

School Health #061417-SHC

Pricing for contract #061417-SHC offers Sourcewell participating agencies the following discounts:

To best serve the members, we have decided to go with a combination of pricing models to make up our overall strategy – aggressive discounting up to 30% on a hot list of 200+ top selling items in the subcategories specified in the RFP. 13% off all other products, and additional exception pricing for high volume opportunities.

We have created a “hot list” of 200+ top selling items (organized by subcategory) and have applied deeply discounted prices of 18%-30% off list to the “hot list” of products. This market basket is broken down into the subcategories to make it easy for member to find sample items in each of the award categories.

Another component to our comprehensive price program is a percent discount from our various catalogs (included). WE are offering a 13% discount from our catalog list prices (many of which are already discounted off MSRP). Our catalogs are updated annually, and a new pricelist will be provided to reflect the 13% discount off catalog/list pricing as well as ecommerce updates for punchouts and online ordering. Attached is a full spreadsheet of product SKU's with contract pricing included in the catalog discount. (Within the spreadsheet there are some non-discountable skus represented. These items are all eligible for purchase through contract, with contract benefits at non discounted prices.

The price structure benefits from “ceiling pricing” and quantity discount adjustments; meaning in the event of a large opportunity or quantity sale, we will negotiate a lower price based off the opportunity to ensure the best, most competitive option for members. As mentioned in addition to our 23,000 skus we have access to unlimited products throughout 1200 vendors to meet all demands of members.

Please Contact School Health for quotes, or product specific questions.

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