



Board Office Use: Legislative File Info.	
File ID Number	21-3113
Introduction Date	1/12/22
Enactment Number	22-0065
Enactment Date	1-12-2022 CJH

Board Cover Memorandum

To Board of Education

From Kyla Johnson-Trammell, Superintendent
Sondra Aguilera, Chief Academic Officer
Jennifer Blake, Executive Director, Special Education Department

Meeting Date January 12, 2022

Subject Amendment No. 1 - Memorandum of Understanding - School Health Corporation – Special Education Department

Ask of the Board Approval by the Board of Education of Amendment No. 1 to Memorandum of Understanding by and between the District and School Health Corporation, Rolling Meadows, IL, for the latter to provide Spot Vision Screeners for students with Individual Education Programs for the Special Education Department, for the period of April 28, 2021 to April 28, 2022, in the amount of \$19,980.00, increasing the Agreement from \$216,00.00 to an amount not to exceed \$235,980.00. All other terms and conditions of the Contract remain in full force and effect.

Background and Recommendation As a part of our ongoing goals related to the continued improvement of Individual Education Programs (IEPs) our Department is seeking to invest in specialized equipment for hearing and vision screening for the use of our OUSD School Nurses when completing legally-mandated special education health assessments. School Health is the only authorized distributor for the Spot Vision Screener from Welch Allyn. The device features a number of unique qualities that set it apart within the market of medical devices of this nature. It will enable our school nurses to complete defensible, thorough vision screenings for students with IEPs, including for students who may not be able to respond to a conventional eye chart due to disability impact or age. The vision screeners include company-provided maintenance, calibration services, staff training, and a warranty against damage.

Term Start Date: 4/28/2021 End Date: 4/28/2022

Not-To-Exceed Amount \$235,980.00

**Competitively
Bid**

Yes

**In-Kind
Contributions**

None

**Funding
Source(s)**

Special Education One time funding, Resource 6500.

Attachment(s)

- Amendment No. 1, Memorandum of Understanding
- Original Agreement, Enactment No. 21-0666

Board Office Use: Legislative File Info.	
File ID Number	21-31133
Introduction Date	1 12 22
Enactment Number	
Enactment Date	



OAKLAND UNIFIED SCHOOL DISTRICT
Community Schools, Thriving Students

AMENDMENT NO. 1
to

Title of Original Contract/Agreement **Memorandum of Understanding between Oakland Unified School District and School Health Corporation**

This Amendment amends the attached legal agreement (“Original Agreement”) and any prior amendments (“Prior Amendments,” together with Original Agreement, “(Amended) Agreement”), incorporated herein by reference, which includes the following information:

- The (Amended) Agreement is between the Oakland Unified School District (“OUSD”) and the below named entity or individual (“VENDOR,” together with OUSD, “PARTIES”):

Full Name of Vendor **School Health Corporation**

- The Parties entered into the Original Agreement on the below date:

Enactment Date **April 28, 2021**

- The Enactment Number of the Original Agreement is below: Enactment

No. **21-0666**

The PARTIES hereby agree to amend the (Amended) Agreement as stated herein.

1. Services:

The scope of work of the (Amended) Agreement is unchanged.

The scope of work of the (Amended) Agreement has changed. If the scope of work has changed: Provide brief description of revised scope of work including measurable description of expected final results, such as services, materials, products, and/or reports; select the appropriate option below:

Revised scope of work attached

VENDOR agrees to provide the following amended services:

Description of revision(s) to scope of work **The MOU that the Board originally approved was for \$216,000; however, this amount did not include taxes. Taxes on this purchase total \$19,980. The vendor is unable to waive taxes because OUSD is not tax-exempt. Accordingly, the scope of work is being revised to specify that taxes are not included in the agreement, meaning the total amount increases by \$19,980, for a total of \$235,980.**

2. **Term** (duration): The term of the (Amended) Agreement is unchanged
 The term of the (Amended) Agreement has changed.
If the term has changed: The parties agree to amend the below original End Date of the (Amended) Agreement to the below new End Date:
Original End Date: (Click or tap to enter a date.)
New End Date: (Click or tap to enter a date.)

