

State of Oklahoma

Central Purchasing Division



Realized Cost Savings Report

For the period of July 1, 2010 through June 30, 2011



Executive Summary

The State of Oklahoma achieved savings in excess of \$14 million for Central Purchasing managed contracts for fiscal 2011. The spend and savings are summarized below.

	Spend	Savings	Percent Savings
Total	\$ 120,509,389.40	\$ 14,001,579.70	9.96%
Political Sub-Divisions	\$ 23,291,230.39	\$ 2,336,312.70	10.03%
Higher Ed	\$ 29,953,296.08	\$ 620,476.17	2.07%
State Only	\$ 67,264,862.93	\$ 11,044,792.59	16.41%



Executive Summary (cont.)

Notes regarding Cost Savings Calculations:

- ▶ A simplified cost savings formula and cost avoidance formula were used to calculate savings percentage:
 - $(\text{Historical Price} - \text{New Price}) / (\text{Historical Price})$
 - $(\text{Average of responsive bids} - \text{Awarded bid}) / (\text{Average of responsive bids})$
- ▶ Savings calculations are conservative and represent only savings which can be easily quantified. Several issues led Central Purchasing to take a very conservative approach to calculating savings. Those issues include:
 - Missing or incomplete usage data as reported by vendors for each contract
 - Multiple discount percentages across a specific contract in which Central Purchasing would have taken the discount with the least percentage off of list prices
 - Missing historical prices or missing responsive, non-awarded prices
 - Lack of pricing transparency



Cost Savings by Contract



Minnesota Multistate Contracting Alliance for Pharmacy (23A)

Contracting Officer: *Florian Giza*

Summary

- Background:
 - MN-led contract (MMCAP)
 - OK is participating along with 47 other states
 - 1.2 billion contract overall with 22,000 items used by Oklahoma
- Savings (Percentage): Approx. 1%
- Best Practices used:
 - Commodity Council setup
 - RFP Development with MN

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	8,629,436.11	82,756.29
Higher Ed (\$):	27,645,208.26	265,117.55
Political Sub-Divisions (\$):	317,059.81	3,040.60
Total (\$):	36,591,704.18	350,914.44

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Mental Health	4,754,700.50	45,597.58
Dept. of Health	2,138,989.32	20,512.91
Dept. of Human Services	1,730,232.58	16,592.93
Juvenile Affairs	4,158.92	39.88
Dept. of Rehabilitation Services	1,354.79	12.99



Light Bulbs and Ballast (25)

Contracting Officer: *Lisa Bradley*

Summary

- Background:
 - First SW light bulb contract with tiered pricing
 - Added Ballast products to contract
- Savings (Percentage): 30.8%
- Best Practices used:
 - Contract was made mandatory to drive spend
 - Pricing Transparency
 - Used the Performance Information Procurement System (PIPS) methodology
 - Detailed vendor reports / performance data

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	314,908.13	114,815.19
Higher Ed (\$):	9,512.80	4,234.02
Political Sub-Divisions (\$):	24,746.53	11,014.35
Total (\$):	349,167.46	155,409.79

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Corrections	69,120.38	30,764.56
Dept. of Transportation	45,700.90	20,340.86
Dept. of Health Services	37,807.22	16,827.49
Dept. of Veterans Affairs	26,789.41	11,923.61
Other	24,746.53	11,014.35



Vehicle Contract (35)

Contracting Officer: *Florian Giza*
Summary

- Background:
 - Comprehensive, strategically sourced project
 - Research-driven, analytical approach to sourcing
- Savings (Percentage): 5%
- Best Practices used:
 - Pricing Transparency
 - Commodity Council form
 - Target pricing utilized

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	15,556,079.21	818,741.03
Higher Ed (\$):	1,239,455.83	65,234.52
Political Sub-Divisions (\$):	12,775,197.83	672,378.81
Total (\$):	29,570,732.87	1,556,354.36

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Public Safety	906,576.66	47,714.56
Wildlife Conservation	685,533.50	36,080.71
General State Spend	633,731.00	33,354.26
Narcotics and Dangerous Drugs Control	261,623.58	13,769.66
Other	225,909.00	41,043.34



Asphalt (81)

Contracting Officer: *Kathy Hallum*
Summary

- Background:
 - Multi-year contract
 - Commodity driven prices with periodic price fluctuation
- Savings (Percentage): >20%
- Best Practices used:
 - Increased competition
 - Pricing tied to an index
- State agency usage distribution is estimated. This does not affect the totals listed in the overall category.

