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SOURCEWELL

BEING AN AUTHORIZED DEALER WITH D9

Sourcewell 

Awarded Contract

Contract # 061323-DV9

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BEING AN AUTHORIZED DEALER WITH D9

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 **Your Project.
Your Partner.**



Intro to D9

D9 works across multiple segments including healthcare, hospitality, government and more. Our commitment to excellence is evident in our projects, where we blend expertise with quality, ensuring client satisfaction and project success. As a small and diverse contracting firm, we are as proud of our portfolio as we are of our impact on the communities in which we work.

D9 is committed to our environment. Our comprehensive sustainability program ranges from physical carpet recycling to LEED certified support and offers our clients best-in-class solutions to the everyday challenges of protecting our environment.



WHAT IS SOURCEWELL?

The client buys what they need from a supplier they trust using cooperative purchasing. As a government entity, Sourcwell provides easy access to competitively awarded contracts through a trusted solicitation process.



- Our process can be trusted to satisfy your clients bid requirements
- Sourcwell is a government agency that works like you
- Achievement of Excellence in Procurement recipient



- Buying power of 50,000 participating agencies
- Contracts offer ceiling-based (notto- exceed) pricing and volume discounts



- More than 400 quality suppliers holding competitively awarded contracts
- Full suite of options for a complete solution
- Easy, no-cost participation for public agencies

Sourcwell is a self-sustaining government organization. They partner with government, education, and nonprofit entities to empower community success.

EXCLUSIVE BENEFITS

- Sourcewell contracts meet all 50 state public bid statutes.
- Ensure a smooth, audit-proof transaction every time.

- As an independent, family-owned business, the trust and loyalty of our customers is everything. We work tirelessly to maintain our reputation.



- Eliminate RFQ paperwork and bid package preparation.
- Save time and reduce costs with our efficient process.

- You pick the brand. We are an approved dealer for all major manufacturers.
- Local account manager on every project.

- Benefit from competitive project pricing on a national scale.
- Leverage our buying power for your financial benefit.

Understanding the pricelist

This is an example & does not represent the current pricelist. Please reference the latest version for quotes.

White label
Name



Consistent Details

Item#	Product Type	Description	Size	Colors	Face Weight Per SY	Construction	Fiber	Quick Ship <1500 SY	UOM	List Price	Member Discount	Sourcewell Member Price
92438	Broadloom	Summit 20	12'	12	20oz	Textured Loop	Solution Dyed Encore SD Ultima	YES	SY	\$26.23	30%	\$18.36
97578	Carpet Tile	Expedited	18x36	5	16oz	Patterned Loop	Solution Dyed TeraPlex SD PET	YES	SY	\$37.94	30%	\$26.56

Item#	Product Type	Material Only	Size	Colors	Face Weight Per SF or Thickness	Construction	Notes	Quick Ship <1500 SY	UOM	List Price	Member Discount	Sourcewell Member Price
91816	Composite Flooring	Snap 24x24	24x24	10	4.5-5.2	Textile Composite	100% Solution Dyed Polyester		SF	\$6.43	30%	\$4.50
97578	Biodegradable LVT	Biodegradable LVT; Tranquility Glue Down	6x48	37	2mm	Aluminum Oxide UV	Square Edge		SF	\$4.04	30%	\$2.83

Item#	Product Type	Material Only	Size	Colors	Thickness	Notes	UOM	List Price	Member Discount	Sourcewell Member Price
9RBA01	Base	2.5" Rubber Base	2.5"	70+	Variable	(TV) Thermoplastic Vinyl	LF	\$1.95	30%	\$1.37
91490V	LVT	Homegrown	9x47	12	2mm/12mm	ExoGuard	SF	\$4.52	30%	\$3.16
91320V	Sheet Vinyl	Harmonious Hues	72" W	26	2.2mm	ExoGuard	SY	\$94.05	30%	\$65.83
ZA0002	Solid Rubber Tile	Sophros Tile	23.2 x 23.2	24	2.5mm	None	SF	\$18.31	30%	\$12.82

PROCESS

Dealer & Mill Direct Quotes



Authorized Sourcewell Dealers - Direct to Client

01

ASD Register The Project With D9

02

ASD Prepares Quote, Issues to Client; Copies D9

03

Client Issues Contract to ASD

04

ASD Manages Full Project (Purchasing, Scheduling, Etc.)

