

# Boost Your Public Sector Sales with Cooperative Purchasing



Sourcewell 

# Turn RFPs into ready-for-purchase opportunities

When you picture public sector purchasing, what comes to mind?



Poring over complex procurement rules?



Juggling deadlines on top of an already full book of business?

Balancing those needs can make it challenging to focus on growing your business.

That's where Sourcewell's cooperative purchasing program comes in. You can leverage cooperative contracts as a strategic tool to serve your public sector clients and boost your public sector sales.

## Sourcewell's cooperative purchasing program

①

Government-to-government model

Contracts are awarded by a fellow public agency.



②

Rigorous solicitation process

Sourcewell conducts a fair, open, competitive solicitation process to award contracts to the most responsive and responsible suppliers.



③

Standardized contracts

Agencies gain consistency and transparency across every cooperative contract.



④

Local delivery

Products and services are often provided through local dealers and representatives, supporting local communities.



## Trusted. Proven. Nationwide.

50,000+  
participating agencies

900+  
awarded contracts  
across all categories

\$11B  
in contract spend  
(fiscal year 23/24)

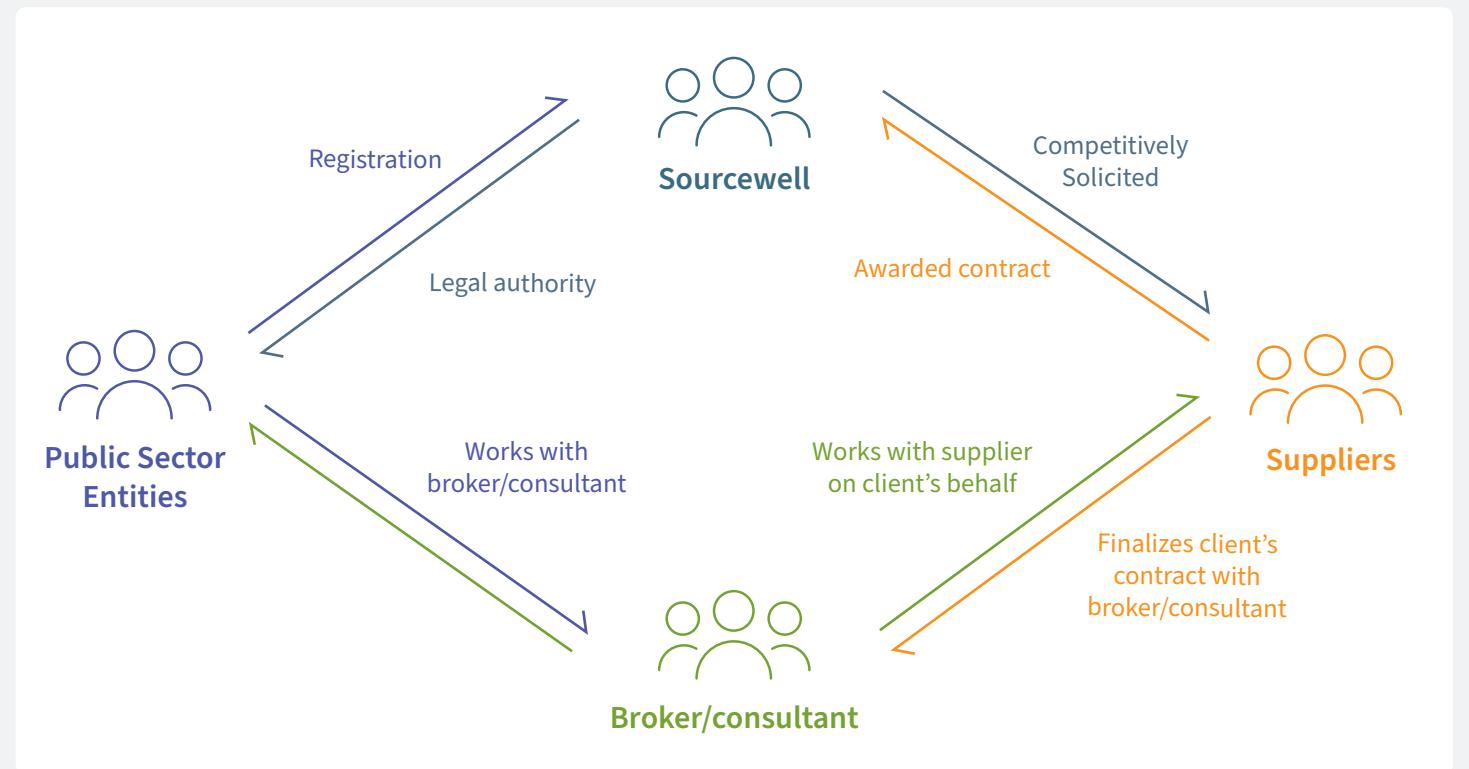
10-time winner  
of the Achievement of Excellence  
in Procurement Award

