

# Ensuring successful government procurement

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Even while we're in the midst of an international pandemic, public procurement professionals in every state need to buy essentials—sometimes unintended and unforeseen—and purchasing policies and rules still apply. Cooperative purchasing is the easiest way to quickly get the items you need in a compliant manner. In times like these, it's more important than ever to ensure state leaders have eyes on cooperative purchasing contracts and partner with a cooperative purchasing organization with best-in-class purchasing contracts in place. These established relationships help you avoid a last-minute scramble, especially when you do not have time to facilitate an individual procurement. More and more states are incorporating cooperative purchasing as a procurement best practice.

State leaders and their procurement professionals focus a lot of energy on facilitating procurements, issuing requests for proposals or invitations for bid, and eventually getting their own contracts in place. But what happens next when an emergent need exists and time is of the essence? And what happens when everyone is experiencing the same situation at the same time?

Across the nation, state officials face this challenge and most run into difficulties making procurements and acquiring goods and services necessary to protect the public health of their residents. Undoubtedly, leaders will continue to grapple with these unfortunate situations. Thanks to the use of cooperative procurements, many were able to engage with cooperative purchasing organizations like Sourcewell, and use existing procurement contracts, to expedite the procurement process and to ensure more efficient delivery of goods and services—at a significant cost savings to the states in a time of great need.

Learn more at [sourcewell-mn.gov](https://sourcewell-mn.gov).

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### About cooperative purchasing

Cooperative purchasing is an established and accepted method of government procurement that increases efficiency and transparency in government purchasing. Solicitations are conducted on behalf of all eligible governments, resulting in increased competition. Discounted pricing is achieved through aggregated national volume, and these contracts may then be utilized by governments. When used as a procurement tool by state purchasing professionals, cooperative purchasing results in significant time savings, reduced administrative costs, and access to the best value of products and services needed at cost savings—which maximizes taxpayer resources. There is no cost for states and other units of government to utilize Sourcewell cooperative purchasing contracts. Sourcewell's procurement process and purchasing contracts help states maximize their procurement portfolio and save time and money.