

Region 4 ESC - OMNIA Partners Solicitation No. RFP 24-01

Furniture, Installation and Related Services

Manufacturer	\$0–\$25,000	\$25,001–\$100,000	\$100,001–\$250,000	\$250,001+
Amtab	29%	30%	31%	32%
Aurora Storage	33%	32%	34%	35%
BCI	1%	1%	1%	1%
Big Toys	1%	1%	1%	1%
Bird-in-Hand / Childcraft	68%	69%	70%	71%
Bison	1%	1%	1%	1%
Carolina Coverttech - School Safety Solutions	17%	18%	19%	20%
Carpets for Kids	20%	22%	25%	27%
CEF	20%	22%	25%	27%
CEIA	1%	1%	1%	1%
Children's Factory	18%	20%	23%	25%
Classroom Select	69%	70%	71%	71%
Copernicus — not including Irover	28%	30%	33%	35%
Dero	1%	1%	1%	1%
Diversified Spaces	50%	52%	54%	55%
Draper	8%	11%	12%	14%
Dukane	36%	38%	40%	42%
Elkay	36%	38%	40%	42%
Field Controls	1%	1%	1%	1%
Fire King	34%	35%	37%	39%
Fleetwood	20%	22%	25%	27%
Freenotes Harmony Park	1%	1%	1%	1%
Frog Furnishings	1%	1%	1%	1%
Ghent	34%	36%	39%	40%
Greene	1%	1%	1%	1%
Halo-IPVideo-Ingram	4%	6%	7%	8%
Haskell	36%	38%	40%	42%
Interior Concepts	40%	42%	44%	45%
Ironwood	42%	43%	45%	47%
K and R Solutions Group	1%	1%	1%	1%
Kaemark	1%	1%	1%	1%
Kay Park	1%	1%	1%	1%
KFI Seating	47%	48%	50%	52%
Legend Fitness	1%	2%	3%	5%
Luxor	18%	20%	23%	25%
Media Technologies	36%	38%	40%	42%

Manufacturer	\$0–\$25,000	\$25,001–\$100,000	\$100,001–\$250,000	\$250,001+
Medify	1%	1%	1%	1%
Midland	12%	13%	14%	15%
Monaco LLC	10%	12%	16%	18%
Mooreco	37%	38%	41%	42%
MYT Coat	1%	1%	1%	1%
Paragon Furniture	35%	36%	37%	38%
Paragon Industries	2%	2%	3%	4%
Plymold	39%	40%	41%	42%
Projects by Design	Value added service: No Charge			
RFM Seating	29%	31%	33%	35%
Republic Storage (KC Bin)	26%	28%	31%	32%
Sandusky Lee	11%	14%	17%	19%
School Specialty F & E Catalog	14%	14%	14%	14%
Screenflex	1%	1%	2%	2%
Snozelen	69%	70%	71%	71%
Specseats	18%	20%	22%	24%
Superior Recreational	1%	1%	1%	1%
Tenjam	36%	38%	40%	42%
Tesco	26%	28%	31%	33%
Ubtech Robotics Corp.	1%	1%	1%	1%
Ultra Play	2%	2%	2%	2%
Ultra Site	4%	5%	7%	8%
United Visual	1%	1%	1%	1%
Waddell	39%	40%	41%	42%
WB Mfg.	57%	58%	59%	59%
ZkTeco	1%	1%	1%	1%

All products are priced FOB to all member agencies within the continental US (free freight). Shipments to Alaska, Hawaii and Territories and Outlying areas are prepaid to the port of exportation. Additional freight from US port to final destination will be applied at actual charges on a separate line.

Delivered pricing includes dock/tailgate/liftgate delivery during normal business hours (8:00 am - 4:00 pm, Monday-Friday).

Installation costs, if necessary, will be quoted on a job-by-job basis with a minimum charge of \$30.00 per hour, not to exceed \$65.00 per hour including orders that may have prevailing wage requirements. In circumstances where there are installation delays outside of standard installation timelines, there can be additional billing of warehousing/storage fees at current market rate.

Discounts will remain firm for the term of a contract. In addition, School Specialty reserves the right to provide deeper discounts than those listed above based on the size and scope of the opportunity.

