

Summary

Name **Respond to Questions**

Vendor **Beckers School Supplies**

Status **Submitted**

Response

Information About the Organization

1. Please provide the name, address, phone number, and email address for the authorized agent submitting the proposal.

Binita Sheth
1500 Melrose Hwy ,Pennsauken NJ 08110
Corporate Number: (856) 792-9292
Binita.Sheth@cjbinc.com

2. Description of organization including: a) Company size/history, b) US Market Share for solutions related to this solicitation, c) Scope of clients serviced, d) Annual dollar amount of current contracts negotiated, e) Industry longevity related to scope of this solicitation, f) Head Quarter's physical address.

Beckers School Supplies is headquartered and located at 1500 Melrose Hwy in Pennsauken NJ. Becker's offers a full line of high quality, developmentally appropriate early childhood materials, manipulatives, furniture, consumable classroom products, playground equipment and an exclusive line of art discovery materials. We have been in business since 1928 and during that time we have worked with boards of education, public and private school systems archdioceses, ELCs and Head Start organizations across the country. For the last 25 years, Becker's has specialized in early childhood education. We have had successful partnerships with many of the early learning coalitions including Miami-Dade/Monroe and Northwest ELC over the last 15 years. We currently have a team composed of 83+ dedicated employees in our corporate office and distribution center. Becker's also offers complete classroom setup services for new classrooms or schools. Becker's has completed and supported large-scale classroom deployments for multiple school districts across multiple states. From one classroom to thousands, Becker's has maintained strong partner relationships with public, private, and parochial educational systems in nearly every major city in the country. Beginning in 2008, Becker's began providing materials to providers through the Quality Counts Program and performed to all parties' satisfaction. From 2014 to 2020 Becker's was able to complete all specified requirements and perform at the highest level of excellence (reference RFP #ELCMDM 2014-2, ELCMDM 2017-2 & ELCMDM 2020-1). The Becker's team is experienced and dedicated to meeting all the requirements set by the Coalition and to date has been very successful in satisfying these and all commitments. If issues were raised, such as damage, missing or back ordered product, they were resolved expediently and in a professional and cordial manner.

3. Please provide information demonstrating your organization's capacity to provide products/services to all participating entities in the United States including the following: a) Sales team, b) Distribution system, c) Installation team and process, d) Customer service team e)

Number and location of support centers in USA, f) Any areas in the United States where your organization's products/services cannot be offered.

Beckers School Supplies works with schools and organizations across the United States as well as Globally. We currently have a team composed of 83+ dedicated employees in our corporate office and distribution center. Our corporate employees are organized into the following departments: Sales, Purchasing, Marketing, Customer Service, Credit and Accounting. A dedicated sales rep will be assigned to CIESC to take care of any needs that arise.

4. Please provide information regarding required licenses and certifications held by your organization.

Beckers School Supplies holds certificate of good standings in multiple states along with business licenses in certain states which allows us to do business. We have a NJ small business certificate as well.

5. Please list any state, GSA, or cooperative purchasing contract your organization holds as well as its current expiration date.

We hold several contracts:
GSA- 2028
ED DATA contract NJ/NY – 2025
BUY BOARD CONTRACT- 2025
OHIO CO OP- 2026
NYS-2026
NC STATE CONTRACT – 6012A- 20263
NY STATE-
T0103 Park and Playground Equipment Statewide- 2026

6. What differentiates your organization from your competitors in the K12 school market?

Becker's School Supplies being a family owned run business puts a large emphasis on being a customer-focused school supply company known for our outstanding customer service. We also take pride in the many added-value services we offer our customers. For example, our EZ Order Manager System is an easy-to-use, on-line program that allows individual schools and school districts to designate who can submit online orders and who is responsible for approving those orders. Becker's also offers complete classroom setup services for new classrooms or schools. Becker's has completed and supported large-scale classroom deployments for multiple school districts across multiple states. From one classroom to thousands, Becker's has maintained strong partner relationships with public, private, and parochial educational systems in nearly every major city in the country.

7. Please list at least 3 school districts that can be contacted as references. Include the following information: Organization Name, Address,

Contact Name, Contact Email, Contact Phone Number.

