure network following the industry's latest best-practices including encrypted traffic over VPN through a firewall, multi-factor authentication, and role-based access control.
Integration with other platforms	<i>Describe any integrations your organization can provide with other platforms or systems.</i>	<p>We can integrate with most Punchout systems to automate pricing accordingly. Our eCommerce and national contracts teams manage and support our online presence. We have created and attached our marketing piece used to help customers understand their eCommerce ordering options using the Equalis contract. This is a FREE service! School Health offers eProcurement solutions that include (Doc 8 - ECommerce Solutions):</p> <ul style="list-style-type: none"> <li>▪ Punchout where we integrate with a customer's internal eProcurement and accounting system to allow workflow approval process and ease of ordering with a purchase order, credit card, p-card, &amp; ghost card.</li> </ul>

- Punchout catalog solutions to support B2B commerce via cXML, OCI, xCBL, XML with Ariba, SciQuest, Coupa, SAP, Oracle, Equal Level, Skyward, and customizable punchout catalogs. Punchout catalogs enable School Health to reach entities that include the State, Government, and Education for B2B E-Commerce. Punchout Orders are produced online in a paperless manner for online procurement (e-Procurement) through a buyer's purchasing application (Ariba, SciQuest, Coupa, Unimarket, PeopleSoft, SAP Round Trip, Equal Level, Oracle, and more).



The Products at School Health are available through an e-procurement ordering process. Some of the benefits of using our eCommerce platform are below:

- Our platforms help members save time and money.
- They are easy to use, allow customers to regulate purchases and follow the order process to stay in compliance.
- Customers can create supply lists that they can save or share.
- Customers can directly connect with our catalog of products while staying within their punchout system.
- We can design landing pages for those accounts that want to buy online but are not punchout capable.
- We can load a member/district email domain to trigger the Equalis Group contract pricing online within 24 hours.
- We can design a Equalis Group contract landing page for the contract that has information on the award and allows members to sign in and shop.

Other factors relevant to this section as submitted by the Respondent

*Describe the capacity of your company to provide management reports, i.e. consolidated billing by location, time and attendance reports, etc. for each eligible agency*

We would store contract prices in our system under the Equalis contract. This includes items that are quoted at a specific price (i.e. the market basket) as well as a percentage category discount for remaining eligible products. We then tie the Equalis contract to each participating entity. When they place an order with us, the proper pricing will default. We can also complete a quote using the Equalis contract number or quote number and it will



		<p>default to contract pricing automatically for accounts that are not set up in our system to default.</p> <p><b>Reporting all sales each quarter or as requested :</b> Using the same combination of stored prices and customers that are tied to the Equalis contract, we can gather data on any purchases tied to the contract and organize them by date, customer, individual order, and products purchased. We can compare prices on each order with the pricing on the contract to ensure compliance with the contract.</p> <p><b>Remitting proper administrative fee:</b> Because we can show the individual orders to which the contract applies, we can simply calculate the percentage of revenue required for the administrative fee and remit in an accurate and timely manner.</p>
	<p><i>Provide your safety record, safety rating, EMR and worker's compensation rate where available.</i></p>	<p>School Health's EMR is 1.05 and the Workers Compensation Rate is 1.9819 per \$100 of payroll.</p>
<p><b>Qualification and Experience (25 Points)</b></p>		
<p>Respondent reputation in the marketplace</p>	<p><i>Provide a link to your company's website</i></p> <p><i>Please provide a brief history of your company, including the year it was established.</i></p>	<p><a href="https://www.schoolhealth.com/">https://www.schoolhealth.com/</a></p> <p>School Health has been in the medical, health and wellness solutions industry since 1957. Scott Cormack, Susan Rogers, and Rob Rogers are third-generation owners, whose vision is to deliver an unparalleled customer experience to support the health and safety of students, staff, and the community so everyone can learn and perform to the best of their abilities.</p> <p>Who is School Health, please watch this video (Doc 9 – School Health Video 1 and 2): <a href="#">School Health Corporation – Employee Video</a></p> <p><b>School Health's Market Segment History:</b></p> <p>1957 – School Health Corporation was founded by the grandfather of current owners and siblings Susan Rogers (and husband Rob Rogers), and Scott Cormack. School Health provided school nurse products and shortly after added sports medicine supplies.</p> <p>2012 - School Health Corporation acquires Enablemart to expand product offering into schools. This heavily increased product offerings in the special education and early childhood segments.</p> <p>2017 - School Health Corporation Completes Palos Sports Acquisition. Palos was the leading supplier in the U.S. of physical education supplies to school districts, park districts, and Special Olympic. This acquisition allowed School Health to further its breadth of medical supply solutions.</p> <p>2021 - School Health Corporation announced the acquisition of Focused Fitness, a creator of health and physical education curricula for grades K-12. Our new acquisition</p>

		will increase our product offering for physical education products and curriculum and further grow our Physical Education market segment.
Past relationship with Region 10 ESC and/or Region 10 ESC members	<i>Have you worked with Region 10 in the past? If so, what was the timeframe for that work?</i>	We have many relationships in Region 10. In 2021, we worked with Health Services, Special Education and Early Childhood programs to help them secure the equipment they needed to properly screen their students and provide them with a learning environment to accommodate students with special needs. We have also supported Health Services and other departments throughout Region 10. Some of the people we have worked with recently are: Cindy Gail Browning (Health Services) <a href="mailto:cindy.browning@region10.org">cindy.browning@region10.org</a> / 972-348-1642 Alicia Whitehead (Health Services Mgr.) <a href="mailto:alicia.whitehead@region10.org">alicia.whitehead@region10.org</a> / 972-348-1643 Donna Clemens (SPED Teacher) <a href="mailto:donna.clemens@region10.org">donna.clemens@region10.org</a> / 972-348-1124
Experience and qualification of key employees	<i>Please provide contact information and resumes for the person(s) who will be responsible for the following areas. Region 10 requests contacts to cover the following:</i> * Executive Support * Account Manager * Contract Manager * Marketing * Billing, reporting & Accounts Payable	<b>Executive Support:</b> Cyrus Severance, Director of Sales, <a href="mailto:cseverance@schoolhealth.com">cseverance@schoolhealth.com</a> , 630-339-7885 <b>Account Management:</b> Greg Barca, Sales Representative, <a href="mailto:gbarca@schoolhealth.com">gbarca@schoolhealth.com</a> , 630-339-7994 Tommy Knight, Regional Manager, <a href="mailto:tknight@schoolhealth.com">tknight@schoolhealth.com</a> , 630-339-7907 Josh Burris, Sales Representative, <a href="mailto:jbarris@schoolhealth.com">jbarris@schoolhealth.com</a> , 630-339-7912 <b>Contract Manager:</b> Jennifer Lovell, National Contracts Manager, <a href="mailto:jlovell@schoolhealth.com">jlovell@schoolhealth.com</a> , 630-339-7993 <b>Marketing:</b> Lola Perantonakis, Marketing Manager, <a href="mailto:lperantonakis@schoolhealth.com">lperantonakis@schoolhealth.com</a> , 630-339-7881 <b>Billing, reporting, accounts payable:</b> Stephanie Spencer, National Contracts Administrator, <a href="mailto:sspencer@schoolhealth.com">sspencer@schoolhealth.com</a> , 630-339-7950 See Territory Map Attached (Doc 10 – Territory Map)
Past experience working with the public sector	<i>What are your overall public sector sales, excluding Federal Government, for last three (3) years?</i>	Educational Sector <ul style="list-style-type: none"> <li>▪ 2019 – 83%</li> <li>▪ 2020 – 83%</li> <li>▪ 2021 – 86%</li> </ul>
	<i>What is your strategy to increase market share in the public sector?</i>	Expenditures on medical supplies in the U.S. education market are not tracked by any national research firm. We have compiled and analyzed multiple data points from our internal records, supplier partners, industry trade associations, and government statistics to estimate our market share in our main segments. School Health Corporation has been selling in this market for over 60 years and we offer solutions for a full spectrum of care across five market segments. We are the largest distributor in this space by more than 2X any competitor. While we have competitors in each market segment, there are no competitors that have product offerings in all five. These are our estimates in the PreK-12 education market: <ul style="list-style-type: none"> <li>▪ Health Services 15%</li> <li>▪ Early Childhood 12%</li> <li>▪ Sports Medicine 8%</li> </ul>



		<ul style="list-style-type: none"> <li>▪ Special Education 2%</li> <li>▪ Physical Education 15%</li> </ul> <p>In addition to these broader segments, we estimate higher market shares in specific product categories:</p> <ul style="list-style-type: none"> <li>▪ Vision &amp; Hearing Screening 40%</li> <li>▪ AEDs (Automated External Defibrillator) 25%</li> </ul> <p>With the acquisition of Focused Fitness in 2021 and Palos Sports, we expect our Physical Education market share to increase.</p> <p>Some of the following things have been completed to increase our market share over the next 60 months:</p> <ul style="list-style-type: none"> <li>▪ Physical Education acquisitions of Palos and Focused Fitness</li> <li>▪ Adding additional sales specialists to support our customers and sales representatives.</li> <li>▪ Additional support and growth plans for our eCommerce and national contracts teams to allow further penetration in schools and government accounts using our eCommerce platforms.</li> <li>▪ Salespeople are being added throughout the country to further support our growth to allow smaller territories for deeper penetration and support for each customer.</li> <li>▪ Expansion of the national contracts team to cover eCommerce and training of the School Health sales team to understand compliance, use of contracts and how to get punchout systems set up throughout their territories.</li> </ul>
<p>Past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors</p>	<p><i>Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.</i></p>	<p>School Health has never petitioned for bankruptcy</p>
<p>Minimum of 5 public sector customer references relating to the products and services within this RFP</p>	<p><i>Provide a minimum of five (5) customer references for product and/or services of similar scope dating within the past 3 years. Please try to provide references for K12, Higher Education, City/County and State entities. Provide the entity; contact name &amp; title; city &amp; state; phone number; years serviced; description of services; and annual volume</i></p>	<ol style="list-style-type: none"> <li>1. Fairfax County Public Schools – Merrifield, VA        Karen Cogan, Coordinator Warehouse Operations - 703-658-3642        Warehouse supplies, clinic supplies for all schools, gowns, gloves, masks, thermometers, AED program management and site visits, head start vision/hearing and sports medicine equipment.        5 years plus        Annual Volume = \$1,126,987</li>   <li>2. Chicago Public Schools – Chicago, IL        Morgan Simpkins, Senior Category Buyer – 773-553-2760        AED supplies, Health Services Supplies, Gatorade Sideline Kits, PPE products.        5 years plus        Annual Volume = \$1,167,951</li>   <li>3. Los Angeles Unified School District – Los Angeles, CA</li> </ol>

		<p>Eliana Serrano, Procurement Services Division – 562-654-9459 Warehouse supplies, clinic supplies, Vision/hearing equipment, Customized Vision Kits 5 years Annual Volume = \$1,224,728</p> <p>4. Region 10 Education Service Center – Richardson, TX Alicia Whitehead – Health Services Manager – 972-348-1072 PPE, Vision and Hearing Equipment and accessories, AED accessories, Mobility and SPED devices 5 years plus Annual Volume = \$46,085</p> <p>5. Norfolk Public Schools – Norfolk, VA Dennis Moore – Director of Student Services – 757-617-9045 Warehouse supplies, clinic supplies for all schools, gowns, gloves, masks, thermometers 5 years plus Annual Volume = \$2,794,333</p>
<p>Certifications in the Industry</p>	<p><i>Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services including, but not limited to licenses, registrations or certifications. M/WBE, HUB, DVBE, small and disadvantaged business certifications and other diverse business certifications, as well as manufacturer certifications for sales and service must be included if applicable</i></p>	<p>School Health Corporation maintains a variety of licenses and certifications required to do business as a wholesale medical distributor in the United States. We are a registered and approved vendor in more than 103,000 active accounts across the country. We are current and in good standing in all states where we are required to file sales tax, unemployment tax, payroll tax, and other business registrations. (Doc 11 – Certificates)</p> <ul style="list-style-type: none"> <li>▪ US Food &amp; Drug</li> <li>▪ Illinois Business Authorization</li> <li>▪ State of Illinois – Department of Financial and Professional Regulation (Wholesale Drug Distributor)</li> <li>▪ Domestic Chemical Diversion Control Registration Certificate</li> </ul>
<p>Company profile and capabilities</p>	<p><i>What best describes your position in the distribution channel? (Manufacturer, Authorized Distributor, Value-Add Reseller, Other</i></p>	<p>School Health is a company-owned distributor of 35,000 items from 1200 manufacturers and vendor partners in medical, health, safety, sports medicine, physical education, assistive technology, special education, surgical, first aid related equipment supplies, and accessories. We also are a service provider for products awarded under contract and we present a full solution for customers including onsite demonstrations, webinars, in-service training, AED (Automated External Defibrillator) site visits, assessments, calibrations, vision and hearing training, CEU educational seminars, and more.</p> <p>Although School Health Corporation is described as a distributor, our alignment with our strategic partners allows Equalis/Region 10 to obtain a variety of</p>

		<p>products and support through our distributorship along with the focus and attention of key manufacturers.</p> <p>*See examples of “Authorized Distributor” letters from various vendors that are attached for the following Partners: (Doc 12 – Authorized Dealer Letters)</p> <ul style="list-style-type: none"> <li>▪ Zoll</li> <li>▪ Hill-Rom (Welch Allyn)</li> <li>▪ LifeSecure Emergency Solutions</li> <li>▪ AFS Apparel</li> <li>▪ Maico</li> <li>▪ North American</li> </ul>
<p>Other factors relevant to this section as submitted by the Respondent</p>	<p><i>If your company is a privately held organization, please indicate if the company is owned or operated by anyone who has been convicted of a felony. If yes, a detailed explanation of the names and conviction is required.</i></p>	<p>N/A</p>
<p>Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services. These will be provided in the space provided in Form 6. No answer is required here.</p>		
<p><b>MWBE Status and/or Program Capabilities (10 Points)</b></p>		
<p>MWBE status, subcontractor plan, and/or joint venture program</p>	<p><i>Please indicate whether you hold any diversity certifications, including, but not limited to MWBE, SBE, DBE, DVBE, HUB, or HUBZone</i></p> <p><i>Do you currently have a diversity program in place, such as a Mentor Protégé Program or subcontractor program? If you have a diversity program, please describe it and indicate whether you plan to offer your program or partnership through Equalis Group?</i></p>	<p>While School Health Corporation does not hold any Woman or Minority Business Entity (WMBE), Small Business Entity (SBE) or veteran owned business certifications we make efforts to partner with minority and women owed businesses when possible.</p> <p>In our efforts to better promote and support diversity and inclusion in the workplace, we have started taking steps internally to make School Health a place where everyone feels welcome, respected, and supported, regardless of our differences.</p> <p>Our first Diversity and Inclusion initiative was an educational presentation from New York Times best-selling author and former NBA player, John Amaechi. John discussed the importance of diversity and inclusion in the workplace, how we can celebrate our differences, and how we can better support our customers and communities by becoming an advocate and educating ourselves further. We plan to continue diversity and inclusion training moving forward quarterly and build upon our new program incorporated earlier this year.</p> <p>We also have a mentor program where each new employee has a “SHELPER”. This School Health Helper must take a course to qualify to help incoming employees and be assigned as their SHELPER. This allows the new employees to be matched with someone they can call when they need any assistance with their job duties. We like to</p>