Value Add

As part of the value-add product offering, we can provide stage curtains through one of our manufacturing partners, Luxout Products. Luxout Products is a manufacturer of custom stage curtains who also perform installation services for their product line. We're requesting to add Luxout products under the furniture scope of "Related Products, Support Services and Solutions. We believe including Luxout as a "Value Added" company will enhance and add value to the contract through their ability to produce and install custom stage curtains for OMNIA members.

School Specialty is an authorized dealer of Luxout product (please see dealer letter of authorization). Nationally, we've have partnered with them on custom stage curtains since 2010. Luxout includes cost of products, shipping, and installation as part of their scope of services for School Specialty's stage curtain projects. For additional information on Luxout and their offering, please visit their website at <https://www.luxout.com/>. As each stage curtain project is consider custom and unique to each opportunity, Luxout does not published a MSRP Price List (they provide quotes for each project).



PROJECT APPROACH



projects **by design**®

Design, project management, & more

Projects by Design is our turnkey, collaborative, and complimentary service designed to help you envision and install dynamic, future-ready learning spaces.

We support you every step of the way from initial discovery to design, delivery to development, through installation and beyond.

We can be your single source for products, design, and project management resulting in one P.O. for your entire project.



projects **by design**®



Our proven process



DISCOVER

Discovery meeting, project roadmap, alignment on budget and vision.



DESIGN

Design and product recommendations presented in detailed color renderings. Final price proposals — detailed room-by-room.



DELIVER

On site supervision of the entire post-award process and management of all logistics.



DEVELOP

A variety of half- and full-day courses to help you get the most out of your new environments.



DISCOVER

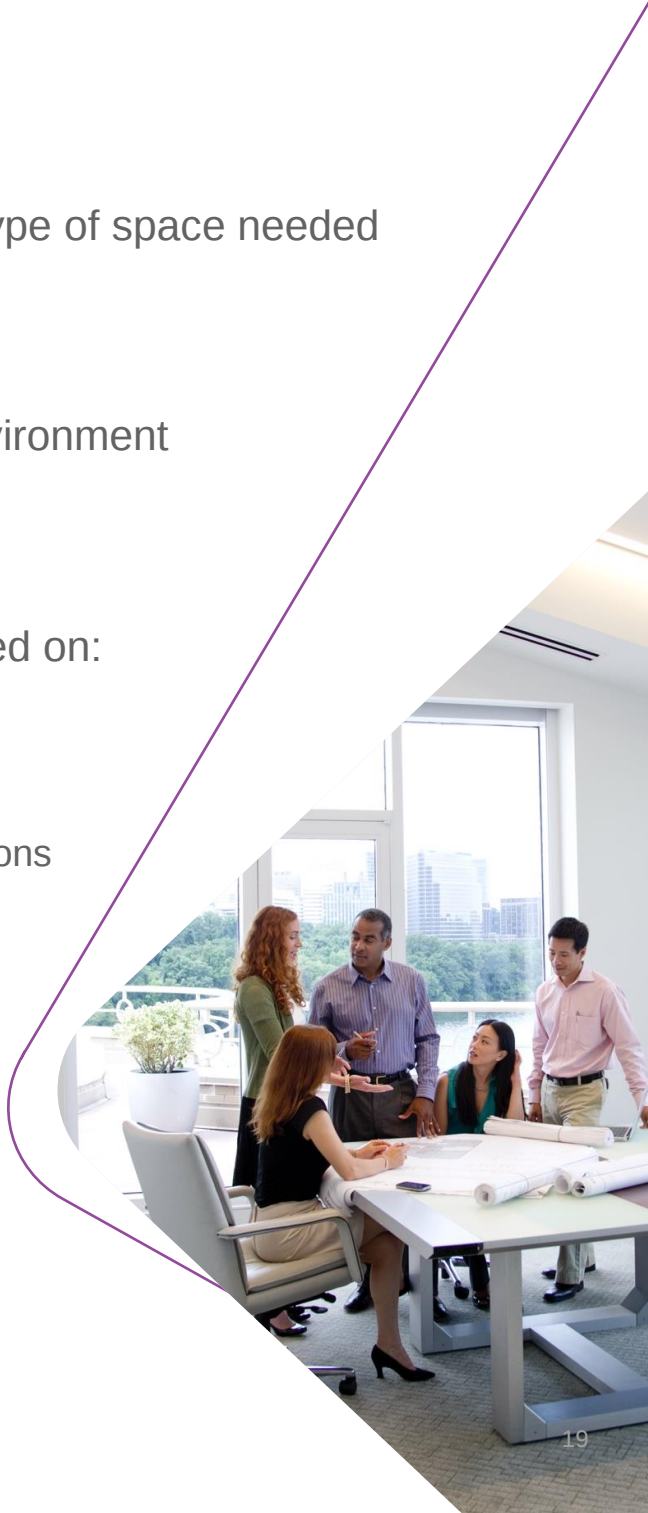


DISCOVER

Because our focus is on achieving YOUR unique objectives and bringing YOUR instructional vision to life, the Discover phase is all about getting to know you and understanding your needs.

