

Summary

Name **Respond to Questions**

Vendor **SCHOOL NURSE SUPPLY, INC.**

Status **Submitted**

Response

Qualifications & Experience

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

JEFF GIESEL

1745 WALLACE AVE., ST. CHARLES, IL 60174

800-485-2737

jgiesel@schoolnursesupply.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.

School Nurse Supply, Inc. has been in business since November 1997. We currently serve to school districts, Head Starts, and educational facilities in all 50 states. We offer a complete 275 page catalog and online website for information on products and ordering. Our catalog includes a wide variety of first aid/medical supplies and equipment. School Nurse Supply also has a full line customer service staff available to you during business hours (7:00 a.m. – 5:00 p.m. Monday through Friday). We have active contract with other national purchasing cooperatives such as BuyBoard, TIPS, and Choice Partners which annually bring in a few million dollars in business. We have been under contract with Buyboard since 2010, TIPS since 2017, and Choice Partners since 2023. Our office and warehouse are located at 1745 Wallace Ave., St. Charles, IL 60174.

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

We are able to service any participating agency in the United States. We currently do business in all 50 states. Our sales team consists of 4 representatives who travel to each region of the United States throughout each year. We have a fill line in house customer service staff available M-F during business hours from 7 am – 5 pm CST. Our office and warehouse is only located in St. Charles, IL. There are no areas within the United States that we cannot provide our products.

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

School Nurse Supply, Inc. is certified to do business as a wholesale medical supplies distributor in the United States. We are a registered and approved vendor with thousands of school districts throughout the USA. We are in good standing in all states where we are required to file sales tax and other business registrations. We have a current Illinois Business Certification, NJ Business Registration Certificate, WV Business Certificate, State of Indiana Foreign Business Registration, and State of Florida Division of Corporations Certificate.

5. Provide information supporting your organization's reputation in the marketplace including product and service offerings.

School Nurse Supply, Inc. is a distributor of over 4000 products from hundreds of manufacturers. We have been in the educational marketplace for over 25 years all throughout the United States. Although we are mainly a distributor of first aid/medical supplies and equipment, we also have service capabilities such as vision/hearing screening training, AED training, and calibration services.

6. Provide an overview of your organization's current financial health.

School Nurse Supply, Inc. is in good financial health. We have never had to petition for bankruptcy protection or anything of that nature. We hold a current Illinois Certificate of Good Standing.

7. Provide as much information as possible to demonstrate your organization's experience and expertise.

As we continue through 2025, School Nurse Supply, Inc. is more committed than ever to being accountable to you in every aspect of our service. Our goal is to provide high-quality products and a dependable experience you can trust, from competitive pricing to seamless service.

We pledge to keep our prices competitive and honor any competitor's advertised price on identical items. Our Price Guarantee means you'll always receive fair, market-driven prices.

Every item in our catalog is carefully selected from reliable brands, ensuring it meets the high standards you need. If you're ever unsatisfied with a product, we'll address it immediately—your satisfaction is our priority.

Our team provides solutions on the spot, eliminating lengthy phone waits and transfers. Every time you contact us, a live person will assist you efficiently.

Our supply chain strategy keeps 95% of catalog items in stock, so your orders ship complete and without delay. Invoices are issued only when shipments are complete, simplifying your paperwork and ensuring a smooth purchasing process.

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

BuyBoard, Contract #704-23, Expires 5/31/2026

TIPS, Contract #230804, Expires 8/31/2026

Choice Partners Contract #23/026KN-04, Expires 6/20/2026

Purchase Pros. Contract #10100186-CLS2022.001, Expires 12/31/2025

Costars, Contract Number: 019-E24-063, Expires, 11/22/25

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

School Nurse Supply, Inc. is a family owned company. We have a wide variety of product selection from the top brands in the industry to more economical choices. Our customer service is the best in the industry. Customers are taken care of quickly and efficiently and you always talk to a real person when calling our office (you will never speak to a robot).

10. 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.

