

Awarded Contract

Contract # 050924-DRP

Draper is happy to announce that we have been awarded a contract to supply Indoor and Outdoor Athletic Equipment to Sourcewell agencies.

Sourcewell is a cooperative purchasing organization that streamlines the procurement process for K-12 Schools, Higher Education organizations, and state and local government agencies.

Sourcewell allows member agencies to **save time and money by purchasing from ready-to-use, competitively solicited contracts.**

Sourcewell has already satisfied the statutory competitive bid requirements in advance. Sourcewell membership is free to Education and Government entities.

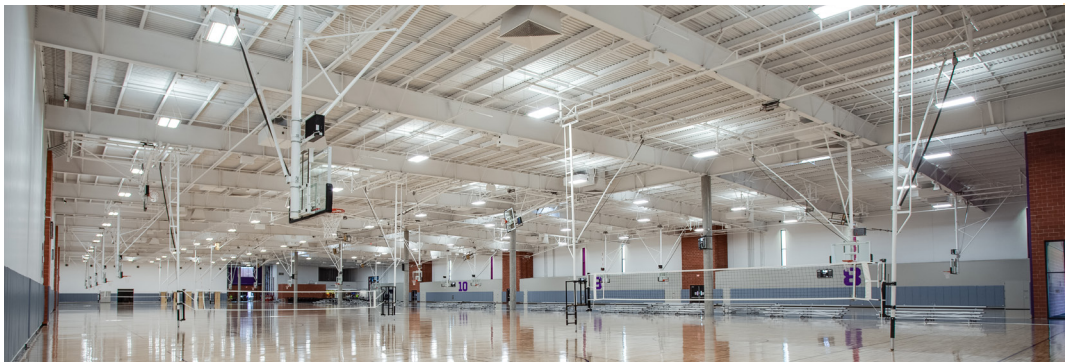
All Draper Gymnasium and Athletic Equipment Dealers are authorized resellers for Draper gymnasium products under this contract, so you can sell products using this program!

Contract: 050924-DRP Indoor and Outdoor Athletic Equipment
Maturity Date: 07/15/2028
Price: Maximum Sourcewell agency price is MSRP minus 10%

A Sourcewell member agency requests your help to purchase Indoor and Outdoor Athletic Equipment, or you suggest to your customer that they use Sourcewell to make a purchase. Eligible organizations can join Sourcewell at any time, so you can always suggest that a customer join to take advantage of member benefits.

Request a quote from Draper, or produce a quote using the Draper online quote program.

- If requesting from Draper, please indicate that you need a Sourcewell quote and we will include the above contract number for your reference.
- If you produce your own quotes, please keep this document for future reference.



See next page for instructions to purchase Draper gym equipment through Sourcewell.

Instructions for Draper/Sourcewell Orders:

1. Provide your quote to your customer for material, shipping, and any applicable taxes. Your quote **MUST** reference the **contract number**, and indicate **Draper as the contract holder** on your quote: i.e., Draper Dealer Name – Reseller for Draper – Sourcewell Contract 050924-DRP.

At a minimum, **list material, shipping, and taxes** as separate line items, but a **fully itemized quote is best** to allow customers to see individual prices/confirm they are paying no more than the maximum Sourcewell member pricing of MSRP less 10%. Draper MSRP and the maximum Sourcewell member price is indicated on the full price lists available at <https://www.draperinc.com/?S=Sourcewell>

Draper will cover the 2% administrative fee paid to Sourcewell for all items included in the Draper quote to the dealer. This includes all materials, shipping, and handling using Draper shippers.

2. If possible, you should handle installation, demo, dealer-arranged shipping, and other charges separately between you and the customer on a separate PO.

If you elect to include these in the Sourcewell quote to the member agency, Draper will bill the reseller a 2% fee on those additional charges to offset the administrative fee Draper pays to Sourcewell for those items.

3. If your customer decides to proceed, they will create a purchase order payable to the reseller, again referencing the Sourcewell contract number and their agency number on their PO, then forward it to the quoting dealer like any other purchase.
4. Reselling dealer places order with Draper. A copy of Sourcewell member agency's purchase order and a copy of your quote should be submitted along with your purchase order to Draper.
5. Draper and reselling dealer complete the work and delivers goods to Sourcewell member agency.
6. Upon completion, the reselling dealer will invoice their customer and the Sourcewell member agency will submit payment to the reselling dealer.

Draper will pay an administrative fee to Sourcewell for 2% of material, installation, shipping, and all other charges included in the PO from the member agency.