3. **Compensation**: The not-to-exceed amount in the (Amended) Agreement is unchanged
 The not-to-exceed amount in the (Amended) Agreement has changed. If the not-to-exceed amount has changed: The not-to-exceed amount in the (Amended) Agreement is amended as follows:
 Increase not-to-exceed amount by:
\$ **\$19,980.00**.
 Decrease not-to-exceed amount by:
\$ (Click or tap here to enter text.).
The new not-to-exceed amount under the (Amended) Agreement, as herein amended, is
\$ **\$235,980.00**.

4. ~~**COVID-19**: To the extent that the Amendment did not contain the following guarantees, by signing this Amendment, **VENDOR** agrees that:~~
~~a. Through its execution of this Amendment, **VENDOR** declares that it is able to meet its obligations and perform the Services required pursuant to this Amendment in accordance with any shelter-in-place (or similar) order or curfew (or similar) order ("Orders") issued by local or state~~

~~authorities and with any social distancing/hygiene (or similar) requirements.~~

- JLF
- MA
- ~~b. VENDOR agrees to notify OUSD within twelve (12) hours if VENDOR or any employee, subcontractor, agent, or representative of VENDOR tests positive for COVID-19, shows or reports symptoms consistent with COVID-19, or reports to VENDOR possible COVID-19 exposure.~~
 - ~~c. VENDOR agrees to immediately adhere to and follow any OUSD directives regards health and safety protocols including, but not limited to, providing OUSD with information regarding possible exposure of OUSD employees to VENDOR or any employee, subcontractor, agent, or representative of VENDOR and information necessary to perform contact tracing.~~
 - ~~d. VENDOR shall bear all costs of compliance with this Paragraph.~~

5. **Remaining Provisions:** All other provisions of the (Amended) Agreement remain unchanged and in full force and effect as originally stated.

6. **Amendment Publicly Posted.** This Amendment, its contents, and all incorporated documents are public documents and will be made available by OUSD to the public online via the Internet.

7. **Signature Authority.**

- a. Each PARTY has the full power and authority to enter into and perform this Amendment, and the person(s) signing this Amendment on behalf of each PARTY has been given the proper authority and empowered to enter into this Amendment.
- b. Notwithstanding subparagraph (a), only the Superintendent, Chiefs, Deputy Chiefs, and the General Counsel has authority to sign contracts for OUSD and only under limited circumstances, which required ratification by the OUSD Governing Board. VENDOR agrees not to accept the signature of another other OUSD employee as having the proper authority and empowered to enter into this Amendment or as legally binding in any way.

8. **Amendment Contingent on Governing Board Approval.** OUSD shall not be bound by the terms of this Amendment unless and until it has been (i) formally approved by OUSD's Governing Board or (ii) validly and properly executed by the OUSD Superintendent, the General Counsel, or a Chief or Deputy Chief authorized by the Education Code or Board Policy, and no payment shall be owed or made to VENDOR

absent such formal approval or valid and proper execution.

REST OF PAGE IS INTENTIONALLY LEFT BLANK

IN WITNESS WHEREOF, the PARTIES hereto agree and execute this Amendment and to be bound by its terms and conditions:

VENDOR

Name: Laura Hannon Signature: Laura Hannon
Position: VP Finance Date: 12/9/21

By its signature, VENDOR acknowledges and agrees not to expect or demand compensation pursuant to this Amendment prior to the PARTIES, particularly OUSD, validly and properly executing this Amendment until this Amendment is validly and properly executed and shall not rely on verbal or written communication from any individual, other than the President of the OUSD Governing Board, the OUSD Superintendent, or the OUSD General Counsel, stating that OUSD has validly and properly executed this Amendment. VENDOR specifically acknowledges and agrees to this term/condition on the above date.

OUSD

Name: Dr. Kyla Johnson-Trammell Signature: [Signature]
Position: Superintendent Date: July 13, 2021
 Board President
 Superintendent
 Chief/Deputy Chief

Board Ratification:

Name: Gary Yee Signature: [Signature]
Position: President, Board of Education Date: 1-13-2022

Name: Kyla Johnson-Trammell Signature: [Signature]
Position: Secretary, Board of Education Date: 1-13-2022

Approved as to form by OUSD Staff Attorney Joanna Powell on 7/7/21.