Caddo Parish Public Schools
LaShonda Marshall, M.Ed
PreK Supervisor
318-603-6521
318-773-7960
LMARSHALL@CADDOSCHOOLS.ORG

Reference #2
Camden School District
Barb Alley
(856) 699-2000
Balley@camden.k12.nj.us (mailto:Balley@camden.k12.nj.us)
1033 Cambridge Street, Camden Nj 08105

Reference #3
DeKalb County Schools
Erica Nelson-Pre-K Technician-Division of Student Services
1701 Mountain Industrial Boulevard
Stone Mountain, GA 30083
O-678.676.0147
F-678.676.0229
Erica_Nelson@dekalbschoolsga.org (mailto:Erica_Nelson@dekalbschoolsga.org)

Reference #4
Ocean City School District
Dr. Kathy Smith
(609) 399-3191
Ksmit@ocsdj.org (mailto:Ksmit@ocsdj.org)
550 West Ave, Ocean City,NJ,08226

Products/Services Offered

1. Please provide a description of the equipment and services included in your proposal.

The proposal includes playground equipment, fitness equipment, site accessories, surfacing materials. Included is a detailed catalog of each vendor. See attached pricing sheet and vendor MSRP sheets.

2. Please specify any products/services that are excluded from your proposal.

no exclusions.

3. Describe how your product offering addresses the following: a) Customization, b) User Safety, c) Range of Accessibility.

Playgrounds are so unique and so individual to each of our customers. We encourage you to set up a meeting with your dedicated sales rep so we can figure out the right fit playground for you. We offer plenty of options and can design something that works for your space and your specs. Should there be any user safety features- we will ensure you have that information during installation.

4. Please describe your organization's warranty terms in as much detail as possible including: a) Time frame of warranty, b) Lead time on warranty issues.

All warranties are very manufacturer specific. Please make sure to reach out to the manufacturer to ensure you are aware.

5. Please provide any information related to products/services your organization proposes to enhance and add value to the contract. Include all fees associated with value-added items/services.

n/a

Contract Implementation

1. Describe your organization's marketing strategy to promote this contract to eligible entities across the United States including: a) How will your organization differentiate this contract from other contracts held with other cooperative purchasing agencies, b) How your sales team will incorporate this contract as part of their sales process.

If Becker's were to be given the opportunity to hold this contract – a dedicated sales rep would be assigned to this contract. They would be able to be boots on the ground supporting customers, marketing efforts towards building relationships and gaining the trust of those utilizing this contract. They would work directly with the end customer to support their purchasing needs, and be a part of that process with them. We have a dedicated sales team who works in various territories ensuring they are able to give the contract the attention and marketing it requires. The sales representative would work directly with our dedicated Marketing team to exhaust any efforts needed on that side.

2. Please outline how the current CIESC accounts would be transitioned onto this new contract. What will the user experience be in the transition?

Becker's will utilize our resources, our different departments including customer service and our sales team to ensure the user experience and transition would be as seamless as possible. The sales rep will be there every step of the way to ensure that the end customer is being fully supported and communicated with.

3. Describe your organization's ability to integrate with an e-procurement system for participating entities to utilize if they choose.

Becker's School Supplies has an "EZ Order Manager System", which is an easy-to-use, on-line program that allows individual schools to designate who can submit online orders and who is responsible for approving those orders. This is a simple easy-to-use platform for both the Approver and the provider. Account will be set up by Becker's IT dept for each individual provider with their email under the EZ Order Manager. Once items are selected by the provider, the provider will "submit" their cart for approval. (There could be several levels of approval created if needed). The designated approver will then be able to either approve the cart or not approve. If not approved, the provider will be able to amend the cart to resubmit for approval. If the cart is approved, the cart would be sent to Becker's School Supplies via the website and an order would be created under a blanket PO. Becker's can work with the organization to ensure we can provide adequate support.

4. Describe how additional products and services will be added and priced to align with this contract.

We have provided the Full catalog of each vendor we work with with the MSRP. Should there be any additional items added by the vendor we will keep you informed of those items.

5. Describe how your organization will ensure participating entities receive contract pricing and that sales made through this contract will be reported to Edge Public as requested.

Unless of course of pricing and cost change from our suppliers, Becker's does not anticipate any pricing structure updates. Should there be such need or change in product /services from our suppliers - we would communicate with the Cooperative. However, there are no updates in the foreseeable future for the duration of this contracted period.

1. Describe how participating entities will place orders for products and services with your organization.

The participating entities would reach out directly to their dedicated sales rep to purchase any playground equipment. We want to make sure you choose the equipment you are looking for. This is when we will walk you through your options, playground selections, and ensure the process is seamless.

2. Please describe your organization's installation requirements for products purchased by a participating entity.

The entity must make a minimum purchase order of \$5,000 to receive installation. Installation rates will be calculated at a cost of 60% of MSRP of the product.

3. Does your organization offer product training, and if so, please describe the process and cost for training.

Our education team does provide product training on various different topics. In order to request a training and understand topics you will speak directly with your dedicated sales rep who with the education team will help create that training, facilitate. Cost will be determined by days needed, time needed, presenters needed, travel, etc.