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	10,242,660.21	2,560,665.05
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	1,481,707.57	370,426.89
Total (\$):	11,724,367.78	2,931,091.94

II. State Agency – Distribution Estimated

Agency	Current Spend (\$)	Savings (\$)
Dept. of Transportation	8,511,769.42	2,127,914.12
Dept. of Tourism	14,921.13	3,730.23
Transportation Authority	8,845.60	2,211.37



Hazardous Waste Pick-ups and Disposal for Routinely Generated Waste (92B)

Contracting Officer: *Gai Hunter*

Summary

- Background:
 - SW092B was separated from SW092A and created to get the best pricing for the State by unbundling offerings
- Savings general (Percentage): 31.25%
- Savings DOC Project (Percentage): 89%
 - Waste sludge paid \$0.11/gal standard state rate \$1.00/gal
- Best Practices used:
 - PIPS Process
 - Pricing modified to be fully-loaded for operator needed equipment
 - Fuel Surcharges modified, tied to index

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	543,847.50	2,177,523.41
Higher Ed (\$):	42,744.86	19,429.48
Political Sub-Divisions (\$):	25,463.30	11,574.23
Total (\$):	612,055.66	2,208,527.12

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Corrections	252,780.00	2,045,220.00
Bureau of Narcotics	232,154.40	105,524.73
OSBI	22,865.80	10,393.55
DEQ	14,176.20	6,443.73
Oklahoma Dental Assn.	7,569.00	3,440.45



Dump Beds (106A)

Contracting Officer: *Joyce Leivas*
Summary

- Background:
 - Contract was split from Utility Beds (106B)
 - Commodity Council was formed to determine requirements
 - Focus was given to right-sizing and providing detailed specifications
- Savings (Percentage): 7.94%
- Best Practices used:
 - Right-sized
 - RFP Improvements for clarity

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	858,823.00	74,071.85
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	678,131.00	58,487.51
Total (\$):	1,622,936.00	139,975.14

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Transportation	858,823.00	74,071.85
Turnpike Authority	85,982.00	7,415.78



Prime Vendor Food (156)

Contracting Officer: *Theresa Johnson*

Summary

- Background:
 - Comprehensive, strategically sourced project
- Savings (Percentage): 9.5%
- Best Practices used:
 - Commodity Council
 - Benchmarking
 - Baseline formulation
 - Spend Data from various sources
 - Target Pricing
 - Several rounds of negotiation

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	11,903,360.56	1,322,595.62
Higher Ed (\$):	35,359.10	3,928.79
Political Sub-Divisions (\$):	2,752,960.56	305,884.51
Total (\$):	11,043,869.21	1,227,096.58

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Corrections	8,255,549.55	917,283.28
Dept. of Mental Health	919,928.57	102,214.29
Dept. of Human Services	918,444.50	102,049.39
Juvenile Affairs	656,964.15	72,996.02



Copiers (171)

Contracting Officer: *Jan Hall*
Summary

- Background:
 - Comprehensive, strategically sourced project
- Savings (Percentage): 21%
- Best Practices used:
 - Benchmarking
 - Right-sized, Right Spec'd
 - Baseline formulation
 - Spend Data from various sources
 - Target Pricing
 - Several rounds of negotiation

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	695,356.38	184,841.57
Higher Ed (\$):	23,430.27	6,228.30
Political Sub-Divisions (\$):	582,132.01	154,743.95
Total (\$):	1,300,918.66	345,813.82