[Signature]

Board Office Use: Legislative File Info.	
File ID Number	21-0828
Introduction Date	4/28/21
Enactment Number	21-0666
Enactment Date	4/28/2021 er



Board Cover Memorandum

To Board of Education

From Kyla Johnson-Trammell, Superintendent
Sondra Aguilera, Chief Academic Officer
Jennifer Blake, ED, Special Education

Meeting Date 4/28/2021

Subject Approve Contract with School Health, Inc. and Resolution No. [2021-0209] Authorizing Use of Sole Source Exception to Public Bidding

Ask of the Board Approve Contract with School Health, Inc. and Resolution No. [2021-0209] Authorizing Use of Sole Source Exception to Public Bidding

Background & Discussion As a part of our ongoing goals related to the continued improvement of Individual Education Programs (IEPs) our Department is seeking to invest in specialized equipment for hearing and vision screening for the use of our OUSD School Nurses when completing legally-mandated special education health assessments.

School Health is the only authorized distributor for the Spot Vision Screener from Welch Allyn. The device features a number of unique qualities that set it apart within the market of medical devices of this nature. It will enable our school nurses to complete defensible, thorough vision screenings for students with IEPs, including for students who may not be able to respond to a conventional eye chart due to disability impact or age.

The vision screeners include company-provided maintenance, calibration services, staff training, and a warranty against damage.

Fiscal Impact One-time cost of \$216,000, inclusive of staff training, warranty work, taxes and shipping.

Attachment(s)

- Resolution No. [2021-0209] Authorizing Use of Sole Source Exception to Public Bidding for School Health
- Professional Services Contract with School Health
- Sole source letter

**RESOLUTION OF THE
BOARD OF EDUCATION
OAKLAND UNIFIED SCHOOL DISTRICT**

RESOLUTION NO. [2021-0209]

**AUTHORIZING USE OF SOLE SOURCE EXCEPTION TO PUBLIC BIDDING FOR
CONTRACT WITH SCHOOL HEALTH**

WHEREAS, the Oakland Unified School District (“District”) has a need to contract with School Health, Inc to purchase Spot Vision Screening devices for legally-required Special Education health assessments;

WHEREAS, the contemplated contract is in an amount of \$216,000;

WHEREAS, under Public Contracts Code section 20111, a contract in this amount would ordinarily require competitive bidding;

WHEREAS, one exception to this competitive bidding requirement is the “sole source” exception, which applies where there is only one supplier of a needed good or service (Los Angeles Gas & Electric Corporation v. Los Angeles, 188 Cal. 307 (1920); Hodgeman v. City of San Diego, 53 Cal.App.2d 610 (1942); County of Riverside v. Whitlock, 22 Cal.App.3d 863 (1972));

WHEREAS, the Spot Vision Screener from School Health has many unique features that set it apart from other vision screening tools, allowing one-screen results for both eyes, virtual result sharing with families and teams, and a low false positive rate;

WHEREAS, the tool will enable the District to ensure that Special Education health assessments are thorough and defensible, including for students who cannot respond to a conventional vision chart;

NOW, THEREFORE, BE IT RESOLVED THAT:

1. The District waives competitive bidding to allow the District to contract directly with School Health for the purchase of the Welch Allyn Spot Vision Screeners.

2. The Professional Services Agreement for School Health, Inc--is hereby approved.

PASSED AND ADOPTED on 4/28/2021, by the Governing Board of the Oakland Unified School District by the following vote:

PREFERENTIAL AYE: Jessica Ramos

PREFERENTIAL NOE: None

PREFERENTIAL ABSTENTION: None

PREFERENTIAL RECUSE: None

AYES: Aimee Eng, VanCedric Williams, Gary Yee, Mike Hutchinson, Clifford Thompson, Vice President Benjamin "Sam" Davis, President Shanthi Gonzales

NOES: None

ABSTAINED: None

RECUSED: None

ABSENT: Samanatha Pal (Student Director)

CERTIFICATION

We hereby certify that the foregoing is a full, true and correct copy of a Resolution passed at a Regular Meeting of the Board of Education of the Oakland Unified School District held on [date].

