



OFFICE OF MANAGEMENT AND ENTERPRISE SERVICES

# PROCUREMENT SAVINGS REPORT

*For the period  
July 1, 2012  
through  
June 30, 2013*

# TABLE OF CONTENTS

## **State Procurement Total**

Executive Summary .....	2
-------------------------	---

## **Central Purchasing Division**

Executive Summary .....	3
Statewide Contract Savings .....	4
Statewide Contract Savings Detail by Agency.....	19
Acquisition Team Savings .....	21
Savings Reported by State Agencies .....	26

## **Information Services Division (ISD)**

Executive Summary .....	27
IT Statewide Contract FY12 Detail .....	28

This Publication is issued by the Office of Management and Enterprise Services, Purchasing Division as authorized by 65 O.S. 2001 §3-110. Copies have not been printed but are available on the agency website.

# STATE PROCUREMENT TOTAL

## EXECUTIVE SUMMARY

Procurement Operation	Spending (\$)	Savings (\$)
Central Purchasing Division Statewide Contract Savings	154,680,838.99	22,167,312.20
Central Purchasing Division Acquisition Team Savings	12,711,816.01	2,966,620.06
Information Services Division Statewide Contract Savings	141,058,989.75	26,463,195.71
Information Services Division Acquisition Savings	4,122,835.63	390,327.40
Savings Reported by State Agency Certified Procurement Officers	344,305.96	214,143.95
<b>TOTAL IMPACT OF STATE PROCUREMENT</b>	<b>312,918,786.34</b>	<b>52,201,599.32</b>

# CENTRAL PURCHASING DIVISION

## EXECUTIVE SUMMARY

The State of Oklahoma realized savings in excess of \$22 million for fiscal year 2013 through Central Purchasing managed contracts. Fourteen of ninety statewide contracts are currently being tracked for cost savings. Savings for the fourteen statewide contracts are summarized below:

	Spending (\$)	Savings (\$)	Percent Savings
<b>Total</b>	<b>154,680,838.99</b>	<b>22,167,312.20</b>	<b>14.33%</b>
Political Sub-Divisions	37,688,690.55	6,921,509.16	18.36%
Higher Education	30,335,448.33	936,412.52	3.09%
State of Oklahoma	86,656,700.11	14,309,390.53	16.51%

### Notes regarding Cost Savings Calculations

- ▶ Simplified cost savings and cost avoidance formulas 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:
  - 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
  - Unavailable historical prices or inaccessible responsive, non-awarded prices

# CENTRAL PURCHASING SAVINGS BY STATEWIDE CONTRACT

## Summary: Minnesota Multistate Contracting Alliance for Pharmacy (23A)

*Contracting Officer: Laura Bybee*

### ► Background:

- MN-led contract (MMCAP)
- OK is participating along with 46 other states
- 1.8 billion dollar spend with over 21,000 items used by Oklahoma

### ► Savings percentage: approximately 1%

### ► Best practices used:

- Commodity Council
- RFP development with MN

## I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	6,278,679.20	60,777.61
Higher Education	26,929,079.47	260,673.49
Political Sub-Divisions	401,826.57	3,889.68
<b>Total</b>	<b>33,609,585.23</b>	<b>325,340.79</b>

## II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Mental Health & Substance Abuse Services	3,648,656.37	35,318.99
Department of Health	1,472,568.65	14,254.46
Department of Human Services	1,150,653.19	1,138.32
Office of Juvenile Affairs	5,231.41	50.64
Department of Rehabilitation Services	1,569.57	15.19

## Summary: Tires, Tubes and Tire Accessories (24)

*Contracting Officer: Theresa Johnson*

### ► Background:

➤ Comprehensive, strategically sourced project

### ► Savings percentage: 21%

### ► Best Practices used:

➤ Spend data from various sources

➤ GSA

➤ Direct negotiation with manufacturers

### I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	1,512,491.98	317,623.32
Higher Education	222,424.61	46,709.17
Political Sub-Divisions	6,663,209.65	1,399,274.03
Total	8,398,126.23	1,763,606.51