		<p>pair new employees with someone in the same area and with more than 2 years of experience.</p>
<p>Please attach any certifications you have as part of your response to Form 6.</p>		
<p>Good faith efforts to involve MWBE subcontractors in response</p>	<p><i>Did your company contact MWBEs or minority chambers of commerce by telephone, written correspondence, or trade associations at least one week before the due date of this RFP to provide information relevant to this opportunity and to determine whether any MWBEs were interested in subcontracting and/or joint ventures?</i></p>	<p>No, we did not contact any MWBE's prior to this response. We do have many manufacturers that are MWBE's, and we have their products included in their response.</p>
<p>Demonstrated ongoing MWBE program</p>	<p><i>Outline your subcontractor strategy and efforts your organization takes to include MWBE subcontractors in future work, including but not limited to efforts to reach out to individual MWBE businesses, minority chambers of commerce, and other minority business and trade associations.</i></p>	<p>While School Health Corporation does not hold any Woman or Minority Business Entity (WMBE), Small Business Entity (SBE) or veteran owned business certifications we make efforts to partner with minority and women owed businesses when possible. Many of our manufacturers have sustainable practices and hold MWBE, SBE (Small Business Entity) or veteran-owned business certifications. We have included some examples of our 12,000 manufacturers below:</p> <ul style="list-style-type: none"> <li>▪ Hill-Rom (Baxter) is not a MWBE. However, we do business with MWBE. For FY21, Hill-Rom spent \$16.74M with small women-owned businesses.</li> <li>▪ Zoll is not a Minority or Women owned enterprise however they do track MWBE in their supply base and report annually to the Department of Veteran Affairs.</li> </ul> <p>Some examples of WBEN Certified suppliers we use are:</p> <ul style="list-style-type: none"> <li>▪ Aunt Flow Corp. Products is WBEN Certified (Doc 1, WMBE Zip File)</li> <li>▪ Seacoast Uniforms - (DBE) Disadvantaged Business Enterprise Florida Department of Transportation, WBENC Certified - Woman Owned &amp; Operated, GSA Schedule 78 GS-03F-0075X &amp; 84 GS-07F-0294Y, SBE MWBE Bid-Awarded Vendor for Palm Beach County School District, WBE Certified State of Florida Office of Supplier Diversity (Doc 2, WMBE Zip File)</li> </ul> <p>In 2021, School Health started a leadership team that was tasked with creating a standardized operating procedure for our business moving forward in 2022. Our mission is to create School Health's sustainable practices that will support ecological, human, and economic health and vitality for future generations. These practices will include all departments and affect our product selection, manufacturer selection, transportation choices, technology, sales, and marketing teams. We are creating a better way to onboard new manufacturers with incentives for those that are MWBE businesses holding certificates or have a green initiative that falls in line with School Health's vision for the future.</p> <p>We are making progress in the areas below and will continue to achieve even greater results in 2022 and the future:</p> <ol style="list-style-type: none"> <li>1. Marketing digital/online platforms to decrease the need for paper catalogs and print advertisements.</li> <li>2. Increase manufacturers that offer sustainable practices in their portfolio of products.</li> </ol>

		<ol style="list-style-type: none"> <li>3. Increase our number of manufacturers that are certified as a MWBE business.</li> <li>4. Increase research on freight sustainability to help reduce energy, increase efficiency, and reduce costs and risk.</li> <li>5. Examining current freight carrier selection and consolidation for the best and most productive choices in deliveries throughout the US.</li> <li>6. Increasing the number of salespeople to cover a smaller geographic area.</li> <li>7. Increase use of technology to allow more employees to work from home.</li> <li>8. Product selection and onboarding to include more manufacturers with green initiatives in line with School Health's vision.</li> </ol>
<b>Commitment to Service Equalis Group Members (10 Points)</b>		
Marketing plan, capability, and commitment	<p><i>Detail how your organization plans to market and promote this contract upon award, including how this contract will fit into your organization's current go-to-market strategy in the public sector.</i></p>	<p>Although the School Health Corporation's sales force will be the primary driver of the contract, we understand the importance of the role that Equalis and Region 10 play in marketing the partnership and our products and services. School Health has the ability and willingness to market and service this contract nationwide. To achieve the best success, we will work in cooperation with Equalis to develop an ongoing marketing strategy and find ways to leverage the Equalis relationships with end users and other contract holders to achieve the greatest success.</p> <p>Some of the following things can be done immediately after the award:</p> <ul style="list-style-type: none"> <li>▪ Begin quarterly meetings with 3 School Health local Texas sales representatives, regional sales manager, national contracts team and Region 10/Equalis contract administrators to learn to work together to market and build growth in the surrounding areas.</li> <li>▪ Train all sales reps on a new national contract. Invite Equalis/Region 10 to attend our sales meetings twice a year.</li> <li>▪ Create a landing page for Equalis contract for customers that want to log in to automatically receive contract pricing.</li> <li>▪ Create a marketing flyer with the contract information and sales representatives' information to market the new contract to customers.</li> <li>▪ Add the new contract to our national contracts page with a link leading to the Equalis landing page where you register to get contract pricing through an email domain trigger.</li> </ul>
	<p><i>Detail how your organization will train your sales force and customer service representatives on this contract to ensure that they can competently and consistently present the contract to public agency customers and answer any questions they might have concerning it.</i></p>	<p>In April 2021, we expanded the national contracts team to grow and develop national contracts. This team works with our team nationally to bring in additional growth through leads, sales training, and help with procurement questions to secure large opportunities. The Equalis contract can be integrated into our sales process as follows:</p> <ul style="list-style-type: none"> <li>▪ School Health is committed to training our sales team, sales managers, and dealer partners for success and maximum impact by holding quarterly calls with Equalis, School Health territory managers and the national contracts team.</li> </ul>

		<ul style="list-style-type: none"> <li>▪ Each new representative is required to attend a training monthly and listen to pre-recorded training to learn how to present contracts in their territory.</li> <li>▪ The national contracts team is responsible for onboarding each sales representative by going over their eCommerce platforms and teaching them how to trigger pricing using the Equalis contract.</li> <li>▪ Bi-weekly the national team holds a one-hour training on reaching procurement, contracts and understanding compliance and eCommerce platforms.</li> <li>▪ The national team oversees contracts and eCommerce platforms, and guides reps on how to engage within their territories to grow their business through punchouts, landing pages, and email domain triggers. If we are the awarded vendor, we can easily set up a price type and trigger contract pricing in 24 hours for any customer using an email domain. We can also complete a landing page for Equalis that shows how to sign up online to utilize the contract.</li> </ul>
Ability to manage a cooperative contract	<p><i>Acknowledge that your organization agrees to provide its company logo(s) to Region 10 ESC and Equalis Group and agrees to provide permission for reproduction of such logo in marketing communications and promotions</i></p> <p><i>Describe the capacity of your company to report monthly sales through this agreement to Equalis Group.</i></p> <p><i>Identify any contracts with other cooperative or government group purchasing organizations of which your company is currently a part of:</i></p>	<p>We will produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information to be used in the Equalis Group and Region 10 ESC marketing communications and promotions.</p> <p>Using the same combination of stored prices and customers that are tied to the Equalis contract, we can gather data on any purchases tied to the contract and organize them by date, customer, individual order, and products purchased. We can compare prices on each order with the pricing on the contract to ensure compliance with the contract.</p> <p>We currently have internal measurements through our Salesforce and Power BI tools which measure the success of the sales team and the use of the contract. The sales reps have a dashboard where they can see their target and non-target accounts. They can drill down and see products sold, market segment production, Equalis sales/growth, and eCommerce sales/growth.</p> <p>Sourcewell, AEPA, MHEC, Omnia Partners, Choice Partners, IGPA, TIPS, and Texas Buyboard</p>
Commitment to supporting agencies to utilize the contract	<p><i>If awarded a contract, how would you approach agencies in regards to this contract? Please indicate how this would work for both new customers to your organization, as well as existing.</i></p>	<p>New Customers and Existing Customers can benefit from utilizing the Equalis contract. We will provide the following marketing and training to staff, so we are successful if area awarded.</p> <p><b>Marketing:</b> At School Health, we use an integrated marketing strategy for promoting this contract opportunity that extends across various forms of communication. We have a robust library of informative marketing materials and media that are meant to not only educate our sales representatives about Equalis and its benefits, but to also educate our customers about the opportunities available with this contract. These vehicles will be available for Equalis/Region 10 communications. We will work together to determine the best choices from these options:</p>



Printed Materials – School Health publishes 12 catalogs for the markets we serve, which would be a highly relevant and frequently used option by professionals within those industries. We also create product and promotional flyers and other materials to promote customer benefits. Virtual Catalogs (Doc 4):

- Industry Publications - School Health promotes programs and products in NASN and JOSN publications.
- Order fulfillment inserts – School Health ships over 100,000 orders annually to customers and each one can carry promotional materials. We will consider which shipments are best targeted for our purposes and determine whether to use this vehicle.
- Website – [www.schoolhealth.com](http://www.schoolhealth.com) is a primary channel for professionals to shop, purchase and interact with the company. The promotional banners, product and service information, and content areas are good options to consider. The Equalis national contract will be listed here for all School Health customers to view. We can create a landing page for Equalis members that want to purchase online using the contract.
- This landing page will be updated to outline the benefits of membership, including the ease of ordering, wide product selection and services, and a hot list of items with deep discounts. Members would click on a link on the landing page, create an account or log in, and from then on, the contract pricing is associated with their account and will automatically appear as they shop.
- We will leverage our equipment/product print ads, catalogs and other materials and be sure to include our Equalis contract number on our printed materials, as necessary.
- We will produce and maintain full-color print advertisements in camera-ready electronic format, including company logos and contact information to be used in the Equalis directory and other approved marketing publications.
- The awarded contract will be highlighted on: <https://www.schoolhealth.com/>. We will include a link to the Equalis information page. On this page, non-members will be prompted to join and be directed to a page to sign up.
- Conferences and Trade Shows – School Health attends over 225 shows annually to share product news and valuable information. The company exhibits at all major industry conferences and most state-level conferences. These venues are a strong option for presenting Equalis to a targeted audience.
- We will promote our awarded contract and relationship with Equalis/Region at our booth and within our trade show marketing campaigns (on-site signage, callouts in any planned trade show marketing for the show).
- Digital Campaigns – School Health sends frequent emails to target customers at least weekly. This format provides space for continuing education messages. We would be glad to share all our workshops/continuing education and product messages with all members to help them learn and choose products that serve them and their best interests.

- Social Media and Blogs – School Health has a blog and a social media presence on Facebook, LinkedIn, YouTube, Twitter, and Instagram, reaching customers and employees through 16 social media profiles. We are also exploring new ways to reach a wider target audience through paid social media advertising.
- Using a variety of media platforms allows School Health to reach out to customers through multiple avenues and keep the conversation about our business, products, and education resources top of mind.
- Member Promotions: School Health develops several promotions throughout the year to drive engagement and goodwill with our customers. We can utilize the Equalis Group membership list to offer member customers' existing or exclusive promotions. We are committed to incorporating our contract at all levels within our company and execute the strategies with the support and guidance of our contract manager.
- Internal Communication: All promotions and marketing materials will be communicated to our sales team so that they can promote the contract's value, remain committed to the contract, and demonstrate our ability to provide, deliver and service our products to all members. We are committed to developing a sales/communication process to facilitate Equalis membership and establish the status of current and potential agencies/members.
- Leverage our Existing Relationships: We support many organizations that promote health and well-being. We can leverage our strong relationships with the following to build exciting programs that will deliver recognition, goodwill, and success:
  1. National Association of School Nurses (NASN): Trade Shows
  2. National Athletic Trainers' Association (NATA): Trade Shows
  3. Healthy Schools Campaign
  4. Walk Now for Autism Speaks
  5. National Head Start Association (NHSA)
  6. Lions Kid Sight USA Foundation
  7. Get In Touch Foundation
  8. American Heart Association
  9. Prevent Blindness
  10. Special Olympics
  11. Northeastern University's School Health Academy (NEUSHA): We support NEUSHA. The CEU program, which includes a popular Summer Academy, helps meet the requirement for training, consultation, and services. A variety of topics are offered, such as Medical Care, First Aid Care, Surgical Care, Special Education Services, Specimen Identification, Patient Identification, Athletic Training Services, Physical & Occupational Therapy, School Nurse Services, Sports Medicine, Patient Examinations, Health & Development, Assistive, Emergency Response, Vision and Hearing Screening, Public Safety Medical Care, Medical Records, Infection and Biohazard Control, CPR & AED,



<p>Other factors relevant to this section as submitted by the Respondent</p>	<p><i>Provide the number of sales representatives which will work on this contract and where the sales representatives are located.</i></p>	<p>Rehabilitation Services, etc. We can consider special pricing and other opportunities for Equalis members.</p> <p>School Health’s sales force consists of 43 sales specialists, territory managers, and inside sales representatives. We have added additional outside sales members annually to support our growth and have a full team of customer care and service technicians trained in upselling and answering sales questions. With our large sales presence throughout the country, and our call center in Rolling Meadows, IL, we will be able to reach thousands of customers nationally. Our team of territory managers works in the metropolitan areas, visiting early childhood programs, k-12, higher ed, government, and non-profit entities 3-5 days a week. We are face to face, helping our customers understand medical supply solutions to determine what products are best for them. We meet with the procurement teams to discuss our ability to help them buy a range of medical supplies through the contract and using our eCommerce platforms. Our internal sales team works in areas that are rural and less populated. They complete virtual calls daily and team up with our territory managers and sales specialists to complete any necessary in-person visits, training, demonstrations, and deployment of larger equipment. They would be trained to understand how to use the Equalis Contract and work with their team of customer care, bid specialists, and territory managers, to get everything the customer needs for their medical supply solutions. We also exhibit at 225 conferences and industry trade shows annually. Our sales team’s focus is on the sale and service of our 35,000 medical and health-related SKUs, all of which will be available if awarded through our Equais contract.</p> <p>Our Sales Specialists are a part of our go-to-market strategy at School Health. They are a dedicated team of health experts from multiple disciplines who support our dedication to the health of students so they can learn and perform to the best of their abilities. Our specialists cover the following areas:</p> <ul style="list-style-type: none"> <li>• Manager of Specialists – Dr. Ray Heipp</li> <li>• Emergency Health Records, Vision and Hearing - Maryellen O’Keefe-Smith</li> <li>• Vision Director and Eye Health Initiatives – Dr. Kay Nottingham-Chaplin</li> <li>• Sports Medicine and Athletic Training – Greg Evans, Mike Klein</li> <li>• Special Education and Assistive Technology – Jodi Szuter, Dr. Ray Heipp</li> <li>• Physical Education and Team Sports – Tim Taggart, Danny Radd, and Tom Strenger</li> <li>• Ecommerce Platforms and Online Purchasing – Lynn Guza</li> <li>• Emergency Medical Services Education – Kyle Hill</li> </ul> <p>The specialists travel with our sales team and perform seminars, workshops, and site visits. They have ongoing webinars in their product category to help customers learn about products in their market segment. Here is the link to upcoming webinars: <a href="https://cloud.email.schoolhealth.com/Fall-SH-Presents-Series">https://cloud.email.schoolhealth.com/Fall-SH-Presents-Series</a>.</p> <p>Below are the number of sales representatives throughout the United States and their location.</p> <ul style="list-style-type: none"> <li>▪ 8 - Rolling Meadows, IL</li> <li>▪ 1 - Scottsdale, AZ</li> </ul>
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		<ul style="list-style-type: none"><li>▪ 1 - San Diego, CA</li><li>▪ 1 - Oakland, CA</li><li>▪ 1 - Houston, TX</li><li>▪ 1 - Dallas, TX</li><li>▪ 2 - Denver, CO</li><li>▪ 1 - Chicago, IL</li><li>▪ 1 - Minneapolis, MN</li><li>▪ 2 - Boston, MA</li><li>▪ 1 - Marlboro, CT</li><li>▪ 1 - Springfield, PA</li><li>▪ 2 - Richmond, VA</li><li>▪ 1 - Indianapolis, IN</li><li>▪ 1 - Columbus, OH</li><li>▪ 1 - Atlanta, GA</li><li>▪ 1 - Orlando, FL</li><li>▪ 1 - Tampa Bay, FL</li><li>▪ 1 - Washington, DC</li></ul>

### **PROPOSAL FORM 3: CERTIFICATIONS AND LICENSES**

Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services including, but not limited to licenses, registrations or certifications. M/WBE, HUB, DVBE, small and disadvantaged business certifications and other diverse business certifications, as well as manufacturer certifications for sales and service must be included if applicable.

**PROPOSAL FORM 4: CLEAN AIR WATER ACT**

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

Potential Vendor:     School Health Corporation    

Title of Authorized Representative:     Contract Sales Supervisor    

Mailing Address:     5600 Apollo Drive Rolling Meadows, IL 60008    

Signature:     Andrew Wlezen

**PROPOSAL FORM 5: DEBARMENT NOTICE**

I, the Vendor, certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations.

