

Mr. Mark Booker – Director of Purchasing
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Garland ISD - Purchasing Department
501 S. Jupiter
Garland, TX 75042

March 25, 2021

**Educational Software, Licenses, Subscriptions, Hardware and Services for:
Garland ISD, Garland, TX
RFP 397-21-04 – Bid – April 1, 2021**

Mr. Booker,

We are honored to propose our Digital STEM Learning Solutions for Garland ISD's students. Educators tell us they appreciate Flinn Scientific for our products and services provided to improve STEM Teaching & Learning. We welcome your evaluated comparison of Flinn as a valued vendor partner for your district, as we are eager to bring our products to your teachers and students. These resources are provided to schools on our composite platform for anywhere, anytime access to your STEM software solutions.

Enclosed you will find the proposed Flinn Digital STEM Learning Solutions for your teachers and students:

1. **360Science™** - Grades 9-12 – Blended Learning Labs for Science
2. **Science2Go™** - Grades 6-12 – Digital Labs & Resource Content for General & Honors Sciences
3. **FlinnPREP™** - Grades 9-12 – Advanced Placement / Advanced Academics
4. **WhiteBox Learning™** – Grades 5-12 – STEM Engineering Learning System
5. **Digital Dissections™** - Grades 5-12 – Life & Biological Sciences
6. **FlinnSTEM™** - Grades 2-10 – 15 modules – Real World Science Applications
7. **360Storylines™** - Grades 9-12 – Phenomena-Inspired, Real World Science Investigations
8. **Chemventory™** - Grades K-12 – Regulatory Compliance Tool
9. **Professional Learning Series™** – Science Safety & Solutions – OnSite, OnDemand, OnLine Options
10. **U-Design™** – STEM Lab & Classroom Planner
11. **STEM Solution Subscriptions** – Added as available for Teacher, Site and District.
12. **Curricular & Instructional Materials** – resources website: www.FlinnSci.com/Shop-the-Catalog/

For comparison, here are just some of what makes a Flinn partnership stand apart from others in added value:

Flinn's Digital Solution Services –

1. **Implementation Services** – Included with Initial Purchase
2. **Data Services** – for Integrations, as necessary
3. **Professional Learning** – Included with Initial Purchase
4. **Continuing Education & Professional Learning** – OnSite, OnDemand, OnLine options available.

Supply Chain Services –

1. **Flinn's Science Catalog Reference Manual** – Featured products and information are valued resources for science teachers. Available in both print and digital (page-flip) versions.
2. **Flinn's Science Essentials Purchasing Guide** - This tool offers a comprehensive list of the instructional materials for your science courses. Handy for inventory, requests, order & grant preparation, ordering
3. **Complete Shipments** – One Order, One Shipment, One Receiving, One Payable. Flinn's Hallmark Service
4. **Ordering Methods** – for cost-efficient order processing, online, web, phone, fax, mail, e-Commerce.
5. **Custom Website** – features district-specific catalog pricing, escalated authority, order history & resources.
6. **Quality Products and Advantages** – lowers district's cost-of-life investments & service of our offered products.
7. **Selection** – our quality products ensure your science teachers have resources they need for teaching & learning.
8. **Volume Pricing** – Flinn's proposed discount pricing recognizes economies when processing larger GISD's orders.

Teaching & Learning –

1. **College Prep – AP Laboratory Resources, FlinnPREP™ for AP Course Prep online, Dual Enrollment Resources**
2. **Science Teaching Videos** – Flinn Scientific offers an abundance of teaching tips, lab ideas and how-to-videos all designed to help make teaching easier and safer.
3. **More Science Teaching Resources** – All science teachers enjoy Flinn’s website as their go-to resource!
4. **Exclusive Products** – comprise one-third Flinn’s products offered for enhanced teaching & learning outcomes.
5. **National Science Teachers’ Association** – as a valued supporter of the science teaching profession.
6. **NEW Science Teachers Program** – courtesy resources are provided for registering NEW Science Teachers.

School Construction Planning –

1. **Product Selection** – Recommendations & Tools
2. **Coordinated Service** – from planning, budgeting, product selection, proposal generation, contracting, product sourcing, order processing, and other services, Flinn offers a value at each of these stages.
3. **One Vendor Science & STEM Outfitting** – One order, one shipment, one delivery, one service!
4. **Flinn’s Seven-Star Science Special Service Solution** – Orders process, pick, pack, mark & ship by room.
5. **Project Management** – Special projects need special handling and considerations. We’ve got that covered!
6. **Personalized Service** – We offer a dedicated point-of-contact to handle your project from beginning to end!
7. **Continuation Needs** – 35% of a NEW school purchases take place the year after the school opens. Flinn is your long-term science supply partner!

