



Case Study

Sourcewell

Empowering public sector fleets:

How Sourcewell and WEX deliver compliant, cost-effective fuel management





Overview

Government agencies, nonprofits, and educational institutions across the U.S. face increasing budgetary pressures, operational complexities, and staffing limitations—especially when it comes to managing fleets. Sourcwell, a cooperative purchasing agency with more than 70,000 participating entities, provides a streamlined solution: competitively solicited and awarded contracts that reduce procurement friction. One of Sourcwell's most successful initiatives? A long-standing WEX fleet card program for its member organizations.

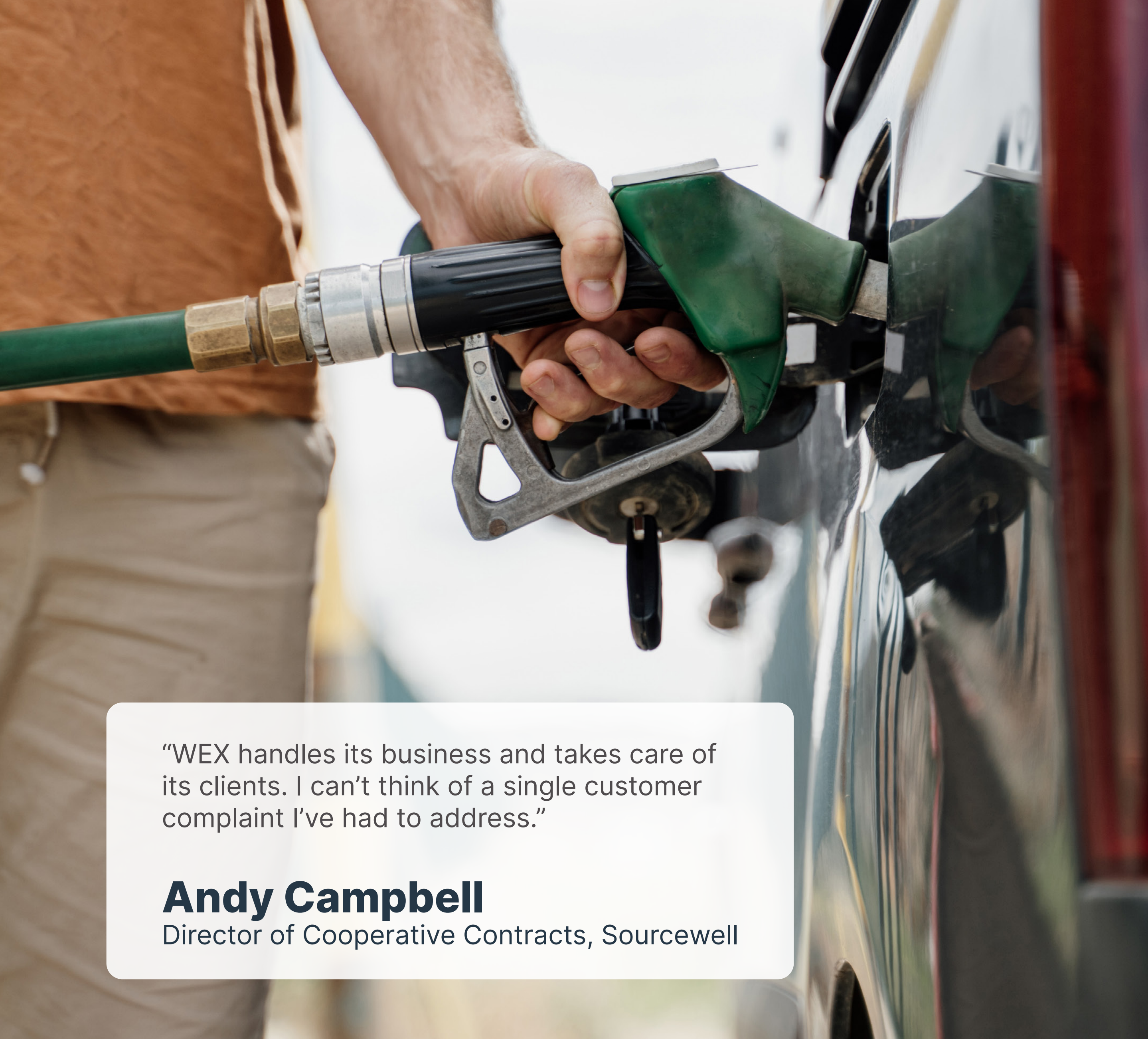
WEX and Sourcwell have worked together since 2011 to provide public sector organizations access to reliable, secure fleet card solutions that simplify compliance, save money, and support the evolving needs of public agencies—including the transition to mixed-energy fleets.

Challenge

During economic downturns—especially the 2008–2009 recession—government budgets shrank while community needs remained constant. Tax revenue declines forced agencies to operate with fewer staff members and leaner purchasing departments. These same agencies, however, still needed to fuel and maintain their commercial vehicle fleets. In many cases, they lacked the time and resources to solicit and manage fleet contracts on their own.

Sourcewell recognized that cooperative purchasing could be the key to unlocking better vendor access and procurement compliance for government entities. But to be successful, they needed to find vendors with national reach, proven service, and public-sector expertise.