Legislative File	
File ID Number:	21-0828
Introduction Date:	4/28/2021
Enactment Number:	21-0666
Enactment Date:	4/28/2021 er
By:	

OAKLAND UNIFIED SCHOOL DISTRICT



Shanthi Gonzales
President, Board of Education



Kyla Johnson-Trammell
Superintendent and Secretary, Board of Education

Approved as to form by OUSD Staff Attorney Joanna Powell on 3/30/2021.





OAKLAND UNIFIED SCHOOL DISTRICT
SPECIAL EDUCATION DEPARTMENT

MEMORANDUM OF UNDERSTANDING

I. TECHNICAL OFFERINGS

A. Project Approach/Methodology-

School Health is dedicated to helping school-based health professionals in keeping their students healthy both physically and mentally. We are a national, full-service provider of health supplies and services. We serve health professionals in educational settings from pre-school to college. We collaborate with customers and are an advocate for the health of those entrusted in their care. Our leading vision product is the Welch Allyn® Spot® Vision Screener. Additionally, we go beyond merely supplying products by also providing product support, training, advisory services, and exceptional customer care.

B. Work Plan-

In addition to supplying the Welch Allyn Spot Vision Screener, School Health Corporation will provide the following:

- Virtual webinar product training or on-site train the trainer sessions completed by the School Health project team to learn the equipment and support the training process to end users.
- Quick reference sheets will be included and laminated to remind end users, in a quick check form, the process and steps to take when screening.
- Ongoing training materials and updated studies will be provided as needed or requested.
- School Health customer service/sales support available 8:00 am – 5:00 pm CST.
- Train the trainer program will include PowerPoint presentation and necessary materials to efficiently train current and new screeners for the program.

Equipment Calibration and Maintenance:

- Welch Allyn Spot Vision Screener does not require calibration
- School Health Corporation's proposal includes a 5-year Comprehensive Partners in Care extended service agreement/warranty with every unit.
- Exchange Device Coverage- Users can participate in the loaner program. This is a service for customers that purchased equipment from School Health. Units can be requested and sent decreasing down time for screening programs.
- Remote Technical Support
- Parts and Labor Included
- Drop protection and replacement battery included and will be replaced when needed during the 5-year warranty period
- School Health is an authorized distributor for Welch Allyn and has a "satisfaction guaranteed policy" (see attached distributor letter)



C. Project Schedule- School Health Corporation will deliver product 4-7 business days ARO. Training can be complete within 2-6 weeks or as agreed upon with the customer.

D. Deliverables-

- Delivery of 30 Spot Vision Screeners
- 30 five-year Comprehensive Partners In Care Warranties
- Online or Train the Trainer product training
- 30 Spot Carry Case with protective foam insert

E. Outcomes and Performance Measurement

How does the Welch Allyn® Spot® Vision Screener work?

- LAUNCH screening in one-touch and CAPTURE screening results in both eyes in seconds
- SHARE on-screen data results with parents, print and discuss follow up care
- SAVE screening results to patient record to support coordination of care

In a recent study of 444 children compared to the ophthalmologist's examination, the Spot Vision Screener sensitivity (agreement of referred patients) was 88% in detecting amblyopia risk factors. The Spot Vision Screener has a 97% high capture rate which results in fewer false positives.

(Peterseim, M. M. W., Papa, C. E., Wilson, M. E., Davidson, J. D., Shtessel, M., Husain, M., Cheeseman, E. W., Wolf, B. J., & Trivedi, R. (2015). The effectiveness of the Spot vision screener in detecting amblyopia risk factors. Journal of the American Association for Pediatric Ophthalmology and Strabismus, 18(6): 539-542.)

(See attached unique product letter for additional information).

Pinellas County Schools Case Study

Pinellas County Schools' mission is to educate and prepare each of their students for the future Including: college study, career development and life goals. Serving more than 102,000 students across 140 schools,

PCS is the 8th largest school district in Florida (27th largest in the United States).

Results and Enduring Success

Based on PCS' 2016-2017 school year records, a total of 30,419 students received a vision screening. Of those students, 3,369 (11%) were referred for a follow-up eye exam and a total of 2,060 (62%) successfully received a follow-up exam through a private provider, the Bucs Vision Van, or VSP.

F. Risks- No anticipated risks for this project. School Health has the product in stock and can perform the value-added training well within the project timeline.