An initial kick off meeting will review both high level strategy and the all-important executional details.

- STRATEGIC VISION SESSION
 - Review typical environments for each type of space needed
 - Develop a picture of your vision
 - Connect instruction to the environment
 - Identify essential elements for each environment
- SCOPE & REQUIREMENTS REVIEW
 - Review requirements of each area based on:
 - instructional activity and intent
 - storage requirements
 - functions
 - technology and architectural considerations
 - If needed, conduct inventory of existing furniture to assess condition and determine what can be reused





DISCOVER

We have identified 6 Essential Design Elements® critical to help transform a space into a dynamic, future-ready learning environment. These serve as our guiding principles to determine your needs and the possibilities for your spaces.



CHOICE: When students have choices, they become more engaged. Provide a variety of seating, tables with variable heights, and a range of colors that inspire.



CONNECTION: Collaboration is the fuel that powers social energy. Create spaces that encourage interaction between students, teachers, peers, and ideas.



COMFORT: Comfortable students feel confident to explore and discover. Fill a space with ergonomic furniture, appropriate lighting, optimal air quality, and watch them go.



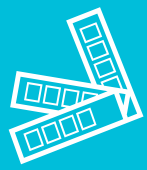
STIMULATION: Active learning design doesn't just allow physical movement, it helps the mind swivel to attention, encouraging thinking, focus and exploration.



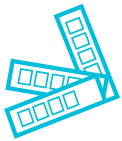
VERSATILITY: One space can serve many purposes. Create environments that can adjust across modes and activities by selecting furniture you can remix and rearrange.



TECHNOLOGY: Tech is everywhere... and that's where students need to be able to use it. Wire and equip rooms, and even furniture, to allow for learning and charging.



DESIGN



DESIGN

A LOCAL DESIGN PARTNER SUPPORTED BY A NATIONAL TEAM

We know there is no substitute for in-person partnership. **Designer name**, who lives right in **location**, will be your dedicated designer. She will be supported by **X additional designers in region name**.

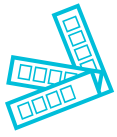


300+
years of
combined experience

LEARNING ENVIRONMENT EXPERTISE

understanding the need for
different types of learners and
learning environments

All design services are
COMPLIMENTARY



DESIGN

CAPABILITIES

Our expert team of interior designers offer an extensive menu of capabilities to meet your needs.

Strict adherence to timelines & lead times

Designs for a variety of learning environment types

Custom designs

Thought leadership

Space planning & design

Consultative, collaborative approach

Student-centered, activity-based solutions

Product & design application knowledge

Designs within budget

CET drawings, renderings & fly thru video

School district needs assessment

Inventory assessment for reuse

Designs to accommodate different types of learners

Project presentations & call outs

Attention to client's goals & vision

Color & material selections

Product specification

Solutions that align with instructional intent/ pedagogy

RFP/RFQ

Architect collaboration to ensure design integrity alignment

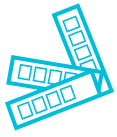
Code compliance

School district furniture standards

Product recommendations

Installation documentation

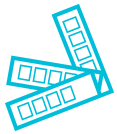
Coordination with trades



DESIGN PROCESS

SCHEMATIC DESIGN	DESIGN DEVELOPMENT	DESIGN DOCUMENTATION	PROJECT COMPLETION
• Review learnings from Discover phase • Recommend initial design concepts • Verify - Critical dimensions - Multiple stakeholder agreement	• Finalize Design • Check specifications • Prepare for installation	• Confirm layouts against site conditions • Prepare installation packet	• Provide post-installation materials
DELIVERABLES • Layout with CET computerized smart furniture symbols • Space plan with furniture selections • Initial finish recommendations • Colors and materials design board • Initial budget and timeline	DELIVERABLES • 3D renders • Detailed product information, including furniture & finish call outs • Furniture plans • Product/finish selections	DELIVERABLES • Detailed product specification list • Installation drawings • Room by room list for product staging • Color coded plans to show item location	DELIVERABLES • As built drawing if needed • Project folder including • Submittals

Exact steps and deliverables dependent on scope



DESIGN

SCHEMATIC DESIGN

WHAT WE DO:

In this step, the information and insight we gathered during the Discover Phase is used to develop initial designs.

