

Boost Your Public Sector Sales with Cooperative Purchasing



Turn RFPs into ready-for-purchase opportunities

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



Navigating complex procurement processes?



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

1,000+

awarded contracts
across all categories

\$11B

in contract spend
(fiscal year 23/24)

10-time winner

of the Achievement of Excellence
in Procurement Award

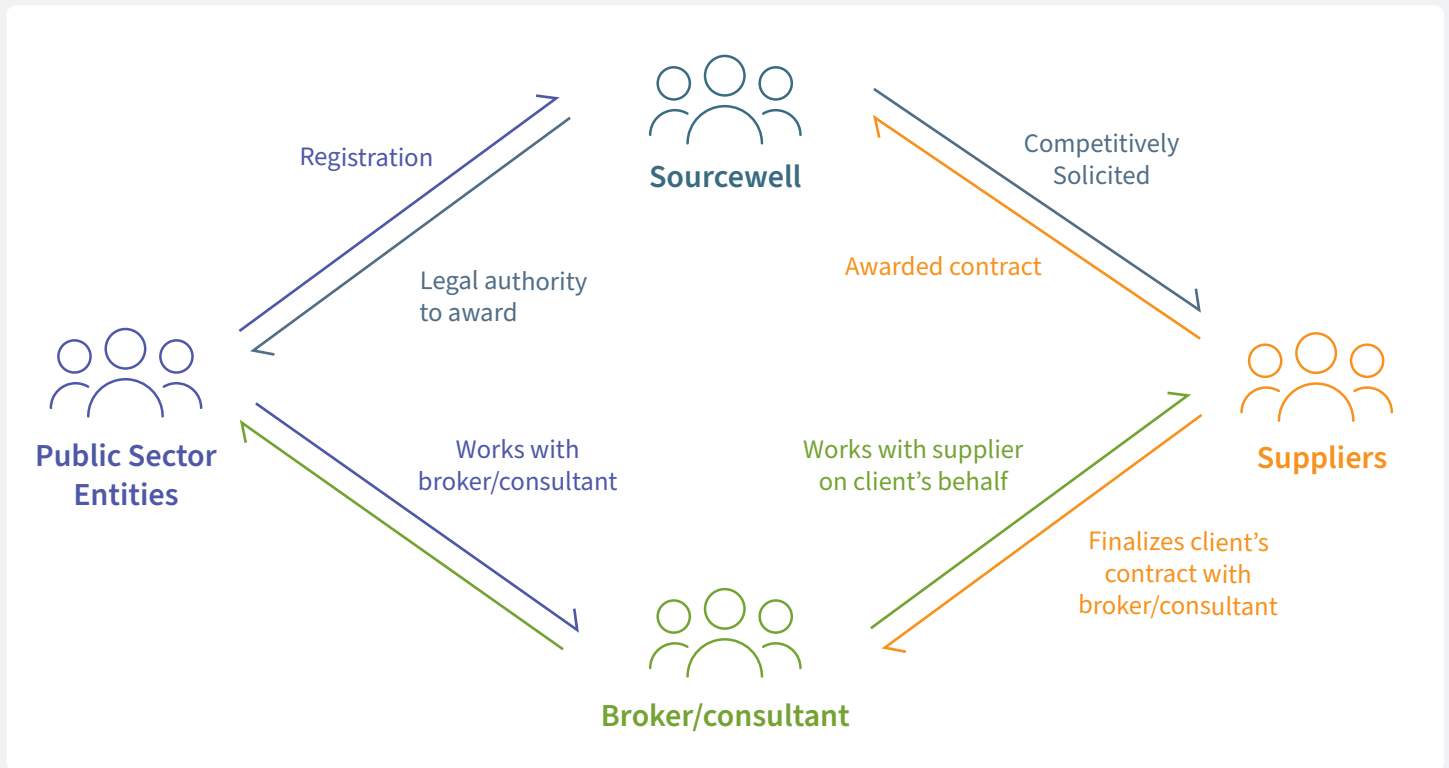
What this means for you

**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



You

- Guide the choice of “what” your public sector clients buy
- Evaluate options and recommend solutions for your clients
- Work directly with suppliers on behalf of your clients
- Focus on your clients and book of business

