YOUR NEW WAY TO BUY
ACCESS LEAD to Shop for Your Program Needs

Easy Shopping. Built for your Program

The Department of Early Education and Care (EEC), in partnership with the Commonwealth's Operational Services Division (OSD), is launching a pilot purchasing program for participants in the Commonwealth Cares for Children (C3) grant. This initiative is designed to leverage the state's purchasing power to reduce operating costs for early education providers by offering supplies are lower prices.

WHY LEAD WITH OSD?

Your program needs more than a shopping cart. Through your LEAD Portal, you can access OFF51 vendors offering OSD-negotiated contract pricing, vetted products, convenient online ordering, and purchasing support for the supplies and materials your program needs.

Shop for instructional and classroom learning materials, arts and crafts supplies, recreational and sensory products, children's art projects, and appropriate therapeutic program supplies—all backed by the value of the OSD OFF51 statewide contract.

OFF51 delivers more than a competitive price on an individual item. It provides a purchasing model designed around the ongoing needs of programs serving Massachusetts children and families, combining easy online ordering with vendor support before, during, and after your purchase.

We call it total delivered value: the supplies you need, the purchasing support you deserve.

THE VALUE IS IN THE WHOLE PURCHASE

✓ **EASY Access Through Your LEAD Portal** — Convenient online shopping with the benefits of an OSD statewide contract and vendors ready to help!

✓ **Competitively Negotiated OSD OFF51 Contract Pricing**

✓ **Vetted Product Offerings** Spend less time navigating thousands of products and third-party sellers searching and more time supporting children and families.

✓ **Free Shipping**

✓ **Customer-Centric Service Support —** Get help with recurring and changing purchasing needs throughout the year

DON'T JUST COMPARE PRICE. COMPARE TOTAL VALUE.

Negotiated Pricing + Product + Shipping + Service + Reliability + Ongoing Support = Total Value

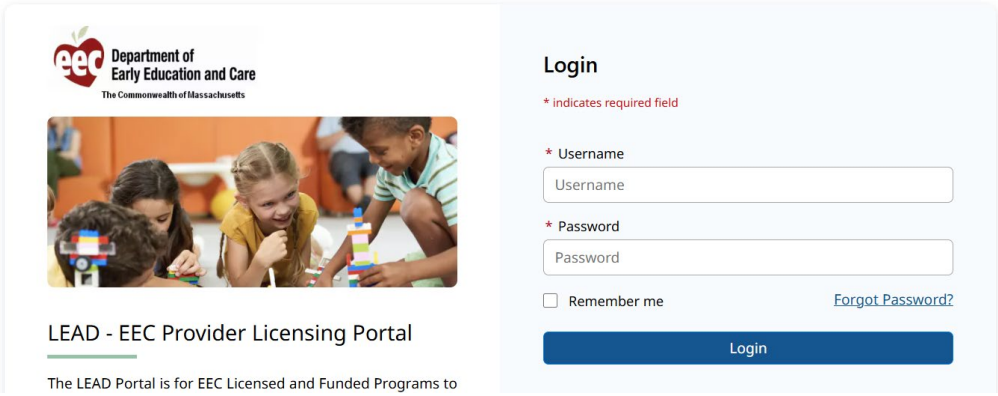
YOUR BUYER PATH | Start in LEAD -> Access the procurement network -> Sign the attestation -> Click View -> Shop with the vendor

