

Stretching budgets with procurement strategy

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When time is money, state leaders and procurement professionals can save both when using cooperative purchasing. State agency buyers focus a lot of energy on facilitating procurements, issuing requests for proposals or invitations for bid, and eventually getting purchasing contracts in place. What if they partner with a cooperative purchasing organization to make procurements? Using existing purchasing contracts expedites the procurement process and ensures more efficient delivery of goods and services—at a significant cost savings to the state, that helps ensure good stewardship of taxpayer dollars.

By using cooperative contracts to round out a procurement strategy, buyers can focus their time and attention on the most pressing or delicate procurements. Across the nation right now, state officials are facing shrinking budgets and resources when they are needed most to acquire 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 are able to engage with cooperative purchasing organizations like Sourcewell to help maximize budgets and staff time.

Procurement professionals in every state need to make procurements—and purchasing policies and rules still apply. Cooperative purchasing is the easiest way to quickly get the items you need in a compliant manner. 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.



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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 units of governments, resulting in increased competition by allowing private industry nationwide to compete for government business. Discounted pricing is achieved through this 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 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.