

Setting Up Schools for **SUCCESS**

**Big ideas. The best plans. Expert support for
the 21st century classroom.**



**SCHOOL
OUTFITTERS**

At School Outfitters...

- We answer questions.
- We have it.
- We meet deadlines.



Trying to figure it all out and do the right thing?

- What do our teachers need?
- Where do I start?
- Who can help?
- You're thinking: "I'm about to waste HOURS searching through catalogs and websites for the right answers and products!"



We answer questions.

- Our team of experts is just a phone call (or web chat!) away.
 - Former educators on staff with first-hand experience outfitting 21st century learning environments.
 - **135** total employees
 - **30** sales consultants
 - **3** contract specialists
 - **3** installation supervisors
 - **2** product designers



Confused about “21st century classrooms”?

- What exactly IS a 21st century learning space?



We have answers.

- **A 21st century classroom seeks to develop the “4C’s”:**
 - Critical thinking
 - Collaboration
 - Creativity
 - Communication
- Studies show that when 21st century education and furniture work together, **students benefit:**
 - **Self-Worth** – When students learn in new, vibrant spaces, they know their schools care about them, and are inspired to meet their full potential.
 - **Engagement** – Learning spaces that encourage and facilitate self-discovery allow students to become active participants in their education.
 - **Ownership** – Allowing students to create their own personal space within a learning environment gives them a feeling of responsibility for themselves and their success.
 - **Achievement** – Active learning environments foster critical thinking and creativity, and help develop collaboration and communication skills.
 - **Confidence** – The confidence that comes from exploring and achieving for themselves creates a determination in students to embrace future challenges and opportunities.
- Simply put, a 21st century classroom is:
WHATEVER YOU NEED TO GET YOUR STUDENTS ACTIVELY ENGAGED IN LEARNING!



Confused about product options and “the look”?


- Have you ever ordered classroom furniture in the wrong size or color – and then had to hassle with returning it all?
- Are you stuck with a classroom that resembles a “FLEA MARKET”?



We can help you choose.

- Our experts can walk you through the process of choosing the right sizes, colors or fabrics for any product.
 - We'll define specifications.
 - Bring you solutions.
 - Make sure our plans work with YOUR budget.
 - ...with confirmed, written pricing that's always accurate.
- We can even design your room's layout and provide samples!





Furnishing great places to learn™

www.schooloufitters.com • 1-800-260-2776 • 3736 Regent Ave, Cincinnati, Ohio 45212-3724

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Quote
Quote #: QU01638498
Valid through: 05/30/2015


For assistance, please contact:
John Doe
Phone: 555-555-5555
Fax: 555-555-5555
john.doe@schooloufitters.com

Bill to:
Sycamore High School
Doug Mader
7400 Cornell Rd
Cincinnati, OH 45242-3012 USA
Phone: 1 (513) 686-1770
Fax: N/A
Email: maderd@sycamoreschools.org

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SKU#	Description	Qty.	List	% Off	Price Per Item <small>(including taxes)</small>	Total Price
1. ABC-12345	Octagon Mobile Cafeteria Table (60" Diameter) Options: ☐ Cherry Top w/ Silver Base Color Combination (+ \$0.00) Estimated Delivery: Free Shipping - 5 business days after order confirmation <small>*Special pricing based on Unified Purchasing Coop</small>	8	\$1806.00	72%	\$523.99*	\$4191.92
2. NOR-T1001-SO	Ballard Mobile Plastic Stack Chair	84	\$69.68	28.27%	\$49.98*	\$4,198.32





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SKU#	Description	Qty.	List	% Off	Price Per Item <small>(including taxes)</small>	Total Price
1. ABC-54321	Rectangle Mobile Cafeteria Table w/ Particleboard Core Options: ☐ Cherry Top w/ Silver Base Color Combination (+ \$0.00) Estimated Delivery: Free Shipping - 5 business days after order confirmation <small>*Special pricing based on Unified Purchasing Coop</small>	10	\$1,203.00	48%	\$625.88*	\$6,258.88
2. NOR-T1001-SO	Ballard Mobile Plastic Stack Chair	84	\$69.68	28.27%	\$49.98*	\$4,198.32

Frustrated with a lack of product quality?



• Poor quality furniture is:

- Unsafe
- A roadblock to learning
- A bad investment of school dollars
- A major hassle to maintain
- Overall negative impression for stakeholders

We've got it.

- We bring you the best.
- Thousands of quality products at prices you can afford.
- Four exclusive brands with products designed in-house.
- Many of our customer ratings on exclusive brand products:
5 out of 5 stars! ★★★★★



Warranties

- We offer competitive warranties on all our exclusive brand products for your peace of mind. A few examples:
 - **Limited lifetime warranty** on all Learniture science furniture, plus Norwood metal desks, glass boards & more
 - **20 year warranty** on Sprogs wood preschool furniture, cots & soft play
 - **15 year warranty** on Learniture school chairs, stools & desks, plus cafeteria furniture
 - **10 year warranty** on Norwood melamine boards, tables, folding chairs, lecterns & more
 - **5 year warranty** on Egghead document cameras
 - **3 year warranty** on Egghead headphones



“Because kids will be kids we spend so much money on headphones. We love the 3 year warranty [on Egghead headphones] and the customer service with getting replacements is great.”