What this means for you  
We're here to support you,  
not compete with you.

We're not benefits consultants, brokers, or agents.  
Determining what's best for your clients is your role.  
We're government procurement experts here to empower  
you with competitively solicited options.



## How we work together



## How cooperative purchasing simplifies procurement

For public agencies, purchasing larger solutions isn't as simple as writing a check. The solicitation process is lengthy, complex, and heavily regulated.

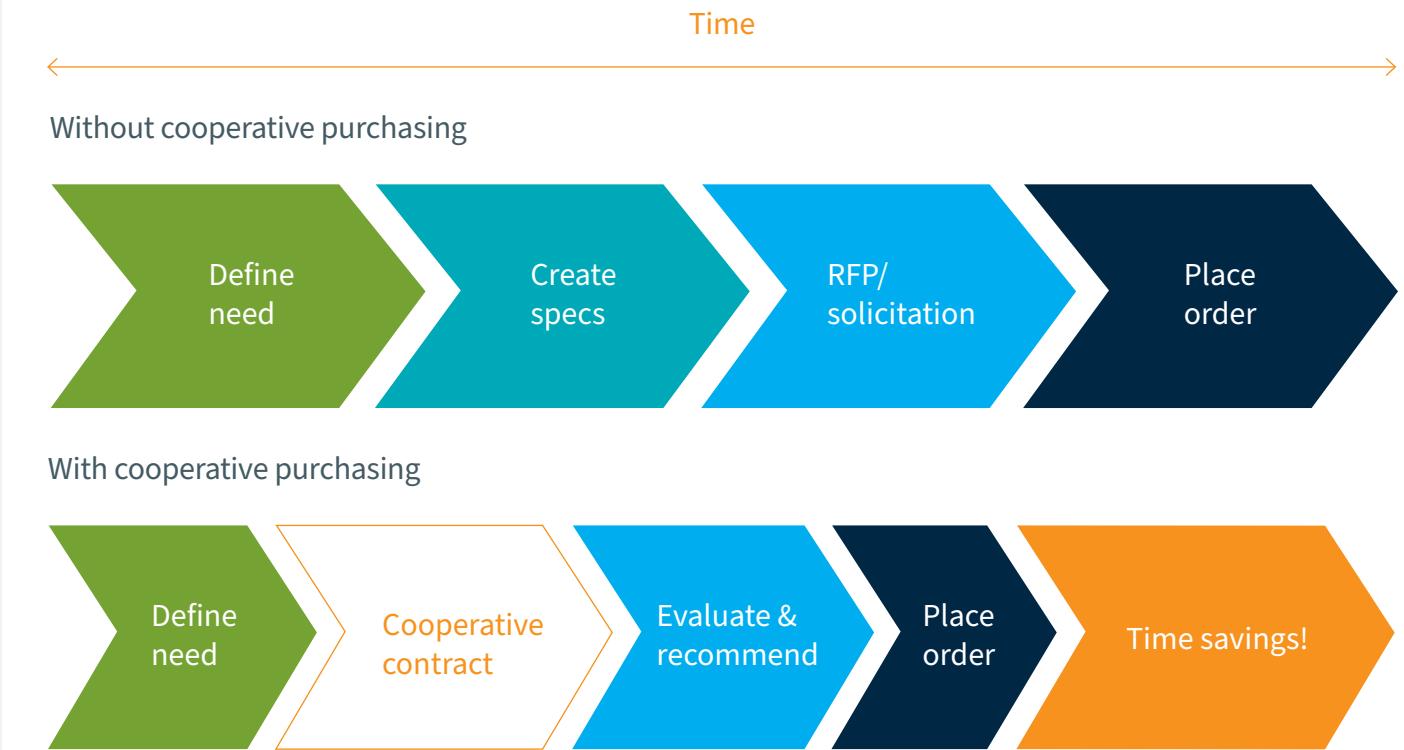
Cooperative purchasing brings government organizations together to create efficiencies and savings, allowing you to focus on your clients.