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Mental Health	131,727.28	35,016.11
Dept. of Human Services	118,806.31	31,581.42
Compsource	103,974.00	27,638.66
Dept. of Corrections	57,879.18	15,385.60
Other	282,969.61	75,219.77



PC Standardization Contract – Desktops and Laptops (207)

Contracting Officer: *Gary Rowland*
Summary

- Background:
 - Comprehensive, strategically sourced project
 - Detailed supplier information was analyzed

- Savings (Percentage): 24%

- Best Practices used:
 - Comprehensive RFP development
 - Right-sized, Right Spec'd
 - Commodity Councils Used
 - Target Pricing / Benchmarking

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	5,714,038.42	1,804,433.18
Higher Ed (\$):	656,329.40	207,261.92
Political Sub-Divisions (\$):	883,913.24	279,130.50
Total (\$):	7,254,281.06	2,290,825.60

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Tax Commission	870,669.28	274,948.19
Dept. of Health Services	722,925.63	228,292.30
Employment Security Commission	416,967.40	131,673.92
Dept. of Mental Health	370,320.84	116,943.42



WSCA Public Safety Communications (402)

Contracting Officer: *Laura Bybee*

Summary

- Background:
 - Collaborative contract in which the State of Oklahoma is participating on a contract originated by the Western States Region of the USA
- Savings (Percentage): 5%
- Contract Term: Multi-year contract
- Best Practices used:
 - Increased competition
 - Negotiation
 - Aggregated Volume

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	3,951,362.73	207,966.46
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	1,403,401.71	73,863.71
Total (\$):	5,354,764.44	281,829.71

II. State Agency – Distribution Estimated

Agency	Current Spend (\$)	Savings (\$)
Dept. of Public Safety	3,954,386.44	208,125.60
Dept. of Transportation	1,183,777.77	62,284.36
Dept. of Agriculture	103,775.33	5,461.85
Other	43,212.94	2,274.36



Slabjacking & Subsealing (721)

Contracting Officer: *Kathy Hallum*

Summary

- Background:
 - New bid / multi-year contract
 - Commodity driven prices with periodic price fluctuation
- Savings (Percentage): 30.21%
- Best Practices used:
 - Increased competition

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	399,417.50	172,895.87
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	0.00	0.00
Total (\$):	399,417.50	172,895.87

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Info Not Available	399,417.50	172,895.87



Bread and Bakery Products (765)

Contracting Officer: *Theresa Johnson*

Summary

- Background:
 - Multi-year, state-wide contract which was previously bid as an annual open market contract
- Savings (Percentage): 10.08%
- Best Practices used:
 - Commodity Council
 - Expanded contract period to protect against price fluctuations
 - Streamlined the solicitation process, affording vendors the opportunity to respond electronically

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	718,702.05	72,445.17
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	0.00	0.00
Total (\$):	718,702.05	72,445.17

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Corrections	555,826.49	56,027.31
Dept. of Veterans Affairs	88,419.42	8,912.68
Dept. of Mental Health	35,691.00	3,597.65
Juvenile Affairs	17,532.04	1,767.23
Other	21,233.10	2,570.82



AVL System Management (799)

Contracting Officer: *Florian Giza*
Summary

- Background:
 - New State-wide contract
 - Purpose was to allow Fleet Management to monitor and better utilize fleet vehicles
- Savings (Percentage): 39.77%
 ** Savings specific to the GPS software license provided the majority of the savings achieved.
- Best Practices used:
 - Commodity Council
 - Benchmarking
 - Right-sized, right-spec'd

I. Overall

Category	Current Spend (\$)	Savings (\$)**
State Spend (\$):	363,448.75	243,287.51
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	0.00	0.00
Total (\$):	363,448.75	243,287.51

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Central Services	368,396.80	243,253.21
ODOT	51.95	34.30



Maintenance, Repair, and Operations (817)

Contracting Officer: *Lisa Bradley*
Summary

- Background:
 - Comprehensive, strategically sourced project
- Savings (Percentage): 14%
- Best Practices used:
 - Benchmarking
 - Right Sized, Right-Spec'd
 - Target Pricing
 - Increased Competition
 - Negotiation (3 rounds)

