

The background of the slide is a photograph of three people in an office setting. In the foreground, a woman with short brown hair, wearing a teal blazer over a yellow top, is smiling broadly at the camera. Behind her, another woman with dark hair is looking towards the right, also smiling. To the left, the back of a man's head and shoulder is visible. They are all seated at desks with computer monitors. A small potted plant with purple and green leaves is in the foreground on the right. A large, semi-transparent teal wave graphic is at the bottom of the image, containing the title and date.

Simplifying Cooperative Purchasing in the Public Sector

Sourcewell + Virgin Pulse Webinar 6.15.21

Agenda

- 01 Welcome & Speaker Introductions
- 02 About Virgin Pulse
- 03 Reasons for this Webinar
- 04 Procurement via Sourcewell
- 05 Q & A





**Rachel Grossman,
Virgin Pulse Public
Sector Enterprise Sales
Director**



**Jake Denning, Client
Relations Administrator
Sourcewell**



**Laura Dwyer
Insurance Contract
Administrator
Sourcewell**

Today's Presenters

Who is Virgin Pulse?



2004

Wellness Solution

Focused on creating positive lifestyle change through healthy habits



Wellbeing Hub

Amplified program impact through launch of Virgin Pulse personalization engine, integration hub & partner network



Health & Wellbeing Platform

Expanded program reach and depth through launch of live health coaching, digital condition management support and pathways to close gaps in care



2021

Homebase for Health™

Re-imagined, comprehensive digital health engagement platform unifying health & wellbeing, benefits navigation and care guidance into "one-stop" employee health experience driving outcomes across entire population



Best In Class Wellbeing



Deeply Connected Ecosystem



AI & Predictive Analytics



Integrated Live Guidance and Coaching



Conditions Management



Digital Therapeutics

No Two Individuals Are The Same

The journey begins with the member

Extend personal autonomy; treat them as a human, not a condition; lower their guard



Activation

Guide the member towards the best starting place for them. They know themselves best, and ownership drives action.

Empowerment

Empower the member to believe they can change & help them see themselves in the solution, leveraging evidence-based behavioral theory and programming

Celebration

Offer a safe place for accountability, celebration and rewards – no matter how small the victory!

Trust & Outcomes

Over time, members see improvement in their lives and the employer emerges as a trusted place to turn for health

Proving Value on Investment For Our Clients

**High
Engagement**

21

Days per month
average engagement
with 6+ daily
interactions

**Employee
Retention**

70%

Of members reported
greater likelihood to
stay with their
employer

**Risk
Reduction**

68%

Of members
reported a decrease
in stress levels

**Clinical
Outcomes**

66%

Improvement in
clinical health
outcomes

**Business
Performance**

31%

Reduction in
Absenteeism

**Claims Cost
Savings**

\$1,029

Average per member
claims cost savings

Virgin Pulse Public Sector Team



Why Host A Procurement-Focused Webinar



Procurement & HR teams are buried

RFPs can be time-consuming to write

Evaluating responses is time- and resource-intensive and can slow initiative launch

