

# Kentucky Educational Development Corporation (KEDC)



BUSINESS IS  
**HUMAN**

SEPTEMBER 15, 2023

# Cover Letter

September 15, 2023

## Kentucky Educational Development Corporation

904 Rose Road  
Ashland, KY 41102-7104

Dear Member Services Team:

Thank you for allowing Staples to participate in the bidding process for Kentucky Educational Development Corporation's (KEDC) classroom and office supply program. At Staples, we are dedicated to helping our customers get more done every day. That's why Staples makes finding, buying and delivering the right products and solutions faster and easier.

Staples has proposed pricing using our competitively awarded Sourcewell program. The Sourcewell–Staples cooperative purchase agreement is designed to provide office supplies, school supplies, facility supplies, office furniture and classroom furniture solutions at competitively bid pricing to educational institutions and local government entities, including cities, counties, districts, towns, transit/water authorities, fire and police departments, rescue services and other public agencies.

Benefits of the Sourcewell program through Staples:

- **Cost Savings** – Obtain competitively bid contract pricing on multiple product categories.
  - Stable and consistent national Core List (currently approximately 24,000 items updated bi-annually on Feb. 1st and Aug. 1st)
  - Exclusive manufacturer discounts and price protections (not available without our cooperative contracts)
  - Customer-specific pricing available to maximize savings based on your high-use items
  - Market-sensitive non-core pricing to maximize contract compliance and minimize maverick spend
- **Accountability** – Working with one supplier and one accountable point of contact for your entire program.
- **Proven Reliability** – Receive exceptional ordering and delivery support from a trusted, financially stable supplier.
  - Utilized by over 7,000 customers in the U.S. (our largest national government contract)
  - Guaranteed genuine products from an authorized reseller
- **Streamline** – With everything you need under one account, you benefit from simplified invoicing and administration processes.
  - Includes multiple categories for broad product inclusion providing solutions for multiple categories as your needs evolve

Staples is pleased to submit our response to this RFP. Pricing offered hereunder is valid for 60 days from September 15, 2023. Should an award not be made in that time, Staples reserves the right to adjust pricing based on any changes to manufacturer pricing during this period.

We welcome the opportunity for further discussion.

Sincerely,

**Mike Kampschaefer**

Director – Enterprise Business Development

(502) 468-3598

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# Questions from Price File

## *Bidding firm:*

Staples

## *Secondary Discount Percentage*

In addition to the customized pricing offered on the specified list of items provided, as a Sourcewell member, KEDC will have access to a national core list of 32,000 items priced based on national usage and best market price. Prices on the national core list items range from 20% to 60% off list price.

The prices for items beyond the national core list shall appear on StaplesAdvantage.com and shall be adjusted to reflect changes in stock availability, market conditions, buying expense and other factors that affect the overall cost of the non-core items. Non-core items are not subject to customer audit, or any pricing guarantee.

## *Prompt Payment Discount Percentage*

Staples will offer 1% 10, Net 30 days.

## *Prompt Payment Discount Terms (Net Days)*

Payment terms are Net 30.

## *Do you currently have a website that supports a digital cxml punchout catalog>*

Yes.

## *Orders placed before 5:00 PM will be delivered: (e.g. next business day, 2<sup>nd</sup> business day, etc.)*

Orders placed by 4:00 p.m., will be processed and delivered the following business day.

## *Retail outlets will honor the line item pricing and secondary discounts (Yes or No)*

Yes.

## **References**

### *Company/Name/Email address/Phone*

Coweta County School System  
Tawanna Horton, Purchasing Director  
Tawanna.Horton@Cowetaschool.com  
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