Potential Vendor: School Health Corporation

Title of Authorized Representative: Contract Sales Supervisor

Mailing Address: 5600 Apollo Drive Rolling Meadows, IL 60008

Signature: *Andrew Wlazen*

**PROPOSAL FORM 6: LOBBYING CERTIFICATION**

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.

Andrew Wlezen  
Signature of Respondent

3/7/2022  
Date

**PROPOSAL FORM 7: CONTRACTOR CERTIFICATION REQUIREMENTS**

**Contractor’s Employment Eligibility**

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statutes of the states it will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The Respondent complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the Region 10 ESC Participating entities in which work is being performed.

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**Fingerprint & Criminal Background Checks**

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The Respondent shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed.

*Andrew Wlezen*  
\_\_\_\_\_  
Signature of Respondent

3/7/2022  
\_\_\_\_\_  
Date

**PROPOSAL FORM 8: ANTITRUST CERTIFICATION STATEMENTS**  
**(Tex. Government Code § 2155.005)**

I affirm under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

VENDOR School Health Corporation

ADDRESS 5600 Apollo Drive

Rolling Meadows IL 60008

PHONE 866-323-5465

FAX 800-235-1305

**RESPONDANT**

Andrew Wlezen  
Signature

Andrew Wlezen  
Printed Name

Contract Sales Supervisor  
Position with Company

**AUTHORIZING OFFICIAL**

Karen Acevedo  
Signature

Karen Acevedo  
Printed Name

Sr. Contract Sales Specialist  
Position with Company



## PROPOSAL FORM 9: IMPLEMENTATION OF HOUSE BILL 1295

### **Certificate of Interested Parties (Form 1295):**

In 2015, the Texas Legislature adopted House Bill 1295, which added section 2252.908 of the Government Code. The law states that a governmental entity or state agency may not enter into certain contracts with a business entity unless the business entity submits a disclosure of interested parties to the governmental entity or state agency at the time the business entity submits the signed contract to the governmental entity or state agency. The law applies only to a contract of a governmental entity or state agency that either (1) requires an action or vote by the governing body of the entity or agency before the contract may be signed or (2) has a value of at least \$1 million. The disclosure requirement applies to a contract entered into on or after January 1, 2016.

The Texas Ethics Commission was required to adopt rules necessary to implement that law, prescribe the disclosure of interested parties form, and post a copy of the form on the commission's website. The commission adopted the Certificate of Interested Parties form (Form 1295) on October 5, 2015. The commission also adopted new rules (Chapter 46) on November 30, 2015, to implement the law. The commission does not have any additional authority to enforce or interpret House Bill 1295.

### **Filing Process:**

Starting on January 1, 2016, the commission will make available on its website a new filing application that must be used to file Form 1295. A business entity must use the application to enter the required information on Form 1295 and print a copy of the completed form, which will include a certification of filing that will contain a unique certification number. An authorized agent of the business entity must sign the printed copy of the form and have the form notarized. The completed Form 1295 with the certification of filing must be filed with the governmental body or state agency with which the business entity is entering into the contract.

The governmental entity or state agency must notify the commission, using the commission's filing application, of the receipt of the filed Form 1295 with the certification of filing not later than the 30th day after the date the contract binds all parties to the contract. The commission will post the completed Form 1295 to its website within seven business days after receiving notice from the governmental entity or state agency.

Information regarding how to use the filing application will be available on this site starting on January 1, 2016. [https://www.ethics.state.tx.us/whatsnew/elf\\_info\\_form1295.htm](https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm)

**BOYCOTT CERTIFICATION**

Respondents must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

Does vendor agree? AW  
(Initials of Authorized Representative)

**TERRORIST STATE CERTIFICATION**

In accordance with Texas Government Code, Chapter 2252, Subchapter F, REGION 10 ESC is prohibited from entering into a contract with a company that is identified on a list prepared and maintained by the Texas Comptroller or the State Pension Review Board under Texas Government Code Sections 806.051, 807.051, or 2252.153. By execution of any agreement, the respondent certifies to REGION 10 ESC that it is not a listed company under any of those Texas Government Code provisions. Responders must voluntarily and knowingly acknowledge and agree that any agreement shall be null and void should facts arise leading the REGION 10 ESC to believe that the respondent was a listed company at the time of this procurement.

Does vendor agree? AW  
(Initials of Authorized Representative)

**PROPOSAL FORM 11: RESIDENT CERTIFICATION**

This Certification Section must be completed and submitted before a proposal can be awarded to your company. This information may be placed in an envelope labeled "Proprietary" and is not subject to public view. In order for a proposal to be considered, the following information must be provided. Failure to complete may result in rejection of the proposal:

As defined by Texas House Bill 602, a "nonresident Bidder" means a Bidder whose principal place of business is not in Texas, but excludes a contractor whose ultimate parent company or majority owner has its principal place of business in Texas.

Texas or Non-Texas Resident

- I certify that my company is a "**resident Bidder**"
- I certify that my company qualifies as a "**nonresident Bidder**"

If you qualify as a "nonresident Bidder," you must furnish the following information:

What is your resident state? (The state your principal place of business is located.)

_____	_____	_____	_____
o	=	#	.
5600 Apollo Drive			_____
_____	Address		_____
_____	IL	60008	_____
_____	State	Zip	_____

## PROPOSAL FORM 1 2: FEDERAL FUNDS CERIFICATION FORM

When a participating 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 (sometimes referred to as the "Uniform Guidance" or "EDGAR" requirements). All Vendors submitting proposals must complete this Federal Funds Certification Form regarding Vendor's willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to participating agencies for their use while considering their purchasing options when using federal grant funds. Participating agencies may also require Vendors to enter into ancillary agreements, in addition to the contract's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

**For each of the items below, Vendor should certify Vendor's agreement and ability to comply, where applicable, by having Vendor's authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form.** If a vendor fails to complete any item in this form, Region 10 ESC will consider the Vendor's response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Vendor using federal funds.

### 1. Vendor Violation or Breach of Contract Terms:

Contracts for more than the simplified acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any Contract award will be subject to Region 10 ESC General Terms and Conditions, as well as any additional terms and conditions in any Purchase Order, participating agency ancillary contract, or Member Construction Contract agreed upon by Vendor and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the Region 10 ESC Terms and Conditions.

The remedies under the Contract are in addition to any other remedies that may be available under law or in equity. By submitting a Proposal, you agree to these Vendor violation and breach of contract terms.

Does vendor agree? AW

(Initials of Authorized Representative)

### 2. Termination for Cause or Convenience:

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating agency to do so. Offeror will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience

of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does vendor agree? AW

(Initials of Authorized Representative)

### 3. Equal Employment Opportunity:

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

Does vendor agree? AW

(Initials of Authorized Representative)

### 4. Davis-Bacon Act:

When required by Federal program legislation, Vendor agrees that, for all participating agency prime construction contracts/purchases in excess of \$2,000, Vendor shall comply with the Davis-Bacon Act (40 USC 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, Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Vendor 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](http://www.wdol.gov). Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor's acceptance of the wage determination.

Vendor further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 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 contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does vendor agree? AW

(Initials of Authorized Representative)

**5. Contract Work Hours and Safety Standards Act:**

Where applicable, for all participating agency contracts or purchases in excess of \$100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does vendor agree? AW

(Initials of Authorized Representative)

**6. 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 subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient 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.

Vendor agrees to comply with the above requirements when applicable.

Does vendor agree? AW

(Initials of Authorized Representative)

**7. Clean Air Act and Federal Water Pollution Control Act:**

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 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 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does vendor agree? AW

(Initials of Authorized Representative)

**8. Debarment and Suspension:**

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Vendor certifies that Vendor is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor further agrees to immediately notify the Cooperative and all participating agencies with pending purchases or seeking to purchase from Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does vendor agree? AW

(Initials of Authorized Representative)

**9. Byrd Anti-Lobbying Amendment:**

Byrd Anti-Lobbying Amendment (31 USC 1352) -- Vendors 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 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Vendor agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does vendor agree? AW

(Initials of Authorized Representative)

**10. Procurement of Recovered Materials:**

For participating agency purchases utilizing Federal funds, Vendor 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.

Does vendor agree? AW

(Initials of Authorized Representative)

**11. 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, Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Vendor’s Cooperative Contract.

Does vendor agree? AW

(Initials of Authorized Representative)

**12. Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment**

Vendor agrees that recipients and subrecipients are prohibited from obligating or expending loan or grant funds to procure or obtain, extend or renew a contract to procure or obtain, or enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system from companies described in Public Law 115-232, section 889. Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of the National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country are also prohibited.

Does vendor agree? AW

(Initials of Authorized Representative)

**13. General Compliance and Cooperation with Participating Agencies:**

In addition to the foregoing specific requirements, Vendor agrees, in accepting any Purchase Order from a participating agency, it shall make a good faith effort to work with participating agencies to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Does vendor agree? AW

(Initials of Authorized Representative)

**14. Applicability to Subcontractors**

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does vendor agree? AW

(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

\_\_\_\_\_



Company Name

School Health Corporation

---

Signature of Authorized Company Official

*Andrew Wlezen*

---

Printed Name

Contract Sales Supervisor

---

Title

3/7/2022

---

Date

## PROPOSAL FORM 1 3: ADDITIONAL ARIZONA CONTRACTOR REQUIREMENTS

**AZ Compliance with Federal and state requirements:** Contractor agrees when working on any federally assisted projects with more than \$2,000.00 in labor costs, to comply with all federal and state requirements, as well as Equal Opportunity Employment requirements and all other federal and state laws, statutes, etc. Contractor agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files. Contractor must retain records for three years to allow the federal grantor agency access to these records, upon demand. Contractor also agrees to comply with the Arizona Executive Order 75-5, as amended by Executive Order 99-4.

When working on contracts funded with Federal Grant monies, contractor additionally agrees to comply with the administrative requirements for grants, and cooperative agreements to state, local and federally recognized Indian Tribal Governments.

**AZ Compliance with workforce requirements:** Pursuant to ARS 41-4401, Contractor and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS 23-214 subsection A, which states, ..."every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program" Region 10 ESC reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. Region 10 ESC and its members reserve the right to inspect the papers of any contractor or subcontract employee who works under this contract to ensure compliance with the warranty above.

**AZ Contractor Employee Work Eligibility:** By entering into this contract, contractor agrees and warrants compliance with A.R.S. 41-4401, A.R.S. 23-214, the Federal Immigration and Nationality Act (FINA), and all other Federal immigration laws and regulations. Region 10 ESC and/or Region 10 ESC members may request verification of compliance from any contractor or sub contractor performing work under this contract. Region 10 ESC and Region 10 ESC members reserve the right to confirm compliance. In the event that Region 10 ESC or Region 10 ESC members suspect or find that any contractor or subcontractor is not in compliance, Region 10 ESC may pursue any and all remedies allowed by law, including but not limited to suspension of work, termination of contract, suspension and/or debarment of the contractor. All cost associated with any legal action will be the responsibility of the contractor.

**AZ Non-Compliance:** All federally assisted contracts to members that exceed \$10,000.00 may be terminated by the federal grantee for noncompliance by contractor. In projects that are not federally funded, Respondent must agree to meet any federal, state or local requirements as necessary. In addition, 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.

**Registered Sex Offender Restrictions (Arizona):** For work to be performed at an Arizona school, contractor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are present, or reasonably expected to be present. Contractor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Region 10 ESC member's discretion. Contractor must identify any additional costs associated with compliance to this term. If no costs are specified, compliance with this term will be provided at no additional charge.

**Offshore Performance of Work Prohibited:** Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States.

**Terrorism Country Divestments:** In accordance with A.R.S. 35-392, Region 10 ESC and Region 10 ESC members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, contractor warrants compliance with the Export Administration Act.

The undersigned hereby accepts and agrees to comply with all statutory compliance and notice requirements listed in this document.

*Andrew Wlazen*  
Signature of Respondent

3/7/2022  
Date

---

**PROPOSAL FORM 1 4 : OWNERSHIP DISCLOSURE FORM (N.J.S. 52:25 -24.2)**

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the Respondent shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

**Company Name:** School Health Corporation

**Street:** 5600 Apollo Drive

**City, State, Zip Code:** Rolling Meadows, IL 60008

**Complete as appropriate:**

I \_\_\_\_\_, certify that I am the sole owner of \_\_\_\_\_, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

**OR:**

I \_\_\_\_\_, a partner in \_\_\_\_\_, do hereby certify that the following is a list of all individual partners who own a 10% or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10% or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.

**OR:**

I Andrew Wlezen \_\_\_\_\_, an authorized representative of School Health Corporation \_\_\_\_\_, a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10% or more of the corporation's stock or the individual partners owning a 10% or greater interest in that partnership.

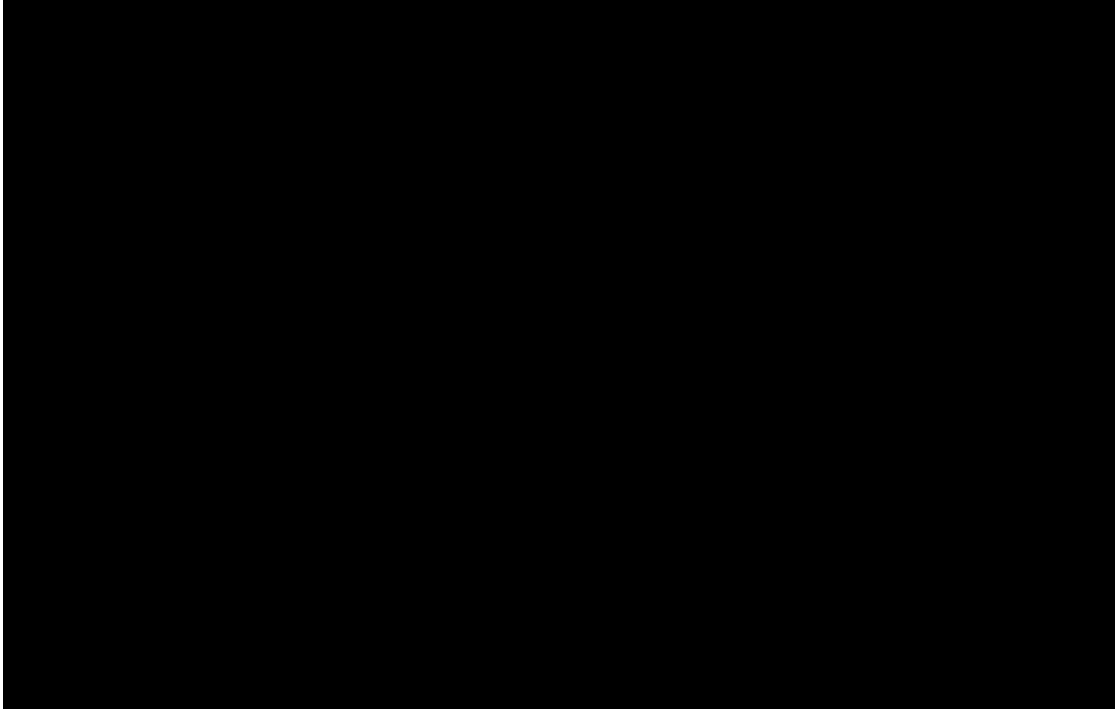
**(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)**

