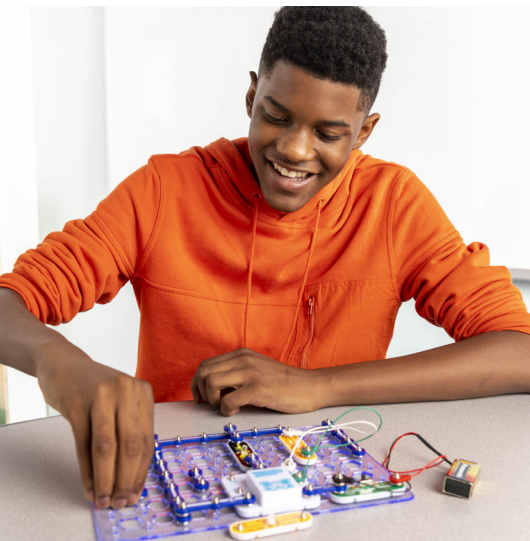


March 15, 2022

STEM NOLA

Request for Proposal Response

For provision of kit sourcing, assembly, and distribution services





Empowered teachers, engaged students

901 Janesville Avenue
Fort Atkinson, WI 53538-0901

PHONE 1.800.558.9595

FAX 1.800.372.1236

EMAIL info@nascoeducation.com

WEB nascoeducation.com

March 15, 2022

STEM NOLA

Attn: Jamie Sachs, Interim Chief Learning Officer

4910 Drexel Dr.

New Orleans, LA 70125

Re: Request for Proposal Response

Dear Jamie Sachs,

Thank you for the opportunity to participate in the STEM NOLA request for proposal for kit sourcing, assembly, and distribution. Nasco Education is excited to help support your mission to expose your community to STEM opportunities and inspire the next generation of innovators and entrepreneurs. Please find attached our formal response in the format requested. We also welcome you to learn more about our capabilities and strengths and how they benefit STEM NOLA in the enclosed materials.

EDUCATION FOCUS

Like STEM NOLA, Nasco Education believes in the profound value of hands-on learning experiences. For more than 80 years, schools and educational organizations have turned to us for K-12 project-based learning materials. STEM learning and career and technical education are central to our mission, and we're focused on delivering quality learning materials that help educators prepare students for success in STEM fields.

KIT EXPERIENCE

Nasco Education has decades of experience sourcing, assembling, and delivering custom learning kits. Whether an order requires 10 kits or 10,000, our dedicated employees ensure our customers get exactly what they need, when and where they need it. Our long-lasting supplier relationships, strong assembly and quality-control processes, and large warehouse space ensure that Nasco Education can meet or exceed all your requirements and grow with STEM NOLA as your needs evolve.

COMMITMENT TO EXCELLENCE

To assist STEM NOLA, we've put together an experienced team, whose members are available to respond quickly to your questions and needs. They will make it their mission to optimize the cost and quality of every kit component and ensure that each kit is assembled, shipped, and delivered with complete accuracy.

Thank you, again, for the opportunity to partner with STEM NOLA. We look forward to discussing how we can further your mission by providing interactive, hands-on materials for learners of all ages.

Best regards,

Nedra Sadorf

Chief Executive Officer

1.414.690.6522

nsadorf@nascoeducation.com



Meet your team



Main Contact: Deb Tipton, Account Manager

Deb has 32 years of experience serving the education market, with a focus on science and STEM solutions. For the past 10 years, she's worked directly with organizations like STEM NOLA, assisting with product selection and development, as well as serving as the Director of Operations for 12 years, overseeing kitting operations. She will be STEM NOLA's main contact, ensuring that your partnership with Nasco Education exceeds your expectations.

Email: dtipton@nascoeducation.com

Phone: 1.920.723.9410



Nedra Sadorf, CEO, Nasco Education

Nedra has worked in the education sector for the past 10 years. Prior to supporting K-12 institutions as the President/CEO of Nasco Education, she was the President of Demco, which serves public and K-12 libraries throughout the United States. Nedra started her career as an officer in the U.S. Navy's Nuclear Power Program, served as the Lockheed Martin Program Manager for airport security improvement following the events of 9/11, and has lived and worked in Spain and China, consulting on market entry as well as teaching English as a Second Language (ESL). Nedra holds an undergraduate degree from Wellesley College and an MBA from the University of Illinois. She looks forward to the opportunity to collaborate with and support the mission goals of STEM NOLA, along with the rest of her Nasco Education team.