05

ASD Invoices Client (Including All Change Orders), Notifies D9

06

Client Pays ASD

07

ASD Pays Fee to D9 (10% of Final Contract Value)

08

D9 Pays 2% Sourcewell Fee

Mill Direct - Material Only - Direct to Client

01

Mill Registers Project With D9

02

Mill Prepares Quote, Issues to Client, Copies D9

03

Client Issues Contract to Mill

04

Mill Facilitates Material Order & Delivery, Notifies D9

05

Mill Invoices Client

06

Client Pays Mill

07

Mill Pays Fee to D9 (10% of Final Contract Value)

08

D9 Pays 2% Sourcewell Fee

PROCESS

Division 9 Quotes



Authorized Sourcewell Dealers - Via Division 9

01

ASD Register The Project With D9

02

ASD Prepares Quote, Issues to D9; D9 Issues to Client

03

Client Issues Contract to D9; D9 Issues Subcontract to ASD Less 10% for D9 Fee

04

ASD Manages Full Project (Purchasing, Scheduling, Etc.)

05

ASD Submits Invoice to D9

06

D9 Invoices Client, Client Pays D9

07

D9 Pays ASD

08

D9 Pays 2% Sourcewell Fee

Mill Direct – Material Only – Via Division 9

01

Mill Registers Project With D9

02

Mill Prepares Quote, Issues to D9; D9 Issues to Client

03

Client Issues Contract to D9; D9 Issues Purchase Order to Mill Less 10% for D9 Fee

04

Mill Facilitates Material Order & Delivery, Notifies D9

05

D9 Invoices Client

06

Client Pays D9

07

D9 Pays Mill

08

D9 Pays 2% Sourcewell Fee

ANSWERS & TIPS

Quick FAQ

Do I need to onboard first?

Yes, to become an authorized Sourcewell dealer, complete onboarding with D9, including necessary documents.

How do I quote and what margin can I charge?

Dealers can quote based on NTE pricing and charge their normal fee. D9's 10% fee is included in your pricing.

Who handles what?

Dealers handle material sourcing, labor, and reporting. D9 may hold the contract or just manage the pricing structure.

What products can I use?

Products must match Sourcewell contract specifications. Athletic flooring is excluded.

When do I get paid?

Payment is released once the client has paid, and the 10% fee is paid to D9.

Pro Tips

Ask About End-User Financing: We can help with financing options for your clients to make projects more accessible.

Streamlined Process: Direct-to-client quoting is the easiest and fastest way to work with D9.

Joint Marketing: We're happy to collaborate on marketing campaigns to promote your business.

Get Access to Resources: Use the Sourcewell supplier portal for additional training and sales tools.

Large Orders: The Division 9 fee is negotiable for large volume or competitive orders.



AUTHORIZED SOURCEWELL DEALER FAQ

Do I Need to Onboard First?

Yes, to become an Authorized Sourcewell Dealer with Division 9, onboarding is required. Here's a quick overview of what's involved (some states may require additional steps!):

- A valid business license in your state (and contractor's license, if necessary).
- Certificate of Insurance (COI) to meet our requirements, including cyber insurance (we'll provide the exact limits).
- W-9 form and ACH payment information.
- A signed NDA and Master Service Agreement.
- Confirmation of your eligibility to work on public works projects in your state and your ability to manage all required reporting.

Once you complete onboarding, we'll list you on our website as an Authorized Dealer, so clients can easily verify your eligibility to sell under our contract.

Who Handles What?

As the local dealer, you'll take care of material and labor sourcing, product sampling, procurement, and all reporting requirements—unless we've agreed on something different upfront. The contract may be held by you or D9, depending on your client's needs.

- If D9 holds the contract: We'll issue you a Subcontract/PO for all materials and labor, minus D9's 10% fee.
- If you hold the contract: You'll pay D9 a 10% fee after the client has paid you.

What Products Can I Use?

You can use products that are equal in performance to what's listed in the contract and meet the required product categories.

- Note: Athletic flooring is not available under this contract.
- You must use our product SKUs on all documentation, even if you're using a performance-equal product.
- Sample SKUs do not need to match our catalog.

What Margin Can I Charge? How Do I Quote?

The contract includes NTE (Not-to-Exceed) pricing for all line items. You can charge your usual fees as long as the client's price is at or below the NTE.

- D9's 10% fee is already built into your pricing, and it will be used to pay Sourcewell.
- If you're managing the contract, send your proposal to D9 for approval before submitting it to the client.
- If D9 is managing the contract, send your detailed quote to us for approval before we submit it to the client.

When/How Do I Get Paid?

Payment will be processed once the client has signed off and all reporting is completed.

- All projects are pay when paid (both ways).
- If you hold the contract, you'll pay D9's 10% fee after the client pays you.

If D9 holds the contract, we'll pay you after the client has paid us.

What About Change Orders?

