

THE MICHAELS COMPANIES

The Michaels Companies is providing the following pricing proposal:

- 20% off entire purchase at Michaels Stores and Michaels.com (over 100,000 items) including Sale Items (excludes Clearance; Doorbusters; Beverage & Candy; Books & Magazines; Gift Cards; Lego; Brother; Cricut; Silhouette; and Christmas Trees)
- 20% off Custom Framing at Michaels Stores and Michaels.com (excludes Value Package Pricing, Value Canvas, Aaron Brothers Essentials)
- 5% off the MichaelsPro Pack assortment on MichaelsProEducation.com.
- Core List Offering (over 800 items) at deeply discounted prices available on MichaelsProEducation.com for MichaelsPro Pack products and discounts (price list for core items is included on the flash drive enclosed in the packet and pg 103)
- Please note that exclusions may apply, including, but not limited to: Clearance; doorbusters; custom framing; beverages & candy; books & magazines; gift cards; LEGO; Brother; Cricut, and Silhouette.

Shipping and Ordering Minimums

- Free shipping on orders over \$49 to one ship to location
- Michaels.com shipping charges for orders less than \$49 available to view at <https://www.michaels.com/shipping-policy/ca-shipping-policy.html>
- MichaelsProEducation.com is not able to ship orders less than \$49
- Items on MichaelsProEducation.com may have minimum order quantities; these will be noted on the item available to view on the website and any core item minimums will be noted in the price list
- Expedited shipping options are available, please contact customer service at 1-866-432-7423 for quotes

Ordering Methods

- Once a Participating Agency registers on MichaelsProEducation.com, approved users will be issued a membership card for use at Michaels stores and Michaels.com. They will be able to visit any local Michaels with the membership card and purchase products under the Master Agreement. They will also be able to use this card number on Michaels.com and order product for delivery to the requested ship to location or BOPIS (Buy Online Pickup in Store).
- For orders on MichaelsProEducation.com customers will log in using their customer account number and can order via the website. Agency members can also call 1-866-432-7423 to place an order with our customer service department Monday thru Friday 8:30am to 5:00pm EST.
- Both websites offer the ability to view and track orders and view previous orders.

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Best and Final Offer Proposal 02/19/2020

Thank you for considering The Michaels Companies for the “Best and Final Offers” phase of the evaluation. We are happy to provide the following response:

- **Michaels and Michaels.com Purchases:** After careful review, we feel that the current 20% off entire purchase at Michaels stores and Michaels.com is a very strong offer for the Harford County Public Schools as part of a potential national contract. This would be the largest discount that Michaels Stores offers to any group or organization as it includes entire purchase including sale items and custom framing (certain exclusions apply as mentioned in the original RFP). End users will be able to take advantage of this discount everyday at their local Michaels or Michaels.com.
- MichaelsPro Pack Purchases: The discount offered on the MichaelsPro Pack assortment is 5% off. It's important to note that this pricing is comparable to on average 45% off the list price (also known as Manufacturer's Suggested Retail Price or MSRP) on most items.
- Some Examples of Harford County Public Schools Contract Pricing on MichaelsProEducation.com:

[Redacted text block]



[Redacted text block]



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Sample Contract Pricing (Continued):

[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]



[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]



[REDACTED]

In conclusion, The Michaels Companies is very excited for this opportunity and feel that the additional discount on MichaelsProEducation.com, the original core pricing items, as well as the Michaels store discount will enable the Harford County Public Schools to get the most value for their purchasing budgets. Thank you again for considering The Michaels Companies and we look forward to your response.