Name	Address	Interest
See following pages		

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

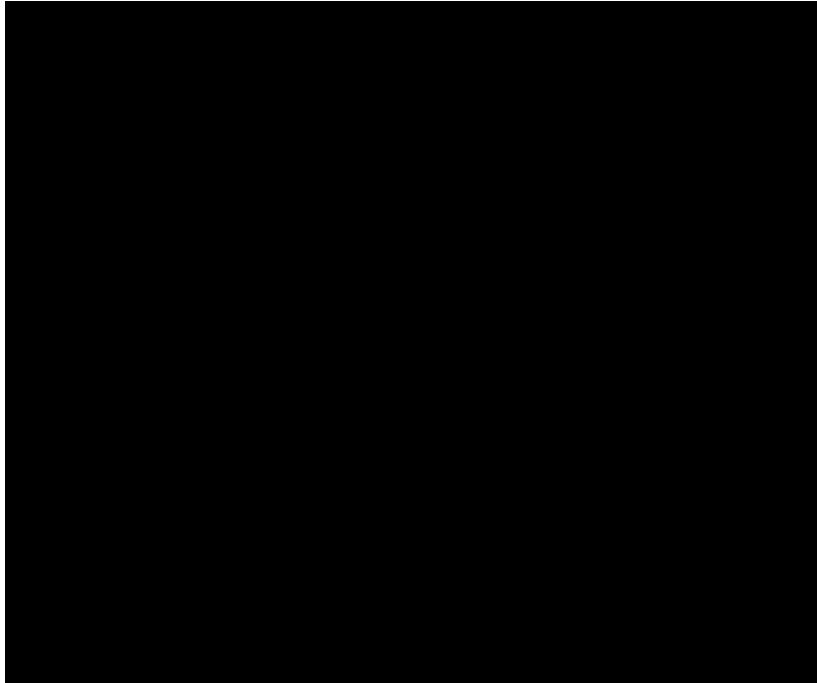
Andrew Wlezen / Contract Sales Supervisor  
**Authorized Signature and Title**

3/7/2022  
**Date**





We Supply Your Future



**PROPOSAL FORM 1 5: NON -COLLUSION AFFIDAVIT**

**Company Name:**

**Street:**

**City, State, Zip Code:**

Illinois  
~~State of New Jersey~~

County of Cook

I, Andrew Wlezen of the Rolling Meadows  
Name City

in the County of Cook, State of Illinois of full  
age, being duly sworn according to law on my oath depose and say that:

I am the Contract Sales Supervisor of the firm of School Health Corporation  
Title Company Name

*the Respondent making the Proposal for the goods, services or public work specified under the Harrison Township Board of Education attached proposal, and that I executed the said proposal with full authority to do so; that said Respondent has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said bid proposal and in this affidavit are true and correct, and made with full knowledge that the Harrison Township Board of Education relies upon the truth of the statements contained in said bid proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services or public work.*

*I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by*

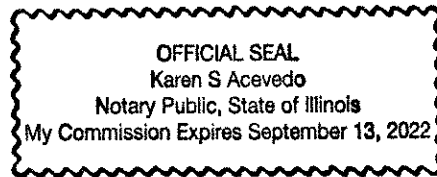
School Health Corporation  
Company Name

Andrew Wlezen / Contract Sales Supervisor  
Authorized Signature & Title

Subscribed and sworn before me

this 7 day of March, 2022

Karen Acevedo  
Notary Public of New Jersey  
My commission expires Sept 13, 2022



SEAL

PROPOSAL FORM 1 6: AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)  
 Company Name: School Health Corporation \_\_\_\_\_  
 Street: 5600 Apollo Dr \_\_\_\_\_  
 City, State, Zip Code: Rolling Meadows, IL 60008 \_\_\_\_\_

**Bid Proposal Certification:**

Indicate below your compliance with New Jersey Affirmative Action regulations. Your proposal will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

**Required Affirmative Action Evidence:**

Procurement, Professional & Service Contracts (Exhibit A)

Vendors must submit with proposal:

- |    |   |            |                    |
|----|---|------------|--------------------|
| 1. | A photo copy of their <u>Federal Letter of Affirmative Action Plan Approval</u> | _____      | see following page |
|    | OR  |            |                    |
| 2. | A photo copy of their <u>Certificate of Employee Information Report</u>         | X<br>_____ |                    |
|    | OR  |            |                    |
| 3. | A complete <u>Affirmative Action Employee Information Report (AA302)</u>        | _____      |                    |

**Public Work – Over \$50,000 Total Project Cost:**

A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the Harrison Township Board of Education X  
\_\_\_\_\_

B. Approved Federal or New Jersey Plan – certificate enclosed \_\_\_\_\_

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

Andrew Wlezen / Contract Sales Supervisor  
 \_\_\_\_\_  
 Authorized Signature and Title

3/7/2022  
 \_\_\_\_\_  
 Date

**P.L. 1995, c. 127 (N.J.A.C. 17:27)  
 MANDATORY AFFIRMATIVE ACTION LANGUAGE**

**PROCUREMENT, PROFESSIONAL AND SERVICE CONTRACTS**

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not



Certification 5531

### CERTIFICATE OF EMPLOYEE INFORMATION REPORT

This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of **15-SEP-2019** to **15-SEP-2022**

**SCHOOL HEALTH CORPORATION  
5600 APOLLO DRIVE  
ROLLING MEADOWS IL 60008**



*Elizabeth M. Muoio*

ELIZABETH MAHER MUOIO  
State Treasurer

be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these

regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

*Andrew Wlozen*  
\_\_\_\_\_  
Signature of Procurement Agent

## PROPOSAL FORM 17: C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

### Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.**

What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information is available in Local Finance Notice 2006-1 ([https://www.nj.gov/dca/divisions/dlgs/resources/lfns\\_2006.html](https://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html)).

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
  - a) The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at [https://www.state.nj.us/dca/divisions/dlgs/programs/pay\\_2\\_play.html](https://www.state.nj.us/dca/divisions/dlgs/programs/pay_2_play.html) They will be updated from time-to-time as necessary.
  - b) A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
  - c) Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
  - d) The form may be used “as-is”, subject to edits as described herein.
  - e) The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
  - f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. **NOTE: This section is not applicable to Boards of Education.**

## C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

### Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

1. any State, county, or municipal committee of a political party
2. any legislative leadership committee\*
3. any continuing political committee (a.k.a., political action committee)
4. any candidate committee of a candidate for, or holder of, an elective office:
  1. of the public entity awarding the contract
  2. of that county in which that public entity is located
  3. of another public entity within that county
  4. or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county. The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

5. individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
6. all principals, partners, officers, or directors of the business entity or their spouses
7. any subsidiaries directly or indirectly controlled by the business entity
8. IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs). When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure. Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report. The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement. The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act. The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law.

**NOTE: This section does not apply to Board of Education contracts.**

\* N.J.S.A. 19:44A-3(s): “The term “legislative leadership committee” means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”





**List of Agencies with Elected Officials Required for Political Contribution Disclosure**

**N.J.S.A. 19:44A-20.26**

**County Name:**

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

Municipalities (Mayor and members of governing body, regardless of title):

**USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM [WWW.NJ.GOV/DCA/LGS/P2P](http://WWW.NJ.GOV/DCA/LGS/P2P) A COUNTY-BASED, CUSTOMIZABLE FORM.**



**PROPOSAL FORM 18: STOCKHOLDER DISCLOSURE CERTIFICATION**

**Name of Business:**

I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

**OR**

I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

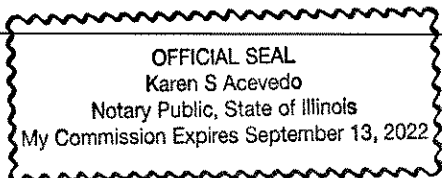
**Check the box that represents the type of business organization:**

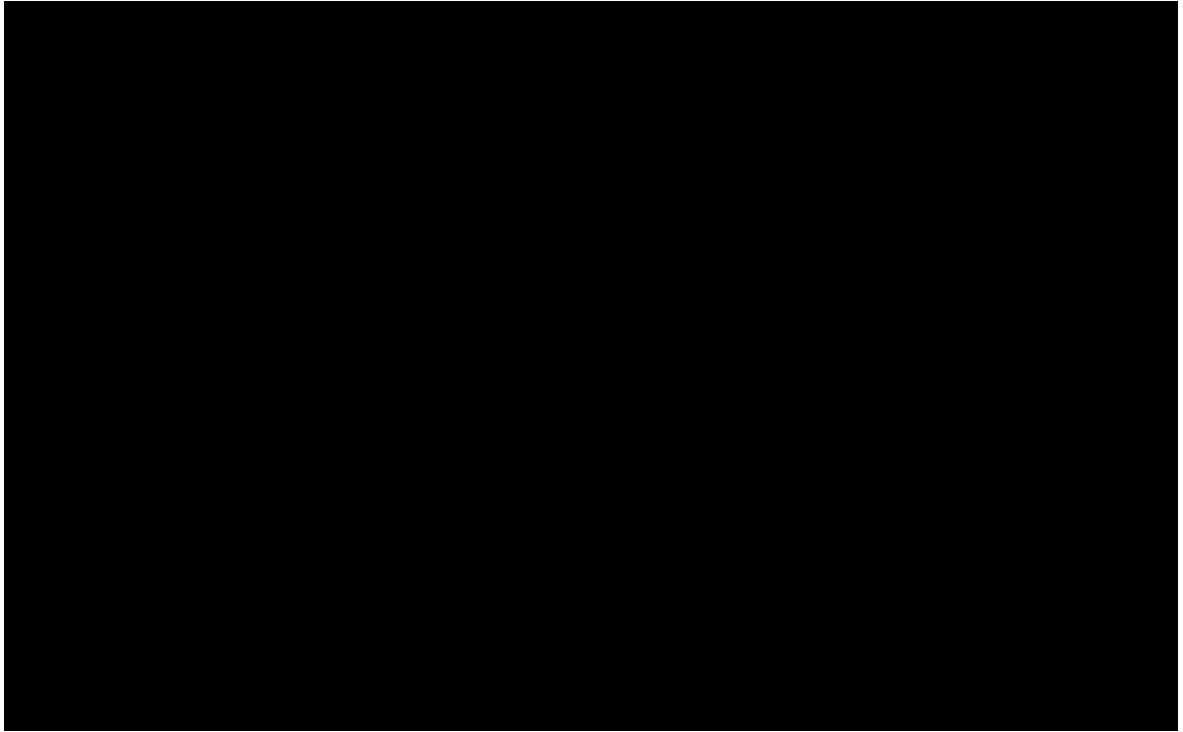
- |   |  |  |
|---|--|--|
| <input type="checkbox"/> Partnership            | <input type="checkbox"/> Sole Proprietorship           | <input type="checkbox"/> Limited Liability Partnership |
| <input checked="" type="checkbox"/> Corporation | <input type="checkbox"/> Limited Partnership           | <input type="checkbox"/> Subchapter S Corporation      |
|   | <input type="checkbox"/> Limited Liability Corporation |  |

**Sign and notarize the form below, and, if necessary, complete the stockholder list below.**

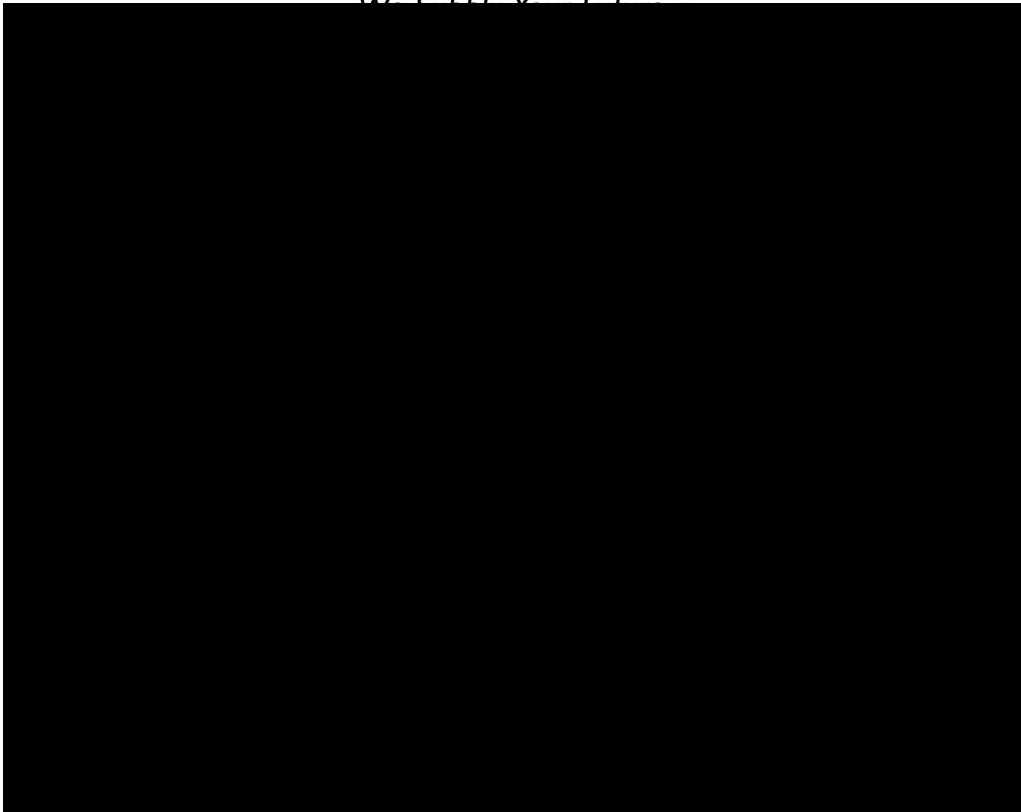
Stockholders:

Name: See following pages	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:
Subscribed and sworn before me this <u>7</u> day of <u>March</u> , 20 <u>22</u>	<u>Andrew Wlezen</u> (Affiant)
(Notary Public) <u>Karen Acevedo</u>	<u>Andrew Wlezen / Contract Sales Supervisor</u> (Print name & title of affiant)
My Commission expires: Sept 13, 2022	(Corporate Seal)





5600 Apollo Drive, Rolling Meadows, Illinois 60008  
Phone 866-323-5465 | Fax 800-235-1305



**PROPOSAL FORM 19: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM**

*Signature on the Vendor Contract Signature form certifies complete acceptance of the General Terms and Conditions in this solicitation, except as noted below (additional pages may be attached, if necessary).*

**Check one of the following responses to the General Terms and Conditions:**

We take no exceptions/deviations to the general terms and conditions

*(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)*

We take the following exceptions/deviations to the general terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general terms and conditions that you are taking exceptions/deviations to. Clearly state if you are adding additions terms and conditions to the general terms and conditions. Provide details on your exceptions/deviations below:

*(Note: Unacceptable exceptions shall remove your proposal from consideration for award. Region 10 ESC shall be the sole judge on the acceptance of exceptions/deviations and the decision shall be final.)*

PROPOSAL FORM 20: EQUALIS GROUP ADMINISTRATION AGREEMENT

**Requirements for Master Agreement To be administered by Equalis Group**

**Attachment A, Equalis Group Administrative Agreement** is used in administering Master Agreements with Region 10 and is preferred by Equalis Group. Redlined copies of this agreement should not be submitted with the response. Should a respondent be recommended for award, this agreement will be negotiated and executed between Equalis Group and the respondent. **Respondents must select one of the following options for submitting their response.**

- Respondent agrees to all terms and conditions outlined in each of the Administration Agreement.
- Respondent wishes to negotiate directly with Equalis Group on terms and conditions outlined in the Administration Agreement. Negotiations will commence after sealed Proposals are opened and Region 10 has determined the respondent met all requirements in their response and may be eligible for award.

**PROPOSAL FORM 21: OPEN RECORDS POLICY ACKNOWLEDGEMENT AND ACCEPTANCE**  
**OPEN RECORDS POLICY ACKNOWLEDGMENT AND ACCEPTANCE**

Be advised that all information and documents submitted will be subject to the Public Information Act requirements governed by Chapter 552 of the Texas Government Code.

Because contracts are awarded by a Texas governmental entity, all responses submitted are subject to release as public information after contracts are executed. If a Respondent believes that its response, or parts of its response, may be exempted from disclosure to the public, the Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempted from disclosure. In addition, the Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s). Respondent must provide this information on the "Acknowledgement and Acceptance to Region 10 ESC's Public Information Act Policy" form found on the next page of this solicitation. Any information that is unmarked will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 10 ESC must provide the OAG with the information requested in order for the OAG to render an opinion. In such circumstances, Respondent will be notified in writing that the material has been requested and delivered to the OAG. Respondent will have an opportunity to make arguments to the OAG in writing regarding the exception(s) to the TPIA that permit the information to be withheld from public disclosure. Respondents are advised that such arguments to the OAG must be specific and well-reasoned--vague and general claims to confidentiality by the Respondent are generally not acceptable to the OAG. Once the OAG opinion is received by Region 10 ESC, Region 10 ESC must comply with the opinions of the OAG. Region 10 ESC assumes no responsibility for asserting legal arguments on behalf of any Respondent. Respondents are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

After completion of award, these documents will be available for public inspection.

