



Top 5: Why Sourcewell

1. Government Serving Government.

Sourcewell, formerly National Joint Powers Alliance (NJPA) **IS** a government agency serving as a municipal contracting agency. Joint Exercise of Powers Laws state: “What two agencies can each do for themselves, one can do for the other”. Sourcewell’s procurement process **satisfies the bidding requirements** for your agency, thus saving time and reducing overall cost. Sourcewell members have access to all RFP documentation, which can be acquired, printed and filed in a matter of minutes. (A process that usually takes weeks or months.)

2. Leveraged Nationally and Serviced Locally.

Purchasing local, is an understandable and growing trend. Purchasing through your local dealer and utilizing your Sourcewell membership, will allow you to take advantage of nationally leverage pricing, and keep your agency’s dollars in your community.

3. No Cost Membership

Sourcewell membership is at no cost, or obligation, and no liability. Manufacturers, or vendors, realize substantial efficiencies through their ability to respond to one Sourcewell solicitation that will potentially lead to hundreds or thousands of sales that would otherwise have to be bid individually. From these efficiencies vendors pay Sourcewell an administrative fee, which offsets Sourcewell’s operating costs. Therefore Sourcewell members do not pay for membership. Ask your dealer about membership or go to www.Sourcewell-mn.gov

4. Flexibility

Purchasing through awarded Sourcewell vendor, is similar to buying off of state contract however, Sourcewell contracts are more inclusive and offer more flexibility. More inclusive because more agencies are allowed to make purchases through Sourcewell vs. the State. More flexible because all models and options are available, including dealer sourced and installed options. **Leasing** and trades can be incorporated. Many states charge a fee to agencies who simply want to “see pricing”. Sourcewell and your dealer know, you need pricing in order to set a budget, you will not be charged a fee for “kicking tires”.

5. Choice

You know low price does not always mean low cost. Sourcewell provides a purchasing pathway that overcomes protests or objections from competitors. Sourcewell provides a contract pathway to sound purchasing decisions that allow you to consider, overall cost of ownership, dealer location, functionality, resale value, and more.