The solution: Sourcewell + WEX

In 2011, Sourcewell awarded a competitively solicited contract to WEX, giving Sourcewell members access to one of the most robust fleet card programs on the market. Today, more than 6,700 government organizations and over 316,000 fleet cards are supported through this program.

Sourcewell's fleet customers gain access to WEX's wide-ranging fuel network, detailed transaction controls, fraud protection, and powerful reporting tools—without needing to manage their own procurement process.

“WEX handles its business and takes care of its clients. I can't think of a single customer complaint I've had to address.”

Andy Campbell

Director of Cooperative Contracts, Sourcewell

Why the WEX relationship works

Sourcewell's success is built on three-way alignment: the customer, the supplier, and the cooperative purchasing partner. WEX plays a critical role in delivering value across all three fronts.

"Our partnership with Sourcewell has been marked by a shared belief in putting the customer first."

Janet Parker

Strategic Relationship Manager, WEX



Compliance, without the paperwork

Government procurement rules can be complex. With WEX's competitively awarded Sourcewell contract, participating agencies can procure fuel cards and services without going through a full RFP process—saving time and reducing legal and administrative risk.



Fleet controls, visibility, and rebates

WEX's advanced fleet card features allow Sourcewell customers to:

- Set transaction controls by time, vehicle, and product type
- Monitor usage through detailed Level III transaction data
- Access nationwide fueling options across more than 95% of U.S. stations
- Earn volume-based rebates and simplify expense reconciliation

These controls and visibility allow Sourcewell customers to keep on top of any fraudulent activity, fuel with ease, and save their organizations money.



Dedicated support

WEX's client success team works hand-in-hand with Sourcewell to ensure fast onboarding, minimal issues, and strong ongoing support.

Expanding capabilities: Supporting EV adoption in public fleets

As interest in fleet electrification grows, Sourcewell has turned to WEX once again—this time to support a national shift toward mixed-energy fleets of internal combustion engine (ICE) and electric vehicles. With over 17 million EVs sold globally in 2024, public agencies are looking for guidance and solutions.

When Sourcewell's clients began asking about EV readiness and charging strategies, Campbell reached out to WEX.

“WEX is at the tip of the spear in leading the effort to bridge the gap between ICE and EV fleet management.”

Andy Campbell
Sourcewell

WEX responded with EV-ready products that integrate with existing fleet tools—supporting mixed-fuel fleets with unified reporting, smart charging visibility, and centralized expense tracking.

“We were happy to provide Sourcewell members the tools and best practices they needed to begin the transition to EV.”

Janet Parker
WEX

Results

6,700+

public sector agencies served
through Sourcewell's WEX program

316,000+

fleet cards issued with strong
controls and rebate options



Seamless compliance with public
procurement regulations



Zero unresolved service complaints
reported through Sourcewell



Growing momentum toward EV integration
through unified fleet management tools



“Everything we do is through the lens of our values: seek, impact, and empower. WEX matches that mindset—it’s a relationship-first business.”

Andy Campbell
Sourcewell

Mission-aligned values

Sourcewell’s cooperative purchasing model is values-driven, and its alignment with WEX reflects that. Both organizations prioritize service, relationships, and impact.

Why it matters

Public agencies face tighter budgets and increasing operational expectations. Sourcewell's contract with WEX empowers these agencies to do more—with fewer barriers, better controls, and support they can trust.



WEX provides the support you need with 42+ years of experience in the fleet industry:

WEX has your back and we're here for the long haul

One way public sector fleets can feel an impact on their bottom line is with the increases we're seeing in credit card fraud. Preventing fraud is all about having the right systems in place in advance of an attack. A fleet card program that gives you visibility, control, and built-in fraud protection is one of the most effective ways to avoid fraudster threats to your business.

With WEX, you get:



Built-in fraud controls | Purchase limits: Catch suspicious transactions before they impact your bottom line



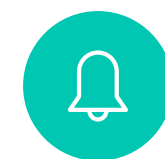
A closed-loop fuel network: Limit exposure and manage risk more effectively



Detailed, line-item transaction data (Level III): See what was purchased, by whom, and where



Support and guidance: WEX has been around for 40+ years – our team knows your business and what you need



Real-time alerts | Customizable reporting: Stay informed and in control

If you're actively looking for ways to reduce fraud and gain visibility into your fuel spend, the right partner can make all the difference. Smart fraud prevention uses data to predict and prevent issues, and keeps your business moving and your spend right where you want it.

About WEX

WEX is the global commerce platform that simplifies the business of running a business. WEX has created a powerful ecosystem that offers seamlessly embedded, personalized solutions for its customers around the world. Through its rich data and specialized expertise in simplifying benefits, reimagining mobility, and paying and getting paid, WEX aims to make it easy for companies to overcome complexity and reach their full potential.

Learn more about WEX fleet card solutions

wexinc.com



About Sourcwell

Sourcwell is a self-sustaining government organization offering cooperative purchasing solutions to government, education, and nonprofit entities across North America. With over 70,000 participating organizations, Sourcwell simplifies procurement through competitively awarded contracts that meet compliance requirements and save time.