



**U.S.  
COMMUNITIES**

Government Purchasers Saving You Money

*Making Science Matter®*



**Fisher Science  
Education**



## **U.S. COMMUNITIES + FISHER SCIENCE EDUCATION**

## **= QUALITY SCIENCE SUPPLIES AT A SAVINGS**

### ***U.S. Communities is a nonprofit instrumentality of government committed to:***

- Pooling the purchasing power of public agencies—local and state governments, school districts (K-12), higher education, and nonprofits
- Competitively solicited contracts for quality products through lead public agencies
- Reducing the cost of purchased goods
- Free program participation—no costs or fees

### ***Contract highlights***

***Lead public agency: Harford County Public Schools awarded the U.S. Communities Science and Lab Equipment Contract to Fisher Science Education on June 23, 2008.***

- Most favorable public sector pricing
  - 31%** discount off published list prices for all education catalogs
  - 32%** discount to institutions that designate Fisher Science Education as their primary source for science products
- Free freight on most orders
- Annual volume, e-commerce, and large order rebates
- Total savings opportunity of **34.5%**
- Dates: Contract effective July 1, 2008; discounts hold for full 5-year term

### ***How do I use the contract?***

Just send us an email to [uscommunities@thermofisher.com](mailto:uscommunities@thermofisher.com). Tell us your name, your phone number, the name of your school or district, and that you wish to use the science contract. We'll set you up immediately.



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***Fisher Science Education is part of Thermo Fisher Scientific,  
the world leader in serving science.***

***We offer:***

- Guaranteed industry-best discount
- Broad selection of quality products for all science subjects
- Hard and soft dollar savings
- Advanced e-commerce capabilities
- Industry-leading green initiatives
- Onsite sales support
- Hassle-free service
- Prompt delivery and supply chain solutions
- Lab safety and construction resource

***Where do I place orders?***

Phone: Call us at **(800) 955-1177**

Fax: Fax your orders to **(800) 955-0740**

Email: Email your orders to **fse.custserv@thermofisher.com**

Mail: *Send your orders to:*  
Fisher Science Education  
4500 Turnberry Drive  
Hanover Park, IL 60133

Web: We offer industry-leading Web ordering capabilities. To set up online ordering and/or price confirmations, email us at **USCommunities@thermofisher.com** and tell us you're interested in Web access. Please include your daytime phone number and school or district name/address. We will contact you immediately to set up your Web account.



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Education**

**For customer service, call 1-800-955-1177.  
To fax an order, use 1-800-955-0740.  
To order online: [www.fisheredu.com](http://www.fisheredu.com)**

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**Fisher Science Education**  
**Summary of Price Proposal***For products in Fisher Science Education's portfolio***Base discount****31.0%****Extra discount for districts that designate Fisher as sole source****1.0%****Total discount with sole source selection by participants****32.0%****Additional incentives****Volume rebate**

- 12-month sales surpass \$200,000, or

**0.5%**

- 12-month sales surpass \$500,000

**1.0%****Large order rebate**

- Net order value exceeds \$10,000, or

**0.5%**

- Net order value exceeds \$25,000

**1.0%****E-commerce rebate**

- 50% or more of 12-month orders placed via e-commerce

**0.5%****Total benefit if all discounts and incentives utilized****34.5%**

### Section III (C) Price Proposal

Catalog(s) Name	Percentage Discount from Catalog List Price	Additional Incentives	
		Incentive	% Discount
<p>Discount offer applies to all Fisher Science Education 2008 Catalogs and full Fisher Science Education web product line. Pricing valid until 06/30/09, to be updated with new pricing and catalogs for each subsequent year, per the terms of the contract.</p> <p>Current Fisher Science Education catalogs and product line include:</p> <ul style="list-style-type: none"> <li>- Fisher Scientific Education</li> <li>- Fisher Scientific Elementary</li> <li>- Fisher Science Education Safety</li> <li>- Fisher Science Education Biotechnology</li> <li>- Fisher Scientific College</li> <li>- All products on Fisher Science Education website</li> </ul> <p>All discounts and incentives hold for the full 5-year duration of the contract, plus any extensions.</p>	<p><b>Discount across all categories: 29.5%</b></p> <p><b>We are also offering an additional 1.5% discount across all categories if chosen as the sole awardee by U.S. Communities for all products in Fisher's portfolio.</b></p>	<p><b>Volume Rebate to Participating Members</b></p> <p><b>Large Order Incentive to Participating Members</b></p> <p><b>E-commerce Incentive to Participating Members</b></p> <p><b>Sole Supplier Discount to Participating Members</b></p> <p><b>Lab Safety Training</b></p>	<p>Fisher will provide a 0.5% <b>annual rebate</b> when sales in a defined 12-month contract period surpass \$200,000. The rebate will grow to 1% if the annual volume exceeds \$500,000. Rebates will be calculated by district, based on total sales for the school year purchased through this agreement.</p> <p>Fisher will provide a 0.5% <b>rebate incentive</b> for single orders greater than \$10,000 net. The incentive will grow to 1% for single orders that exceed \$25,000 net. Incentive will be calculated on orders shipping to one location and purchased through this agreement.</p> <p>Fisher will provide a 0.5% <b>rebate incentive</b> if a Participating Member purchases at least 50% of their orders through e-commerce in a defined 12-month contract period. The incentive will be calculated on orders purchased through this agreement.</p> <p><b>Additional discount of 1.0% to Participating Members</b> across all categories if a Member designates Fisher as their sole primary science supplier for the products in Fisher's portfolio. <b>There is no annual order volume requirement.</b></p> <p><b>Free Lab Safety Workshop</b> (up to 4 hours) for any school district purchasing \$200,000 in any 12-month contract period. <b>Districts ordering \$100,000 or more will receive a free lab safety webinar.</b></p>