Existing RFP templates often not geared to the types of services we provide

Sourcewell



A guide to cooperative purchasing

June 15, 2021

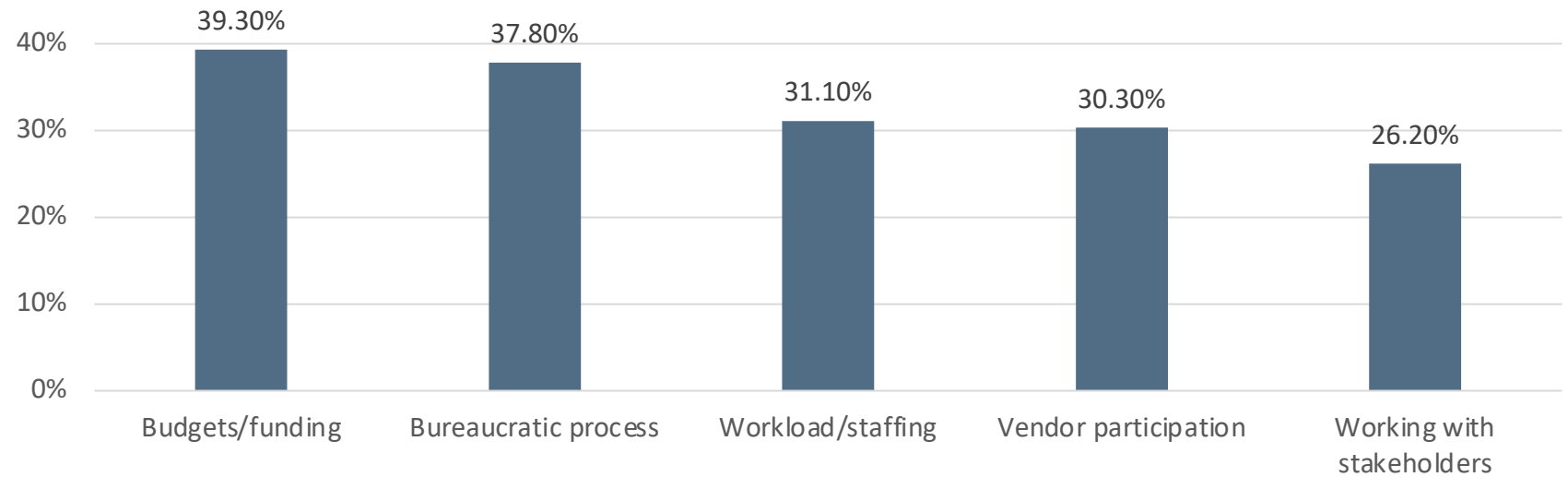
Learning objectives

- Define cooperative purchasing
- The value of cooperative purchasing
- Sourcingwell overview
- Use Sourcingwell's cooperative purchasing contracts

Top procurement challenges

42%

Staff working
extra hours



What is cooperative purchasing?

- Sharing procurement contracts between governments
- Connecting buyers and sellers
- Creating efficiencies and savings