Alvin ISD

301 East House Street

Alvin, TX 77511

(346) 347-4101

Contact : Katrina Weber – School Nurse Lead

kweber@alvinisd.net

San Antonio ISD

514 W Quincy Street

San Antonio, TX 78212

(210) 554-2435

Monica Vasquez – Student Health Services Dept. Clerk

MASQUEZ7@saisd.net

Hays CISD

21003 North IH-35

Kyle, TX 78640

512-268-2141 X45027

Amy Gotchey - Student Health Services

amy.gotchey@hayscisd.net

Educational Services Commission of New Jersey

Martha Ulman – Nursing Secretary

1690 Stelton Road

Piscataway, NJ 08854

732-777-9848 Ext. 3450

mulman@escnj.us

Hays CISD

21003 North IH-35

Kyle, TX 78640

512-268-2141 X45027

Amy Gotchey - Student Health Services

amy.gotchey@hayscisd.net

1. Describe the ease of your organization's website including: a) Search capabilities, b) All-inclusive pricing, c) Delivery dates, d) Access to online order history, e) Access to invoices and statements

Our website has been recently redesigned to make it easier for the user in all aspects. Users can save carts, access previous order history, easily search for any product either by name or item number, and track order status. Accounts can also be setup with personalized contract pricing upon request.

2. Describe how participating entities will place orders for products and services with your organization., including the role of local dealers and/or distributors if applicable.

Orders can be placed in a few different ways. The most common way we receive PO's is by purchase order. Purchase orders can be emailed to customerservice@schoolnursesupply.com, faxed to 800-485-2738, or mailed to our company address. Orders can also be placed over the phone with our customer service team by calling 800-485-2737. If calling to place an order, please first contact our bids department at bids@schoolnursesupply.com to get a quote so the proper discounts and contract number can be applied to the items on the order. The quote can then be used to place the order with one of our customer service reps that answer the phone.

We also have punchout capabilities that can be set up or we can customize an account on our website to show the discounted pricing. Orders then can be placed online if desired. Please contact our bids department for more information on those two options.

3. Is your organization able to create custom market baskets or shopping lists for participating entities?

Yes, a customer who is utilizing the contract can create an account on our website. We can then customize that account to see the discounted pricing when they log-in on our website.

4. Explain your organization's shipping structure/pricing including if there is a minimum order amount.

All orders over \$99.00 ship free of charge. We use UPS as our main source of shipping out orders. Large orders with high case quantities may ship via a freight carrier. There is no minimum order amount. If an order is under \$99.00 there will be a shipping charge of \$12.95.

5. What are your organization's current order fill rates and average lead time for delivery?

Orders always ship out 100% complete. If an item happens to be out of stock at the time, the packing slip will be marked "shortage to follow". Once that item comes off of back order it will be shipped to complete the order. Once an order is completed, an invoice will be sent. The average lead time for delivery is about 5 business days after receipt of the order.

6. Describe your organization's customer service/problem resolution process, including hours of operation.

We strive to keep our customers 100% satisfied. If there is a problem with an order whether it be a damaged item, incorrect item, error in quantity, ect. we will make it right. Please call our customer service team at 800-485-2737 from 7 am to 5 pm Monday through Friday. You will always speak to a live person who can help!

7. What is your organization's policy on product returns? Please include any fees associated with this process.

At School Nurse Supply, we are committed to your satisfaction with every product you purchase. If you are not completely satisfied, we offer a 60-day return window for most items. All returns are subject to review, and we reserve the right to accept or reject items for credit. A restocking fee of up to 25% may apply to some returned products. In most cases, there is no restocking fee.

8. Describe the warranties offered by your organization including: a) Products/parts covered, b) Length of warranty, c) Cost of warranty, d) Warranty repair lead time.

We guarantee everything in house for at least one year from the date of purchase. Some products may have longer manufacturer warranties. There is no cost to the warranty unless an extended warranty is being purchased for vision and hearing equipment. The costs of the extended warranties vary by item. Warranty repair lead time is typically 2-4 weeks.

9. 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 Purchase Orders, P-cards, and credit cards. When being invoiced for a purchase order, the payment terms are Net 30 days. Payment may be made by either check, credit/P-card, or EFT.

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

There is no additional charge/fee for any of our payment types.

11. 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.

This contract will be marketed on our national contracts page on our website and also through word of mouth from our sales representatives. We have 4 sales representatives that cover various regions throughout the country. When they are in house at our company office, they make daily calls to customers. When on the road, they attend trade shows, conferences, and staff meetings. If given a list of current members, they are able to target specific customers to promote the contract.