- Teresa Kroes,
McBain Rural Agricultural School

Certifications

- You'll find **hundreds** of **BIFMA, Greenguard, and UL** certified products from trusted brands in our selection.
- **BIFMA** testing simulates 10 years of use and abuse in normal conditions. This includes tests on:
 - Stability
 - Strength
 - Durability
 - Cyclical use
- **Greenguard** testing takes it one step further and checks for the presence of harmful chemicals in construction materials.



Nervous about purchasing compliance?

- Are you worried about an internal audit?
- Struggling with HARD to navigate state laws and school district regulations?
- Are you thinking: “Oh my...am I OK!?”



We know the rules.

- We've got the **contracts and co-ops** you need.
- Our specialists have:
 - **Dozens** of years of experience.
 - **Expertise** at navigating district regulations and state laws.
 - **Deep knowledge** of educational products and applications.
- We'll keep you **out of the headlines** and ensure all your key stakeholders are happy...and we mean **happy!**



Distressed with delays?

- Has a **vendor ever failed** to get your products in when they said they would?
- Have your students ever sat on a classroom **FLOOR** because a **delivery truck failed to show up** on time, and you heard “don’t worry” or “there’s nothing I can do”?



We meet deadlines.

- We work closely with our warehouses and carriers to ensure your order is delivered on time (and on budget).
- We build the right products ahead of time so they're ready for delivery when you are – especially during the summer months.
- We have:
 - The right products in stock and ready to ship from 3 warehouses.
 - A customer relations team of 15 people dedicated to:
 - Keeping a close eye on your schedule and watching shipments on a daily basis.
 - Fixing any order issues ASAP.



Overwhelmed by installation?

- Have you ever faced a delivery truck at your back door with no lift gate and NO WAY to get products in the door?
- Have you ever scrambled to install rooms of furniture in a matter of hours because of a late delivery?



Assembly, debris & OLD furniture

- Have you been left frustrated and confused by complex assembly instructions?



- Have you wasted valuable time hauling away debris and old, heavy furniture BY YOURSELF?



Let us do the work.

- We bring your **personalized** delivery and installation services, including:
 - Room layout assistance
 - Pre-installation site visits
 - Product assembly and placement
 - Furniture and equipment haul away
 - Debris removal
 - Night and weekend installations



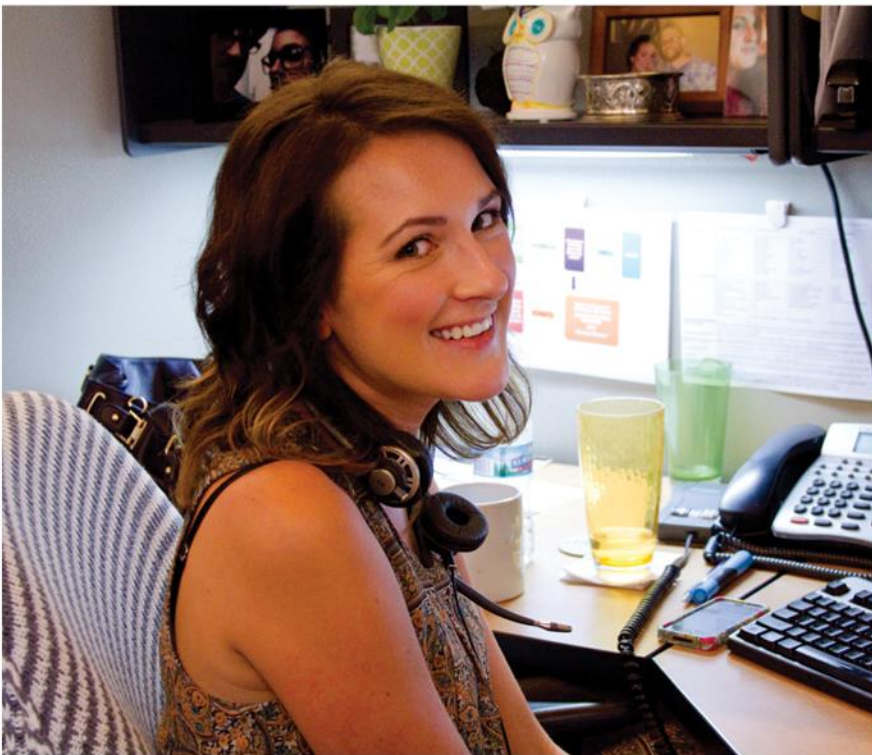
Angry by lack of after-sale support?

- Have you ever been delivered the WRONG products or DAMAGED products and weren't sure who to turn to?
- Or struggled with a confusing claims process on your product's warranty?



We're here to help.

- Our care doesn't stop at delivery or installation.
 - We replace damaged products or parts at no cost to you, or issue an entire refund.
 - Have a warranty issue? We'll save you time and frustration and handle the claims process for you!
- Plus, we follow through with surveys and phone calls post project to gather your feedback.
- It's how we ensure your ongoing satisfaction!



Let us set YOU up for success!

- We answer questions.
- We have it.
- We meet deadlines.