**Signature below certifies complete acceptance of Region 10 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary). Check one of the following responses to the Acknowledgment and Acceptance of Region 10 ESC's Open Records Policy below:**

We acknowledge Region 10 ESC's Public Information Act policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.

*(Note: All information believed to be a trade secret or proprietary must be listed below. It is further understood that failure to identify such information, in strict accordance with the instructions below, will result in that information being considered public information and released, if requested under the Public Information Act.)*

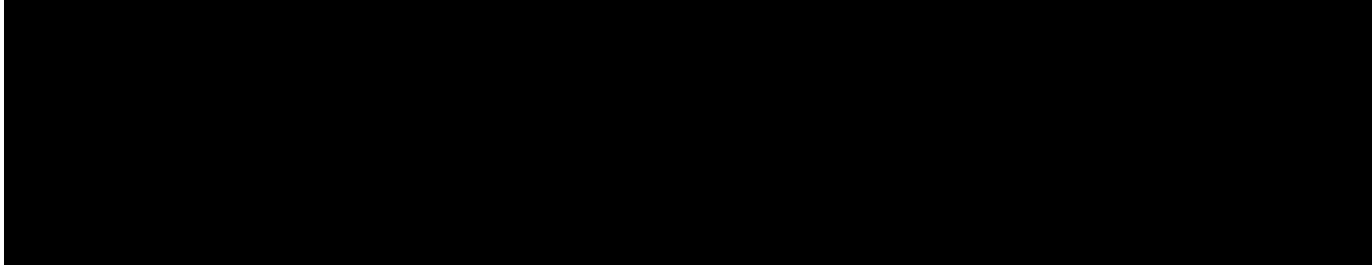
We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act. \*\*\*\*\*See following page for specifics

*(Note: Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).)*

3/7/2022

Date

*Andrew Wlezen* / Contract Sales Supervisor  
Authorized Signature & Title



**PROPOSAL FORM 22: VENDOR CONTRACT AND SIGNATURE FORM**

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

**VENDORS MUST SUBMIT THIS FORM COMPLETED AND SIGNED WITH THEIR RESPONSE TO BE CONSIDERED**

Company name School Health Corporation  
Address 5600 Apollo Drive  
City/State/Zip Rolling Meadows, IL 60008  
Telephone No. 866-323-5465  
Fax No. 800-235-1305  
Email address bids@schoolhealth.com  
Printed name Andrew Wlezen  
Position with company Contract Sales Supervisor  
Authorized signature *Andrew Wlezen*

Term of contract March 1, 2022 to February 28, 2025

Unless otherwise stated, all contracts are for a period of three (3) years with an option to renew annually for an additional two (2) years if agreed to by Region 10 ESC. Vendor shall honor all administrative fees for any sales made based on the contract whether renewed or not.

*Dr. Jana Melsheimer*  
Jana Melsheimer (Apr 20, 2022 10:36 CDT)  
Region 10 ESC Authorized Agent

4/20/22  
Date

Dr. Jana Melsheimer  
Print Name

Equalis Group Contract Number R10-1131A





Did you sign the vendor contract and signature form? **If not, your Proposal will be rejected.**

Region 10 will negotiate any exceptions and both parties will agree upon which exceptions will be accepted or altered before the Region 10 board votes to accept or reject the proposals.



February 9, 2022

### Catalog Discount Exclusions

School Health Corporation may offer special discounts to organizations meeting specific criteria. These discounts recognize existing or anticipated annual purchase volume and are intended for customers seeking a mutually beneficial relationship.

Historically, we have provided all our customers with common list prices. Thus, your discount will be based upon the same list price offered in our catalogs, websites, and other marketing publications.

Certain products are excluded from our blanket discounts due to various reasons including but not limited to manufacturer restrictions, special pricing already in place (sales or promotions), unknown shipping costs (due to weight or size variances), etc.

The following items in the 2022 School Nurse, Sports Health, Physical Education and all other Catalogs are excluded from a catalog discount:

- Medical Recordkeeping Software and other software products
- Injury tracking software
- Prescription (Rx) products
- Customized Kits
- Products denoted by Exclusive icon
- Gatorade products & Gatorade Performance Series products
- EnableMart Software
- Braille Paper
- Current “Special Promotion” items already offered at a discounted priced. School Health runs sales throughout the year. Our catalogs contain numerous promotions denoted by the Special Offer icon. Also, look for seasonal savings offered in our spring and Back-to-School flyers.

The following **capital equipment products** are excluded from your standard catalog discount. These items may require special setup, in-service education, and may have varying freight costs due to weight. Please call us for special discounts on these products. In some cases, the discount on these items may be greater than your standard discount:

- Furniture items and Appliances listed
- Vision and Hearing screening equipment
- Automated External Defibrillators (AED’s)
- Braille Embossers

To receive a detailed list of catalog discount exclusions by product number (SKU), or if you have any questions regarding this bid, please call us at (866)323-5465 or email [bids@schoolhealth.com](mailto:bids@schoolhealth.com). If you require additional information or questions about placing orders from this bid, contact the Customer Care Department: (866)323-5465, fax (800)235-1305, or email [orders@schoolhealth.com](mailto:orders@schoolhealth.com).

5600 Apollo Dr  
Rolling Meadows, IL 6008  
Toll Free 866-323-5465 Fax 800-235-1305



# Price Match Guarantee

## School Health is committed to delivering the best products at the best value!

With our Price Match Guarantee you can be assured that you are getting the best price available for the products you order from School Health.

All School Health products are competitively priced and our price matching policy guarantees we will match a price in a competitor's catalog from the same published year, for identical items and quantities.



It is easy to make sure you are getting the best price.



If you spot a price that is lower than the School Health listed price, capture it so you can share it with us.



Send the information you found to us and receive your Price Match Guarantee!

\* Clearance prices do not qualify, discounts cannot exceed manufacturer's unilateral minimum price where applicable and all price guarantee adjustments are completed at the time of purchase. Customer must provide proof of pricing (including, but not limited to, copy of price from competitive catalog, website, or bid received by customer).

**HEALTH SERVICES**

**SPECIAL EDUCATION**

**SPORTS MEDICINE**

**EARLY CHILDHOOD**

1807

Doc 1, Product Category

<b>Product Category</b>	<b>Discount</b>
Active Play	12%
Adhesive Strips	12%
AED Accessories	12%
AED Pads and Batteries	12%
AED SERVICES	12%
AEDs and Trainers	12%
AlternativeCommunication	12%
Analgesics	12%
Apparel	12%
Assessment Curriculum	12%
Asthma/Allergy Products	12%
Athletic Tape	12%
Bags - Medical	12%
Batteries/Gen Purpose	12%
Biohazard/Waste	12%
Blood Pressure Inst	12%
Books and Education	12%
Cabinetry	12%
Canes and Crutches	12%
Carts	12%
Catalog-Literature-Promo	12%
Consum - Asthma/Allergy	12%
Consum/Otoscope/Optha	12%
Cotton Consumables	12%
Couches and Tables	12%
CPR Equip & Manikins	12%
Cribs / Changing Station	12%
Cups and Dispensers	12%
Daily Living Aids	12%
Diabetes Products	12%
Diapering	12%
Early Childhood	12%
Elastic Bandages	12%
Electronic Med Records	12%
Emerg Response/Disaster	12%
Eye Care	12%
Facility Management	12%
Feminine Products	12%
First Aid Kits	12%
Flashlights & Penlights	12%
Foam Products	12%
Furnishings-General	12%
Furniture Accessories	12%
Gauze	12%
Gift Cards	12%

## Doc 1, Product Category

<b>Product Category</b>	<b>Discount</b>
Gloves	12%
Gross / Fine Motor	12%
Hearing Assistive Tech	12%
Hearing Instruments	12%
Heating&Cold Systems	12%
Hot and Cold Packs	12%
Hydration	12%
Infant / Toddler	12%
Infection Control	12%
Learning	12%
Lice Products	12%
Lights	12%
Med/Surg Instruments	12%
Medical Tape	12%
Miscellaneous Items	12%
Mobility	12%
Mobility Assistive Tech	12%
Models and Charts	12%
Multy Sensory	12%
Oral Care	12%
Otoscope and Ophthalma	12%
Paper Products	12%
PE Balls	12%
PE Equipment	12%
PE Fitness	12%
PE Games	12%
PE Generic	12%
PE Special Olympics	12%
PE Team	12%
PE Trophy	12%
Pedometers-HeartRateMon	12%
Pharmaceuticals - OTC	12%
Pharmaceuticals - Rx	12%
Phones	12%
Physical Education	12%
Plastic Products	12%
Podiatry	12%
Promotions	12%
Protective Gear	12%
Protective Gear/Sport	12%
Refridge and Freezers	12%
Rehabilitation Equipment	12%
Repairs	12%
Resuscitation	12%
Scales	12%

Doc 1, Product Category

<b>Product Category</b>	<b>Discount</b>
Screening/Testing Kits	12%
Screens and Curtains	12%
Services	12%
Skin Care	12%
Speech	12%
Splints and Slings	12%
Stethoscopes	12%
Stretchers	12%
Sundries - Athletics	12%
Sundries - Medical	12%
Supports and Braces	12%
Taping Accessories	12%
Textile Products	12%
Thermometers	12%
Training	12%
Vision Assistive Tech	12%
Vision Screen Access	12%
Vision Screening	12%
Vital Signs Monitors	12%
Weather Indicators	12%
Wheelchairs	12%
Working	12%
Physical Education Curriculum	12%
Digital Education Curriculum	12%
Software	12%
Professional Development	12%
Instructional Resources	12%

Administrative Fee to Equalis is 2% if we are the sole award and 1% if more than one vendor is awarded.

# School Health

## Building a Healthier Future



HEALTH  
SERVICES

SPECIAL  
EDUCATION

SPORTS  
MEDICINE

EARLY  
CHILDHOOD

PHYSICAL  
EDUCATION



# Who is School Health?



HEALTH  
SERVICES

SPECIAL  
EDUCATION

SPORTS  
MEDICINE

EARLY  
CHILDHOOD

PHYSICAL  
EDUCATION



# Who is School Health?



3<sup>rd</sup> generation owners Scott Cormack, Rob & Susan Rogers,

- Founded in 1957
- 180+ employees
- 25,000 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

We deliver an unparalleled customer experience to support the health and safety of students, staff, and the community so everyone can learn and perform to the best of their abilities.

# Who is School Health?



We are 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.

Our comprehensive offering includes health supplies, sports medicine equipment, early childhood products, and special needs aids. We go beyond merely supplying products by also providing product support, training, advisory services and exceptional customer care.



HEALTH  
SERVICES

SPECIAL  
EDUCATION

SPORTS  
MEDICINE

EARLY  
CHILDHOOD

PHYSICAL  
EDUCATION

# Our Core Values



## Dedicated

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



## Resourceful

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



## Spirited

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



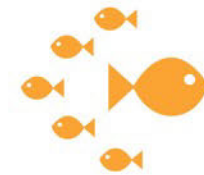
## Compassionate

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



## Knowledgeable

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



## Innovative

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



# Our Customers

## Health Services



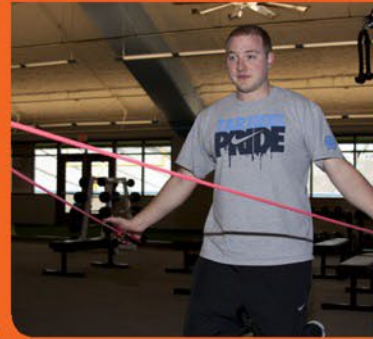
- Nurses
- Health Services Directors
- Administrators

## Special Education



- Special Ed Teachers
- A.T. Specialists
- Speech-Language Pathologists
- Occupational Therapists
- Physical Therapists

## Sports Medicine



- Athletic Trainers
- Athletic Directors
- Coaches

## Early Childhood



- ECE Teachers
- Head Start Teachers
- Nurses

## Physical Education



- Physical Educators
- Fitness Professionals
- Coaches
- Recreation Directors

# Our Product Offering

## HEALTH SERVICES

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

## SPECIAL EDUCATION

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

## SPORTS MEDICINE

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

## EARLY CHILDHOOD

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

## PHYSICAL EDUCATION

- Balance
- Character Education
- Dance
- Games & Activities
- Nutrition
- Outdoor Education
- Rhythmic Play
- Storage
- Team Building

# 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

Regular webinars and in person seminars are offered to present valuable information on many health topics.



# Organizations We Support

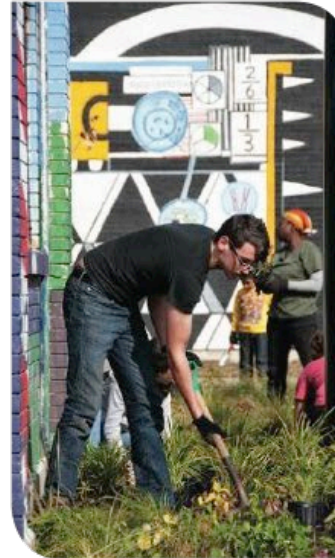
We demonstrate our commitment to health professionals through our involvement with important causes and associations.



HEALTHY SCHOOLS  
CAMPAIGN



Northeastern  
University  
School Health Academy



HEALTH  
SERVICES

SPECIAL  
EDUCATION

SPORTS  
MEDICINE

EARLY  
CHILDHOOD

PHYSICAL  
EDUCATION

# Our Brand Promise



We deliver an unparalleled customer experience to support the health and safety of students, staff, and the community so everyone can learn and perform to the best of their abilities.

## Customer Experience

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

## Support the Health of Your Students

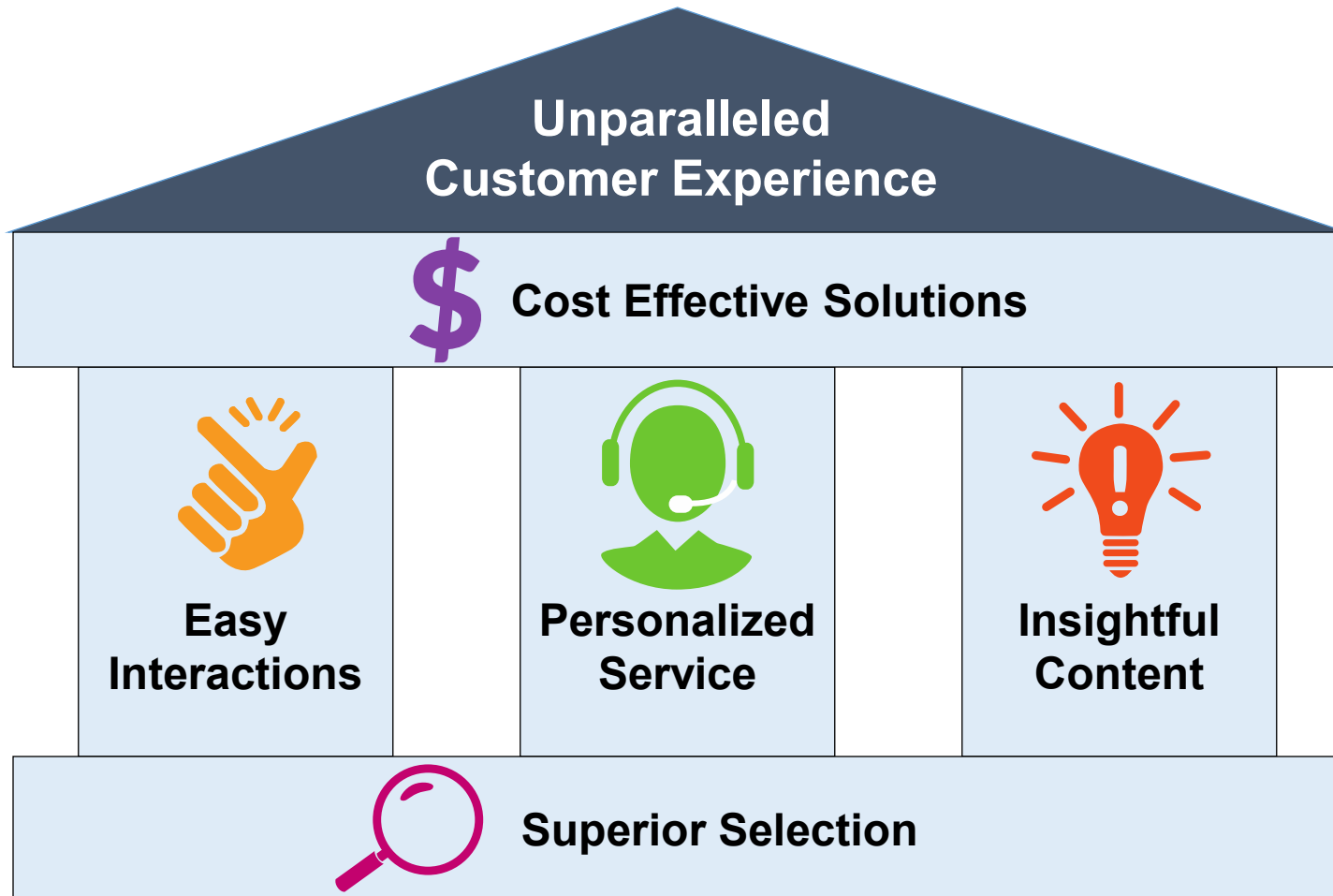
We are dedicated to serving you to help you meet your goals in keeping students healthy.