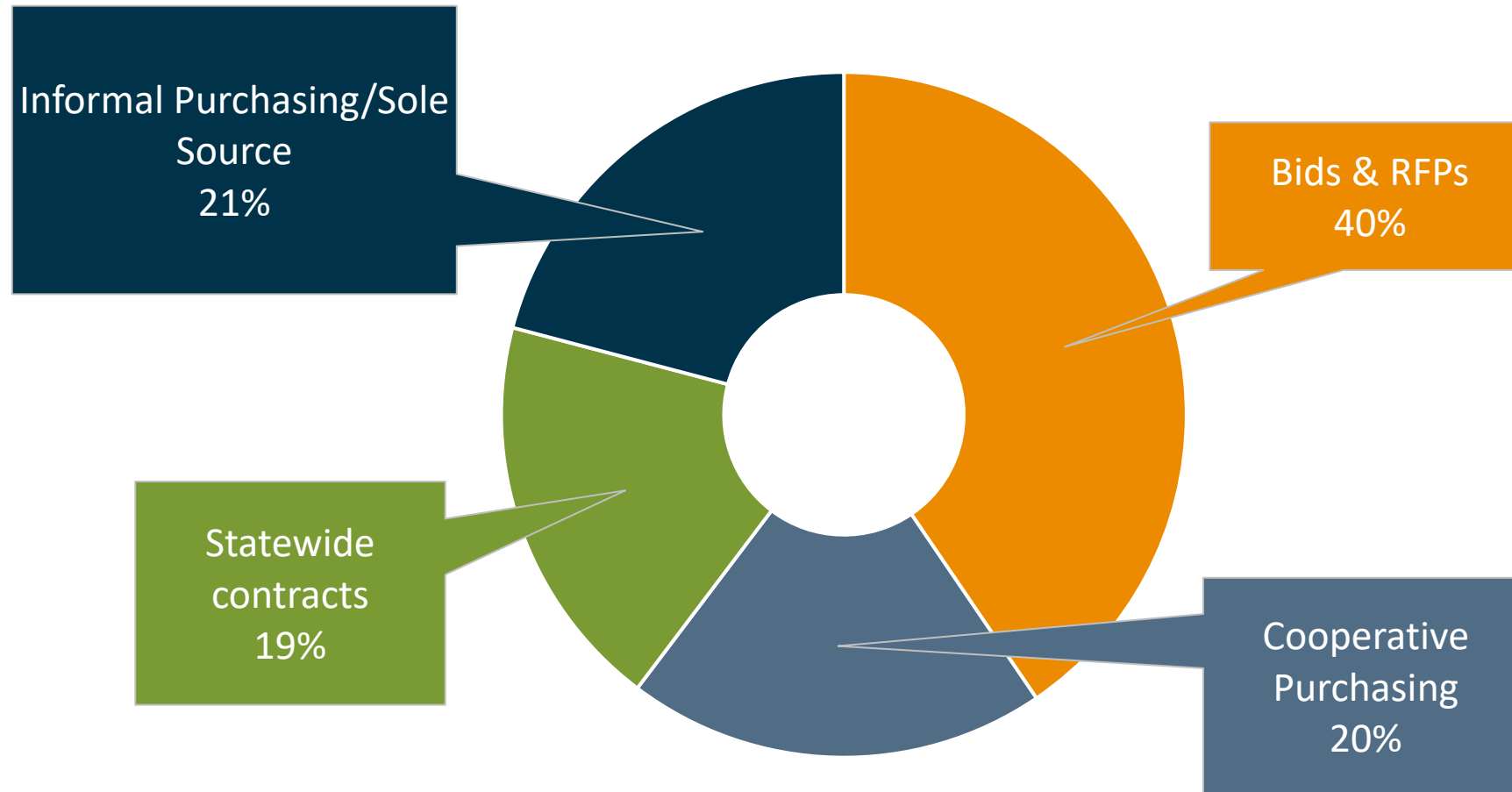


Cooperative purchasing can help

- Priorities; short timeframe
- Limited staff resources
- Gap fillers
- Job order contracting (JOC)
- Emergencies
- Local preference



Share of procurement spend



Value of cooperative purchasing

- Save time & money
- Full line of contracted solutions
- Trusted relationships
- High quality contracts
- Volume-based pricing



Trending upward

Cooperative purchasing
continues to trend upwards

50-67%

Growth in cooperative
purchasing industry
(2011-2017)



Who uses cooperative purchasing?

- State and local government entities
- Public and private education
- Nonprofits (tax-exempt organizations)



