



**PREPARED FOR**

HARTNELL COLLEGE  
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**PREPARED BY**

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Mamava celebrates and supports the 21st-century mama on the go with freestanding lactation pods, a mobile app, and an engaged digital community. Mamava is a brand committed to playful disruption, great design, human connection, and driving social change.



Mamava is pumped about the opportunity to partner with Hartnell College to bring our lactation pods to another California Community College campus.

Mamava would like to empower Hartnell College to support breastfeeding mothers with best-in-class lactation suites and help communicate the story that Hartnell College comprehensively supports nursing mothers and their families.



### Mamava's freestanding lactation suites:



Are clean, private spaces designed to meet the physiological and emotional needs of breastfeeding mothers



Help on-the-go moms meet their breastfeeding goals by reducing barriers to pumping and nursing



Make legal compliance easy with a dedicated, locking space that is a not a bathroom



Deliver in 4 to 6 weeks and are installed in a few hours by 1 to 2 people (installation available)



Enable one-touch entry with the Mamava app so you don't need to manage access



Are supported by a superior customer care team. Maintenance and service plans available.

Providing a lactation accommodation is the law.  
A best-in-class lactation space **communicates your support.**

More than 3/4 of public school teachers are female—and nearly 1/2 are under age 40.<sup>1</sup>

Over 1/3 of the teachers who leave the profession do so for personal reasons, including childcare.<sup>2</sup>

One in five college students today are parents and more than 2.6 million students are also mothers.<sup>3</sup>



# Meet Our Family of Products

For faculty, staff, students or guests with their baby or breast pump.



## Mamava Original

Best for spacious workplaces or small venues

26 square ft  
7'3" x 3'7" x 7'3"

PRICE \$14,000



## Mamava ADA

Best for public venues. Wheelchair accessible.

50 square ft  
9'5" x 5'4" x 7'3"

PRICE \$20,500

For faculty, staff or students using a breast pump.



## Mamava Solo

Best for mom with her pump in workplaces

14.5 square ft  
5' x 2'10" x 7'3"

PRICE \$9,995

### Mamava Original and ADA customizations

Your logo on the door	\$1500
Fully custom pod graphics	\$3000
Enhanced privacy ceiling	\$250
Refrigerator-ready model	\$500



## Medela Symphony Breast Pump

PRICE \$1,450

Double breast-shield kits  
PRICE \$160 (includes 6 units)



## How many pods do you need?

The National Institute of Health (NIH) recommends 6 lactation spaces for every 1000 female employees—and higher proportion for smaller companies (1 for 100 employees; 2 for 250 employees).

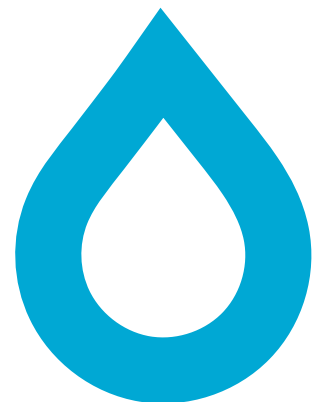
**These numbers often aren't sufficient. Also consider:**

### “Rush hours”

Many moms are on the same feeding/pumping schedule based on a baby's need to feed every 4 hours. The average pumping or nursing session lasts 10-20 minutes.

### Size/set-up of your facility

Having to walk more than a few minutes to use a lactation space can be stressful for mothers and reduce overall working time.





## Proposed Solutions + Pricing\*

Based on the information you've shared, Mamava recommends the following products and services.

Products	UNIT PRICE	QUANTITY	COST
Original	\$14000	1	<b>\$14000</b>
ADA	\$20500	1	<b>\$20500</b>
Solo	\$9995	1	<b>\$9995</b>

Shipping + Install			
FOB Springfield, VT to CA per Original	\$1800	1	<b>\$1800</b>
FOB Springfield, VT to CA per ADA	\$2700	1	<b>\$2700</b>
FOB Springfield, VT to CA per Solo	\$1100	1	<b>\$1100</b>
Optional Installation for Original	\$2200	1	<b>\$2200</b>
Optional Installation for ADA	\$2500	1	<b>\$2500</b>
Optional Installation for Original	\$1500	1	<b>\$1500</b>

Additional Services			
Your logo on the pod (Original and ADA only)	\$1500	1	<b>\$1500</b>
Fully custom graphics (Original and ADA only)	\$3000	1	<b>\$3000</b>
Enhanced privacy ceiling	\$250	1	<b>\$250</b>
Refrigerator-ready model (Original and ADA only)	\$500	1	<b>\$500</b>
Medela symphony pump	\$1450	1	<b>\$1450</b>

\*This reflects estimated pricing.

To place an order, please contact us for a formal sales order for you to sign and complete. Mamava requires a 50% deposit upon receipt of the signed sales order and PO.

Product pricing and shipping costs are subject to change.





**Mamava is inspiring social change.** We're dedicated to transforming the culture of breastfeeding for the millions of mamas who deserve better.

Thank you to all the communities, employers, mamas and papas working to help more women meet their breastfeeding goals. **Join the movement.**  
**We can't move our mission forward without you.**

*"These Mamava pods were this beacon of hope during this year of breastfeeding. Thank you. Because they saved me so many times."*

*—Dylan Dreyer, on the TODAY Show*

