

# Setting Up Schools for **SUCCESS**

**Big ideas. The best plans. Expert support for  
the 21<sup>st</sup> 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 21<sup>st</sup> century learning environments.
    - **135** total employees
    - **30** sales consultants
    - **3** contract specialists
    - **3** installation supervisors
    - **2** product designers



# Confused about “21<sup>st</sup> century classrooms”?

- What exactly IS a 21<sup>st</sup> century learning space?



# We have answers.

- **A 21<sup>st</sup> century classroom seeks to develop the “4C’s”:**
  - Critical thinking
  - Collaboration
  - Creativity
  - Communication
- Studies show that when 21<sup>st</sup> 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 21<sup>st</sup> 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!



1

SKU#	Description	Qty	List	% Off	Price Per Item	Total Price
1 - ABC-12345	<a href="#">Custom Mobile Conference Table (30" Diameter)</a> Options: ☐ Cherry Top w/ Silver Base Color Combination (+ \$0.00) Estimated Delivery: Free Shipping - 3 Business Days after order confirmation *Special pricing based on Unified Purchasing Code	8	\$198.00	22%	\$52.99*	\$419.12
2 - NOR-T1001-50	<a href="#">Select Mobile Plastic Stack Chair</a>	04	\$69.99	28.27%	\$49.99*	\$1,999.32



2

SKU#	Description	Qty	List	% Off	Price Per Item	Total Price
1 - ABC-14321	<a href="#">Business Mobile Conference Table w/ Parked Board Case</a> Options: ☐ Cherry Top w/ Silver Base Color Combination (+ \$0.00) Estimated Delivery: Free Shipping - 3 Business Days after order confirmation *Special pricing based on Unified Purchasing Code	15	\$1,200.00	48%	\$628.99*	\$9,434.85
2 - NOR-T1001-50	<a href="#">Select Mobile Plastic Stack Chair</a>	04	\$69.99	28.27%	\$49.99*	\$1,999.32

## 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! ★★★★★

# Learniture

**Norwood**<sup>TM</sup>  
Commercial Furniture

**egghead**<sup>TM</sup>  
ELECTRONICS FOR LEARNING

**sprogs**<sup>TM</sup>  
early childhood furniture



# 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



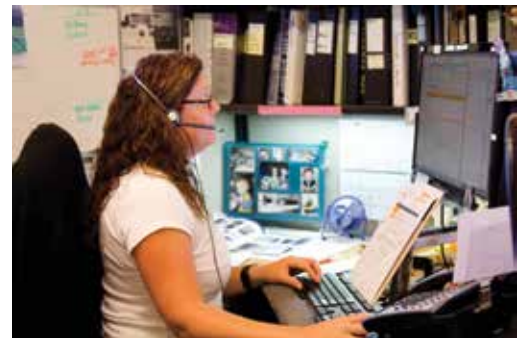
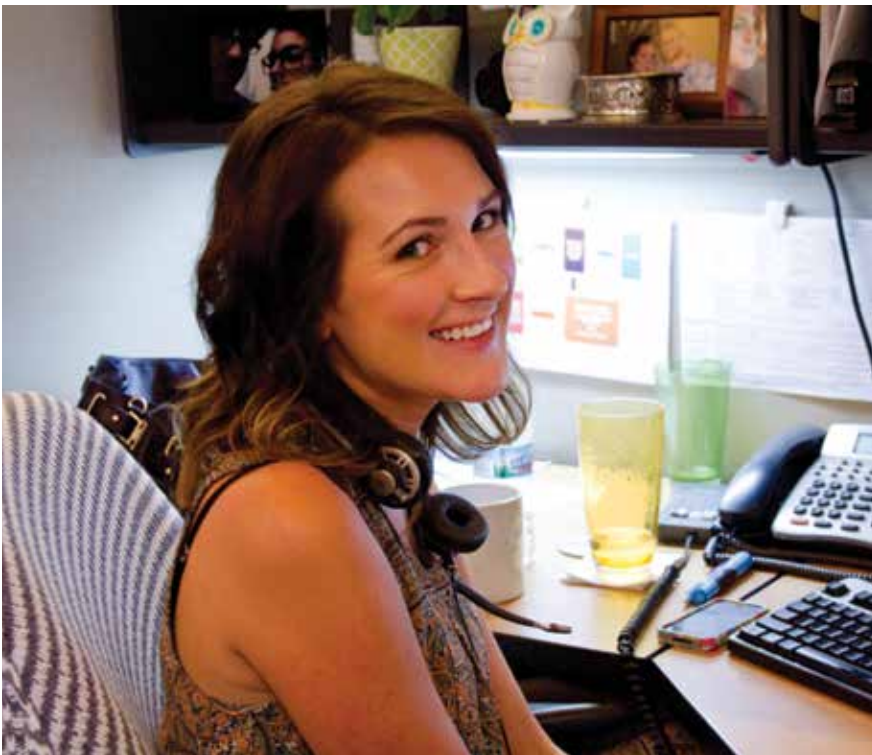
## Angry by lack of after-sale support?

- 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.