READY TO BUY? FOLLOW THESE 5 STEPS

1

Log in to your LEAD Portal

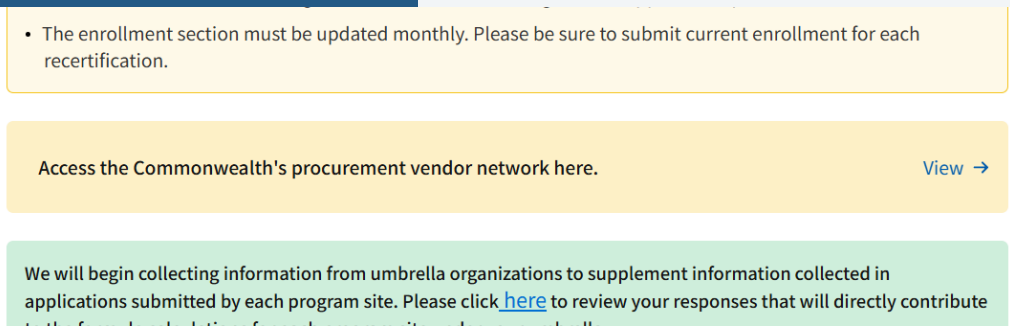
Begin in LEAD when you are ready to purchase.



2

Access the Commonwealth's procurement vendor network

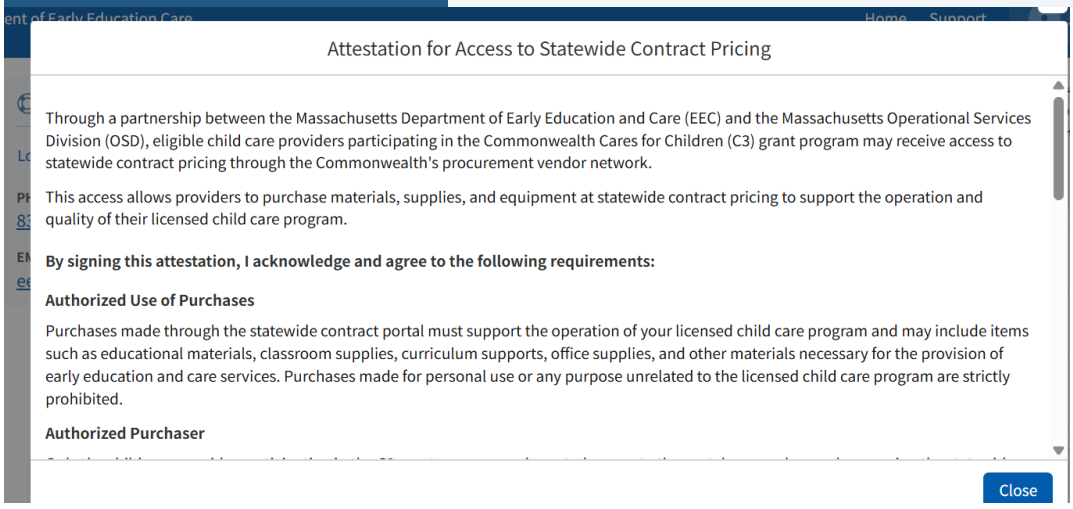
Select the link in LEAD to enter the Commonwealth procurement vendor network.



3

Review and sign the Attestation for Access to Statewide Contract Pricing

Complete the required attestation to access Statewide Contract pricing and participating vendors.



4

Select your OFF51 vendor and click “View”

Under Details, click View for the selected vendor to access vendor contact information and other important buying details. Select the website option when available.



VENDOR	CONTACT PERSON	PHONE NUMBER	EMAIL	DETAILS
Kaplan Early Learning Company	Customer Account Support	800-334-2014	customeraccountsuport@kaplanco.com	View Price List
Lakeshore Learning Materials	Tyler Bickford	401-450-5800	tbickford@lakeshorelearning.com	View Price List
School Specialty	Jim Curtis	508-769-2675	james.curtis@schoolspecialty.com	View Price List

5

Land on the vendor site and start buying

Search for the products your program needs, compare total value, and contact the vendor when you need product or purchasing assistance.

START WITH LEAD. ACCESS VENDORS. CLICK VIEW. SHOP WITH CONFIDENCE.

YOUR OFF51 VENDORS ARE READY TO HELP

Whether you are placing an order online or need assistance finding the right product, your selected OFF51 vendor can help with your ongoing purchasing needs.

On behalf of OSD, thank you for the important work you do every day to support Massachusetts children and families.