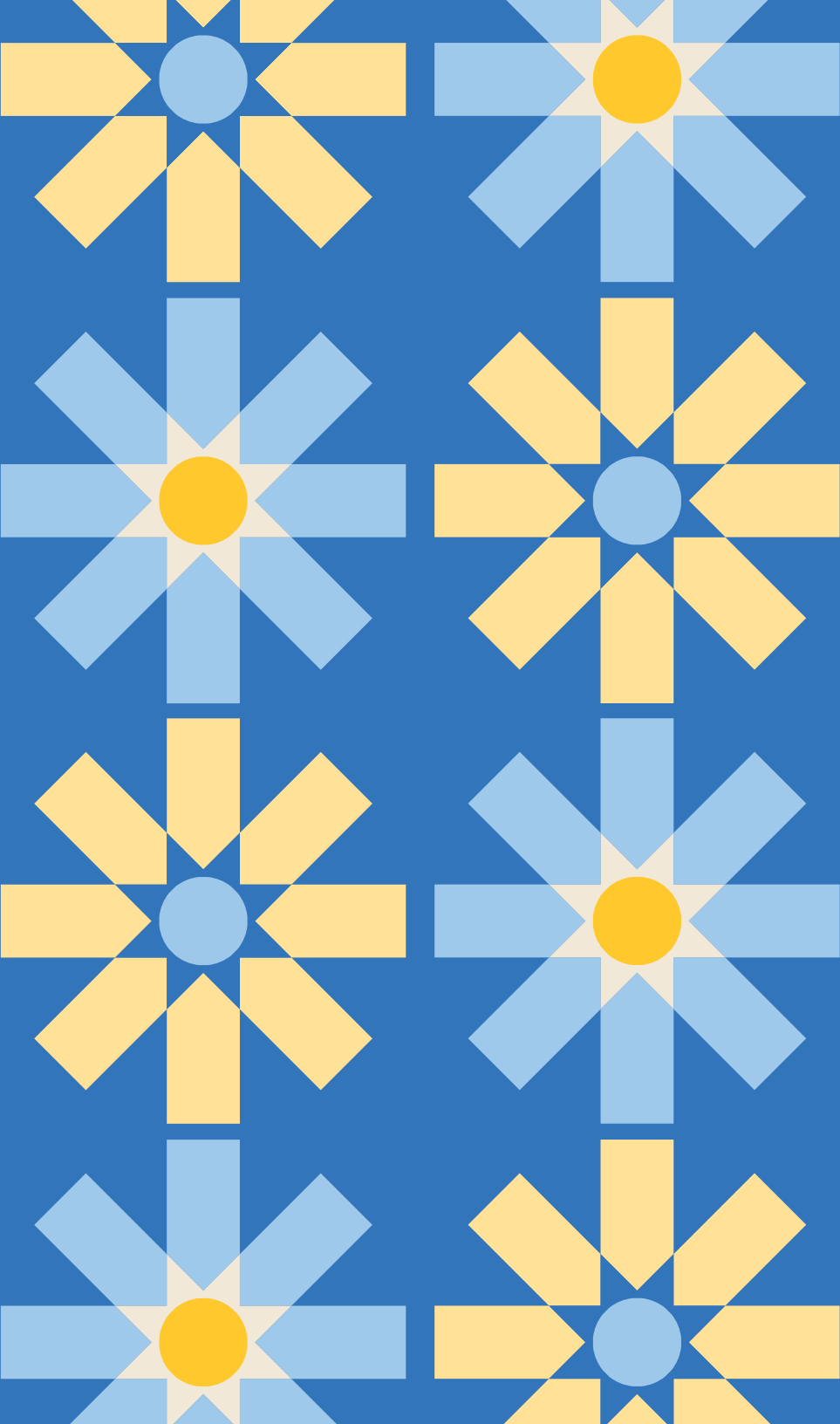




How to Pick a School Furniture Vendor Partner You Trust

Experience
+ Positive.





Tips for summer purchasing success

For educators, summer break is the time to update classroom designs and replace old furniture and equipment.

Successful summer furniture projects require a vendor you can trust to understand your priorities, meet your needs, and get projects done, on time and on budget. How do you know which vendor is right for you?

In this guide, you'll learn:

1. 7 key traits to look for in a furniture partner
2. Why having the right vendor matters
3. Answers to FAQ's about the right supplier

Call or email us to get started today.