We

- Streamline “how” public sector entities buy
- Conduct competitive solicitations through a transparent government process to offer goods and services via cooperative purchasing
- Award trusted suppliers with cooperative contracts
- Focus on offering cooperative contracts for a range of solutions and needs



You don't have to be a Sourcewell participating agency to leverage our contracts for your public sector clients – only your client does.

How cooperative purchasing simplifies procurement

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

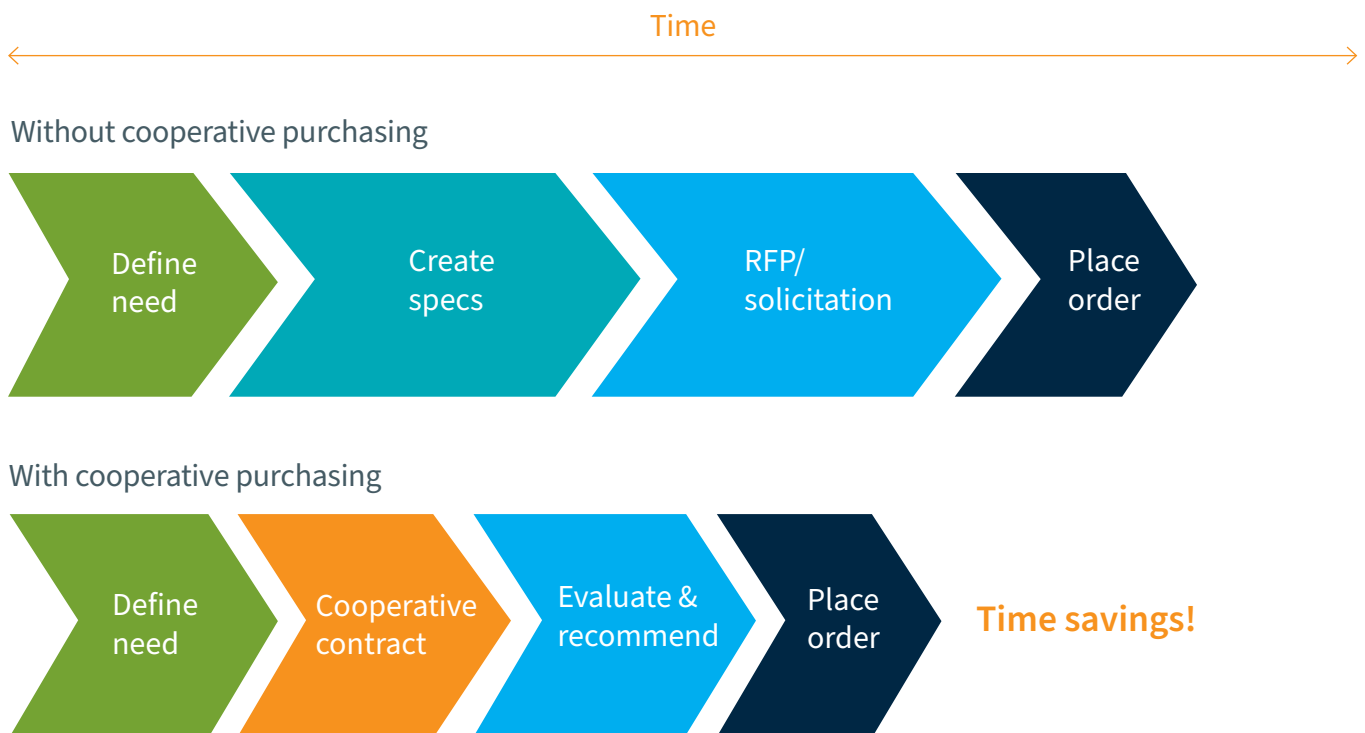
Cooperative purchasing brings government organizations together to create efficiencies and savings, allowing you to focus on your clients.