Our goal is to minimize change orders, but we know they can happen! If the scope changes:

- Price the change order according to our pricing matrix.
- Notify D9, and the change order will be processed based on who holds the contract, following the steps outlined earlier.



Sourcewell 

Awarded Contract

Contract # 061323-DV9

Subcontractor Agreement Terms

This is an example with specific key points. Please reference the your official agreement and/or NDA documents.



The agreement is between Division 9 Inc. and the Dealer, governing all products and services sold by the Dealer, whether as an authorized reseller or subcontractor.

Dealer Responsibilities:

- Employ qualified sales personnel.
- Provide services to customers in a professional manner.
- Create and implement a sales and marketing plan.
- Report sales and market trends quarterly to Division 9.
- Provide regular activity reports to Division 9 (including product, services, prices, and referral fees).

Products and Services: Dealers can sell flooring products (e.g., carpet, LVT, engineered hardwoods) and provide installation services, subject to Division 9 approval and product availability.

Referral Fees: Dealers pay a percentage of revenue from sales to Division 9. Fees are negotiated per order and paid monthly, based on the required monthly sales reports.

Non-Exclusive Appointment: The Dealer is appointed as a non-exclusive reseller in a specified territory, but Division 9 reserves the right to modify product offerings and terms.

Use of Company Marks: Dealers can use Division 9 trademarks for marketing purposes but must comply with branding guidelines and cannot register similar domain names or trademarks.

Subcontractor Work: Dealers may be engaged as subcontractors for work directly handled by Division 9, subject to additional subcontract agreements.

Confidentiality and Non-Solicitation: Dealers must keep Division 9 information confidential and not solicit Company clients for a period of two years after the agreement ends.

Indemnification and Liability: Dealers indemnify Division 9 from claims arising from their services, with provisions for both parties' insurance and liability.

Termination and Dispute Resolution: The Agreement can be terminated by either party with 60 days' notice. Disputes will be resolved through mediation and, if necessary, binding arbitration.

MARKETING & OPPORTUNITY STATS

Gain access to marketing materials, opportunity stats and co-branded experiences.

Fifty-State Report

Gain access to a 50 state Sourcewell report sharing every US account with an account.

State List

Found out exactly who has adopted the Sourcewell contract as opposed to writing their own

Joint Marketing

Receive detailed data from any combined marketing campaigns & have your website and business name featured on our website.

Sourcewell branded items

Request Sourcewell branded tradeshow flags, sales flyers and reference guides

PARTNERED VENDOR WITH NCL

Help clients get the funding they need!

NCL
Government
Capital 



Funding Solutions

NCL has over 20 years of expertise in municipality funding. They specialize in State, County, City, K-12, Higher Education, Federal, Tribal and Non-profit market sectors.



Government Financing

Municipal Leasing was approved as an appropriate method for financing equipment by 90% of respondents. In addition, 77% indicated its use as an effective budget management tool.



Material + Installation

Financing works for not just project material but also installation. A payment can be deferred by up to 12 months. This allows us to capture sale this year rather than potentially the next year when they may finally get the budget.

Learn more about NCL at nclgovcap.com



MILITARY INSTALLATION SUPPORT PROGRAM

Ready today, resilient tomorrow



Streamline procurement timelines and reduce operational costs, ensuring faster access to mission-critical goods and services.



Access a wide range of solutions, from job order construction and facility maintenance services to grounds maintenance equipment and office supplies.



Partner with our team of military-specific experts who provide personalized support and guidance, ensuring seamless execution and maximum value.

The IGSA allows us to support installations' procurement efforts upon request of the Army, Navy, or the 63rd Division of the Army Reserve. Installations can request our help in getting the supplies and services they need in the categories of operations supplies, equipment, facility sustainment and repairs, and minor construction. Sourcewell serves as an additional procurement resource for the Army - another option installations can rely on.

SELLING IN CANADA

A big Canoe for all

 Your Project.
Your Partner.

- Sourcewell has been operating together with the Canoe Procurement Group of Canada since 2021.
- The new Canoe brand unites and reinforces the purchasing power of 6,000 Canadian municipal, public sector, and not-for-profit organizations.
- As a Canadian not-for-profit organization built by the public sector for the public sector, Canoe provides members with choice and flexibility while ensuring trade-agreements compliance.
- Canoe continues to expand procurement options for their members, supporting efficiency and value across the public sector.



canoe
procurement group of canada

A modern interior space featuring a wall of dark wood panels arranged in a grid pattern. Several white pendant lights hang from the ceiling. In the foreground, there are blue and yellow armchairs and a glass coffee table. In the background, there is a long wooden table with blue chairs and a yellow tufted bench. A dark door is visible in the background.

D Your Project.
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THANK YOU!