II. MANAGEMENT OFFERINGS

A. Project Management

- 1) Project Team Structure/Internal Controls- See attached list of officers and Sales Territory Map
- 2) Staff Qualifications/Experience- References available upon request.

Individuals involved with the project from School Health:

The primary contacts for this project are Cyrus R Severance, Halsey Ward and Maryellen O'Keefe-Smith.

Cyrus R. Severance, National Sales Manager for School Health Corporation will oversee the implementation of everything outlined in this document. **Halsey Ward**, the Oakland-based sales representative for the Pacific Northwest who will be working together with the Oakland USD staff to assure that they are promptly trained on the product.

Maryellen O'Keefe-Smith, Senior Sales Specialist for Electronic Health Records, Vision and Hearing at School Health. She is responsible for selecting the vision and hearing screening products and educating the sales and support teams about their uses. She has worked with Healthcare professionals for over 20 years. She came to School Health after being the senior portfolio manager for patient safety products at major manufacture of RFID and Patient wristbands. An expert in the use of the Welch Allyn Spot Vision Screen, Maryellen works closely with our customers to develop screening protocols and training programs for Head Starts, schools and several non-profit organizations.

Maryellen and/or Halsey will conduct web-based training for any/all staff that need it and will provide ongoing product support over the life of the product. This team has personally overseen numerous sales of this product throughout the Pacific Northwest and beyond, including hundreds of units into the market that have all been met with positive outcomes and significant customer satisfaction.

B. Experience of the Consultant

- 1) Include other relevant experience that indicates the qualifications of the Consultant, and any subcontractors, for the performance of the potential contract.
- 2) Include a list of contracts the Consultant has had during the last 5 years that relate to the Consultant's ability to perform the services needed under this document. List contract reference numbers, contract period of performance, contact persons, phone, email.



Sourcewell Contract # 061417-SHC

202 12TH STREET NE PO BOX 219, STAPLES, MN 56479

Chris Robinson at chris.robinson@njpacoop.org or (218) 895-4168

Annual Sales 2018- \$4,276,030 2017- \$1,160,686 2016- \$2,812,188, 2015- \$2,309,318, 2014- \$2,073,042

Educational Data Services Contract # 5738 & 5729

236 MIDLAND AVE, SADDLE BROOK, NJ 07663

John O'Connor (973) 340-8800 johno@ed-data.com

Annual Sales 2018- \$3,325,000 2017- \$3,268,423 2016- \$3,188,000 2015- \$2,895,000 2014- \$2,717,000

C. References- 3 names, address, number and email with brief description of type of service provided to them.

Puget Sound Educational Service District

Purchased 35+ units of the Spot vision screener in the past 12 months through School Health Corp.

Reference:

Janice Heck

Registered Nurse/Nurse Consultant

Early Learning | Learning, Teaching, and Family Support

800 Oakesdale Ave. SW | Renton, WA 98057

Phone: (425) 917-7727 | (253) 778-7727

Fax: (425) 917-7766 | (253) 778-7766 | TTY: (425) 917-7833

www.PSESD.org | www.EarlyLearningWA.org

Twin River Unified School District

Purchased 7+ units of the Spot vision screener in the past 12 months through School Health Corp.

Reference:

Christi Kagstrom

Coordinator of Student Health, Wellness and Prevention

5115 Dudley Boulevard | McClellan, CA 95652

Phone: (916)-566-1600 ext. 32240 | (916) 566-1787

Christi.Kagstrom@twinriversusd.org

Oregon Lions Sight & Hearing Foundation

Purchased 38 units of the Spot vision screener over the past 3+ years through School Health Corp

Reference:

Matt Phillips

School Vision Screening & Technology Manager

www.OLSHF.org | Ph: (503) 413-8409



San Francisco Unified School District

Purchased 3+ units of the Spot vision screener over past year through School Health Corp

Reference:

Sarah White

School Health Program Manager

1515 Quintara Street | San Francisco, CA 946116

Phone: (415) 242-2615

whites@sfusd.edu

Clark County School District

The 5th largest school district in the United States. Purchased 40+ units of the Spot vision screener over the past 1.5 years through School Health Corp.