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7 key traits to look for in a furniture partner

Pricing that aligns with your budget

A furniture vendor that can align pricing to your budget allows you to invest in quality furniture that meets your needs and budget. An ideal classroom furniture partner will:

- Offer bulk pricing for maximum savings
- Have tiers of furniture options within your budget
- Be able to offer you co-op and contract pricing

A wide variety of brands and products

A furniture vendor with a wide variety of products makes it easy to tailor your selections to your specific needs and preferences, ensuring your spaces are optimized for learning. Plus, it provides access to a wider range of price points. Make sure your 2025-2026 school year furniture partner offers:

- Quick-ship products
- A range of price points
- Flexible and mobile designs



Room design expertise

The right vendor will take the time to assess your room's dimensions and recommend furnishings and layouts that are flexible and collaborative, support teaching methods, and foster student engagement. Look for room design experts with:

- A variety of exclusive brands at different price points
- Classroom design renderings to reference for inspiration
- CAD drawings to see how furniture will fit into your spaces

A commitment to sustainability

Schools today increasingly prioritize sustainability and environmental responsibility. Consider a conscientious furniture partner who offers eco-friendly options and sustainable practices, such as:

- GREENGUARD Certified furnishings for healthier indoor air
- BIFMA Certified products for durability and longevity
- Products made from fully recycled plastics or responsibly sourced wood





Contract & co-ops that save you money

Vendors on school district contracts eliminate the hassle of the competitive bidding process and can get your school the best pricing on furniture and equipment. Look for a furniture vendor who:

- Is approved on local, regional, and national contracts & co-ops
- Understands how to keep your furniture purchases compliant
- Has contract compliance paperwork available for all states

Custom delivery & installation services

Look for a furniture partner with the ability to tailor delivery and installation services to your school's specific needs. This will eliminate the need to allocate internal resources or hire third-party contractors. Your furniture partner should be able to:

- Deliver orders nationwide with a network of reliable installers
- Assemble and place product where needed
- Haul-away or dispose old furniture
- Background check local delivery crews

Above and beyond customer service

Choose a classroom furniture expert who can handle and resolve any project issues for you. Your preferred vendor should exceed your service expectations with the ability to:

- File product warranties on your behalf
- Meet unexpected product or deadline changes
- Conduct post-project phone calls to assess your satisfaction
- Replace products or parts that arrive damaged at no cost to you

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Why the right furniture partner matters

Physical spaces and their environments influence how students learn and feel. That means the relationship you form with a supplier is an opportunity to enhance your students' learning experiences with the right furnishings and room designs. Your supplier is key to creating dynamic spaces that nurture the success of your students.

As you begin your summer furniture projects, be sure to evaluate your vendor on the criteria below:

Summer purchase goals: Establish the vision for your learning spaces and convey these objectives to your supplier.

Space assessment expertise: Your chosen supplier should develop a realistic plan based on an understanding of your spaces and needs.

Knowledge of teaching methods: A top-notch furniture partner will understand teaching styles and modern education trends.

Budget conversations: Choose a school furniture partner who understands budget constraints and can work within them.



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FAQs about inclusive learning spaces

What are signs our school needs a better classroom furniture supplier?

If any of these instances resonate with your current supplier, it's time for a more positive experience:

- You have questions but aren't getting answers.
- Your furniture options are limited or bottle-necked in price.
- They don't offer free room design services to explore your options.
- You feel "sold" on products that don't meet your needs.
- Ordering classroom furniture feels entirely transactional.
- They ghost you after the purchase.
- Orders are continuously over budget.

Can you change furniture vendors mid-school year?

Yes! If you believe your school could benefit from a better classroom furniture partner, change is possible any time.

Should my school furniture supplier offer after-order care?

Absolutely. A great school furniture supplier won't just "sell you desks." They will guide and inform you of your decisions through to final delivery and set up. Find a good one and you'll feel like the supplier is doing all the work for you, making the start-to-finish process a mutually positive experience!

Ready to start summer purchasing? School Outfitters can help.

Call or email us to talk to a learning space expert today.

1-800-260-2776

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www.SchoolOutfitters.com



About School Outfitters

School Outfitters is on a mission to help students, teachers, and administrators Experience Positive wherever learning takes place. The company's belief in people—that everyone deserves a chance to be themselves, to be seen, heard, and to realize their potential—translates into a relentless quest to do better and be better. As a result, School Outfitters' innovation in creating flexible learning spaces has won the repeat business of 97% of America's top 1,000 school districts.

Founded in 1998 and voted as a Cincinnati Top Workplace for 12 consecutive years, School Outfitters is 100% employee owned and operated. The company offers a broad range of flexible furnishings, collaborative arrangements, and technology integrations, delivered through more than 150 product lines, including exclusive distribution of Learniture, Norwood, Sprogs, and Egghead. To join the more than 30,000 customers who have chosen School Outfitters to Experience Positive, visit www.schooloutfitters.com.