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	7,351,205.78	1,196,707.92
Higher Ed (\$):	301,255.56	49,041.60
Political Sub-Divisions (\$):	2,297,751.43	374,052.56
Total (\$):	9,950,212.77	1,619,802.08

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Corrections	2,212,174.76	360,121.47
Dept. of Transportation	873,729.43	142,235.02
Dept. of Tourism	776,649.24	126,431.27
Dept. of Mental Health	533,822.20	86,901.29
Other	2,954,830.14	481,018.86



Savings Detail by Agency

Agency Code	Agency	Current Spend	Savings
1600	Department of Commerce	15,834.05	2,577.64
2000	Accountancy Board	1,757.02	493.93
2500	Military Department	271,178.23	41,010.42
3000	Alcoholic Beverage Laws	93,278.69	6,061.80
3900	Boll Weevil Eradication Organization	2,167.07	443.17
4000	Dept. of Agriculture	342,664.24	24,160.38
4700	Indigent Defense System	16,129.52	5,093.53
4900	Attorney General	70,914.61	22,394.09
5500	State Arts Council	7,510.37	1,549.36
6000	Aeronautics Commission	812.00	256.42
6500	Banking Department	145.13	23.63
8000	Career and Technology Education	515,524.68	82,215.40
9000	Office of State Finance	38,757.30	12,239.15
9200	Tobacco Settlement Endmt Trust	7,873.93	2,486.50
12500	Dept. of Mines	3,844.99	1,214.21
12700	Commission on Children and Youth	7,150.15	2,257.94
13100	Dept. of Corrections	11,877,429.47	3,493,421.02
14500	Chiropractic Examiners	1,454.00	459.16



Savings Detail by Agency

Agency Code	Agency	Current Spend	Savings
16000	Dept. of Commerce	64,979.53	20,583.23
17000	Construction Industries	2,897.23	863.37
18500	Corporation Commission	204,246.04	64,389.54
19000	Cosmetology Board	80.75	21.46
21500	Dentistry Board	110.16	34.79
22000	District Attorneys Council	88,774.46	29,073.45
24100	Redlands Community	5,810.06	1,792.67
25000	Military Department	297,152.88	54,435.60
26500	Dept. of Education	96,434.58	25,440.27
26600	Education Television Authority	6,681.43	1,402.13
26900	Commission for Teacher Prep	5,381.90	1,699.55
27000	State Election Board	1,487.11	469.61
28500	Funeral Board	1,367.50	431.84
29000	Employment Security Commission	425,679.72	133,277.07
29200	Dept. of Environmental Quality	73,069.53	20,850.59
29800	Merit Protection	729.47	193.91
30000	State Auditor and Inspector	42,359.86	13,376.80
30600	Pardon and Parole Board	937.76	249.28



Savings Detail by Agency

Agency Code	Agency	Current Spend	Savings
30800	State Bureau of Investigation	575,618.55	76,044.94
30900	Emergency Management	62,885.92	10,237.24
31000	State Fire Marshal	3,127.57	947.97
32000	Dept. of Wildlife Conservation	996,354.71	73,602.23
32500	Geological Survey	643.58	104.77
34000	Dept. of Health	2,994,123.59	259,889.74
34200	Medicolegal Investigation	5,110.40	1,318.74
34500	Dept. of Transportation	10,466,561.56	820,755.87
35000	Historical Society	166,193.55	44,923.28
36000	Indian Affairs	1,428.25	426.89
36900	Workers Compensation	1,203.70	319.97
38500	Insurance Department	22,449.35	6,831.87
39000	CompSource Oklahoma	123,049.44	31,414.01
40000	Dept. of Juvenile Affairs	1,014,899.68	109,018.28
40500	Dept. of Labor	24,099.09	7,165.16
41000	Land Office	42,341.75	13,371.08
41500	Council on Law Enforcement Education & Training	24,429.55	4,201.80
41600	Law Enforce Retirement System	2,913.00	919.89



