

Sourcewell Customer Guide

Get What You Need, When You Need It

Who is Sourcewell?

- Unit of Government in Minnesota
- Sourcewell is a Leading, Independent Government Agency
- Legal Authority to Establish Contracts
- Satisfy Solicitation Process For Public Sector Customers
- Ceiling – Based Pricing, Offering Contract Price Level Flexibility

Why Agencies Use Sourcewell?

- 100% Free to Use
- 400+ Competitively Solicited Contracts
- Ability to Choose
- Save Time and Money
- Avoid Low-bid, Low-quality Responses
- Build Trust and Relationships With Dealers

Who Can Utilize Sourcewell?

All government, all education, all non profits, tribal nations, housing authorities, Cities, Townships, Counties, States, Universities, etc.

Purchasing Using Sourcewell

Traditional Bid	VS.	Sourcewell Contract
<ul style="list-style-type: none"> ✓ Spec out equipment ✓ Advertise tender/bid ✓ Respond to tender/bid ✓ Tender/bid opening ✓ Bid evaluation ✓ Award lowest bidder ✓ Protest period <ul style="list-style-type: none"> • P.O. issued • Deliver equipment • Receive payment 		<ul style="list-style-type: none"> ✓ Done by Sourcewell • P.O. issued • Deliver equipment • Receive payment

Sourcewell Customer Pricing CY2021-2024

Peterbilt Motors Company Contract #060920-PMC September 1, 2022 REVISION

Model	Model 220	Model 220EV	Model 535	Model 536	Model 537	Model 548
Average List Price	\$105,000	\$367,900	\$103,900	\$122,500	\$131,900	\$157,600
CY2021-2024 Sourcewell DISCOUNT	5%	5%	15%	15%	15%	15%
Estimated Sourcewell Customer Price	\$99,750	\$349,505	\$88,315	\$104,125	\$112,115	\$133,960

Model	Model 365	Model 367	Model 567	Model 579	Model 579EV	Model 389	Model 520	Model 520EV
Average List Price	\$214,100	\$279,800	\$255,200	\$257,200	\$662,700	\$275,600	\$269,200	\$690,300
CY2021-2024 Sourcewell DISCOUNT	25%	25%	25%	25%	25%	25%	25%	25%
Estimated Sourcewell Customer Price	\$160,575	\$209,850	\$191,400	\$192,900	\$497,025	\$206,700	\$201,900	\$517,725