Reference:

Sheri McPartlin R.N. MEd

Nursing Coordinator IV

702-249-8542 - cell

702-799-7443 - office

mcparsa@nv.ccsd.net

D. Past Performance- N/A School Health has NO prior past performance issue nor contract breaches.

III. COST AND OTHER TERMS

- A. Oakland Unified School District will compensate School Health in an amount not to exceed \$216,000.00 (excluding taxes). See enclosed cost summary. All costs including product, delivery, training and travel are included on the document.
- B. Termination. Either Party may terminate this MOU at any time upon thirty (30) days prior written notice. OUSD shall compensate School Health for goods satisfactorily provided through the date of termination. School Health shall return any payments made for goods not delivered through the date of termination.
- C. Indemnification. To the furthest extent permitted by law, each Party (“Indemnifying Party”) shall indemnify, defend and hold harmless the other (including agents, representatives, officers, consultants, employees, trustees, and volunteers) from any and all claims or losses accruing or resulting from injury, damage, or death of any person or entity arising out of the Indemnifying Party’s performance of this Agreement.

IN WITNESS WHEREOF, each party has caused this agreement to be executed as of the date first written above.

SCHOOL HEALTH CORPORATION

5600 Apollo Drive Rolling Meadows, Illinois 60133
Toll Free 866-323-5465 Fax 800-235-1305



By: Cyrus R. Severance

Name: Cyrus R. Severance.

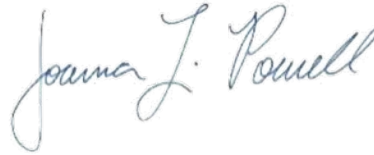
Title: National Sales Manager

By: 

Name: Shanthi Gonzales

Title: President, Board of Education 4/29/2021

Approved as to form by OUSD Staff Attorney
Joanna Powell on 3/24/2021.





Kyla Johnson Trammell,
Secretary, Board of Education 4/29/2021



General Information - School Health Corporation

Officers

President	Robert Rogers
CSO/Treasurer	R. Scott Cormack
COO/Secretary	Susan C. Rogers
Executive Vice President	John Rooney
Vice President of Finance	Laura Hannon
Vice President, Supply Chain	Melissa Agema
Director of Product Management	Gina Streepy
Technology Operations Director	Sean Sellick
Senior Strategic Sourcing Manager	Jon Brunshenko
Inventory Control Manager	Dan Jalowiec
Operations Manager	David Bartula
Customer Service Manager	Dan Glass
Accounting Manager	Sherry Mussachio

School Health was incorporated in 1959 under the laws of the State of Illinois, and qualifies as a small business.

Federal I.D. #36-2425385
Resale Tax #02095335
Dun & Bradstreet #02-490-6331
Cage Code #1E060

5600 Apollo Drive Rolling Meadows, Illinois 60008
Toll Free 866-323-5465 Fax 800-235-1305



March 11, 2021

Oakland Unified School District
Jennifer Blake
Executive Director - Special Education

Dear Jennifer,

The purpose of this letter is to provide information on the unique properties of the Welch Allyn® Spot® Vision Screener. The Spot Vision Screener is an out-of-box easy handheld camera, featuring point-and-shoot auto-capture of both eyes in seconds. The smart technology guides you through vision screening and captures results on 97% of children. Designed to safeguard children's vision and backed by peer-reviewed clinical evidence, Spot Vision Screener enables fast and objective detection of amblyopic risk factors and refractive errors in children regardless of age, color of eyes, or other potentially limiting factors.

Reliable, automated screenings mean that you are more accurately referring patients who need to see eye care specialists for more thorough testing than if you were using another means for screening. In a study using Spot to screen 537 elementary school students, Spot reduced screening time from 3 days to 5 hours as compared to using traditional methods. Spot captured definitive results on 100% of the students. There are four unique factors that make the Spot Vision screener a smart investment:

- **AUTO CAPTURE:** Automatically capture in seconds from a noninvasive 3-foot distance using the fixation target to keep the child's focus. Making it an ideal screening tool for non-verbal children and students with disabilities who may have difficulty completing an eye chart.
- **MANAGE DATA EFFICIENTLY:** Prepare for busy screening days by easily importing screening subjects via wireless connection or USB drive to your queue. Once screenings are complete, seamlessly export summary reports to be uploaded to student electronic health records.
- **WIRELESS CONNECTIVITY:** Built-in driverless printing enables you to wirelessly print screening summary reports using the improved wireless radio for even faster results.
- **SIMPLE, CLEAR RESULTS:** Bright touchscreen displays on-screen results, indicating whether a complete eye exam is recommended or if all measurements are in range. Instant results are easy to interpret and share with parents and eye care specialists.