## Perform to the Best of their Abilities

In all school settings from the classroom, to sports, to activities, we want students to do their personal best.



# Our Value Proposition Supports the Promise



# Each Pillar of the Value Proposition Differentiates Our Brand



## Superior Selection

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



## Cost Effective Solutions

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



## Personalized Service

We value you and help you to do your job more easily by delivering excellent service that addresses your specific requirements.



## Easy Interactions

We streamline processes to save you time and effort because we continuously improve to ensure we are easy to do business with.



## Insightful Content

We help enhance your expertise because we provide information, advice and training which show our dedication to you as a health professional.



**building a  
healthier future**





- **180+ employees**
- **25,000 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**

# school health

We are a national, full-service provider of health supplies and services that benefit health professionals in educational settings from preschool to college. We collaborate with customers and are an advocate for the health of those entrusted in their care.

Our comprehensive offering includes health supplies, sports medicine and physical education equipment, special needs aids, early childhood supplies, and emergency preparedness products. We go beyond merely supplying products by also providing product support, training, advisory services and exceptional customer care.



Third generation owners:  
Scott Cormack, Susan Rogers, and Rob Rogers

our promise  
to **you** is really  
all about **them**



## our promise

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

We deliver an unparalleled customer experience to support the health and safety of students, staff, and the community so everyone can learn and perform to the best of their abilities.



# our value proposition



## Superior Selection

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



## Personalized Service

We value you and want to help you do your job more easily by delivering excellent service that addresses your specific requirements.



## Insightful Content

We are dedicated to enhancing your expertise by providing educational information, advice and training.



## Cost-Effective Solutions

We help reduce your total ownership costs by focusing on both the initial cost of purchase and the ongoing costs of managing and using health supplies.



## Easy Interactions

We are always looking to streamline and improve our processes so that it is easy for you to do business with us.

Doc 3, Building a Healthier Future Brochure



## Dedicated

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



## Spirited

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



## Knowledgeable

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



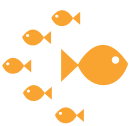
## Resourceful

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



## Compassionate

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



## Innovative

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





# our customers

We serve health professionals in educational settings from pre-school to college.

- Nurses
- Health Services Directors
- Administrators
- Special Ed Teachers
- A.T. Specialists
- Speech-Language Pathologists
- Occupational Therapists
- Physical Therapists



# our products

We provide a vast selection of products to our customers.

- AEDs
- Vision & Hearing Screening Devices
- Diagnostic Equipment
- Infection Prevention
- First Aid
- Paper, Plastics & Linens
- PPE
- Emergency Preparedness
- Learning
- Communication
- Speech Therapy
- Sensory
- Motor Skills
- Accessibility
- Living Aids & Mobility



- Athletic Trainers
- Athletic Directors
- Coaches

- ECE Teachers
- Head Start Teachers
- Nurses

- Physical Educators
- Fitness Professionals
- Coaches
- Recreation Directors



## SPORTS MEDICINE



## EARLY CHILDHOOD



## PHYSICAL EDUCATION

- 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

- Balance
- Character Education
- Dance
- Games and Activities
- Nutrition
- Outdoor Education
- Rhythmic Play
- Team Building

# our services

We offer services that make us a valued resource to our customers



## 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

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



## Service Center

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

# school health cares



We demonstrate our commitment to health professionals through our involvement with important causes and associations.



HEALTHY SCHOOLS  
CAMPAIGN



Northeastern  
University  
School Health Academy

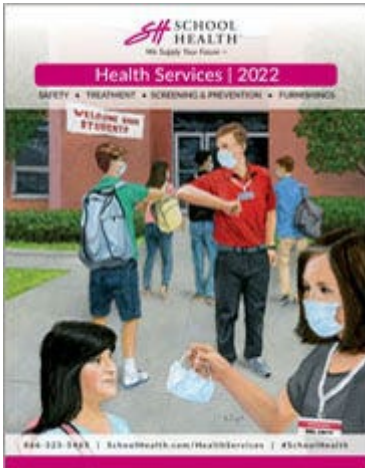




Doc 3. Virtual Online Catalogs

- View our online catalogs: <https://www.schoolhealth.com/virtual-catalogs>

## View Our Online Catalogs



- [2022 School Nurse & Health Services](#)



- [2022 Special Education](#)

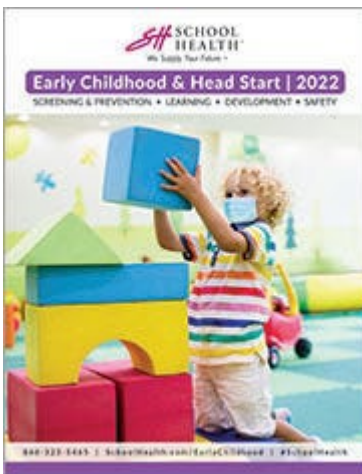
Doc4, Virtual Catalogs



- [2022 Palos Sports PE Catalog](#)

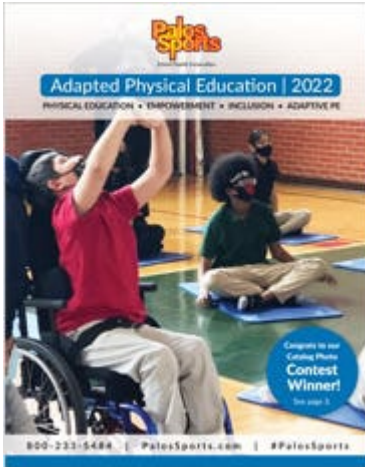


- [School Health Brand](#)



- [2022 Early Childhood/Head Start](#)

Doc4, Virtual Catalogs



- [2022 Palos Sports Adapted PE Catalog](#)



- [2022 Health Supplies](#)



- [2022 School Health | Sports Medicine](#)

Doc4, Virtual Catalogs



- [2022 Palos Sports Xtreme Fit Catalog](#)



- [2021 Fall Sports Essentials Catalog](#)

## Document 2

- Request a Consultation
- Workshops
- Meet your Specialist

<https://www.schoolhealth.com/consultation> or see below. The links allow you to schedule a consultation online.

## Request a Consultation

School Health goes beyond just selling adhesive bandages and ice packs - we deploy life-changing and life-saving equipment into schools every day. In addition, offering the widest selection of products, we provide our customers with the three critical components to complex purchases:

- Access to experts that assist in equipment selection, program implementation, and equipment funding
- Training to use the equipment properly
- Support and maintenance services that ensure the equipment works down the road as well as it did on the day it was purchased

If you would like to speak to a trained expert before making your purchase, click on one of the links below to request a FREE consultation.

### **AEDs**

[Connect with one of our AED experts](#)

### **Therapeutic Modalities**

[Connect with one of our therapeutic Modalities experts](#)

### **Emergency Prep**

[Request an Emergency Preparedness consultation](#)

### **Hearing Screening**

[Connect with one of our Hearing Screening experts](#)



## Evacuation Chair Consultation

[Request a FREE Evacuation Chair consultation](#)

## Vision Screening

[Connect with one of our Vision Screening experts](#)

[Request a FREE Spot Vision Screening consultation and download the Palmetto Elementary Case Study](#)

## Sensory Rooms

[Connect with one of our Sensory Room experts](#)

## School Safety Center

[Connect with one of our School Safety experts](#)

## SNAP Health Center Consultation

[Connect with a SNAP Expert and Receive a FREE Case Study](#)

School Health Presents Series of Workshops:

<https://cloud.email.schoolhealth.com/Fall-SH-Presents-Series>



## Join us for our latest program, **School Health Presents**, where we'll discuss current topics in student health, safety and education.

We are pleased to offer our upcoming series of sessions focused on some of the most important topics affecting Vision and Hearing, Sports Medicine, Physical Education, Special Education, Emergency Preparedness, and more. These sessions are being presented by our resident experts and they will discuss the latest research, practices, and tools that can assist you in today's school environment and beyond..

### [Meet Our Team of Experts](#)



#### **Thermoplastic Splinting: New Products & Sports Medicine Applications**

December 2, 8AM CDT  
Presented by: Greg Evans

[Watch Recorded Presentation](#)



#### **Incorporating Social-Emotional Learning in All Educational Environments**

December 2, 11AM CDT  
Presented by: Dr. Raymond Heipp

[Watch Recorded Presentation](#)



#### **Focused Fitness and How it Can Benefit Your PE Program**

December 2, 2PM CDT  
Presented by: Tim Taggart

[Watch Recorded Presentation](#)

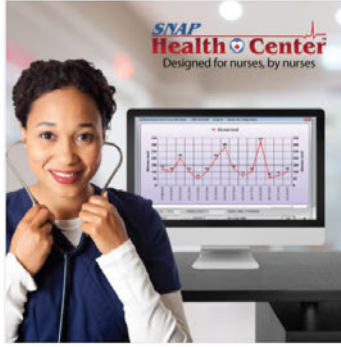
## Doc 5, Consultation, workshop, meet your specialist



### Addressing Bullying and Cyberbullying in Today's Schools

November 4, 8AM CDT  
Presented by: Dr. Raymond Heipp

[Watch Recorded Presentation](#)



### Supporting Student Immunization Management with SNAP Health Center EHR

November 4, 11AM CDT  
Presented by: Maryellen O'Keefe-Smith

[Watch Recorded Presentation](#)



### The Lifesaving Benefits of Being an Active Bystander

November 4, 2PM CDT  
Presented by: Kyle Hill

[Watch Recorded Presentation](#)



### Hydration Solutions for the Field, Fundraising, and Testing

October 14, 8AM CDT  
Presented by: Greg Evans

[Watch Recorded Presentation](#)

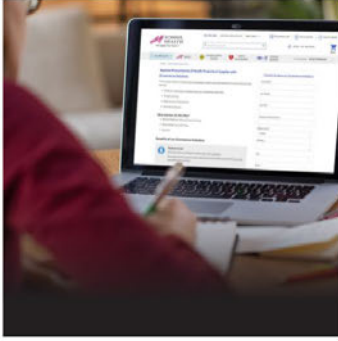


### Techniques for Selecting the Best Switches and Alternative Mice for Individuals

October 14, 11AM CDT  
Presented by: Dr. Raymond Heipp

[Watch Recorded Presentation](#)

Doc 5, Consultation, workshop, meet your specialist



**How to Streamline Your Purchasing Process to Save Time and Money**

**September 23, 8AM CDT**  
Presented by: Dr. Raymond Heipp

[Watch Recorded Presentation](#)



**Understanding Pure Tone Audiometer With Select Picture Audiometry**

**September 23, 11AM CDT**  
Presented by: Maryellen O'Keefe-Smith

[Watch Recorded Presentation](#)



**Do You Know How to Stop the Bleed?**

**September 23, 2PM CDT**  
Presented by: Kyle Hill

[Watch Recorded Presentation](#)



**Understanding and Using Federal Funding for our Early Childhood and Head Start Programs**

**August 12, 8AM CDT**  
Presented by: Dr. Raymond Heipp

[Watch Recorded Presentation](#)



**AED Readiness and Compliance: Are You Prepared?**

**August 12, 11AM CDT**  
Presented by: Kyle Hill

[Watch Recorded Presentation](#)



**Understanding Visual Acuity and Age Appropriate Tools**

**August 12, 2PM CDT**  
Presented by: Maryellen O'Keefe-Smith

[Watch Recorded Presentation](#)



## Meet Our Team of Experts:



Maryellen O'Keefe-Smith

### Maryellen O'Keefe-Smith

#### Senior Sales Specialist - EHR, Vision & Hearing Screening

Maryellen O'Keefe-Smith is currently a Senior Sales Specialist for Vision and Hearing and EHRs at School Health. She is responsible for selecting the vision and hearing screening products and educating the sales and support teams about their uses. She has worked with healthcare professionals for over 20 years. She came to School Health after being the senior portfolio manager for patient safety products at major manufacture of RFID and patient wristbands.

As an expert in the use of vision and hearing techniques and equipment, like the Spot Vision Screener, Maryellen works closely with our customers to develop screening protocols and training programs for Head Starts, schools and various non-profit organizations. She also works with our electronic health record partners and school nurses to help simplify their workflow by implementing software to help manage the health of their students and staff.



Greg Evans

### Greg Evans, ATC

#### Sales Specialist - Sports Medicine

Greg Evans is a Senior Sales Specialist for Sports Medicine at School Health. He is responsible for selecting the sports medicine products and educating the sales and support teams about their uses. He has been an athletic trainer for over 25 years receiving his certification in 1995. He came to School Health after being the head athletic trainer at Wheaton College for 15 years.

An expert in the Sports Medicine field, Greg is involved in the athletic training community and is a member of the National Association of Athletic Trainers. Outside of his work with School Health he is still an active athletic trainer and puts on the fanny pack from time to time. He provides athletic training services in the local community and works with national organizations such as the US Tennis Association and US Ski and Snowboarding Team. Greg holds a M.A. in Health and Physical Education.



Tim Taggart

### Tim Taggart, ATC

#### Senior Sales Specialist - Physical Education

Tim Taggart is currently a Senior Sales Specialist for Physical Education at School Health. He has been in the PE industry for 23 years, most recently focusing on his nationwide presentations and professional development workshops. He is a State and National Champion in Jr. Hockey as well as the recipient of a Citation Award from Wisconsin Health and Physical Education.

Tim believes that students learn and perform better when they are healthy and fit. He hopes to conduct workshops in all 50 states and internationally, develop new equipment that greatly benefits the PE community, and pass on the knowledge that he has learned over the years so that others can benefit from it too.

## Doc 5, Consultation, workshop, meet your specialist



**Dr. Raymond Heipp**

### **Dr. Raymond Heipp**

#### **Senior Sales Specialist - Special Education**

Dr. Ray Heipp is currently a Senior Sales Specialist at School Health. He has been working and supporting those with differing abilities since 1979 and has held many roles in the special education and general education industries including: Teacher, Administrator, Coach, Adjunct Instructor, Sales, General Sales Manager, Presenter, Consultant and Keynote Speaker. An expert in his field, Dr. Ray conducts trainings, offers keynote addresses and advises companies and schools on how to enhance their practices and processes when implementing assistive technology, software, and professional development designed to assist the special needs population.

He is an internationally renowned expert on AT products like the TAPit and frequently speaks and consults with schools, hospitals, and clinics regarding the proper integration of all types of AT. Dr. Ray Heipp holds a PH.D in Educational Administration.