Savings Detail by Agency

Agency Code	Agency	Current Spend	Savings
42200	House of Representatives	6,622.01	735.78
43000	Dept. of Libraries	18,338.88	4,052.50
43500	Lottery Commission	12,976.49	3,783.37
44000	Lieutenant Gov.	332.16	88.30
44400	LP Gas Research	4,802.14	1,496.00
45000	Medical Licensure & Supv	23,618.47	7,226.63
45200	Dept. of Mental Health	6,393,799.18	287,628.19
47500	Motor Vehicle Comm	693.22	218.91
47700	Narcotics & Dangerous Drugs Control	578,305.98	154,149.53
48500	Northeastern State	7,803.09	1,270.27
49000	Northern Oklahoma College	491.34	79.99
51000	Nursing	2,229.39	704.02
51500	Public Employees Retirement System	6,310.54	1,995.94
51600	State & Education Employee Group Insurance Board	2,152.92	239.21
52000	Optometry Board	1,875.00	592.11
53000	Panhandle State	29,038.32	4,727.17
53100	Rose College	4,815.70	783.95
54800	Office of Personnel Management	35,982.49	9,568.83



Savings Detail by Agency

Agency Code	Agency	Current Spend	Savings
55700	Police Pension & Retirement System	3,987.60	1,259.24
56000	Pharmacy Board	13,554.66	5,599.14
56600	Tourism and Recreation Dept.	1,244,789.80	168,502.22
56800	Scenic Rivers Commission	3,435.44	847.51
57000	Professional Engineers	1,626.91	513.76
58000	Dept. of Central Services	720,767.40	314,614.36
58500	Dept. of Public Safety	2,174,157.34	193,151.63
58800	Real Estate Commission	4,776.86	1,488.41
60500	Regents for Higher Education	42,448.10	13,290.23
61000	Regional University System	25,481.97	4,148.23
61800	Student Loan Authority	6,256.63	1,975.78
61900	Physician Manpower	355.74	94.56
62200	Licensed Social Workers	288.60	76.72
62500	Secretary of State	18,775.46	5,783.21
62800	Center for Advancement of Science & Technology	20,757.00	6,554.84
62900	School of Science & Math	3,768.85	1,363.06
63000	Securities Commission	7,957.54	2,512.91
63200	Speech-Language Pathology	476.58	126.69



Savings Detail by Agency

Agency Code	Agency	Current Spend	Savings
63500	Commission on Consumer Credit	24,366.60	7,694.72
64500	Conservation Commission	366,092.99	23,869.32
65000	Dept. of Veterans Affairs	627,540.26	116,932.80
66000	Southeastern Oklahoma State	396.00	64.47
67000	JD McCarty Center	290,448.50	38,911.68
67700	Supreme Court	4,105.03	668.26
69500	Tax Commission	892,205.27	280,086.33
71500	Teachers Retirement System	8,503.03	2,565.91
74000	State Treasurer	20,820.24	6,346.59
77200	Chem Test Alcohol/Drug	130.29	14.48
79000	Veterinary Medical	3,197.09	982.57
80000	Career and Technology Education	306,433.79	88,879.03
80500	Dept. of Rehabilitation Service	625,388.51	139,339.41
80700	Health Care Authority	95,017.10	30,005.40
81500	Employees Benefits	10,202.54	3,205.24
83000	Dept. of Human Services	3,550,789.94	341,530.07
83500	Water Resources Board	43,618.60	8,014.56
87500	Wheat Commission	2,219.15	700.78



Savings Detail by Agency

Agency Code	Agency	Current Spend	Savings
90000	Development Finance Authority	1,121.01	498.95
91500	Capital Investment Board	1,230.08	547.49
92200	Housing Finance Agency	1,947.35	621.20
97800	Transportation Authority	2,231,148.06	136,719.13
98000	Grand River Dam Authority	1,019,443.17	145,196.64
98100	Municipal Power Authority	1,169.39	190.37
99999	Non-State Spend	23,222,464.47	2,314,597.15
General			
State	General State Spend	14,593,440.44	2,941,527.38
HE001	Higher Education	29,953,296.08	620,476.17
SS002	Cities and Counties (not in State Spend)	68,765.92	21,715.55
Grand Total		120,509,389.40	14,001,581.47