Implementation of the Spot Vision Screener gives you the unique ability to generate reimbursement revenue through CPT 99177. You'll also get a more efficient vision screening experience that helps to increase vision screening completion rates and decrease unnecessary referrals to an eye care specialist.

Hillrom and School Health are engaged in an arrangement in which School Health is Hillrom's strategic distributor for the Welch Allyn Spot Vision Screener in the U.S. education and nonprofit segment. School Health provides customers in this segment with exclusive offers, superior training, and service, enabling them to protect and preserve the eyesight of children around the country.

Sincerely,

A handwritten signature in black ink that reads 'Maryellen O'Keefe Smith'.

Maryellen O'Keefe Smith
Senior Sales Specialist, EHR, Vision and Hearing

5600 Apollo Drive, Rolling Meadows, Illinois 6000

Phone 866-323-5465 | Fax 800-235-1305



Hillrom

January 1, 2021

To Whom It May Concern,

Hillrom and School Health Corporation are engaged in an arrangement under which School Health is Hillrom's strategic distributor for the Welch Allyn Spot Vision Screener in the U.S. education and non-profit segment. School Health provides customers in this segment with superior training and service, enabling them to protect and preserve the eyesight of children around the country.

School Health is a leader in installation of and training on Spot Vision Screener, with years of experience and a commitment to helping customers in the education and non-profit segment navigate state vision health guidelines. In recognition of the value School Health offers, Hillrom provides School Health with an exclusive part number (VS 100SH-B*) for customers in the education and non-profit segment. The exclusive part number includes a complimentary 5-year Welch Allyn Comprehensive Partners in Care support program with every School Health Spot Vision Screener and Early Intervention (Spot & OAE) Kit purchase to ensure your investment is protected. This combination of installation, training, and support services is a core benefit to customers in the education and non-profit segment that only School Health offers.

School Health also maintains robust inventory levels of Spot Vision Screener in order to expedite distribution of large orders. School Health purposely maintains such inventory in order to deliver Spot Vision Screener to customers of any size.

School Health has been appointed Hillrom's strategic distributor of Spot Vision Screener in the education and non-profit segment because it is the largest U.S. provider of medical goods to customers in this segment. School Health understands, and is uniquely capable of meeting, the specific needs of large school systems and non-profit organizations that support vision screening in schools.

Instrument-based vision screening is the first step in detecting vision problems in children. Thank you for your continued dedication to eliminating the leading causes of vision loss and blindness in children.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ryan Raymond', written in a cursive style.

Ryan Raymond
Manager Vision Screening & Diagnostics

4341 State Street Road, Skaneateles Falls, NY | Phone 800.535.6663

hillrom.com

*School Health item: #52890, #1003001, #1006090, #1007189, #1003012SP and #1035686.



Spot Vision Screener Package Proposal Oakland Unified School District

Jennifer Blake
Executive Director - Special Education

Quote # 3885571

Welch Allyn, Inc. and School Health Corporation are engaged in an exclusive arrangement under which School Health is Welch Allyn's distributor of choice in the education channel. School Health is an expert on the Spot Vision Screener and offers comprehensive pre-sale consultation, personalized post-sale training and ongoing support to school-based health professionals. Welch Allyn provides School Health sales associates with ongoing training to ensure our customers have a successful product implementation.

Welch Allyn Spot Vision Screener Package Includes:

- SPOT Vision Screener
- Wrist Strap
- Carrying Case w/Protective Foam Insert
- Power Supply with Cord
- Training Support and Training Manuals
- Welch Allyn 5-Year Partners in Care Warranty- includes Battery Replacement, Shipping, Loaner Device and Drop Protection
- Shipping & handling

Spot Only	Description
\$ 7,980.00	WA SPOT Vision Screener
\$ 1,496.00	5-yr PIC for SPOT with drop protection
\$ 450.00	Training
	Welch Allyn Spot Carry Case
\$ 9,926.00	MSRP per package subtotal
\$ 99.26	shipping and insurance
\$ 10,025.26	MSRP per package
\$ 7,200.00	Your price per package
\$ 2,825.26	Savings per package
\$ 7,200.00	Your Quoted price per package