**Kyle Hill**

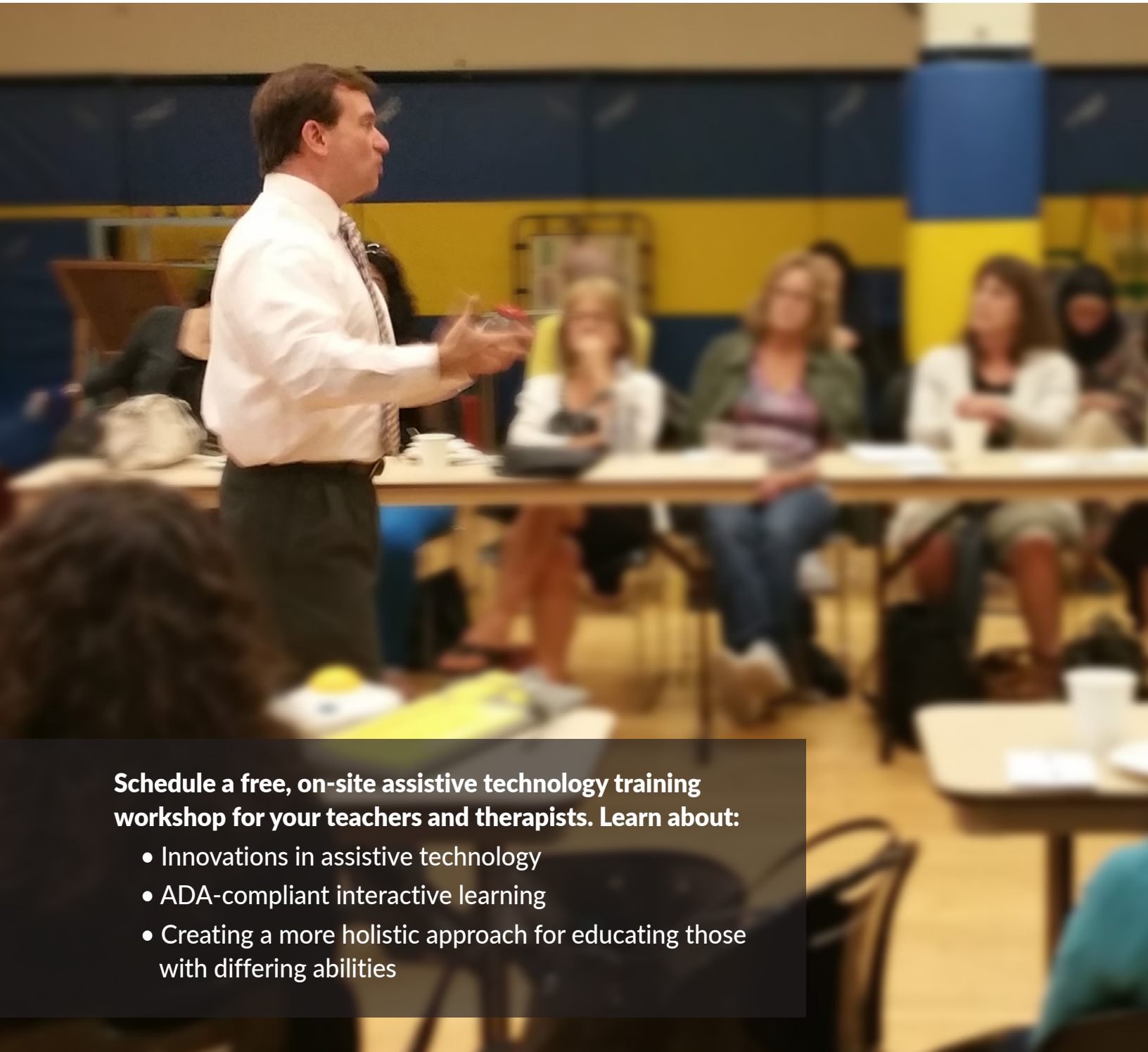
### **Kyle Hill**

#### **Director of Customer Success**

Kyle Hill spent his early career as a practicing paramedic and Emergency Medical Services educator. After seeing how vital early CPR and AED use is to a victim of cardiac arrest, he focused his career on equipping the public with AEDs and training them in CPR. As Director of Customer Success at School Health, Kyle works on innovative ways to help provide value and service to our customers.



# Assistive Technology Training Workshop



**Schedule a free, on-site assistive technology training workshop for your teachers and therapists. Learn about:**

- Innovations in assistive technology
- ADA-compliant interactive learning
- Creating a more holistic approach for educating those with differing abilities

**HEALTH  
SERVICES**

**SPECIAL  
EDUCATION**

**SPORTS  
MEDICINE**

**EARLY  
CHILDHOOD**

**PHYSICAL  
EDUCATION**





Join industry expert Raymond T. Heipp, Ph.D. for an interactive session exploring ways to combine assistive technologies to foster learning and encourage every day achievements.

### Objectives:

- Review the research behind assistive technology to understand the role that it plays in adaptive learning, therapy, and improving daily life activities for those with differing abilities.
- Identify how specific types of assistive technology function with specific needs.
- Receive hands-on learning with various types of assistive technology products, including switches, sensory feedback tools, and interactive devices like the TAPit, ProxTalker, GoVision OCR video magnifier, GlassOuse, and Movement Sensor Switch.
- Participate in open forum discussions with groups who use assistive technology in the field.



Dr. Raymond T. Heipp, is a 25+ year veteran of administration and classrooms for special needs students. He has designed many support programs for various schools and facilities. And, his expertise in assistive technology has enabled him to create updated approaches when working with students and educators. Dr. Heipp firmly believes that everyone, no matter what their ability, has a voice (or spirit) and deserves a chance to succeed. He suggests that we never doubt their abilities!



**Contact your School Health representative for more details or to register.**



HEALTH  
SERVICES

SPECIAL  
EDUCATION

SPORTS  
MEDICINE

EARLY  
CHILDHOOD

PHYSICAL  
EDUCATION

2001



MEET OUR TEAM OF EXPERTS: <https://www.schoolhealth.com/meet-our-team>

## Meet Our Team of Experts

School Health is honored to have on staff a dedicated team of health experts from multiple disciplines who support our dedication to the health of students so they can learn and perform to the best of their abilities.



### **Greg Evans, ATC**

**Specialist - Sports Medicine**

Greg Evans is currently a Specialist for Sports Medicine at School Health. He is responsible for selecting the sports medicine products and educating the sales and support teams about their uses. He has been an athletic trainer for over 20 years after receiving his certification in 1995. He came to

School Health after being the head athletic trainer at Wheaton College for 15 years. An expert in the Sports Medicine field, Greg is involved in the athletic training community and is a member of the National Association of Athletic Trainers. Outside of his work with School Health he is still an active athletic trainer and puts on the fanny pack from time to time. He provides athletic training services in the local community and works large events such as the X Games and is in the medical pool for the USA Ski and Snowboarding Team. Greg holds a M.A. in Health and Physical Education.



**Dr. Ray Heipp**

**Specialist Manager**

Dr. Ray Heipp is currently the Specialist Manager at School Health. He has been working and supporting those with differing abilities since 1979 and has held many roles in the special education and general education industries including: Teacher, Administrator, Coach, Adjunct Instructor, Sales, General Sales Manager, Presenter, Consultant and Keynote Speaker. An expert in his field, Dr. Ray

conducts trainings, offers keynote addresses and advises companies and schools on how to enhance their practices and processes when implementing assistive technology, software, and professional development designed to assist the special needs population.

He is an internationally renowned expert on AT products like the TAPit and frequently speaks and consults with schools, hospitals, and clinics regarding the proper integration of all types of AT. Dr. Ray Heipp holds a PH.D in Educational Administration, as well as a [Classics degree from the University of Dallas.](#)



**Maryellen O'Keefe Smith**

**Specialist - Vision and Hearing**

Maryellen O'Keefe Smith is currently a Specialist for Vision and Hearing at School Health. She is responsible for selecting the vision and hearing screening products and educating the sales and

support teams about their uses. She has worked with healthcare professionals for over 20 years. She came to School Health after being the senior portfolio manager for patient safety products at major manufacture of RFID and patient wristbands. As an expert in the use of the Spot Vision Screener, Maryellen works closely with our customers to develop screening protocols and training programs for Head Starts, schools and various non-profit organizations.



## **Tim Taggart, ATC**

### **Brand Ambassador - Physical Education**

Tim Taggart is currently the Brand Ambassador for Physical Education at School Health. He has been in the PE industry for 23 years, most recently focusing on his nationwide presentations and professional development workshops. He is a State and National Champion in Jr. Hockey as well as the recipient of a Citation Award from Wisconsin Health and Physical Education. Tim believes that students learn and perform better when they are healthy and fit. He hopes to conduct workshops in



## Doc 5, Consultation, workshop, meet your specialist

all 50 states and internationally, develop new equipment that greatly benefits the PE community, and pass on the knowledge that he has learned over the years so that others can benefit from it too.



**Danny Rad**

**Specialist - Physical Education**

Danny Rad is currently the Physical Education Specialist, at School Health, covering the Western half of the U.S. Over the past 17 years he has worked in the K-12 PE and Health space providing successful leadership to key decision makers nationwide. In 2020 he worked to provide 3,000 physical activity kits across six Los Angeles Unified School District Schools through the Beyond the Bell Grab and Go food distribution program. He also helped Portland Public Schools address an equipment gap that led to one million dollars in funding to over 80 schools. In his free time, he loves to surf, play soccer, and do work within the community.



**Tom Strenger**

**Specialist - Physical Education**

Tom Strenger is currently the Physical Education Specialist, at School Health, covering the Eastern half of the U.S. He is responsible for educating the sales team on all-things PE including professional development services, assessment software, curricula, and equipment. Tom has been supporting and working with educators and non-profit organizations for over 25 years and has received recognition awards from several state PE and health associations. Within the PE industry, Tom has served as a Category Manager, Regional Manager and Solutions Specialist. He works closely with teachers and administrators to help bring customized solutions to their physical education and physical activity programs.



**Jodi Szuter**

**Specialist - Special Education**

Jodi Szuter is currently a Specialist for Special Education at School Health. She joins the team bringing her extensive experience in many aspects of Education (Assistive Technology, EdTech, Reading/Literacy, STEM, 3D/VR, Purchasing, Contracts, Nutrition, etc.) working nationwide for 20 years and internationally for 11 years. She's known for her passion to bring solutions that impact learning in a positive manner and engage students at their level of learning to give them the best opportunity to succeed. Over the past 20 years, she has conducted hundreds of training sessions at various expos and educational spaces. Jodi is a strong mental health and well-being advocate as well as a Mom who enjoys volunteering with her daughter for a variety of organizations.





School Health Corporation



800-233-5484  
PalosSports.com

# PROFESSIONAL DEVELOPMENT

WITH NATIONAL PRESENTER TIM TAGGART



Tim has over 20 years of experience in Physical Education and presenting on a national level.

"The most fun you will have at a professional workshop!" -Paige, The PE Teacher



## WE OFFER FREE FULL DAY K-12 PROFESSIONAL DEVELOPMENT WORKSHOPS!

ALL GAMES ARE IN ACCORDANCE WITH STATE AND NATIONAL STANDARDS

- ✓ 3 hours dedicated to Elementary
- ✓ 2 hours dedicated to Secondary

Equipment needed is provided!

\*workshops must be held for the district and have a minimum of 40 teachers present to Qualify for a free workshop. Workshops can be customized to best fit your needs.

Contact us now at [PEwithPalos@PalosSports.com](mailto:PEwithPalos@PalosSports.com) to schedule your workshop!



## School Health Presents Series



Our popular School Health Presents series, presented by our resident School Health experts, offers educational sessions on topics affecting Vision and Hearing, Sports Medicine, Physical Education, Special Education, Emergency Preparedness, and more to assist education and school health care professionals in their careers.

### **Tune in with Thousands of Education & Health Professionals**

- Over 9,400 Total Registrations
- Over 3,800 Total Attendees
- Over 26 Hours of Recorded Content

## Don't Miss our Fall 2021 Series!

- Understanding and Using Federal Funding for our Early Childhood Programs
- AED Readiness and Compliance: Are You Prepared?
- Understanding Visual Acuity and Age Appropriate Tools
- Gameday Ready: Essentials for Your Sideline Emergency Go Bag
- Maintaining Mental Health During the Academic Year
- BRAINball™ and Back to School Basics

Check out our Spring 2021 Series! <https://cloud.email.schoolhealth.com/Spring-SH-Presents-Series>

### Vision and Hearing



- Audiometer vs OAE: How They Work and Why Both Are Valuable
- How Instrument-Based Screening Can Help Improve Your Vision Screening Program
- Considerations for Resuming Hearing Screening During COVID-19
- How to Conduct Vision Screening During COVID-19

### Sports Medicine



- Athletic Tapes; Choosing the Right Ones for Your Program
- Heat Illness Prevention and Heat Emergency Preparedness
- Foam and Felt Products: Choosing the Right Solution
- Athletic Training Kits; Choosing and Designing the Right One

### Physical Education



- Summer Camps and Beyond!
- Fitness Fun For All: Tools for Adapted PE
- BRAINball™- A Physical Education Learning System
- Kids Coming Back...Now What PE?

### Special Education



- Understanding and Utilizing Federal Funding for Special Education
- Assessments, Transitions, and Curricula – Oh My!
- Creating a Sensory Space in a Post-Pandemic Environment
- Supporting Students with Dyslexia in Multiple Environments

## Our Presenters

- **Maryellen O'Keefe-Smith**, Senior Sales Specialist - EHR, Vision & Hearing Screening
- **Greg Evans**, ATC, Sales Specialist - Sports Medicine
- **Tim Taggart**, ATC, Senior Sales Specialist - Physical Education
- **Dr. Raymond Heipp**, Senior Sales Specialist - Special Education
- **Kyle Hill**, Director of Customer Success

More sessions coming soon!  
Register at <https://cloud.email.schoolhealth.com/Fall-SH-Presents-Series>

866-323-5465  
**SchoolHealth.com**  
#SchoolHealth

 **SCHOOL HEALTH**<sup>®</sup>  
We Supply Your Future™

2109

# 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)

<b>1.</b>	Product/Model # _____	Serial # _____	<input type="checkbox"/> Calibration	<input type="checkbox"/> Repair	<input type="checkbox"/> Cleaning	<input type="checkbox"/> Other
Special Instructions						
<b>2.</b>	Product/Model # _____	Serial # _____	<input type="checkbox"/> Calibration	<input type="checkbox"/> Repair	<input type="checkbox"/> Cleaning	<input type="checkbox"/> Other
Special Instructions						
<b>3.</b>	Product/Model # _____	Serial # _____	<input type="checkbox"/> Calibration	<input type="checkbox"/> Repair	<input type="checkbox"/> Cleaning	<input type="checkbox"/> Other
Special Instructions						
<b>4.</b>	Product/Model # _____	Serial # _____	<input type="checkbox"/> Calibration	<input type="checkbox"/> Repair	<input type="checkbox"/> Cleaning	<input type="checkbox"/> 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**

Link to our Service Center for Calibration, Repair and Service: <https://www.schoolhealth.com/service-center>

- [HOME](#)
- [SERVICE CENTER](#)



## **You Provide Great Care for Your Students, We Provide Great Care for Your Equipment!**

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

## **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

### **We calibrate and service:**

- Audiometers
- Tympanometers
- Vision Screeners
- Sphygmomanometers
- OAE Screeners







Use [this link](#) to Request Service,  
for questions call: 866-323-5465.

### Vision Screeners

- Titmus repair rate\$100.00/hour plus parts
- Optec units\$100.00/hour plus parts
- Other vision screener repair rate\$100.00/hour plus parts
- SureSight calibrationSureSight has reached its end of life\*

(Additional charges may apply)

\* Trade in your old vision screener now to receive a \$500 rebate on the Spot Vision Screener. To redeem your rebate through Hillrom, you will need a W-9, proof of purchase, photo of trade-in device with serial number or UPC label visible, and proof of purchase of new device.

### Hearing Screeners

- Audiometer calibration (air conduction only)\$100.00/unit
  - 2-4 units\$80.00/unit
  - 5-9 units\$75.00/unit
  - 10-19 units\$70.00/unit

## Doc 6, School Health Service Center

- 20 or more units\$65.00/unit
- Audiometer calibration (air conduction/bone)\$180.00/unit
- Audiometer repair rate\$100.00/hour
- Tympanometer repairCall for price
- Audx OAE cal. check/cleaning\$185.00/unit
- Maico OAE Plus calibration\$289.00/unit
- Welch Allyn OAE calibration\$290.00/unit
- OAE repairCall for price
- Headphone cord replacement\$50.00 + parts\*
- Welch Allyn OtoscopesRequires inspection to determine cost\*

\*Free evaluation to quote repair. If customer does not approve repair, they will be billed for return shipping.

