

WHITE PAPER

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# Price Per Student

A Managed Custodial Supply Model for K–12 Districts

*Operational Efficiency | Budget Stability | Administrative Relief*

|                                        |                                             |                                       |
|----------------------------------------|---------------------------------------------|---------------------------------------|
| <b>7,000+</b><br>Admin Hours Recovered | <b>1 Invoice</b><br>One Vendor, One Contact | <b>Zero</b><br>Operational Disruption |
|----------------------------------------|---------------------------------------------|---------------------------------------|

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**GEM Supply Company**

*Local Grit. National Muscle.*

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# 1. Executive Summary

The Price Per Student (PPS) model restructures how custodial consumables are funded and managed across a K–12 school district. It does not change products. It does not change cleaning workflows. It does not require retraining.

PPS shifts custodial consumables from **decentralized, school-level management** to a **structured, district-aligned supply management model** tied to student enrollment.

Districts choose which products are included in their PPS program. GEM reviews historical usage and works with the district to build an approved product list that matches their existing standards and preferences. In most cases, schools continue using the exact same products they use today — nothing changes operationally.

| Benefit                   | Impact                                             |
|---------------------------|----------------------------------------------------|
| No Operational Disruption | Same products, same workflows, same dispensers     |
| Predictable Budgeting     | One per-student rate aligned to fiscal year        |
| Time Recovery             | 5,000–7,000 administrative hours returned annually |
| Vendor Consolidation      | One supplier, one contact, one monthly invoice     |
| Structured Oversight      | Bi-weekly inventory management and reporting       |
| Budget Protection         | October enrollment true-up adjusts cost to actuals |

# 2. The Operational Problem

This is not about paper or soap. **It is about administrative capacity, budget stability, and reduced leadership distraction.**

Today, supply management in most K–12 districts is spread across assistant principals, bookkeepers, front office staff, head custodians, and principals. None of these roles were hired to manage supply chains. Yet they routinely handle:

- Inventory monitoring and counting
- Ordering, approvals, and purchase order generation
- Delivery verification and receiving
- Invoice reconciliation across multiple vendors
- Backorder resolution and substitution management
- Emergency restocking situations

This is decentralized supply chain management happening inside instructional campuses. Every hour spent managing supplies is an hour not spent on instruction, discipline, compliance, or teacher support.

### 3. Time Recovery & Administrative Relief

Conservative estimates across districts of various sizes consistently show significant time consumed by custodial supply management at the school level:

| Metric                        | Estimate                        |
|-------------------------------|---------------------------------|
| Monthly hours per campus      | <b>6–10 hours</b>               |
| Annual hours per campus       | <b>72–120 hours</b>             |
| District-wide (~60 campuses)  | <b>4,320–7,200 hours</b>        |
| District-wide (120+ campuses) | <b>8,600–14,400+ hours</b>      |
| FTE equivalent recovered      | <b>2–7+ full-time positions</b> |

This recovered capacity is redirected toward instructional support, teacher engagement, student discipline, academic oversight, and compliance.

### 4. Who Gets Time Back

#### Principals

- Less discretionary fund volatility and fewer supply crises
- More predictable budget planning — focus remains on instruction

#### Assistant Principals

- Fewer emergency interruptions during the school day
- Time returned to students, teachers, and discipline

#### Bookkeepers

- One structured billing model replaces dozens of invoices
- Fewer invoice discrepancies and vendor follow-ups

#### Head Custodians

- No more counting cases or placing emergency orders
- More time supervising cleanliness and building quality

### 5. What PPS Changes

#### Funding Structure

**Current Model:** Individual SKU purchases with variable monthly cost across multiple vendors.

**PPS Model:** Per-student structured funding model with predictable annual budgeting, fiscal-year alignment (July 1 – June 30), October enrollment reconciliation, and reduced discretionary volatility.

#### Supply Management Structure

Under PPS, supply management shifts from reactive and decentralized to structured and managed at scale:

- Bi-weekly onsite inventory management
- White-glove delivery with product placed in designated areas
- Structured replenishment cycles based on consumption data

- Centralized consumption tracking and reporting
- Backorder management handled centrally
- Proactive dispenser uptime oversight

**Schools no longer manage supply chain mechanics.** The district gains accountability without adding complexity.

## 6. How Price Per Student Works

### Step 1: Historical Usage Review

GEM analyzes the district's actual consumption by product type. This usage data forms the baseline for pricing. The district identifies and approves the specific products to be included in their program.

### Step 2: Per-Student Rate Locked

All district-approved products are bundled into one predictable cost per enrolled student, aligned to the district's fiscal year. No pre-funding is required before the purchase order is issued.

### Step 3: Managed Delivery Begins

Bi-weekly onsite inventory management is formalized. White-glove delivery begins with products placed in designated storage areas. Schools experience zero burden — supply management is handled entirely by GEM.

### Step 4: October Enrollment True-Up

Actual student enrollment is confirmed in October. The PPS total adjusts accordingly. If enrollment decreases, funding adjusts down. If enrollment increases, service scales proportionally. District budget integrity is protected.