4. Does your organization offer any service or maintenance contract options, and if so, please describe.

All service and maintenance would be done by the manufacturer.

5. What are your organization's current order fill rates?

Our Fill Rate for the period from Jan 2025 through July 2025 was 97.8%. This was an increase from 96.2%, for the same period in 2024. For key account specific, special order items, etc., the fill rate for the same period of time would be 95.7%.

Playground sales can vary depending on equipment needed.

6. What is your organization's average lead time and on time delivery rate?

The lead time per categories are as follows. Furniture and Equipment 10-15 business days, Manipulatives 5-10 businessdays, Books 5-10 business days, Outside and Active Play 10-15 business days, Art and Music 5-10 business days, Healthand Safety 5-10 business days

7. Please describe your organization's return and restocking process and any fees associated with it.

For playground equipment please reach out to your dedicated sales rep to talk about any returns and we will do all that we can to make it right!

8. Describe in detail your organization's method for tracking: a) Orders, b) Deliveries, c) Invoices.

We have the staff and systems in place to provide the services requested by the customer. Packing sheets are protected and attached to the outside of a carton or housed within the package. If additional packing slips are needed, Becker's will email them to the provider upon request. Drop ship items will be sent as quickly as any order coming from Becker's distribution center. We can provide tracking information on any drop shipped order. The Becker's team including our Customer Service, Purchasing, Warehouse/Distribution and Billing personnel, are experienced in handling all the requirements set by the Coalition. Our Customer Service Representatives will ensure all orders are entered properly, making sure that they do not process orders placed directly by the providers. They will also handle any issues with returns, exchanges, or damaged product. Our Warehouse Manager will make sure that those orders are fulfilled and shipped in a prompt manner and handle any back orders. We provide close oversight of all invoices to ensure accuracy for every shipment. Your dedicated customer service representative can support you in obtaining all of these.

9. Does your organization require the customer to place a deposit when placing an order? Please outline all the details about your organization's policy regarding deposits.

Customers are expected to pay for the product in full at the time of placing the order.

10. Describe your organization's payment terms as well as the different types of payment accepted including, but not limited to: a) Purchase orders, b) Procurement card, c) Credit card/Debit card.

We accept phone, online, fax, email and mail orders. and accept Purchase orders, Procurement card, credit card,debitcard and ACH.
Payment terms are NET30

11. Does your organization have any additional charges for customers for using different types of payment forms (i.e., credit card fees)?

Credit cards are charged an additional 3% fee.

Price Proposal

1. Please provide information regarding your organization's pricing proposal including: a) Discounts on products, b) Discounts on services/installation, c) How the proposed discount/pricing structure compares to other cooperative purchasing contracts your organization currently holds, d) Additional volume discounts or rebate programs offered.

Please see pricing discounts attached. The discounts offered to CIESC is comparable to other cooperative awards we currently hold.

CIESC PLAYGROUND EQUIPMENT & RELATED SERVICES WORKSHEET

Category	Proposed Category Discount
Playground Equipment(USA Shades Superior Shades)	(+12)
Playground Equipment(Childworks, Grounds for Play,Ultra Play)	(+8)
Outdoor Fitness Equipment (Ultra Site)	(+8)
Site Accessories(Ultra Site)	(+8)
Surfacing Materials (Safety Turf,Zeager bros,sofstop, Forever Lawn)	List price
Related Facilities	
Services	N/A
Other	

2. Will this pricing structure be guaranteed for the term of the contract?

Yes the pricing structure will be guaranteed for the duration of the contract term.

3. Please identify any additional fees that are not included in your proposed pricing and how those fees are determined.

additional subbase charges may apply(stone, concrete, DGA,) --charges may be anywhere from \$8-\$12 per sq ft

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Should there be a need for demolition or removal of existing equipment, - minimum of \$2500 (charges will be determined by

the size and original installation of existing equipment)

Prepping the ground with excavation/diffing would be a charge of anywhere from- \$8-\$12 sq ft

sidewalks and ADA compliant concrete - addtl charges may be \$10-\$15 linear ft

fencing- available upon request- additional charges will incur

4. Please outline any shipping, delivery, and freight charges associated with delivery to participating entities.

Installation rates will be determined by the following: 60 % of MSRP of product

Minimum purchase amount for installation will be \$5,000

Shipping/Freight Costs will be calculated : 5% of the MSRP of the product

6. Provide any additional information relevant to this section.

n/a

5. Please provide information and pricing for warranties on products and services purchased through this contract.

All manufacturer warranties will apply here. Please check with the manufacturers.