\$ 300,757.80 Total MSRP Value for 30 Spot Vision Screener Packages

\$ 216,000.00 Quoted Total for 30 Spot Vision Screener Packages

\$ 84,757.80 Total Savings for 30 Spot Vision Screener Packages

Items to be billed and shipped by May 27, 2021. Partners in Care Agreement is enclosed with each device and requires registration on the Hillrom website at <https://www.welchallyn.com/en/service-support/partners-in-care-contract-activation> to activate your 5-year service contract.

5600 Apollo Drive, Rolling Meadows, IL 60088
Toll Free 866-323-5466 Fax 800-235-1305



School Health Corporation
 5600 Apollo Drive
 Rolling Meadows, Illinois 60008
 P(866)323-5465 | F(800)235-1305
 schoolhealth.com

QUOTE

Attn: JENNIFER BLAKE

Ship To:
 OAKLAND USD
 ACCOUNTS PAYABLE
 1000 BROADWAY STE 450
 OAKLAND, CA 94607-4039

Bill To:
 OAKLAND USD
 ACCOUNTS PAYABLE
 1000 BROADWAY STE 450
 OAKLAND, CA 94607-4039

EXPIRATION DATE		QUOTE NO.
05/27/21		3885571-00
DATE	P.O. #	PAGE #
02/26/21	SPOTS 02/26/21	1

QUOTE PREPARED BY	PHONE	EMAIL
Eric Hoysack	866-323-5465	ehoysack@schoolhealth.com

INSTRUCTIONS	SHIP POINT	VIA	SHIPPED	TERMS
	SCHOOL HEALTH	UPS GROUND		NET 30

LN	PRODUCT AND DESCRIPTION	QUANTITY ORDERED	QTY. UM	UNIT PRICE	PRICE UM	DISCOUNT MULTIPLIER	AMOUNT (NET)
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CUSTOMER NOTE:

- SOURCEWELL CONTRACT 061417-SHC
- FREE SHIPPING ON ORDERS OVER \$125

1	1003001	30	EACH	7200.00	EACH	0.00	216000.00
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SPOT VISION SCREENER W/CASE & 5 YR PIC

*****ATTENTION: PLEASE READ *****

ACTIVATE YOUR 5 YEAR PARTNERS IN CARE WARRANTY IMMEDIATELY!

To activate:

1. Locate the device serial number and priority numbers from the yellow envelope that was enclosed with your product shipment.
2. Please call Hillrom at 800-535-6663, Option 1 (US/Canada) or go to welchallyn.com/service/activate and follow the instructions.
3. Once your PIC has been activated, Hillrom will send you a welcome letter within 10-15 days including your service agreement number, the serial number of the devices covered, and the effective dates of the agreement. Please keep these numbers in a secure place for future use.

PRODUCT INCLUDES:

Spot Vision Screener, Carry Case w/foam insert, wrist strap* and 5 Year Warranty at \$1496 value.

*Please note the Spot wrist strap DOES NOT HAVE LATEX.

*Do not throw away protective foam insert.

Items stocked in our warehouse usually ship within 24 hours. Items above may be indicated as ****Shipping Direct From Manufacturer**** or ****Oversized (O/S) Item****. Costs for ****Oversized (O/S) Item**** are shown with your order totals. Delivery times for items ****Shipping Direct From Manufacturer**** vary. For specific delivery time, call customer care at 866-323-5465.

1 Lines Total	Sub Total	216000.00
	Taxes	19980.00
	Invoice Total	235980.00

Continued



School Health Corporation
 5600 Apollo Drive
 Rolling Meadows, Illinois 60008
 P(866)323-5465 | F(800)235-1305
 schoolhealth.com

QUOTE

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Tax ID Number: 36-2425385

To receive an email with tracking information when your order has shipped, please provide your email address when placing your order. Help us also reduce paper usage and become more eco-friendly by providing your email address to send your invoices and order confirmations electronically. Thank you, for the opportunity to work with you and if you have any questions, please contact our Customer Care Department @ 866 323 - 5465.