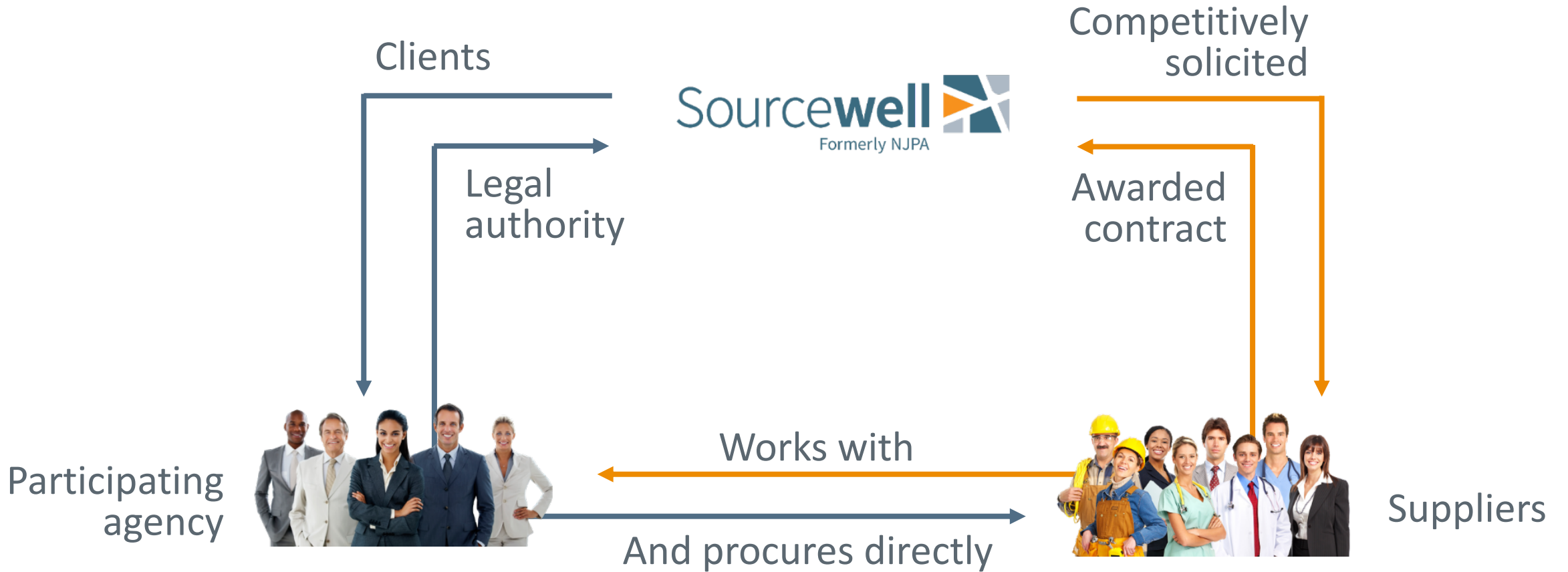
Cooperative
purchasing with
Sourcewell

Who is Sourcewell?

A government agency
committed to service
and community
reinvestment



How it works



Go to sourcewell-mn.gov

COVID-19 updates: Coronavirus-related information, including the latest from our contracted suppliers. [View updates.](#)



Cooperative Purchasing ▾

Services & Programs ▾

News



Join

Welcome to Sourcewell!

Committed to Communities

Join the growing Sourcewell community of government agencies, educational institutions, tribal nations, and nonprofit organizations today!

Already participating? [Lookup your account number.](#)

Create an account



Complete the registration form

Why register?

Time is money, and you'll save both every time you make a purchase.

Participation with Sourcewell is free with no obligation to purchase. All government agencies, public and private schools/colleges, tribal governments, and nonprofit organizations can register as a participating agency.

How to Register to Participate

Simply complete the brief [online registration form](#). Once you receive your official Sourcewell account number, you can quickly make a purchase on any Sourcewell awarded contract. Simply provide your account number to the supplier to receive contract pricing.

[See if your organization is already registered](#)

Register an Agency

Ready for your organization to experience all the benefits of Sourcewell?

[Register Online](#)

[Download Blank Registration Form & Agreement](#)

Stay up-to-date

Receive the latest contract award announcements



Newly awarded contracts

Sourcewell cooperative purchasing offers choice, value, and peace of mind

Contracts are competitively solicited on a corporate level and delivered through your local dealer. [Search our contracts](#) to expand your purchasing options.

Learn more by contacting our membership team at 877-585-9706 or [email](#).

Vehicle lifts, with garage & fleet maintenance equipment

Vehicle lifts including heavy duty, light duty, and bus lifts, garage and fleet maintenance equipment, and related services.



013020-ARP



013020-LFT



013020-MRL



013020-GPC



013020-SNP



013020-SKI

An aerial photograph of a rural farm. The landscape is a patchwork of green fields, brown plowed earth, and a dirt road. In the middle ground, there is a farmstead with several white buildings, including a large barn and several silos. A small pond is visible near the buildings. The background shows a line of trees and more fields under a bright blue sky with scattered white clouds.

Find a
Sourcewell
cooperative
contract

Sourcewell 

Awarded Contract

Steelcase

Furniture

#121919-STI

Maturity Date: 02/18/2024

Products & Services

Contract Documents

Pricing

Contact Information

Products & Services

****COVID-19 Update****

(nongovernment site)

Sourcewell contract 121919-STI gives access to the following types of goods and services:

- Office & classroom furniture
- Workstation systems
- Seating
- Storage
- Architectural walls

