



**STATE OF IOWA**  
**MASTER AGREEMENT**  
Contract Declaration and Execution

**MA 005**

**22071A**

**EFFECTIVE BEGIN DATE:** 10-01-2024  
**EXPIRATION DATE:** 09-30-2025  
**PAGE:** 1 of 5

**VENDOR:**

**Kaplan Early Learning Company**  
**Kaplan Early Learning Company**  
**00003070671**

**1310 Lewisville Clemmons Rd**  
**Lewisville, NC 27023**

**VENDOR CONTACT:**

Pam Tester

**PHONE:** 800-334-2014

**EMAIL:** PTester@kaplanco.com

**ISSUER:**

Julie Janssen

**EXT:** 6122 **PHONE:** 515-240-2698

**EMAIL:** julie.janssen@iowa.gov

**FOB:** FOB Dest, Freight Prepaid

**Contract For:** Art and Educational Supplies Catalog Discount

The parties agree to comply with the terms and conditions on the following attachments which are by this reference made a part of the Agreement.

Attachments are on file with the Department of Administrative Service - Central Procurement.

Attachment 1: Competitive Solicitation RFB0321005027.

Attachment 2: Contractor's Response to Competitive Solicitation RFB0321005027 (except for any contractor objection or amendment to the Competitive Solicitation Document requirements that the State has not explicitly agreed to in writing).

Attachment 3: Contractor's Cost (final pricing documentation) Response to competitive solicitation document RFB0321005027.

**PAYMENT TERMS:** NET60

**NO MINIMUM ORDERS**

**DELIVERY TERMS:**

**FOB DESTINATION FREIGHT PREPAID**, 7-10 business days ARO for instock items; 2-6 weeks ARO for drop ship times, backorders normally ship within 30 business days ARO.

**Shipping Exclusions:** Excludes Next Day Air, 2nd Day Air, and K-Truck delivery services. Additional charges for inside delivery and lift gate assistance may apply.

**Contract Manager:** Elizabeth Patterson, 800-334-2014, bids@kaplan.co.com.

**Ordering Department:** 800-334-2014, F:800-452-7526, orders@kaplanco.com.

**Billing:** Angie Hutchins, ahutchins@kaplanco.com, 800-334-2014, F:336-712-2238.

**Ordering Website:** www.kaplanco.com

1% Administrative Fee to be paid to quarterly to COO DAS CENTRAL PROCUREMENT.

**RENEWAL OPTIONS**

**FROM** 10-01-2025 **TO** 09-30-2026

**FROM** 10-01-2026 **TO** 09-30-2027

**AUTHORIZED DEPARTMENT**

ALL

SUB Other Governmental Entities



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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1	0.00000	EA	99808	\$ 0.000000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Arts and Crafts**

**Arts Supplies 14% DISCOUNT OF MSRP**

Kid's Art Supplies, Paint & Mediums, Canvas & Surfaces, Brushed & Painting Tools,  
Paper & Boards, Easels & Furniture, Crafts & Textiles

14% discount applied to current catalog pricing in effect at time of order. Some exclusions apply - See enclosed "Exclusions From Our Offer" statement. Our offer is not valid with any other sales offers, bids, quotes, coupons or discounts. This offer cannot be used toward purchases of gift certificates. This offer does not apply to outdoor playground structures, parts, surfacings or services of playground. It does not apply to lofts, technology products, computers & accessories, curriculum, assessments & screening materials, "All About ECERS-R", "All About ITERS-R", professional development, Tot Tree (#96616), Gaggie Buggy & accessories, LEGO products, laminators & accessories, sterilizers, and all PPE items. Discount applied to current catalog pricing in effect at time of order.

<https://www.kaplanco.com/CustomerService/catalogQuickView.asp?sku=ece21>

<https://www.kaplanco.com/CustomerService/catalogQuickView.asp?sku=elem21>

<https://www.kaplanco.com/CustomerService/catalogQuickView.asp?sku=itt21>

2	0.00000	EA	78553	\$ 0.000000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Educational Games and Toys, All Types (See 037-84; 208-47; 2**

**Educational Supplies 14% DISCOUNT OF MSRP**

14% DISCOUNT OF MSRP - Blocks & Manipulatives, Books for Pre-K and K-12 ONLY, Dramatic Play, Infants & Toddlers, Language & Literacy, Math, Science, STEM, Music, Social Awareness, Sensory Exploration, Social Emotional Learning, Special Needs, Teaching Resources, Puzzles, Sand & Water

