

THE FUTURE OF PROCUREMENT

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Myths that were BUSTED during The Future of Procurement Webinar:

MYTH: Cooperative Contracts are too good to be true – something must be awry.

BUSTED: Tammy and Windy blew through this myth! They offered their insights into why Cooperative Contracts (both the process and the contract) are mindful improvements of traditional procurement processes and requirements. In this case, change is good!

MYTH: There is no flexibility in terms and conditions when Cooperative Contracts are used.

BUSTED: Rob and Windy dispelled this myth but offering examples of how agencies can insert their unique conditions and requirements, how they can negotiate their own terms and pricing, etc.

MYTH: Cooperative Contracts are a way to get around the bid process. Subsequently, stakeholders would be outraged.

BUSTED: Windy, who represents a public entity, explained why this myth is nothing but folklore by walking the audience through the competitive bid process of the cooperative contract. Rob and Tammy chimed in with examples and insights about how extra care is given to ensure a fair and equitable contract award occurs.

MYTH: Cooperative Contracts can't be used when Federal funding or Grants are used.

BUSTED: The panelists explained how this misinformation occurs and helped the audience understand how to ensure compliance while using a cooperative contract.

MYTH: Purchasing entities must accept the price on the Cooperative Contract.

BUSTED: The panelists blew through this myth by offering information about how terms and conditions can easily be negotiated for each situation.

MYTH: If a Cooperative Contract is in place, Purchasing entities must use the vendors on the contract...they can't explore other vendors.

BUSTED: Panelists dispelled that myth fairly easily by sharing their expertise and experiences with working in the procurement discipline.

[Watch The Future of Procurement On-Demand Webinar Here](#)