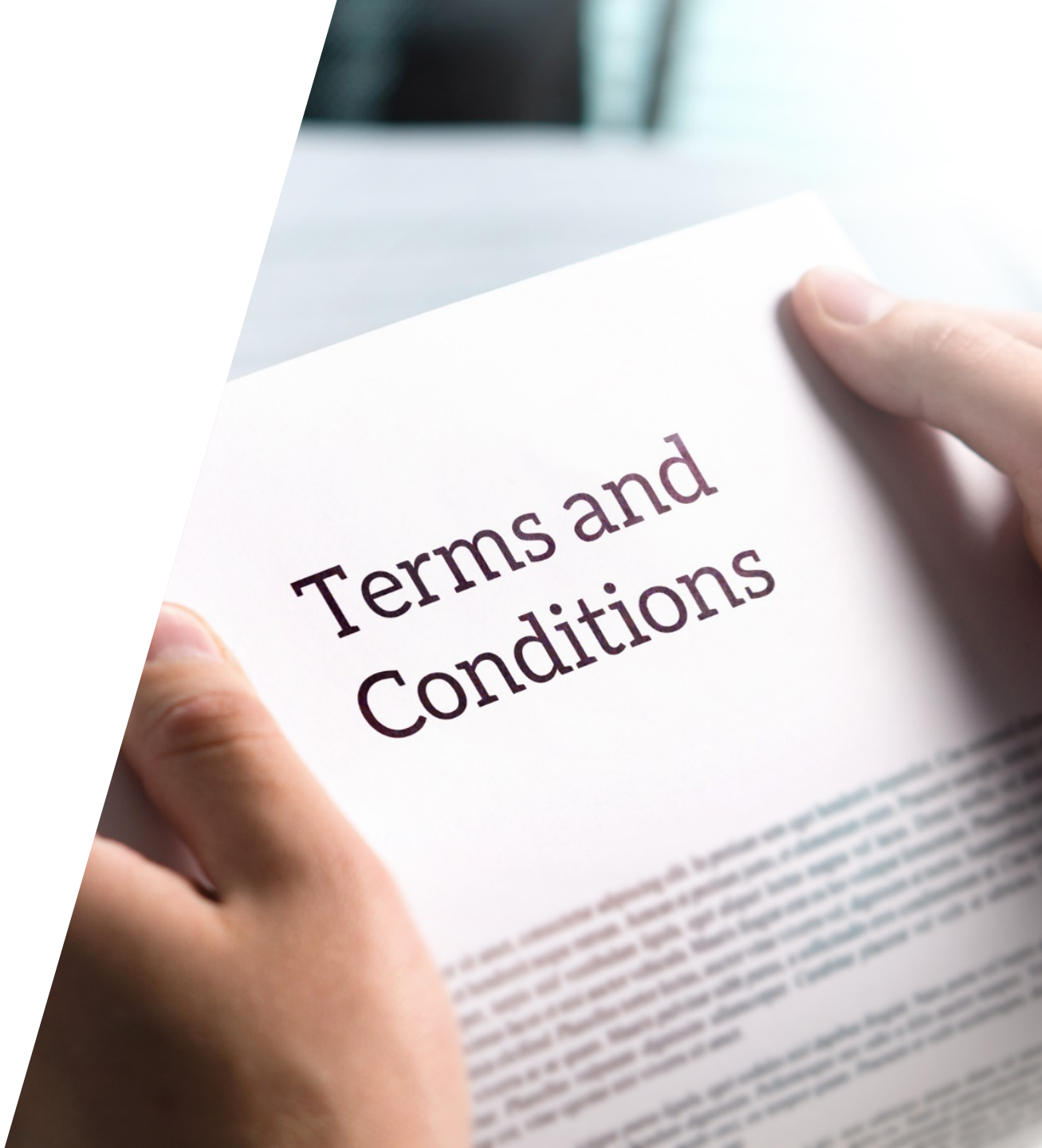
Understand your cooperative contract

- Pricing
- Terms & conditions
- Contract compliance
- Local preference
- Award & maturity dates
- Support of social goals
- Contract flexibility



Contract flexibility

- Subsequent agreements
- Added terms and conditions
- Not-to-exceed pricing

A close-up photograph of a person's hands holding a white document. The document is titled "Terms and Conditions" in a large, dark, serif font. Below the title, there is a large block of smaller, illegible text, likely the actual terms and conditions of a contract. The background is blurred, showing what appears to be a desk or office environment.

Terms and
Conditions

Get to know your Sourcedwell contact

- We are here to help!
- service@sourcedwell-mn.gov
- 877-585-9706



Thank you