Email: nsadorf@nascoeducation.com



Lori Jacoby, Director of STEM/STEAM Solutions

Lori holds a Bachelor of Science in Computer Information Systems. Her experience in product management and business analytics includes four years working in the education field and 10 years working in STEM industries. Throughout her career, she has held roles that focused on solving customers' problems and helping them find the products and solutions they need to be successful. Lori will do the same for STEM NOLA, using her knowledge and expertise to support your product and marketing needs.

Email: ljacoby@nascoeducation.com



Jordan Nelson, STEM/STEAM Customer Engagement Manager

Jordan has been in the education industry for over 10 years and has extensive experience working with educational STEM organizations. As a Customer Engagement Manager, he leads professional development workshops and webinars, provides instructional support for STEM/STEAM solutions, and supports educational partners by selecting and recommending STEM products based on customer needs. Jordan holds a Bachelor of Science in Education and has experience designing NGSS materials, combining innovative methods with best practices to build connections between student outcomes and real-world application. Jordan will support the development and creation of STEM NOLA's student project kits by assisting with the technical specifications of the materials Nasco Education provides.

Email: jnelson@nascoeducation.com

Company overview

Since 1941, schools and educational organizations everywhere have been turning to Nasco Education for engaging, project-based learning kits for kindergarten through high school.

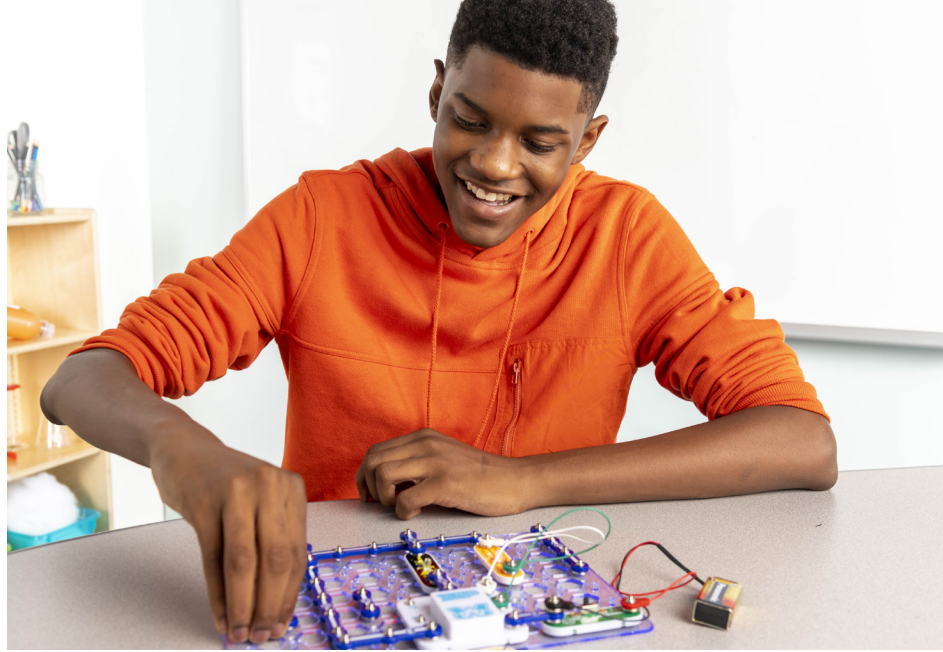
STEM learning and career education are central to our mission, and we believe in the positive impact experiential learning can have on all ages. That's why we're focused on empowering educators with hands-on learning kits that foster collaboration, communication, and critical thinking and prepare students for success in STEM fields.

STEM learning and beyond

Nasco Education's capabilities extend into multiple subject areas. This broadens our reach and enables us to source the materials STEM NOLA needs through an extensive network of suppliers and products.

