



## Benefits for Suppliers

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The University of Tennessee (“UT”) is conducting a competitive bid process in the area of healthcare simulation.

UT seeks long-term contracts with suppliers in every healthcare simulation category, and will extend those contracts as cooperative agreements to all other universities and government agencies who choose to take advantage of them.

### **What this means for you**

If you win an award through this solicitation you will be able to sell any of your products, regardless of dollar value, to UT – and you’ll also be able to sell to any other university or government agency who chooses to use the cooperative agreement.<sup>1</sup>

Contracts from this bid will be long term (5 years with a 5 year renewal term), allowing you to grow relationships and build business.

### **How UT can help you build business**

We will promote the resulting contracts at events, on our website<sup>2</sup>, and through webinars and email outreach.

We’ll also be available to help you onboard new customers and walk them through the process of using our agreements to purchase from you.

### **No up-front costs**

There is no up-front cost to become a cooperative supplier. Instead, UT’s incentives will align with yours: UT will be compensated based only on purchases made through the agreement.

We will charge a minimal management fee for purchases made under the cooperative agreement and provide for a tiered rebate structure that will grow as your sales through the cooperative agreement grow. You will be permitted to build those rebates into the prices you charge.

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<sup>1</sup> Please note: the resulting contracts will meet the competitive procurement requirements of most universities and government agencies. However, because procurement policies may vary by institution or by state, UT does not guarantee that every university or government agency will be able to take advantage of the contracts (and also does not guarantee that universities and agencies who are able to use the agreements will opt to do so).

<sup>2</sup> <https://procurement.tennessee.edu/cooperative>