### **Questions on repairs? Contact our Service Center**

**\*If they have any questions on repairs or need a part have the customer call in and ask for the Service Center.**

## **Service Center Location and Hours**

The Service Center is located off of Apollo Drive on the east side of the School Health building. Please park in the designated area to the left of the loading docks to unload and load equipment for pickup and drop off.

### **Service Center Hours:**

7:00am - 4:30pm

### **Will Call Order Pickup Hours:**

7:00am - 12:00pm

1:00pm - 4:00pm



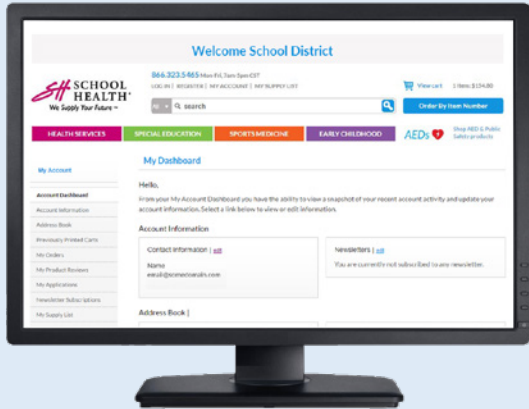
School Health is an authorized service provider for:





# Ecommerce Solutions

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



### We Offer Ecommerce Solutions

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

### Benefits of Our Ecommerce Solutions



#### Reduce Costs

- Eliminate manual compiling of multiple orders from requesters
- Streamline the PO process to make ordering less costly (Studies show that POs 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 Contract Pricing

- Make contract pricing visible to everyone in your district



#### 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!**

**HEALTH SERVICES**

**SPECIAL EDUCATION**

**SPORTS MEDICINE**

**EARLY CHILDHOOD**

**PHYSICAL EDUCATION**

## What Solutions Do We Offer?

<p><b>1 National, Regional, and Local Contract Pricing</b></p> <p>For districts that use contracts, we can load your pricing so that it appears on SchoolHealth.com when you log in. This is easy to set up and can significantly reduce the need to develop bids.</p>	<p><b>2 School Health Contract Pricing</b></p> <p>If you have a School Health contract, we can load your pricing so that it appears for all our products when you are logged in. This provides the ability to look up your price on any product we offer and place orders online using your contract pricing.</p>	<p><b>3 Punchout</b></p> <p>This process allows you to see your contracted pricing within your procurement system. You can also see School Health item numbers and directly order those products from within your system. If needed, please contact purchasing for details and instructions.</p>
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## 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**
- 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
  - > P-Card
  - > Credit Card
- Get detailed transaction history with Level III credit card processing
- See the latest product introductions and special offers

## Get Started with Ecommerce Solutions Today!

If contract pricing makes sense for you or you would like to add School Health to your Punch Out Marketplace, please email Lynn Guza at [lguza@schoolhealth.com](mailto:lguza@schoolhealth.com) and get started today!



HEALTH SERVICES

SPECIAL EDUCATION

SPORTS MEDICINE

EARLY CHILDHOOD

PHYSICAL EDUCATION



## Video of School Health Corporation Employees

Who is School Health, please watch this video: [School Health Corporation – Employee Video](#)



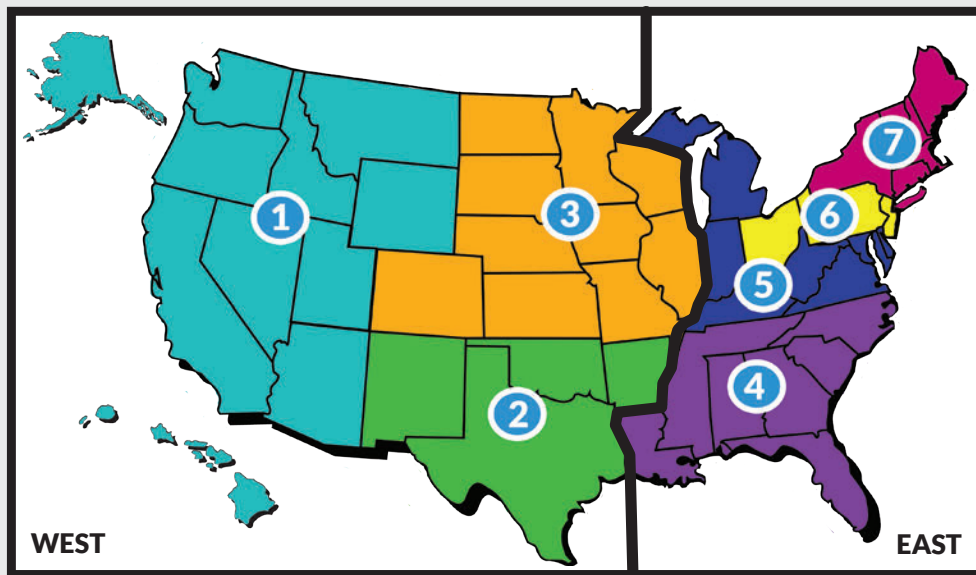
## Video of School Health Employees and Customers

Please watch this video from our executive team, employees, and customers, [School Health Corporation – Health Professionals Video - YouTube.](#)





# School Health Corporation Sales Territory Map



**Cyrus Severance, ext. 7885**  
National Sales Manager  
cseverance@schoolhealth.com

**Tommy Knight, ext. 7907**  
Western Regional Sales Manager  
tknight@schoolhealth.com

**Paul LeVasseur, ext. 7947**  
Eastern Regional Sales Manager  
plevasseur@schoolhealth.com

**Guy Crimaldi, ext. 7940**  
Inside Sales Manager  
gcrimaldi@schoolhealth.com

**Kim Chilingirian, ext. 7913**  
National Account Manager  
kchilingirian@schoolhealth.com

**Jennifer Lovell, ext. 7993**  
National Contract Manager  
jlovell@schoolhealth.com

1. WEST	
AK, AZ, CA, HI, ID, MT, NV, OR, UT, WA, WY	
TM	Dave Cranny, ext. 7939 DCranny@schoolhealth.com
TM	Open
ISR	Tim Michigan, ext. 7909 TMichigan@schoolhealth.com

2. WEST-CENTRAL	
AR, NM, OK, TX	
TM	Christine Carlton, ext. 7912 CCarlton@schoolhealth.com
TM	Rachel Hodges, ext. 7879 RHodges@schoolhealth.com
ISR	Greg Barca, ext. 7944 GBarca@schoolhealth.com

3. MIDWEST	
IA, IL, KS, MN, MO, ND, NE, WI, SD, CO	
TM	Mike Marcus, ext. 7997 MMarcus@schoolhealth.com
TM	Ellyn Strampel, ext. 7953 EStrampel@schoolhealth.com
TM	Amanda Norcross, ext. 7845 ANorcross@schoolhealth.com
ISR	Danita Jones, ext. 7946 DJones@schoolhealth.com

4. SOUTHEAST	
AL, FL, GA, LA, MS, NC, TN, SC	
TM	Rachelle Shipp, ext. 7905 RShipp@schoolhealth.com
TM	Nelson Ray, ext. 7980 NRay@schoolhealth.com
ISR	Dave Lustig, ext. 7870 DLustig@schoolhealth.com

5. MID-ATLANTIC	
IN, KY, MI, VA, WV, DC, MD, DE	
TM	Lia Bohman, ext. 2799 LBohman@schoolhealth.com
TM	Kirk Sundstrom, ext. 7897 KSundstrom@schoolhealth.com
ISR	Joseph Bieda, ext. 7850 JBieda@schoolhealth.com

6. NORTHEAST	
NJ, PA, OH	
TM	Joanne Nicholas, ext. 7987 JNicholas@schoolhealth.com
TM	Mike Klein, ext. 7991 MKlein@schoolhealth.com
ISR	Kristi Leahy, ext. 7943 KLeahy@schoolhealth.com

7. NEW ENGLAND	
CT, MA, ME, NH, NY, RI, VT	
TM	Lindsay Dutcher, ext. 4554 LDutcher@schoolhealth.com
TM	Doug Zybrands, ext. 7884 DZybrands@schoolhealth.com
ISR	Steve Sherman, ext. 7847 SSherman@schoolhealth.com

Doc 11, Certificates

1 : 5 SCHOOL HEALTH CORPORATION  
359/525 5600 APOLLO DR.  
ROLLING MEADOWS, IL 60008-0000



**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	02-28-2023	\$1850

BUSINESS ACTIVITY	ISSUE DATE
CHEMICAL DISTRIBUTOR	01-11-2022

SCHOOL HEALTH CORPORATION  
5600 APOLLO DR.  
ROLLING MEADOWS, IL 60008-0000

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.

Form DEA-511 (9/2016)

10000000 2/0010000-1/1-0

DEA REGISTRATION NUMBER	THIS REGISTRATION EXPIRES	FEE PAID
003504SHY	02-28-2023	\$1850
SCHEDULES	BUSINESS ACTIVITY	ISSUE DATE
	CHEMICAL DISTRIBUTOR	01-11-2022
SCHOOL HEALTH CORPORATION 5600 APOLLO DR. ROLLING MEADOWS, IL 60008-0000		

**CONTROLLED SUBSTANCE/REGULATED CHEMICAL  
REGISTRATION CERTIFICATE**  
 UNITED STATES DEPARTMENT OF JUSTICE  
 DRUG ENFORCEMENT ADMINISTRATION  
 WASHINGTON D.C. 20537

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, dispense, import or export a controlled substance.

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

Form DEA-223/511 (9/2016)

**REPORT  
CHANGES  
PROMPTLY**

**REQUESTING MODIFICATIONS TO YOUR  
REGISTRATION CERTIFICATE**

To request a change to your registered name, address, the drug schedule or the drug codes you handle, please

1. visit our web site at [deadiversion.usdoj.gov](http://deadiversion.usdoj.gov) - or
2. call our customer Service Center at 1-(800) 882-9539 - or
3. submit your change(s) in writing to:  
**Drug Enforcement Administration  
 P.O. Box 2639  
 Springfield, VA 22152-2639**

See Title 21 Code of Federal Regulations, Section 1301.51 for complete instructions.

----- You have been registered to handle the following chemical/drug codes: -----

1225, 8112, 8113



**Verify that all of your Illinois Business Authorization information is correct.**

Verify that the information below correctly represents your business location. In particular, be sure to verify that the information correctly represents whether you are within or outside of a municipality. If you have registered for Sales and Use Tax and the retail sales location listed is incorrect, contact our Local Tax Allocation Division at 217 785-6518.

**Rolling Meadows  
Cook County**

For all other corrections, contact our Central Registration Division at 217 785-3707.

If all of the information is correct, cut along the dotted line (fits a standard 5" x 7" frame). Your authorization must be visibly displayed at the address listed. **Do not discard the attached Illinois Business Authorization unless the information displayed is incorrect or until it expires.** Your Illinois Business Authorization is an important tax document that indicates that you are registered or licensed with the Illinois Department of Revenue to legally do business in Illinois.

OFFICIAL DOCUMENT

State of Illinois - Department of Revenue

**Illinois Business Authorization**

OFFICIAL DOCUMENT

**SCHOOL HEALTH CORP**

Loc. Code: 016-0137-7-001

**Rolling Meadows  
Cook County**

**5600 APOLLO DR  
ROLLING MEADOWS IL 60008-4019**

**Certificate of Registration**

Expiration Date: **12/31/2022**

Sales and use taxes and fees (0209-5335)

**ILLINOIS REVENUE**  
*[Signature]*  
Director

OFFICIAL DOCUMENT

Issued Date: **11/01/2021**





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



269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
978-421-9655 (main)  
978-421-0025 (fax)  
www.zoll.com

January 13th, 2021

School Health Corporation  
5600 Apollo Dr  
Rolling Meadows, IL 60008

To whom it may concern,

Please accept this letter validating School Health Corporation as an authorized Distributor for ZOLL Medical Corporation.

**School Health Corporation** is authorized to distribute our products into the public access space as detailed in our distributor agreement.

Should you or any of your customers have questions regarding this authorization letter please do not hesitate to contact me.

Best regards,

A handwritten signature in black ink, reading "Paula Sousa", is centered on a rectangular background of small, light gray dots.

Paula Sousa  
Sr. Contracts Specialist, Distribution  
[psousa@zoll.com](mailto:psousa@zoll.com)

September 1, 2021

To whom it may concern,

AFS Apparel LLC located in Murrieta California authorizes:

**SCHOOL HEALTH CORPORATION**

Health Services | Sports Medicine | Special Education | Early Childhood

Office: 630.582.0024 | Fax: 630.582.0532  
5600 Apollo Drive, Rolling Meadows, IL 60008

To sell all medical, school, health related products that AFS manufactures and distributes in the USA, Asia, Canada, Europe, Central and South America.

Please contact me directly if there are any questions regarding our products.

**Bill Patterson**

President

**AFS Apparel**

**Antimicrobial Fiber Solutions**

41185 Raintree CT, Murrieta, CA 92562

Website: [www.AFSApparel.com](http://www.AFSApparel.com)

Email Address: [billp@afsapparel.com](mailto:billp@afsapparel.com)

Phone: **(951) 888-2608**

Fax: **(951) 304-0410**



**Hillrom™**

*August 31, 2021*

*To whom it may concern:*

*I am providing this letter to confirm that School Health Corporation is a Welch Allyn Authorized Distributor in good standing.*

School Health Corporation  
5600 Apollo Drive  
Rolling Meadows, IL 60008



*Sincerely,*  
WELCH ALLYN, INC.

A handwritten signature in black ink, appearing to read 'Scott Palmer'. The signature is written in a cursive, flowing style.

Scott Palmer  
*Executive Director Commercial Operations*



**LifeSecure, LLC**

P.O. Box 171086  
Salt Lake City, Utah  
84117  
877-877-5522

August 31, 2021

To Whom It May Concern:

School Health is an authorized dealer in good standing for LifeSecure, LLC (Lifeseure and MobileAid brands) and, thereby authorized to provide our products on bids and contracts.

Please feel free to contact me should you have any questions.

Sincerely,

A handwritten signature in black ink that reads "K. David Scott". The signature is written in a cursive style with a long horizontal stroke extending to the right.

K. David Scott  
Founder and President



31 Aug 2021

**MAICO Authorized Distributor  
and ERO SCAN Handheld OAE Distribution Exclusivity**

School Health Corporation (SHC) is an authorized MAICO Diagnostics sales and service distributor for all 50 U.S. states.

MAICO Diagnostics has an exclusive agreement for distribution of the ERO SCAN OAE handheld with SHC. No other school-focused supplier has the authorization to distribute this product.

SHC sells and services the full line of MAICO products that include the ERO SCAN OAE test systems, middle ear analyzers, and audiometers. SHC has a long-standing relationship with MAICO and is fully factory trained in sales and service for the current MAICO product line.

Please call me if you have any questions, 952-947-6063.

Sincerely,

A handwritten signature in black ink that reads "Michael Ramirez". The signature is written in a cursive style with a prominent flourish at the end.

Michael Ramirez  
North & Latin America Sales Director  
MAICO Diagnostics





**NORTH AMERICAN RESCUE®**

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February 17, 2022

To Whom It May Concern:

This letter is to inform that School Health Corporation is an authorized domestic distributor for North American Rescue LLC and is in good standing. School Health Corporation has been a distributor for NAR since 2014.

Please let me know if you have any questions.

Regards,

A handwritten signature in blue ink that reads "Shannon L. Seidel".

Shannon L. Seidel  
Director of Distribution & Strategic Accounts  
Direct: (864) 968-4107  
Cell phone: (864) 567-1730  
SSeidel@NARescue.com

35 Tedwall Court • Greer, South Carolina 29650-4791  
Office: (864) 675-9800 • Fax: (864) 675-9880 • Toll Free: (888) 689-6277  
[www.NARescue.com](http://www.NARescue.com)

PRODUCTS WITH A MISSION®

A stylized orange heartbeat line graphic that starts with a small pulse and then continues as a series of regular, rhythmic pulses.