

A Procurement Officer's Quick-Guide to K-12 Suppliers



A school business official's shopping list can't be fulfilled at everyone's favorite one-stop shop. In your sphere of purchasing, you can't simply make a checklist, toss the needed items in a cart, and happily deliver the products to your district. Much more than scanned barcodes and filled bags, buying for your district is more accurately characterized by research, negotiations, and contracts; however, that doesn't mean you don't share some similarities with the average shopper.

You're looking for quality, value, and variety—and since it's your job to purchase the best products and services for your district for the best price, you know the value of shopping around.

The only problem with shopping around is that it takes time. Saving money often means spending time. Thankfully, there is a time-saving

way to spend less and get the best products. U.S. Communities is the leading national cooperative purchasing program for K-12 school districts. It's the single shopping environment that features quality brands and the deepest discounts in government pricing.

Browse this quick guide to 30 companies that are eager to cater to the education industry. Then, connect online with some of these suppliers and more through the U.S. Communities marketplace, where you can enjoy the convenience of a one-stop shop without the lines and wobbly cart wheels.

FACILITIES

Cintas: Facility Cleaning & Services

 Cintas' Signet Cleaning Chemical Service combines industry-leading chemicals

from Diversey™ with the service excellence of Cintas to bring you one powerful solution. You will always have cleaning chemicals in stock without having to carry inventory. This color-coded, self-contained delivery system ensures correct dilutions every time to keep germ-prone schools spotless.

Club Car: Utility, Transportation and Golf Vehicles



Since their founding more than 50 years ago, Club Car has become the world's largest manufacturer of small four-wheel electric vehicles. Their extensive portfolio includes electric, gasoline, and diesel-powered utility and turf utility vehicles as well as golf cars, low speed vehicles, and transport vehicles. Club Car vehicles are used for facilities, grounds and turf maintenance, security, parking, transportation, public utilities, and more.

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Columbia ParCar: Utility, Transportation and Golf Vehicles



Columbia ParCar Corp. is proud of more than 60 years of success in the electric vehicle industry. Not only can schools quickly purchase utility vehicles to help move people and loads easier, they are also enabled to lessen their environmental impact if using electric vehicles. Adding Columbia vehicles to your fleet can increase employee productivity and multiply the return on investment per team member.

Garland/DBS, Inc.: Roofing Supplies & Services



There's no wrong time to reassess the effectiveness of your building maintenance initiatives. Garland/DBS, Inc., supplies preventive maintenance programs, quality materials, and comprehensive support using competitively priced local labor, and offers services from leak-response programs to maintenance crew training to ensure your schools are well covered.

HD Supply: Maintenance and Hardware Supplies



Keep students and staff healthy all year with sanitizing solutions. HD Supply can provide products such as HVAC, first aid and safety, efficient lighting, water foundations, risers, and podiums to maintain a safe, clean, and efficient campus. HD Supply is a single-source supplier with discounts on more than 70,000 maintenance, repair, operations, and property management products.

The Home Depot: Maintenance & Hardware



The Home Depot offers a robust selection of maintenance, repair, and operations supplies along with hardware and building materials at reduced

procurement costs. Their extensive retail network and available contracts connect public entities with an unbeatable supply chain—making purchasing faster, easier, and more affordable.

SupplyWorks: Janitorial Supplies & Equipment



SupplyWorks will help keep your educational institution clean and healthy this school year. Since hygiene plays a vital role in your learning community, they've committed to helping you create a healthy community where students can learn. Their exceptional technical support, detailed product training, robust e-commerce capabilities, and comprehensive facility assessment programs maximize your productivity and reduce your overall costs.

Trane®: HVAC Products, Installation, and Services



Trane, a world leader in air conditioning systems, services, and solutions, can help optimize indoor environments through a broad portfolio of energy-efficient heating, ventilating and air condition systems; advanced controls; building, contracting, and energy services; and parts support. Known for reliability, high quality, and advanced innovation, Trane can help schools create a comfortable environment for teachers and students of all ages in buildings of all kinds.

OFFICE AND SCHOOL

Fisher Science Education: Science & Lab Supplies



For unmatched product selection for science, technology, engineering, and math curriculum, look to Fisher Science Education. From basic lab supplies to state-of-the-art classroom technology, they help prepare today's students to be the innovators of tomorrow.