This is a collaborative process where we work together to refine the project goals and narrow in on the best solutions for you.

DELIVERABLES:

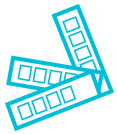
- Space plan & furniture layout
- Initial product selections
- Initial colors and materials
- Initial budget and timeline

SCHEMATIC
DESIGN

DESIGN
DEVELOPMENT

DESIGN
DOCUMENTATION

PROJECT
COMPLETION



DESIGN

DESIGN DEVELOPMENT

WHAT WE DO:

In this step, we bring the initial schematic designs to life, and work with you to finalize all aspects of the design.

DELIVERABLES:

- 3D renders that let you see how the room(s) will look and feel
- Detailed product information, including furniture & finish call outs
- Furniture plans
- Product/finish selections

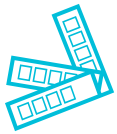


SCHEMATIC
DESIGN

DESIGN
DEVELOPMENT

DESIGN
DOCUMENTATION

PROJECT
COMPLETION



DESIGN

DESIGN DOCUMENTATION

WHAT WE DO:

Once designs are approved, we assemble a toolkit with everything needed for you, the project managers, and installers to ensure successful ordering, delivery, and installation.

DELIVERABLES:

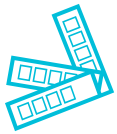
- Detailed product specification list
- Installation drawings
 - Dimensions, room #s, product #s, safety codes, and notes for staging and furniture placement
- Room by room list for product staging
- Color coded plans to show item location

SCHEMATIC
DESIGN

DESIGN
DEVELOPMENT

DESIGN
DOCUMENTATION

PROJECT
COMPLETION



DESIGN

PROJECT COMPLETION

WHAT WE DO:

Our service doesn't stop when the project ends. Post-installation, we will give you all the materials pertaining to your project and also store a comprehensive project folder at School Specialty so that we can continue to meet your needs for the completed project, and all future projects.

DELIVERABLES:

- As built drawing if needed
- Project folder including
 - Computerized installation drawings
 - Specifications
 - Finishes and color selections
 - Photographs
- Submittals

SCHEMATIC
DESIGN

DESIGN
DEVELOPMENT

DESIGN
DOCUMENTATION

PROJECT
COMPLETION



DELIVER



DELIVER

PROJECT MANAGEMENT PROCESS

Our expert team is here to manage every aspect of your installation. You will have a **dedicated, on-site project manager** who will oversee a trusted team to ensure your project is on time, in budget, and completed to your satisfaction.

PRE-INSTALLATION	INSTALLATION	POST-INSTALLATION
• Gather documentation: Review comprehensive installation toolkit from design team - Specifications - Installation drawings - Call outs for approved layout, products, and finishes - Room by room • Walk through 4-6 weeks in advance to plan all logistics and evaluate site readiness, offloading & staging logistics. Includes: Installer, Field Project Manager, Sales Team, Construction Superintendent, and School Representative	• Weekly project meetings to track timing, tasks, and ensure scheduled deliveries are on time. • Daily communication providing punch list report, completion status, any last-minute shipping delays • Punch list walk through when the installation is almost complete. Punch-list resolution plan is put in place	• Final walk-through with Installer, Field Project Manager, and School Representative • Punch list resolutions managed by your personal representative • Monthly touch base through year 1. Your representative will walk the site to determine any warranty issues and evaluate the furniture.