And with Sourcwell, you don't have to be an expert in public procurement. Our team manages every step – from creating specifications to evaluating responses – so you and your clients don't have to.

### Navigating the public procurement process

We focus on efficiency, compliance, and value so you can get what your client needs without the hassle.

#### Stages of Procurement Process



## What this means for you



### Save time and effort

- Competitively awarded contracts offer a faster path to finding the right solution for your clients, while helping them meet most compliance requirements.\*
- Awarded contracts are ready for you to shop, saving you the time, effort, and resources of performing an RFP for your client.



### Boost public sector sales

- Stand out from competitors with contracts awarded through a government process.
- Secure better pricing and service levels through the purchasing power of thousands of agencies.



### Insulate your book of business

- By bringing the benefits of cooperative purchasing to your clients, you can deliver added value, savings, and simplicity they want.
- You continue to own your client relationships and book of business.

\*Each participating agency is still responsible for reviewing its own state and local statutes, policies, and procedures for compliance and determining cooperative purchasing eligibility.

“Utilizing cooperative purchasing contracts in our agency’s procurement strategy allows us to focus on consulting with our clients and not being government procurement experts. This gives us the ability to move quickly and ensure compliance for our clients.”

— Dan, Owner of insurance agency specializing in public employee benefits

## Risk, benefits, and insurance solutions already on contract

### Over 50 awarded contracts across key categories



## What this means for you



### Offer risk, benefits, and insurance options to meet a range of client needs

- Support diverse employee benefit and risk management strategies with comprehensive contracts.
- Access a portfolio of solutions that public entity employers want for their employees.



### Gain flexibility without time constraints

- Launch new or continue existing programs without worrying about adding or expanding mid-bid-cycle or waiting for a new bid cycle.
- Use awarded contracts without having to complete solicitations yourself.

# Three easy steps to use cooperative purchasing for your clients

1

Shop our list of competitively solicited suppliers and find the best solution for your client.

2

Negotiate price and terms with the supplier on your client's behalf.

3

Reference your client's Sourcewell participating agency account number and the supplier's awarded contract number on your client contract.



If your client isn't a participating agency yet, they'll need to register. Registration is fast and free, with no obligations or minimums.

“We see Sourcewell as a partner to help us distribute our expertise to that common [public sector] clientele.”

— Kaleb, Vice President, benefit consulting firm serving the public sector

Ready for what's next?

See how you can start leveraging cooperative purchasing as a strategic tool today.

**We're here to help—email our team anytime at:**

[risk\\_benefits\\_and\\_insurance\\_solutions@sourcewell-mn.gov](mailto:risk_benefits_and_insurance_solutions@sourcewell-mn.gov)



Learn about the benefits

[sourcewell.co/for-consultants](http://sourcewell.co/for-consultants)