



Sourcewell Cooperative Purchasing

Sourcewell Contract #031121-HSQ, Grounds Maintenance Equipment

Contract Maturity Date: 04/30/2025

Sourcewell Overview

Sourcewell is a public agency that offers competitively solicited purchasing contracts for products and equipment to member agencies so those members do not have to duplicate the solicitation process.

Vendors and authorized dealers awarded a Sourcewell contract are approved to sell their products to Sourcewell members.

Sourcewell Members

Sourcewell is comprised of nearly 75,000 member agencies including government, education, and nonprofits. To look up agency members, use this link <https://www.sourcewell-mn.gov/member-lookup>

Products on Contract

Husqvarna Full Line

Pricing

Contracted discounts are as follows:

- Z500s – 30% off MSRP
- Handheld equipment – 20% off MSRP
- Wheeled (excluding Z500s) – 20% off MSRP
- Automowers – 20% off MSRP
- All attachments and accessories – 15% off MSRP

Dealers are allowed to add a set-up fee to the equipment, if required.

Selling This Contract

Quotations, fulfillment, and billing can be performed by each dealer. Each dealer will work with its own customers, while Husqvarna will pay the administration fee to Sourcewell each calendar quarter. Dealers may elect not to participate in the agreement if other purchasing solutions are preferred above the Sourcewell contract.

The contract should be viewed as a sales tool to use with government agencies, avoiding, when possible, a bid process. This agreement can be used to sell Husqvarna equipment while meeting the procurement requirements of Sourcewell members.

Contract Claims

Participating dealers will receive a rebate in accordance with the Husqvarna Bid Assist Program guidelines. Submit rebate claims using the Husqvarna Bid Assist Program procedures. Within the Bid Assist claim, indicate all transactions sold through the Sourcewell contract by referencing the contract number **031121-HSQ**.

Additional Details

For additional details on the Husqvarna-Sourcewell contract, please visit the <https://www.sourcewell-mn.gov/cooperative-purchasing/031121-hsq> or reach out to your local Husqvarna Territory Manager.


Husqvarna

Grounds maintenance and outdoor power equipment

#031121-HSQ

Maturity Date: 4/30/2025

Website: husqvarna.com/us/discover/government 

Products & Services 
Buy Sourcewell
Documents
Contact Information

- Riding lawn tractors
- Walk-behind mowers
- Specialty turf equipment
- String trimmers
- Leaf blowers
- Edgers
- Hedgetrimmers
- Chainsaws
- Pole Saws
- Brushcutters
- Robotic lawn mowers

Locate your local dealer or representative 

(nongovernment site)

Additional information can be found on the vendor-provided, nongovernment website at:

husqvarna.com/us/discover/government 

Contact us

Have questions about a contract or cooperative purchasing?

Contact our dedicated team online or call 877-585-9706.

Buy Sourcewell

Login to unlock more contract features.

Username

Username

Password

Password

Log In

Forgot username or password? [↗](#)

Setup Buy Sourcewell access [↗](#)

Register for an account

Simply complete the online application, contact our dedicated team, or call 877-585-9706.

Search Suppliers & Contracts

General Contracts

eZIQ Contracts

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Stephanie Mays

From: Jon Andres <Jon.Andres@sourcewell-mn.gov>
Sent: Friday, March 21, 2025 9:29 AM
To: Stephanie Mays
Subject: [*EXTERNAL*] - Husqvarna | Sourcewell

***** This is an email from an EXTERNAL source. DO NOT click links or open attachments without positive sender verification of purpose. Never enter USERNAME, PASSWORD or sensitive information on linked pages from this email. *****

Hey Stephanie,

Great chatting with you a few moments ago, here is the RFP response from Husqvarna:

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
23	Sales force.	Husqvarna has 70 Territory Managers across the United States who are responsible for maintaining and developing partnerships with dealers. The Territory Managers are also responsible for training dealers and educating on current events within Husqvarna. Additionally, Husqvarna has a team of sales personnel within our corporate office who help brand conversions within dealers, public agencies, landscapers, and other end users. The goal is always to educate and sell end users on the additional value Husqvarna products bring to the table
24	Dealer network or other distribution methods.	Husqvarna has an extensive authorized dealer network made up of over 5000 dealers across both the United States and Canada. Many times our authorized dealers have sales representatives that call on public agencies within their local regions.
25	Service force.	Husqvarna has multiple pieces to our service force. First and foremost, Husqvarna relies on our authorized dealer network to provide service work to Husqvarna customers. In order to become a Husqvarna dealer, the dealer is responsible for completing a training course to become a certified servicer. Secondly, Husqvarna has a Tech Team and Service department internally. Often, this team assists the dealer network with uncommon repairs or issues. On top of their normal responsibilities, the Tech Team will assist end users to ensure they are provided the solutions that are required.
26	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	Husqvarna has both an in-house customer service team, a 3rd party customer service group (Directly), and our Authorized Dealers and Retailers. Typically, our Customer Service team located at our corporate office provides solutions for our authorized dealers and retailers. Directly, our 3rd party partner provides solutions and service for our e-commerce residential customers. Lastly, our Authorized dealer network provides solutions for all professional-type customers, including public agencies. While we monitor and track response times, we'd prefer not to disclose those at this time.

Please let me know if you have any other questions.

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