



CASE STUDY: School System Savings

C & A Scientific is a minority-owned business located in Sterling, VA that supplies thousands of STEM (Science, Technology, Engineering, and Math) and medical products to educational institutions and companies worldwide. Our team of professionals have over 30 years of experience helping schools find the right products and materials that meet their expectations and budget.



INTRODUCTION

In the education industry, especially in today's digital world, providing students with engaging and effective physical learning tools is key to the learner's success. A leading school system based in the Northeast US, understood the need to supplement digital education content with hands on activities. As part of their curriculum, they produce and supply educational kits to their student base, allowing for a more hands-on approach to learning in the classroom.

CHALLENGE

They were in the process of sourcing a quality student microscope that also had features that met the specific needs of their students. However, they had not been able to secure such a product at the price point they had budgeted for. The procurement team at the school came across C & A's offerings through an online search and contacted the C & A team to learn more.



Quality

The educational institution needed to source a quality product that was unique to student needs.



Cost

School budget did not allow for procuring a quality product at their price point from other vendors.



Time

Inefficient procurement process prevented the school from allocating more time towards their business needs.

SOLUTION

C & A Scientific promptly responded to the customer's initial request with a competitive volume discount that provided substantial cost savings to them.

Additionally, we engaged further with the customer about their use case and discovered that certain features of the baseline microscope and the included accessories may not meet their unique requirements. Specifically, the microscope was designed to be battery-powered for portability, and the battery compartment was child-proofed with a screw mechanism for safety. However, these were challenges for the customer as it meant the school (or families) would have to source batteries and screwdrivers for their classrooms.

C & A took this feedback and incorporated essential accessories such as the previously noted batteries and a mini screwdriver to create a customized solution specifically built for their needs.



MFL-20 - Duo Scope Starter Kit
(Microscope Side Angle)



MFL-20 - Duo Scope Starter Kit
(Included Accessories)

RESULTS

Our proactive approach helped the educational institution to save their time and effort by streamlining the procurement process and allowing them to focus on their own core competencies and customers. Compared to the school system putting everything together themselves, C & A was able to achieve an 10% percent cost savings. When also including the discounted volume pricing that they originally inquired about, the savings jumps to 30% percent.

- Achieved 30% cost savings on customized microscope order, and another 30% on additional items purchased
- Gained strategic partner with the internal process to ask the right questions and try to provide more value, where others may only respond to a customer's direct requests
- Developed relationship with one-stop-shop vendor that possesses widely varied network of suppliers and willingness to do custom product development.



VALUE ADDED

After the school's immediate need for microscopes was addressed, C & A Scientific continued to engage with them and learn more to provide better strategic support. As the relationship continued, C & A understood the customer's needs in more detail and identified additional opportunities to collaborate with the client teams on a variety of other educational products for their classrooms and kits.

This was possible because of C & A's experience in product use cases, customer specifications, and requirements gathering. From there, C & A Scientific collaborated with its network of quality partners to understand the production requirements, quality control processes, and logistical support needs to provide the school team with hassle-free, tailored solutions on the timelines they needed. The client was kept in the loop with regular project updates and transparent communications, ensuring they could make their own internal plans based on C & A's progress. Finally, once the development process was complete and items were approved, C & A Scientific worked with vendors for the full production, and organized logistics for a smooth final delivery to their location. Compared to school curriculum teams's original budget estimates, C & A helped the educational institution achieve another 30% cost savings using our expertise.



Volcano Diagram (Front & Back)



Magnetic Alphabet Tiles



Magnetic Counting Coins



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