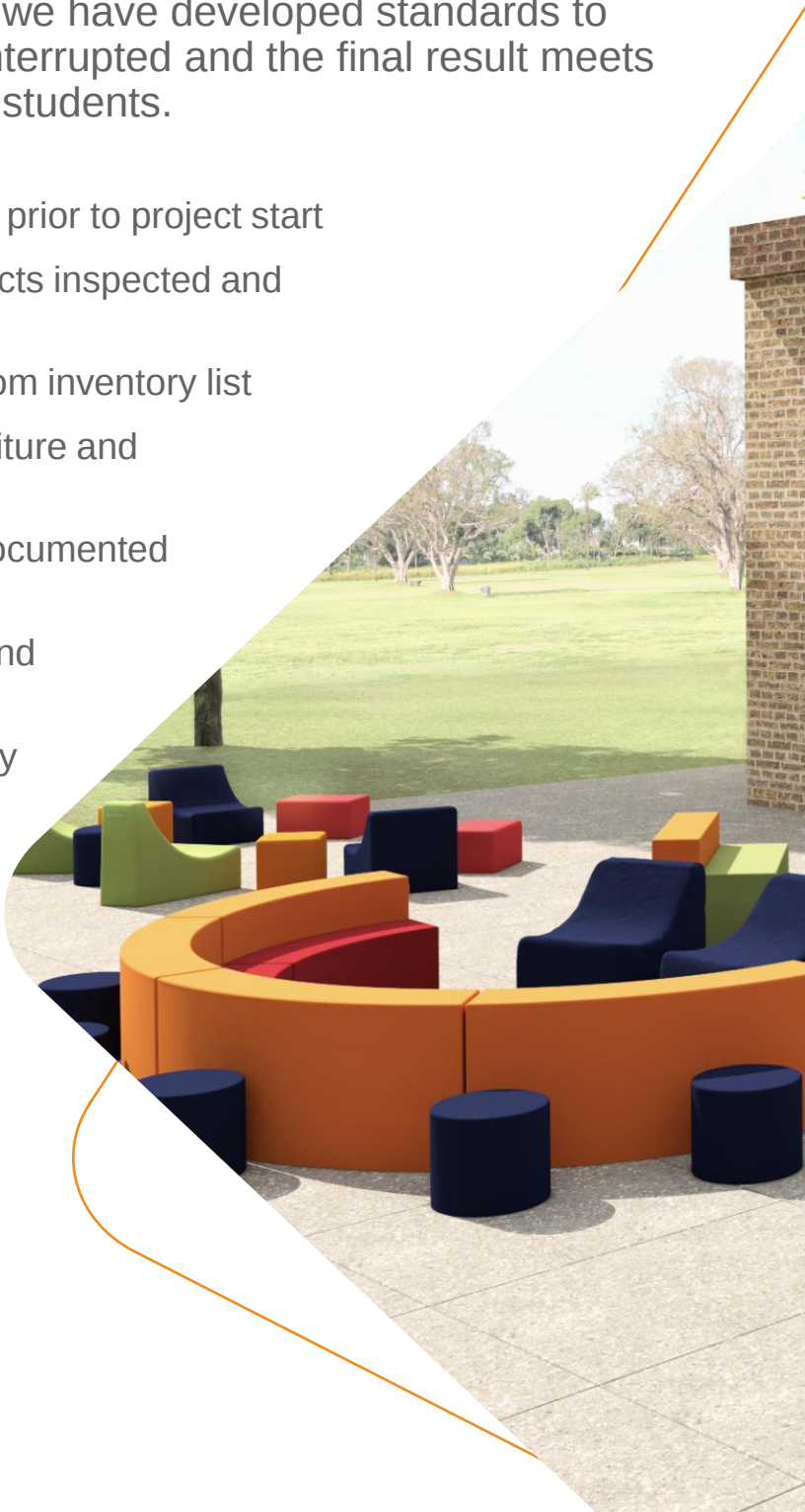


DELIVER

STRICT STANDARDS TO ENSURE YOUR SATISFACTION

At School Specialty, working with schools is all we do. Over hundreds of successful projects, we have developed standards to ensure the school day is never interrupted and the final result meets the needs of you, your staff, and students.

