

# CONSORTIUM PURCHASING

Rosenbauer, Sourcewell & Canoe



## WHO ARE SOURCEWELL & CANOE

Sourcewell & Canoe are government agencies working as a municipal contracting agencies. They competitively solicit and award cooperative contract purchasing solutions through industry leading vendors.

## HOW TO JOIN

Go to <https://www.sourcewell-mn.gov/register> or <https://canoeprocurement.ca/members> and fill out the online application. There is no cost, obligation, or liability to join. All government entities can register with Sourcewell & Canoe as a participating agency.

## CONSORTIUM PURCHASING & ROSENBAUER

Enjoy cost savings and efficiency in the procurement of your new fire apparatus. Get the apparatus that fits your needs, through our solution-based solicitation process. Justify your purchasing decisions and contract pathway. Let Rosenbauer help you justify an established paper trail between your organization and Sourcewell's/Canoe's procurement files.

## HOW TO PURCHASE

- If you are not a member, register membership with Sourcewell or Canoe at no cost, obligation or liability.
- Contact a Rosenbauer dealer or factory representative for specifications on the apparatus of your choice, no limitations on options.
- Rosenbauer will work with Sourcewell/Canoe to do the rest.

## LET US BE YOUR CHOICE

You know what you're looking for, so leverage the saving opportunity. Use Sourcewell's/Canoe's national, competitively solicited contracts, to get you the fire apparatus to meet your needs.

Cities, fire districts, fire departments and non-profit agencies benefit for easy access to high quality fire apparatus at a competitive price.



ROSENBAUER AMERICA CONTRACT: #113021-RSD

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**Rosenbauer South Dakota, LLC**  
100 Third Street; Lyons, SD 57041  
605.543.5591

**Rosenbauer Minnesota, LLC**  
5181 260th Street; Wyoming, MN 55092  
651.462.1000

**Rosenbauer Motors, LLC**  
5190 260th Street; Wyoming, MN 55092  
651.462.1000

**Rosenbauer Aerials, LLC**  
870 S Broad Street; Fremont, NE 68025  
402.721.7622



# TOP 5 QUESTIONS FOR CONTRACT PURCHASING

## HOW DO I PURCHASE OFF A CONTRACT?

Join Sourcewell/Canoe - membership is at no cost, obligation, or liability!

- Eligible members include any unit of government, education or non-profit agency.

Browse Awarded Vendor Contracts - hundreds to choose from!

- Nearly 200 vendors in a wide variety of industries and over 500 construction-related contracts nationwide.

Contact Awarded Vendors - contact info is easy to find on Sourcewell's website!

- Each vendor has a landing page on Sourcewell/Canoe websites with vendor's contact name, email, and phone number. Contact them and let them know you're interested in using the Sourcewell/Canoe contract and they'll do the rest.



## HOW DO I JOIN?

There is no-cost, no-obligation or liability to join or participate in a cooperative contract purchasing program. Over 90% of members join through an online application at <https://www.sourcewell-mn.gov/register> or <https://canoeprocurement.ca/members>. If your agency/organization requires an executed signature, print and complete one of the participating member agreements, joint exercise of power or associate member agreements found on each respective websites.

## WHAT DOES IT MEAN TO BE A MEMBER?

Sourcewell & Canoe exist to serve their members and ensure that all interactions and utilizations result in a positive outcome. Your membership ties you to their procurement process and gives you **access to hundreds of competitively-solicited procurement choices** - products, equipment, and services. Sourcewell/Canoe offers assistance to our members throughout the procurement process and provides **time and money** savings.

Sourcewell/Canoe communicates newly awarded vendor contracts to its membership through monthly Contract Award Announcement emails. They also feature awarded vendor products, services, equipment, valuable industry information, and provides updates in their quarterly member newsletter that is emailed to all members. If you aren't receiving these valuable email communications, but would like to, please visit the website to sign up.

## CAN YOU EXPLAIN HOW THIS MEETS BIDDING REQUIREMENTS?

Sourcewell/Canoe establishes and provides nationally leveraged and competitively solicited purchasing contracts under the guidance of the Uniform Municipal Contracts Law (M.S. 471.345 Subd. 15). Sourcewell/Canoe conducts a comprehensive **12-step process** that includes:

- 1) Identify members' needs.
- 2) Research solutions available in the marketplace.
- 3) Request permission from the Board of Directors.
- 4) Draft a solicitation, public advertisement and notice.
- 5) Conduct a pre-proposal conference followed by receipt of responses.
- 6) Evaluate proposers' responses.
- 7) Review evaluation results.
- 8) Provide recommendations to the Sourcewell Board.
- 9) Award vendor(s).
- 10) Post approved contract documents.
- 11) Develop and implement a joint marketing plan with awarded vendor(s).
- 12) Review and maintain our contract throughout its term.

Sourcewell/Canoe operates under the enabling authority of Minnesota Statute 123A.21. The Joint Exercise of Powers Laws (M.S. 471.59) allow our members to legally purchase through their contracts without duplicating their own competitive solicitation process and requirements. The result of this cooperative effort is a high-quality selection of nationally leveraged, competitively solicited, contract solutions to help meet the ever changing needs of their current and future members.

## CAN I BUY LOCALLY?

Yes. Typically Sourcewell/Canoe contracts are awarded at the manufacturer level and sales are made through **local dealerships**. Members are able to leverage local dealerships by receiving **national volume pricing**. For example, John Deere was awarded a national contract but you can buy directly from your local dealer benefitting that business.

Sourcewell



canoe  
procurement group of canada

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