



BradyPLUS Proposal for School Nutrition Services Bibb County Schools

Introduction

BradyPLUS is honored to submit this proposal in support of Bibb County Schools' School Nutrition Program. For over 25 years, our team has proudly partnered with Bibb County to provide quality paper products and chemical solutions that serve the needs of the Nutrition Department. We are committed to continuing this valued relationship and enhancing the level of service and support we provide.

Proven Experience and Trusted Relationships

BradyPLUS has built a strong reputation as a trusted partner to school systems across Georgia. In addition to our long-standing service to Bibb County, we currently support many of the largest districts in the state, including:

- **DeKalb County Schools**
- **Fulton County Schools**
- **Gwinnett County Schools**
- **Cherokee County Schools**
- **Cobb County Schools**
- **Marietta City Schools**

Our sustained success in these districts is a testament to our responsiveness, pricing integrity, and ability to meet evolving customer needs.

Enhanced Capabilities with BradyPLUS

With the growth and strength of the BradyPLUS platform, we are now able to provide even more robust support, including:

- **Cost-effective solutions** with year-over-year savings
- **Expanded product offering** tailored for school nutrition needs
- **Dedicated warehouse in College Park, GA** with inventory storage and rapid fulfillment capabilities
- **Real-time order, delivery, and usage reporting**
- **Par level setup and demand forecasting**
- **Same-day fulfillment** for orders placed before 3:00 p.m.
- **Custom delivery scheduling** across all 38 Bibb County sites

We are also investing in technology to improve customer experience through a new ERP system and updated online ordering platform.

Seamless Contract Implementation

BradyPLUS has extensive experience managing large-scale rollouts with school systems. We make implementation easy, providing:

- Accurate and detailed onboarding
- Flexible delivery logistics
- Quarterly or as-needed business reviews
- Clear, on-demand reporting to track progress and usage trends

Pricing

All pricing details can be found in the SN Paper Product Bid Table.

We have competitively priced all items, demonstrating year-over-year savings while aligning with usage trends and program requirements. Items not bid on were either specialty items or not a suitable fit for BradyPLUS. However, we submitted bids on approximately 95% of the 163 items listed.

If you have any questions or need further clarification, please don't hesitate to reach out.
Support & Training

BradyPLUS is committed to supporting your team beyond the product delivery. We offer:

- **On-site training** for **any** staff on all products and equipment
- **Ongoing vendor support** with access to subject matter experts
- **On-demand demos and vendor shows** coordinated with district leadership

- **Continuous education** on safety, usage, and compliance standards

Client References

DeKalb County School District

- Janet Stone, M.S., R.D., SNS – Assistant Director | (678) 676-1782 | janet_v_stone@dekalbschoolsga.org
- Hilliard Creath – Procurement and Nutrition Specialist | (678) 676-1769 | Hilliard_Creath@dekalbschoolsga.org
- Cam Humphrey – Custodial Facilities Manager | (678) 485-1678 | cambe_humphrey@dekalbschoolsga.org
- Kelvin Thornton – Supply Chain Manager III | (678) 676-1742 | Kelvin_thornton@dekalbschoolsga.org

Gwinnett County Public Schools

- Ann-Marie Serafin – Procurement Coordinator | (678) 301-6337
- Helene Baker – Facilities & Operations | (770) 513-6709 | helene.baker@gcpsk12.org
- Lisa Kilgore McElhannon – Assistant, Facilities & Operations | (770) 513-6709 | lisa.mcelhannon@gcpsk12.org

Cherokee County Schools

- Scott Krug – Director, Facility Support Services | (404) 606-5933 | Scott.Krug@cherokee12.net
- Tina Farmer, MBA, SNS – Executive Director of School Nutrition | (770) 721-8419 | www.cherokee12.net/schoolnutrition

Marietta City Schools

- Cindy Kanarek Culver, MS, RDN, LD – Director of School Nutrition | (678) 695-7227 | cculver@marietta-city.k12.ga.us

Fulton County Schools

- Melissa Van Norden, MDA, RD, LD, SNS – Coordinator, Menus and Wellness | (470) 254-9029 | vannordenm@fultonschools.org

Closing Statement

BradyPLUS deeply values the longstanding relationship we've built with Bibb County Schools over the past 25+ years. We are proud of the work we've accomplished together and excited about the opportunity to continue growing and supporting your School Nutrition Program. With our proven experience, responsive service model, and strengthened capabilities through BradyPLUS, we are confident in our ability to exceed expectations and deliver exceptional value.

Thank you for your consideration. We look forward to the continued partnership and to serving the students, staff, and community of Bibb County Schools for years to come.

Sincerely,

Chad Cannon

Sales Representative

BradyPLUS