## 7. Product Categories

**Districts choose and approve all products included in their PPS program.** GEM works with each district to build a customized product list based on historical usage and current standards. In most cases, schools continue using the exact same products they already have in place — nothing is forced, nothing is swapped.

Typical PPS programs include products from the following categories:

| Paper & Tissue                                                                                                                                                                                                                           | Chemicals & Cleaning                                                                                                                                                                                                                |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>• Roll paper towels</li> <li>• Multifold / single fold towels</li> <li>• 2-ply toilet tissue (all formats)</li> <li>• Anti-bacterial hand soap</li> <li>• Trash can liners (all sizes)</li> </ul> | <ul style="list-style-type: none"> <li>• Floor cleaner &amp; finish</li> <li>• Glass cleaner</li> <li>• Restroom disinfectant</li> <li>• Heavy-duty degreaser</li> <li>• Germicidal bleach</li> <li>• Spray disinfectant</li> </ul> |
| Dispensers & Hardware                                                                                                                                                                                                                    | Disposable Janitorial Supplies                                                                                                                                                                                                      |
| <ul style="list-style-type: none"> <li>• Towel &amp; tissue dispensers</li> <li>• Soap dispensers</li> <li>• Dilution control dispensers</li> </ul>                                                                                      | <ul style="list-style-type: none"> <li>• Gloves &amp; microfiber cloths</li> <li>• Mops, pads &amp; scouring pads</li> <li>• Spray bottles &amp; triggers</li> </ul>                                                                |

Additional categories such as dilution control chemicals, floor strippers, stainless steel cleaners, and specialty items can be included based on district needs. The product list is flexible and built around what each district already uses.

## 8. The GEM Support Platform

PPS is backed by five integrated service pillars that turn custodial supply management into a managed, accountable system.

### Price Per Student

Standardized pricing by student, predictable budgeting, simplified cost planning, and enrollment-based reconciliation.

### Inventory IQ

Managed replenishment, white-glove support, controlled product flow, reduced overstock, and improved inventory organization. GEM monitors levels, prevents stockouts, and places products where they need to be.

### Intuitive Inspection App

Digital inspection platform with customizable templates, mobile accessibility, photo documentation, instant reporting, and task management integration.

### Academy of Cleaning Excellence

White-labeled LMS providing custodial certifications, floor care training, standardized cleaning processes, and continuous workforce development.

### Local Grit + National Muscle

Local service responsiveness backed by national purchasing power through Triple S — reliability, product consistency, supply chain stability, and cost control.

## 9. Risk Mitigation & Budget Protection

PPS is designed to protect district budget integrity with built-in safeguards:

- Fiscal-year term alignment (July 1 – June 30)
- Enrollment-based October true-up — if enrollment changes, funding adjusts
- No long-term lock beyond the current term
- No pre-funding requirement before PO issuance
- Service scales proportionally with enrollment changes

The district maintains full control. PPS does not replace district personnel or infrastructure. It removes the custodial supply tasks that consume their time and gives that capacity back.

## 10. Zero Disruption Guarantee

| What Does NOT Change                                                                                                                                                                                                                                                                     | What DOES Change                                                                                                                                                                                                                                                           |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>✓ Paper &amp; tissue systems</li> <li>✓ Soap &amp; dispenser systems</li> <li>✓ Trash liner specifications</li> <li>✓ Dilution control chemistry</li> <li>✓ Custodial workflows</li> <li>✓ Inspection platform</li> <li>✓ Training LMS</li> </ul> | <ul style="list-style-type: none"> <li>→ Billing structure (per-student)</li> <li>→ Inventory management (bi-weekly)</li> <li>→ Delivery model (white-glove)</li> <li>→ Budget predictability</li> <li>→ Consumption visibility</li> <li>→ Vendor consolidation</li> </ul> |

## 11. The Strategic Question

***Should custodial consumables be treated as decentralized discretionary purchases — or managed district infrastructure?***

Option A creates variability and ongoing administrative burden. Schools manage their own supply chains. Principals, bookkeepers, and custodians spend hours every month on logistics instead of their core responsibilities.

Option B creates stability, predictability, and recovered leadership time. Supply management is formalized as infrastructure. Budgets become predictable. Administrative capacity is returned to schools.

**PPS positions custodial consumables as infrastructure. For a district of any size, that shift is meaningful.**

## 12. Conclusion

The Price Per Student model delivers:

- No operational disruption — same products, same workflows
- 5,000–7,000+ administrative hours recovered annually
- Predictable, enrollment-based budgeting with October true-up
- Centralized supply oversight and consumption reporting
- Bi-weekly white-glove inventory management and delivery
- District-approved product list — you choose what's included
- Reduced school-level administrative burden across all roles

***The greatest value is not product cost. It is recovered administrative capacity and structured operational stability.***

### Ready to Talk?

Schedule a consultation to see what PPS looks like for your district.

[calendly.com/bobbyzagers/pps-consultation](https://calendly.com/bobbyzagers/pps-consultation)

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