Responsible Science Safety –

1. **Flinn’s Science Safety Course** – Your teachers can become "Flinn Certified" in high school or middle school laboratory safety with this free online certificated safety course – in support of GISD’s risk & liability reduction.
2. **Chemventory™** – This program helps manage your schools’ chemicals. It includes OSHA compliant Safety Data Sheets, GHS labeling, SDS, and chemical storage compatibilities and allows for district-wide visibility to resources.
3. **Chemical Management & Science Safety Training** – reduces district’s liability risk, meets regulatory compliance, provides safety training & system, includes district Professional Learning.
4. **Laboratory Safety Inspections & Solutions** – ensure safe science rooms, laboratory and practices by staff and students.
5. **U-Design™** – Flinn’s online Science Facilities Layout Planner is used to plan and design a new or renovate an existing science & STEM rooms online! A resulting 2-D graphic layout and quote prepares a proposal for schools’ administration.
6. **Monthly Safety Notes** – will be shared with your Science Department Chairs and leading science teachers.

We appreciate your consideration of Flinn Scientific as a preferred provider for the value we provide to your teachers and students. Objectively for your planned district investments, we expect you will find Flinn offers more than may be found through our competitors in terms of product quality, services, resources, and supports for Garland ISD’s teachers and students.

***These NEW & FREE resources for 2021 may be found at:
www.flinnsci.com/Tom-Trapp/sa1001***

Respectfully,

Tom Trapp
National Science & Safety Director
Flinn Scientific / www.FlinnSci.com / 402-960-5578 (m)
www.flinnsci.com/Tom-Trapp/sa1001

attachments:

2021 Flinn’s Digital Learning Solutions
2021 Science Essentials Purchase Guide
2021 Sole Source Letter
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RE: Flinn Scientific Sole Source Documentation of Proprietary and Exclusive Products

Thank you for your choosing Flinn Scientific's products and services. Flinn is the sole source provider of approximately 35% of our educational products currently available. These exclusive products are designed in line with Flinn's mission and purpose to provide enhanced teaching and learning experiences for all science teachers and their students. Flinn's products are backed by a superior warranty and are fully supported by Flinn's advanced proprietary development, curricular resources, and ongoing technical support. Sole sourced products are indicated as such on our website, in our catalog, and our Science Essentials Purchase Guide with a diamond icon.

Sole-source products and services featured on Flinn's website and in its catalogs and marketing material include:

Online Resources and Courses:

FlinnPREP™
Chemventory™
U-Design™
Flinn Scientific Safety Course™
Flinn SDS-Live™
Science2Go™
360Science™
Flinn's Professional Development Series™ (with potential Continuing Education Credits)
Flinn's Whitebox Learning™
FlinnSTEM™ - IMSA Fusion®
Flinn Scientific, Inc. Website – Supply Chain Management protocols & Punchout Education Catalog™
Flinn Teaching Chemistry Video Series
Flinn's YouTube® Channel Teacher video Series
Flinn's Safety Professional Development Seminar – Series

Chemical Safety:

Proprietary Compatible Chemical Storage Codes and Storage Method
Proprietary Chemical Safety Labels
Proprietary Chemical Packaging Containers and Eco-friendly Package Sizes

Instructional Products and Equipment:

A-Demo-A-Day™ Science Book Series – 6 titles
POGIL® Book Series for high school chemistry and biology – Exclusive Distributor
Flinn Microscopes™
Flinn Spectrophotometer™ & Curriculum/User's Manual
Flinn Electronic Balances™
Flinn Mini Centrifuge™
Flinn Hot Plates™, Stirrers and Hot Plate/Stirrers
Flinn PSWorks®—Physics Equipment
Flinn STEM Design Challenge™ Lab Manual

Curriculum Kits:

Flinn's STEM Design Challenge™ series
Flinn's Super Value Laboratory Kits
Flinn's Demonstration Kit series
Flinn's AP Biology Kit series*
Flinn's AP Chemistry Kit series*
Flinn's AP Environmental Science Kit series*
Flinn's AP Physics Kit series*
Flinn's Student Laboratory Kit series
Flinn's Guided-Inquiry Kits
Flinn's Dissection Guide series

Reference Materials and Resources:

Flinn Science Catalog Reference Manual™—\$25.00 value, Free to school customers
FlinnFax™—Subscription Service—\$19.99/year value, Free to school customers
Monthly Safety Notes™—Subscription Service—\$19.99/year value, Free to school customers
Flinn's First Year Science Teacher Survival Kits™—\$29.99/year value, Free to school customers
Flinn's Lab Design Guide & Lab Renovation Consultation Services
Flinn's Safety Poster series
Flinn's Student Safety Documentation (student safety contracts, chemical hygiene plan, chemical storage poster)

Furniture:

Flinn DILUTIT™ Laboratory Exhaust Fan
Flinn/SciMatCo™ Cabinets: (*SciMatCo™* is a wholly-owned subsidiary of Flinn Scientific)
EconaCab™ Acid Storage Cabinet
Stak-A-Cab™ Safety Storage Cabinets

District Solutions & Services:

Grant-Write-Assist™
Flinn's Safety Virtual Assistant™— *Virtual Site consult & recommendations review*
UDesign Renovate-A-Lab™
Science Safety, Chemventory, Responsible Chemical Management & Regulatory Compliance Solution™

Should you require additional information or have any questions regarding our sole source product listing, please contact contact our office on me directly, at 800-452-1261.

Very truly yours,

Tom Trapp
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National Accounts Director

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