12. Please outline how the current CIESC accounts would be transitioned onto this new contract.

First, we would need a list of current accounts/members that utilize the contract. We can then note that account in our system to apply the CIESC contract pricing on all orders placed. Also, any account/member that currently does not have an account with us can be approached by our sales team for potential new business.

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

We currently have about 15-20 accounts integrated through a punchout ordering system. We are able to work with any procurement system. Please contact us at customerservice@schoolnursesupply.com to inquire about getting setup with a punchout catalog.

14. 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.

Any participating entities will have their account flagged with a note with the CIESC contract details and discount to be given. All flagged accounts can then be easily tracked for sales reporting purposes on a quarterly basis.

Value-Added Features

1. Please use this opportunity to describe other features, advantages, and benefits of your organization that you feel will provide additional value to participating entities of this contract.

Competitive prices, free shipping on orders over \$99.00 (excludes AK and HI), personal customer service, punchout catalog ordering capabilities, quick shipping turnaround times after receipt of order, PO's accepted with Net 30 payment terms.

Products/Pricing Structure

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

We provide first aid/medical supplies and equipment. Product offerings include:

- First aid (bandages, hot/cold packs, wound care, exam gloves, gauze pads, cotton balls, tongue depressors, medical tape, elastic and coherent bandages, first aid kits and bags, ETC.)
- Emergency response items (AED's and accessories, bleeding control kits and accessories, tourniquets, Trauma kits, manikins, CPR masks, choking kits, wheelchairs, slings, splints, burn kits, eye wash and stations, ETC.).
- Infection Control (hand sanitizers, hand washing soaps, disinfecting wipes, trash disposal, Air fresheners and sanitizers, emesis bags, body fluid/infectious waste cleanup, sharps containers, ETC.)
- Paper and disposables (Facial tissue, paper towels, wash cloths, disposable cups, linens, pillow cases, plastic storage bags, PPE supplies, face masks, ETC.)
- Feminine hygiene (pads, tampons, dispensers, disposable underwear, personal cleansing wipes, etc.)
- Over the Counter (lice products, OTC medications, skin care items, toothbrushes and toothpaste, oral care products, lip and ear care products, eye wash, penlights, batteries, forceps and specialty instruments, personal hygiene kits, medication dispensing/storage items, ETC.)
- Vision and hearing equipment (audiometers, OAE's, vision screeners, occluders, vision charts and books)
- Vital statistics (thermometers, stethoscopes, sphygmomanometers, digital BP monitors, vital signs monitors, otoscopes, ophthalmoscopes, stadiometers, weight scales, ETC.)
- Pulse oximeters, nebulizers, peak flow meters, Glucometers and supplements
- Diapers, training pants, baby wipes
- Special needs supplies and toys
- Educational materials (reference books, multimedia, pamphlets, posters, handwashing education, anatomical models)
- Furniture (recovery couches, table paper, treatment and exam tables, cabinets, treatment carts, storage bins, stools, narcotics cabinets, refrigerators, magnifying lamps, privacy screens)

2. Please specify any products, equipment, and services that are excluded from your proposal.

There are no excluded items from our proposal.

3. Please provide information regarding your organization's pricing proposal including: a) Proposed discounts on solutions for participating entities of this contract, b) How the proposed discount/pricing structure compares to other cooperative purchasing contracts your organization currently holds, c) Additional volume discounts or rebate programs offered to participating entities of this contract, d)

Frequency of pricing structure updates.

Through the use of this contract, all participating entities will receive a 10% discount on all items from our catalog and free shipping on orders over \$99.00 (AK and HI excluded. Please contact us for a shipping quote). The discount aligns with all of the other purchasing cooperatives we currently hold. Additional volume discounts may be applied on an item by item basis (please contact us for a quote). We do not offer any type of rebate program. Pricing is updated annually every January.

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

Yes, the discount will hold throughout the contract term. Our catalog and pricing is updated annually in January. Discounts will always be applied to our current catalog prices.

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

Additional products may be added throughout the year after our catalog is published. Typically they will be released in our spring and fall flyers and also on our website. Additional items that are added throughout the year are also typically added to the following year's new catalog.

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

There are no additional fee's included in our proposed pricing other than shipping charges to AK and HI. Typically those charges are bases around 20-25% on the total of the order.

7. Provide any additional information relevant to this section.

When placing orders or requesting quotes please reference the CIESC contract name and number so the appropriate pricing can be applied.