Catalog(s) Name	Percentage Discount from Catalog List Price	Additional Incentives	
		Incentive	% Discount
<p>Fisher Scientific Advanced Science Catalog and full web product line. Pricing valid until 06/30/09, to be updated with new pricing and catalogs for each subsequent year, per the terms of the contract.</p> <p>All discounts and incentives hold for the full 5-year duration of the contract, plus any extensions.</p>	<p><b>18% discount across all products.</b></p>	<p><b>Volume Rebate to Participating Members</b></p>	<p>Fisher will provide a 0.5% <b>annual rebate</b> when sales in a defined 12-month contract period surpass \$200,000. The rebate will grow to 1% if the annual volume exceeds \$500,000. Rebates will be calculated by district, based on total sales for the school year purchased through this agreement.</p>
		<p><b>Large Order Incentive to Participating Members</b></p>	<p>Fisher will provide a 0.5% <b>rebate incentive</b> for single orders greater than \$10,000 net. The incentive will grow to 1% for single orders that exceed \$25,000 net. Incentive will be calculated on orders shipping to one location and purchased through this agreement.</p>
		<p><b>E-commerce Incentive to Participating Members</b></p>	<p>Fisher will provide a 0.5% <b>rebate incentive</b> if a Participating Member purchases at least 50% of their orders through e-commerce in a defined 12-month contract period. The incentive will be calculated on orders purchased through this agreement.</p>
		<p><b>Sole Supplier Discount to Participating Members</b></p>	<p><b>Additional discount of 1.0% to Participating Members</b> across all categories if a Member designates Fisher as their sole primary science supplier for the products in Fisher's portfolio. <b>There is no annual order volume requirement.</b></p>
		<p><b>Lab Safety Training</b></p>	<p><b>Free Lab Safety Workshop</b> (up to 4 hours) for any school district purchasing \$200,000 in any 12-month contract period. <b>Districts ordering \$100,000 or more will receive a free lab safety webinar.</b></p>

### Comments or Notes to Discount Offering

Discounts are subject to the following conditions:

1. All discounts and incentives are valid for the full 5-year duration of the contract, plus any additional extension years.
2. All rebates and incentives are calculated on invoiced, paid sales off this contract, net of credits and returns.
3. 12-month period for incentive rebates will vary by district and will start on the date when a particular school system agrees to start using the U.S. Communities agreement for its science products purchases. If a specific district wishes to set the 12-month term to follow their annual school or budget year, we will accommodate that.
4. The catalog discounts are subject to a GP floor of 18.0%. A lower GP floor of 16.0% will apply to products with list price of more than \$500. Rebates and incentives are not subject to GP floor. Margins will be calculated according to the following formula:  $GM\% = 1 - (\text{cost}/\text{price})$ , reflected as a percentage.
5. Catalog discounts apply to current catalog prices only and are not applicable to sale items or special quotations.
6. To receive the "Sole Primary Supplier" participating member extra discount, districts will not be required to purchase all science materials from Fisher, as no single company is able to provide access to all needed items. The only requirement is that the district designates Fisher Science Education as the district's sole primary science supplier for the products that are in our product portfolio, and purchase those products solely from Fisher, where possible.
7. Free Freight on orders over \$100, excluding Live, Hazardous, Motor Freight Items and shipments to Alaska/Hawaii. A hazardous materials surcharge of \$21.50 will be charged where applicable. Freight charges for live, motor freight items and shipments to Alaska/Hawaii are provided on request.
8. There is a \$50 minimum order value. The minimum order value is waived for any district that selects Fisher Science Education as its sole primary supplier for the products that we supply.
9. We are waiving fuel surcharge charges.
10. Discounts do not apply to items noted as "ND" in any catalog.
11. In its normal course of the catalog based business, Fisher does, on occasion:
  - a. Update prices
  - b. Substitute products
  - c. Change units of measure
  - d. Delete products

For any products/changes that impact U.S. Communities agreement, Fisher will work with the purchasing or other specified office with respect to such changes, based on terms negotiated in this RFP.