GameTime: Playground Equipment



GameTime helps schools enrich the lives of children through play. Providing playground systems, themed playgrounds, outdoor fitness products, sports equipment, and more, their products are durable, easy to install and maintain, and backed by the industry's leading warranty. Combined with standards-based curriculum from their parent company, PlayCore, GameTime is a valuable resource for schools.

Gopher: Athletic & P.E. Equipment



For 70 years, Gopher has proudly served organizations in the fields of physical education, athletics, fitness and recreation. Gopher provides schools with the largest and most unique assortment of physical education products in the world. From PE classics like jump ropes and parachutes, to unique items like Uploadable FITstep™ Pro Pedometers and DuraCoat™ Coated-Foam Balls, Gopher has you covered.

Haworth: Education Furniture Solutions



Haworth has been serving education clients for decades, partnering with schools to create environments that dramatically enhance teaching and learning. Their variety of integrated solutions provide better results for the way you work, live, and learn. Haworth, Inc., is a global leader in the design and manufacture of furniture and Organic Workspaces™, including a variety of craftsmanship from raised access floors to wood casegoods.

Herman Miller: Education Furniture Solutions



Innovative ways to improve the performance of clients' schools have become Herman Miller's hallmark. Among their

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products and services, their seating furniture, tables, workstations, filing and storage options, desks and desk furniture, work tools, lighting, and outdoor furniture would most benefit school systems.

Knoll: Education Furniture Solutions; Education, Activity, Faculty & Staff Furnishings



Knoll furnishings can provide educational facilities with high-performing, flexible, and cost-effective spaces that inspire students, faculty, and staff. Knoll solutions are designed to meet the diverse needs of the entire campus while remaining timeless. Offerings include furnishings for activity spaces, learning and classroom spaces, administrative areas, and outdoor/dining/café setups.

Kompan: Playground Equipment



Kompan’s innovative products motivate active play to promote and support child health, learning, social development, and inclusion. Their research-based designs specifically target the developmental needs and stages of the age group they are designed for, including early-learning, school-age, and teens.

Premier: K-12 Food Products and Distribution; Group Purchasing for Healthier School Meals



Premier’s K-12 foodservice distribution contract was designed specifically for the K-12 market. It uses more than 200 manufacturer agreements through its

broad line distribution program with US Foods. Users will garner savings on more than 100,000 food and nonfood products.

Ricoh: Print & Document Management Solutions



Ricoh solutions for education are designed to enhance the student experience and save time, money, and the environment. Ricoh solutions help you improve operational and workflow efficiency, share electronic records, remotely access files anywhere, improve student records, safeguard data, reduce instructional delivery costs, reduce paper use, and more.

Virco Mfg. Corporation: Equipment for Educators



As America’s leading manufacturer and supplier of classroom furniture and equipment, Virco offers thousands of reliable, high-value furniture and equipment solutions for school systems. Whether schools need furniture that supports collaborative learning or traditional classrooms, or furnishes library lounges or computer labs, Virco offers an array of options for all of your on-campus environments.

contingent workforce processes and spend with minimal to no cost increase through automation.

Alvarez & Marsal: Public Sector Consulting



Alvarez & Marsal (A&M) provides world-class performance improvement, turnaround management and corporate restructuring services, as well as multi-disciplinary industry expertise. A&M was instrumental in the recovery of the New Orleans public school system in the wake of Hurricane Katrina and has since been involved in restructuring initiatives in New York schools, as well as district advising in Washington, D.C., and Detroit.

Advance Professional Driven by CARQUEST: Auto & Equipment Parts



Advance Professional Driven by CARQUEST has the parts and solutions for K-12 and higher education. They offer everything from small engine parts and golf cart batteries, to school bus parts and products for light, medium, and heavy-duty vehicles.

HotelPlanner: Travel Program Solutions and Discounts



HotelPlanner simplifies travel purchasing, streamlining the ability to manage and monitor travel expenses, giving school districts the lowest available travel rates for lodging, car rental (15 options), flight (156 flight partners), and other event services through a competitively solicited contract. HotelPlanner’s world-class technology provides

SPECIALTY

Acro: Staffing Solutions



Acro’s proven and industry leading Managed Staffing Provider (MSP) solution, using its own web-based Vendor Management System (VMS) XRMSM System, can enable school systems to streamline and optimize their



U.S. COMMUNITIES®
GOVERNMENT PURCHASING ALLIANCE



Taking advantage of a collection of companies who’ve already met the high standards of education’s most trusted purchasing cooperative helps you rest easy in the midst of your demanding projects. To benefit from the products and services of these companies and more like them, join in on the purchasing power of over 90,000 public agencies by registering with U.S. Communities at no cost. To learn more, visit www.uscommunities.org.