- **Floor, wall, & elevator protection** prior to project start
- **Unloading & receiving** with products inspected and issues documented with photos
- **Set in place**, following room-by-room inventory list
- **Assembly & inspection** of all furniture and equipment so it is ready to use
- **Punch list items identified** and documented daily to Project Manager
- **Punch list reviewed** with school and signed before crew's departure
- **Site cleaned** at the end of each day
- **Daily trash removal**
- **Product staged** in an approved area



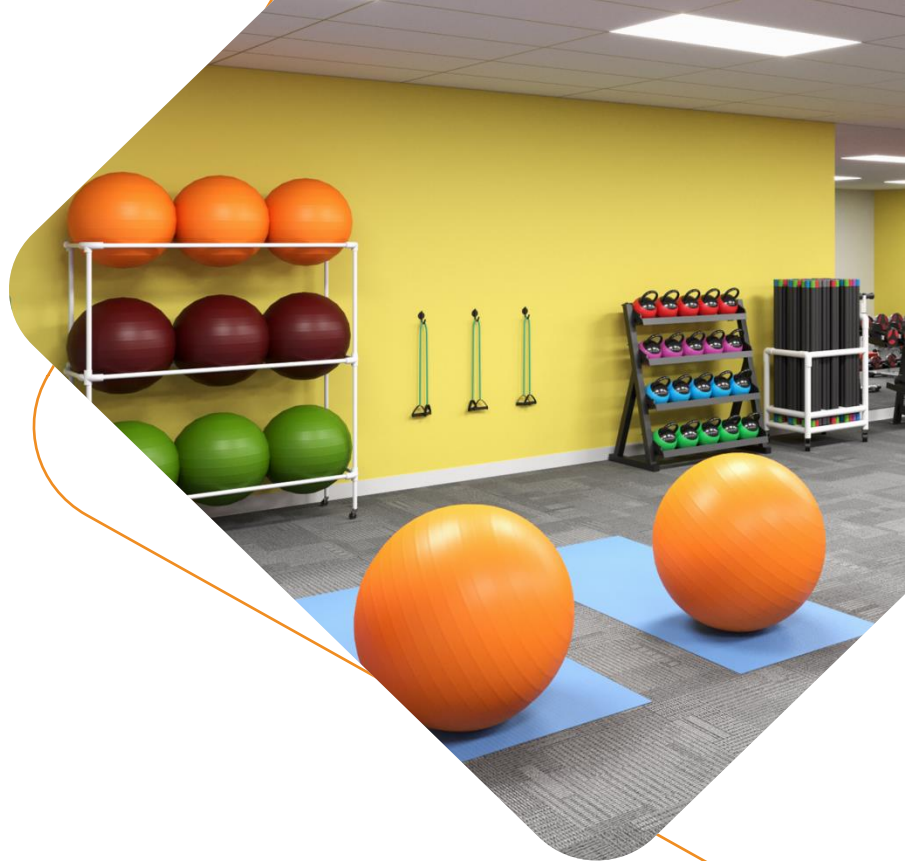


DELIVER

ROBUST SUPPORT RESOURCES

As a large, national company, School Specialty is able to offer robust resources and services. Along with your dedicated project manager and local team, we support you with:

- **Trusted installer network** of approved, local partners
- **Custom software system** to manage and track projects, providing timely and accurate information
- **Network of transportation providers** to ensure deliveries are well cared for and arrive on-time
- **Dedicated customer support teams** to assist you at any time
- **Dedicated accounting department** for accounts payable and receivable support
- **EDI capabilities** to streamline invoicing





DEVELOP



DEVELOP

It's hard to stay current on ever evolving techniques and teaching styles. We support you with a variety of professional development courses taught by former educators, administrators, and researchers offering practical tips and inspiration to help you get the most out of your learning environments.

This phase is ready when you are – before or after installation, to inspire or train.

Our offerings continually evolve and expand as we stay on top of the latest learnings. Current half- and full-day courses include:

- Designing Innovative Learning Spaces
- Culture and Climate in the Student-Centered Classroom
- Incorporating Authentic Student Voice and Choice in the Classroom
- Building a Culture of Collaboration
- Instructional Strategies for Innovative Learning

Verification of Contract Pricing

We load contract pricing on each customers' individual account within our computer system. By loading the contracted pricing on customers' accounts, our system generates the correct pricing. We also provide customers with the manufacturers' MSRP price lists along with a "Discount Summary Sheet" that lists their discounts by manufacturer per pricing tier. This sheet also explains freight are included in their discounts and the installation price range. By reviewing the sheet, customers can verify and confirm they're receiving the correct contract pricing. For customers who have web accounts, we can place the discounts and MSRP price lists on their landing page as well to verify their pricing.

Our Sales Team, Contract Team, and Quotes team will receive extensive contract training to fully understand the terms, conditions, and pricing that's contained in the Master Agreement. These teams can also provide pricing verification whenever asked by customers. The teams have access to the customers' accounts within our computer system and can quickly verify the information.