Along with STEM learning, we specialize in art, social-emotional learning, and career readiness. Through our work in these areas, we help educators create hands-on learning environments where students can feel safe and supported, exercise creativity, boost 21st-century skills, and explore future careers.

To help educators maximize their budgets, Nasco Education has also developed proprietary solutions that offer low-cost, high-quality alternatives to name-brand science, math, and art materials. Our proprietary lines can help STEM NOLA reduce costs without sacrificing quality.



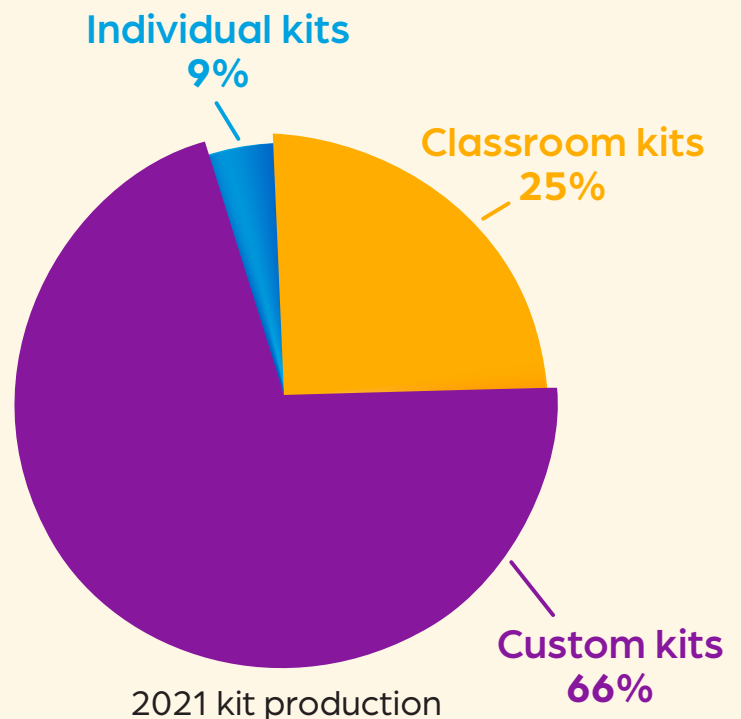
Our kit services

Nasco Education partners with both K–12 institutions and organizations like STEM NOLA to provide equitable STEM learning opportunities for all students, delivering more than 100,000 kits annually.

We have extensive experience in sourcing, assembling, and distributing custom kits exactly to our customers' specifications, ensuring that they have more time to focus on providing amazing learning experiences.

Our experts also offer consultation services to assist customers in creating learning kits that support their curriculum. These services include product recommendations, identification of low-cost or specialty products, and optimum packaging recommendations.

While the majority of our efforts are focused on custom kits, we also offer pre-assembled individual and classroom kits to support educators with off-the-shelf solutions.



1,200 global suppliers

Sourcing

Our experienced procurement team works with a global network of 1,200 suppliers. Because of our strong supplier relationships, we can source hard-to-find items and provide customers with a variety of cost and quality options.

Our team is skilled in negotiations with material vendors and will consistently seek the most competitive rates on your behalf. We track raw materials and monitor the market closely to ensure competitive pricing.



99% accuracy rating

Quality control

Nasco Education has strict quality control processes in place throughout all stages of the kit process, which include the following steps:

- We monitor the quality of components upon receipt and prior to kit assembly.
- Before assembly, the customer's copy of the Bill of Materials is compared to our system to ensure that the components and quantities match.
- For new kits, a test kit is created to model the best packaging and assembly, and that test kit is kept on hand for the team to reference at any time.
- Checklists and any extra assembly or packaging steps are noted in our system to ensure that the quality is the same every time the kit is ordered and fulfilled.

- We conduct team training and provide the team with documented checklists to verify the accuracy of kit assembly.
- During and after assembly, kits are inspected for quality, completeness, and accuracy.

Customer satisfaction is of the utmost importance and priority to Nasco Education. We guarantee kit accuracy and quality workmanship and will quickly remedy any defects for the customer. As a result of our high standards, we've achieved a 99% accuracy rating.



Storage

Nasco Education owns a warehouse and office space in Fort Atkinson, Wisconsin, with 300,000 square feet of storage capacity. Not only can we accommodate STEM NOLA's current requirements, but we can grow with you as your needs evolve.