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instant rates and Instant Contracting™ to greatly increase productivity, accuracy, and ease in capturing travel spend.

ServiceWear Apparel: Uniform & Work Apparel



ServiceWear Apparel distributes a comprehensive range of high-quality work apparel designed to fulfill the needs of school districts: facilities/custodial, transportation, food and nutrition services, and security.

TAPCO: Traffic & Parking Solutions



TAPCO offers a wide range of products for the safety and security of schools and the surrounding roads. Their BlinkerSign® LED-enhanced signs catch the attention of drivers and students, keeping traffic safe and controlled. In addition, they provide wayfinding and directional signage, delineators, markers and pavement marking, and outdoor LED lighting for benches, tables, receptacles and bike racks.

Tradition Energy: Energy Management & Consulting; Energy Cost Management



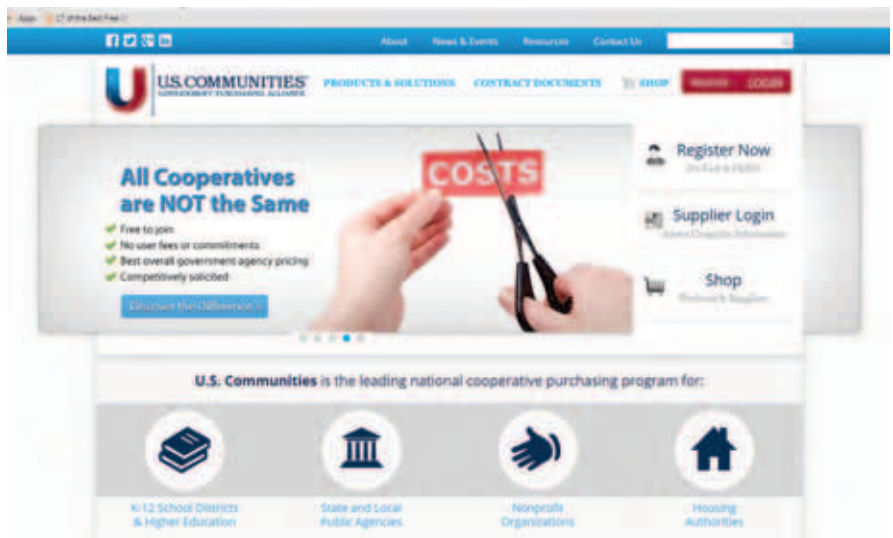
Everyone knows the importance of the three Rs. But for school administrators, there is a fourth: Reducing energy costs. The full-service offerings of Tradition Energy, one of the world's most experienced energy expense management advisors, have helped hundreds of education clients reduce, control, and manage energy more effectively.

TECHNOLOGY

Graybar: Electrical & Telecommunications Solutions



School systems will benefit from Graybar's security solutions, designed to simplify installation and protect your



campus. Whether you're looking for video surveillance, intrusion prevention, access control, or a fiber optic system, Graybar can meet your security needs with excellent products and services.

Insight Public Sector: Technology Solutions



It's important for students to have the right technology, bandwidth, and infrastructure in place. Insight Public Sector offers the hardware, software, services, and solutions to help schools address education's diverse technology demands and requirements, and ensure the readiness of the school system.

Kronos: Workforce Management Solutions



Kronos supplies workforce management software to schools of all sizes, enabling principals and managers to track employee time and leave for better control of labor costs. Their solutions also have the ability to interface with existing substitute finder systems. Kronos is a proven, trusted partner in versatile solutions, vendor stability, and product innovation.

Safeware-Mallory: Emergency Response & Mass Communications



Safeware-Mallory is committed to making your campus a safer place for your students, faculty, staff, visitors, and parents. Our expertise in the public safety and homeland security sectors provides schools with access to the latest solutions for disaster preparedness, surveillance, physical campus perimeter and classroom security, and an innovative lock down solution for classroom doors.

UNICOM Government: Technology Solutions



Through the U.S. Communities contract, UNICOM Government is responding to the challenges of school districts with solutions that provide a wide breadth of technology products and professional services. Their experts can assist with cloud solutions, physical security, mobility, and end user computing. Unicom's end-to-end solutions can accommodate educational systems from planning to installation.