

BEST SMALL BUSINESS MI-SBTDC Region 11

Single Source Procurement (SSP) provides purchasing, stock room management and lab instrument repair to life science companies across the state. SSP has a very large customer base which positions them to negotiate at the aggregate level to achieve discounted rates up to 70% from suppliers. SSP is an alternative to an in-house purchasing staff for life sciences companies.



SSP created four new jobs and produced over one million in sales growth in 2007. They have opened and managed a chemical and supply stock room for the Southwest Michigan Innovation Center (SMIC). That stock room allowed incubator tenants and other companies in the regional life sciences community to save a substantial amount of revenue that was re-invested into the growth of their own companies. In addition, SSP has expanded into the Ann Arbor / Washtenaw Country region, and is in the process of closing a deal with Ann Arbor SPARK to manage the dissemination and sale of Pfizer equipment assets into the Michigan life sciences community.

The SBTDC has worked with business owner, Bob Engster over the last four years from the initial company startup stage through the recent expansion and growth. Assistance to SSP included counseling on their business and marketing plans, strategic planning and managing the continual growth. In addition, the SBTDC's relationships played an integral role in facilitating the introductions that allowed SSP to expand.