The following supplies are excluded from this Contract:

- . Educational services
- . Books not specifically for Pre-K and K-12 school environments
- . Audiobooks, e-books, and textbooks
- . eReaders and tablet devices
- . Office Furniture such as desks, chairs, tables, bookcases, commercial shelving, file cabinets, lockers, storage cabinets



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. Cleaning and janitorial supplies  
. Library supplies  
. Computers, peripherals and supplies; printers, copiers, facsimile machines and related supplies including toner and ink cartridges, shredders  
. Cafeteria supplies and equipment  
. Software requiring a licensing agreement  
. Playground equipment

14% discount applied to current catalog pricing in effect at time of order. Some exclusions apply - See enclosed "Exclusions From Our Offer" statement. Our offer is not valid with any other sales offers, bids, quotes, coupons or discounts. This offer cannot be used toward purchases of gift certificates. This offer does not apply to outdoor playground structures, parts, surfacings or services of playground. It does not apply to lofts, technology products, computers & accessories, curriculum, assessments & screening materials, "All About ECERS-R", "All About ITERS-R", professional development, Tot Tree (#96616), Gaggie Buggy & accessories, LEGO products, laminators & accessories, sterilizers, and all PPE items. Discount applied to current catalog pricing in effect at time of order.

<https://www.kaplanco.com/CustomerService/catalogQuickView.asp?sku=ece21>

<https://www.kaplanco.com/CustomerService/catalogQuickView.asp?sku=elem21>

<https://www.kaplanco.com/CustomerService/catalogQuickView.asp?sku=itt21>

3	0.00000	EA	99808	\$ 19.740000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Arts and Crafts****Item #22957 Elmer's Washable School Glue 1 Gallon**

Kaplan item #22957 Elmer's Washable School Glue 1 Gallon

4	0.00000	EA	99808	\$ 18.020000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Arts and Crafts****Item #31505 5" Stainless Steel Blunt Tip Scissors**

Kaplan item #31505 5" Stainless Steel Blunt Tip Scissors Set of 12

5	0.00000	EA	99808	\$ 1.250000
				\$ 0.000000

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Arts and Crafts

Item #8192-AS SunWorks Construction Paper 9x12 50 SHT

Kaplan item #8192-AS SunWorks Construction Paper 9x12 50 SHTS  
Assorted Colors

6	0.00000	EA	99808	\$ 3.400000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Arts and Crafts

Item #18753-WH Kaplan Kolors Tempera Paint - 16 oz.

Kaplan item #18753-WH Kaplan Kolors Tempera Paint - 16 oz.

7	0.00000	EA	99808	\$ 21.460000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Arts and Crafts

Item #145394 Ticonderoga(R) #2 HB Pencils - 72 Count

Ticonderoga(R) #2 HB Pencils - 72 Count Kaplan item #145394

8	0.00000	EA	78553	\$ 34.360000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Educational Games and Toys, All Types (See 037-84; 208-47; 2

Item #40798 Children's Bouncing Hop 45 Ball Yellow 18"

Kaplan item #40798 Children's Bouncing Hop 45 Ball Yellow 18"  
diameter



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**TERMS AND CONDITIONS**

**Goods Effective 1 May 16**

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement. General Terms and Conditions for goods contracts are posted at: <https://das.iowa.gov/sites/default/files/procurement/pdf/050116%20terms%20goods.pdf>

**THIS MASTER AGREEMENT IS EFFECTIVE AS OF THE LATEST DATE SHOWN IN “EFFECTIVE BEGIN DATE” IN THE UPPER RIGHT HAND CORNER OR THE DATE BELOW SIGNED BY THE STATE OF IOWA.**

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (If other than an individual, state whether a corp, partnership, etc.		AGENCY NAME	
BY (Authorized Signature)	Date Signed	BY (Authorized Signature)	Date Signed
<u>Elizabeth Patterson</u> <small>Elizabeth Patterson (Sep 18, 2024 14:43 EDT)</small>	9-18-2024	<u>Randy Bennett</u> <small>Randy Bennett (Sep 18, 2024 13:44 CDT)</small>	9/18/2024
Printed Name and Title of Person Signing		Printed Name and Title of Person Signing	
Elizabeth Patterson Dir. of Bids/Contracts		Randy Bennett -Purchase Agent	
Address		Address	
1310 Lewisville-Clemmons Rd., Lewisville, NC 27023		Hoover Bldg., 3rd Floor, 1305 E. Walnut St., Des Moines, Iowa 50319-0105	