With Sourcewell, you don't have to be an expert in public procurement. Our team manages the competitive solicitation and contract award process — from creating specifications to evaluating responses.

Navigating the public procurement process

We focus on efficiency, value, and supporting compliant purchasing 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 agencies support their own procurement process.*
- 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.

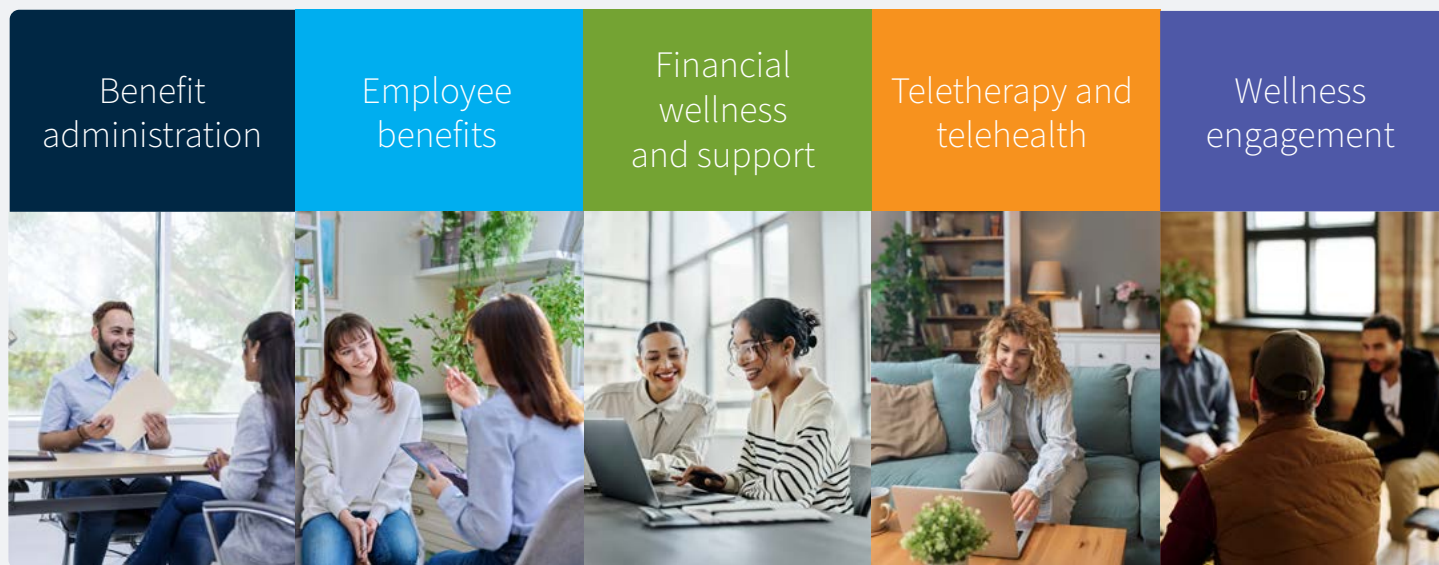
**Each participating agency is still responsible for reviewing its own state and local statutes, policies, and procedures for compliance and determining cooperative purchasing eligibility.*

“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.”

— 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 issue your own RFP.

Three easy steps to use cooperative purchasing for your clients

1

Shop our list of competitively awarded 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 Sourcwell 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 Sourcwell 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



Learn about the benefits
sourcewell.co/for-consultants

sourcewell-mn.gov

Sourcewell is a local unit of government under Minnesota state statute, and competitively solicits and awards contracts. Purchasing agencies are responsible for performing due diligence and ensuring compliance with all applicable federal, state, and local laws, as well as specific funding requirements, in consultation with legal counsel.

Sourcewell 

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