300,000 sq. ft. of storage

94% customer satisfaction

Inventory management and fulfillment

Nasco Education fully appreciates the importance of timely and accurate reporting on inventory levels for assembled kits. We currently leverage a variety of mechanisms to ensure visibility to inventory levels for our customers and can provide STEM NOLA with weekly inventory reports.

Our experienced distribution team is poised to fulfill STEM NOLA's requirements. The team includes 50

coworkers, with an additional 30% staff during the summer months, who currently ship 750,000 lines and 250,000 orders nationwide each year. They are led by a leadership team with a combined total of 55 years in distribution and fulfillment.

This team's dedication to our customers has resulted in a 94% customer satisfaction rating.



References



BOY SCOUTS OF AMERICA®
NATIONAL COUNCIL

To Whom It May Concern:

The Boy Scouts of America (BSA) has worked with Nasco Education since 2015. They have helped us launch the pilot program STEM Scouts by building our STEM kits.

As a pilot program, our needs have evolved over and over, and Nasco has never failed to meet our needs in materials, kit sizes, shipping dates, last minute orders, and sampling of materials.

They have initiated several conversations about furthering our impact and inquiring about our needs (current and future) – they always seem to be a step ahead!

Nasco's ability to source and secure materials has been astonishing. This gives us such ease when writing STEM content; we know they'll be able to find just what we need!

Nasco has shown incredible flexibility when we have found ourselves on backorder for kits. They have shipped partial shipments of purchase orders countless of times and increased purchase orders last minute so that we could meet our demand.

The Nasco team is extremely knowledgeable about their products and services, very friendly, and they always seem to be available – no matter how last minute the need to chat is!

I would *highly* recommend Nasco for any kitting, content, and material needs. They do it all!

Mallory Davis

STEM Scouts Interim Director and Curriculum Specialist

Mallory Davis

1325 West Walnut Hill Lane
P.O. Box 152079
Irving, Texas 75015-2079
972.580.2000
www.scouting.org

Prepared. For Life.™



References

“Nasco fit the need for supplies, budget, timing, and pre-packaging. The kits were appreciated by teachers and students. They also helped ensure equitable access to materials. The team at Nasco has always been very easy to work with and very responsive to our needs.”

– Mark Myers, IT Manager,
Launch Virtual Learning Center, MO

“We reached out to Nasco to see if they would be willing to create kits and work on our tight timeline, when supply chain issues were pervasive. Nasco was honest about their ability to meet our needs and we were able to work together for a successful product.

We worked with many vendors on this project. Nasco exceeded the performance of the other vendors by consistently communicating the status of the project and fulfilling our needs and expectations. We never had to question or worry about the kits, and when they arrived at schools, we were beyond pleased with the product packaging and labeling.”

– Kat Sauter, STEAM Coordinator,
San Antonio Independent
School District, TX

“Minneapolis Public Schools was excited to partner with Nasco in the creation of our Distance Learning Arts Kits for our K-12 students. They were able to help us craft unique kits to support student learning in the visual arts classroom. We were extremely satisfied with their responsiveness, creative problem-solving, and ability to get us high-quality art materials in a timely manner. We look forward to working with them again in the future for our art materials needs!”

– Nora Schull, K-12 Arts District
Program Facilitator,
Minneapolis Public
Schools, MN

“I received exceptional service from Nasco creating individualized art kits for my 500-plus students! I told [my representative] my budget and she worked to keep my kits within that, while keeping it exciting for the students! Seeing the smiles on their faces and squeals of delight as students received their kits was truly a magical moment in my career. She also has checked in with me throughout the year for refills and extra kits as we need them. Honestly, I was blown away with the personalized attention I received, and it let me focus on what I love — teaching art!”

– Laura Sturgill, Art Teacher, Oak Hill School, TN

Thank you

Thank you for the opportunity to partner with STEM NOLA to bring STEM learning to life for the students in your communities. We're excited to share our extensive resources, knowledge, and expertise and to work together to create engaging hands-on STEM opportunities that inspire the future innovators of tomorrow.

Contact us

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