Agency Reported Savings

Department of Corrections (131)			
Vendor	Annual Spend	Savings	Best Practices Utilized
Pharmacor	\$ 9,820,349.32	\$ 55,000.00	Reduced dispensing fee from \$3.00 to \$2.88.
CSI	\$ 575,000.00	\$ 383,390.00	Target Pricing, Negotiations, Benchmarking

Department of Commerce (160)			
Vendor	Annual Spend	Savings	Best Practices Utilized
OP Ventures of Texas	\$ 4,732.00	\$ 804.00	Increased Supplier list for bids
Development Counselors	\$ 137,047.67	\$ 86,600.00	Unbundling Pricing
E & E Furniture	\$ 2,632.00	\$ 330.00	Increased Supplier list for bids
Guaranteed Watt SaverSys	\$ 47,000.00	\$ 5,000.00	Targeted Pricing
AT & T Wireless	\$ 51,267.08	\$ 8,580.00	Right Sizing
Burning Glass	\$ 230,000.00	\$ 9,000.00	PIPS process
The Pont Group	\$ 53,366.00	\$ 145,166.00	Unbundling Pricing



Agency Reported Savings

Department of Education (0265)			
Vendor	Annual Spend	Savings	Best Practices Utilized
Instruction-Driven Measurement Services	\$ 49,975.00	\$ 25.00	Negotiation
Scholastic Inc.	\$ 14,900.00	\$ 100.00	Negotiation
GovConnection Inc.	\$ 42,464.68	\$ 7,324.92	Negotiation
TES Productions Inc.	\$ 10,500.00	\$ 500.00	Negotiation

Merit Protection Commission (298)			
Vendor	Annual Spend	Savings	Best Practices Utilized
Country Inn	\$ 478.00	\$ 194.00	Negotiation

Commissioners of the Land Office (410)			
Vendor	Annual Spend	Savings	Best Practices Utilized
P-Card purchases/Misc. Vendors	\$ 13,971.11	\$ 2,380.00	Negotiation
First National Center	\$ 223,862.52	\$ 37,805.40	Negotiation



Agency Reported Savings

State Board of Pharmacy (560)

Vendor	Annual Spend	Savings	Best Practices Utilized
DURANT & ASSOCIATES	\$ 12,000.00	\$ 18,000.00	Negotiation

OKAST (628)

Vendor	Annual Spend	Savings	Best Practices Utilized
US Postmaster	\$ 3,000.00	\$ 2,000.00	Right Spec-ed
various - Information Services	\$ 3,103.00	\$ 4,950.00	Right Spec-ed

JD McCarthy Center (670)

Vendor	Annual Spend	Savings	Best Practices Utilized
Highland Dairy	\$ 14,675.25	\$ 540.69	Added Solicitation



Agency Reported Savings

CLEET (415)			
Vendor	Annual Spend	Savings	Best Practices Utilized
FORMS FROM LAZERSUBSTRATE	\$ 2,040.00	\$ 228.00	Negotiation
QUICK PRINT	\$ 29,873.11	\$ 28,748.11	Negotiation

Teachers Retirement System (715)			
Vendor	Annual Spend	Savings	Best Practices Utilized
University Press and Postage	\$ 288,248.00	\$ 42,000.00	Right Spec-ed
Investment Consultant	\$ 38,375,726.51	\$ 2,330,023.42	renegotiated fees

Health Care Authority (807)			
Vendor	Annual Spend	Savings	Best Practices Utilized
OSF- Shared Services/ Payroll	\$ 3,900.00	\$ -	
P-Card purchases/Misc. Vendors	\$ 13,971.11	\$ 2,380.00	Negotiation