### II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Public Safety	428,599.49	90,005.89
Department of Transportation	392,812.20	82,490.56
Grand River Dam Authority	69,619.15	14,620.02
Department of Agriculture, Food & Forestry	66,723.71	14,011.98
Other State Agencies	554,737.43	198,631.97

## Summary: Light Bulbs and Ballasts (25)

*Contracting Officer: Lisa Bradley*

### ► Background:

- First statewide 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 with performance data

## I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	374,836.02	115,449.49
Higher Education	1,782.80	549.10
Political Sub-Divisions	68,916.70	21,226.34
Total	445,535.52	137,224.94

## II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Corrections	89,673.23	27,608.27
Oklahoma Military Department	50,073.94	15,422.77
Department of Veterans Affairs	38,435.67	11,838.19
Office of Management & Enterprise Services	33,296.74	10,255.40
Other State Agencies	163,392.44	50,324.87

## Summary: Vehicle Contract (35)

*Contracting Officer: Laura Bybee*

► Background:

- Comprehensive, strategically sourced project
- Research-driven, analytical approach to sourcing

► Savings percentage: 5%

► Best practices used:

- Pricing transparency
- Commodity Council
- Target pricing utilized

### I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	17,583,473.50	879,173.68
Higher Education	1,032,368.62	51,618.43
Political Sub-Divisions	9,298,965.97	464,948.30
Total	27,914,808.09	1,395,740.40

### II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Public Safety	4,539,054.00	226,952.70
Department of Transportation	2,828,077.92	141,403.90
Office of Management & Enterprise Services	2,182,442.02	109,122.10
Department of Corrections	2,079,606.29	103,980.31
Other State Agencies	5,954,293.27	297,714.66



# Summary: Compressed Natural Gas (CNG) Vehicle Contract (35C)

*Contracting Officer: Laura Bybee*

## ► Background:

- Comprehensive, strategically sourced project
- Research-driven

## ► Savings percentage: 25.98%

## ► Best practices used:

- Commodity Council
- Negotiated price from MSRP

## I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	9,729,450.56	2,528,003.14
Higher Education	84,029.84	21,833.47
Political Sub-Divisions	379,629.78	98,639.21
Total	10,193,110.18	2,648,475.82

## II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Transportation	5,425,464.00	1,409,698.31
Office of Management & Enterprise Services	2,271,390.00	590,175.26
Oklahoma Turnpike Authority	1,356,365.56	352,424.46
Department of Wildlife Conservation	406,848.00	105,711.32
Other State Agencies	269,383.00	69,993.78

# Summary: Medium Duty Trucks Contract (35T)

*Contracting Officer: Laura Bybee*

## ► Background:

- Comprehensive, strategically sourced project
- Research-driven

## ► Savings percentage: 28%

## ► Best practices used:

- Commodity Council
- Negotiated price from MSRP

## I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	3,675,554.06	1,029,155.14
Higher Education	0.00	0.00
Political Sub-Divisions	4,111,689.36	1,151,273.02
Total	7,787,243.42	2,180,428.16

## II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Transportation	3,323,082.44	930,463.08
Oklahoma Turnpike Authority	273,271.62	73,516.05
Department of Corrections	79,200.00	22,176.00

## Summary: Asphalt (81)

*Contracting Officer: Laura Bybee*

### ► Background:

- Multi-year contract
- Commodity driven prices with periodic price fluctuation

### ► Savings percentage: 24.99%

### ► Best practices used:

- Increased competition
- Pricing tied to an index

## I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	11,932,347.58	2,982,967.57
Higher Education	3,772.88	943.18
Political Sub-Divisions	1,570,096.75	392,508.49
Total	13,506,217.21	3,376,419.24

## II. State Agencies

Agency	Current spending (\$)	Savings (\$)
Department of Transportation	11,824,739.42	2,956,066.61
Department of Corrections	80,159.46	20,039.06
Oklahoma Tourism & Recreation Department	18,891.93	4,722.79
Other State Agencies	8,556.77	2,139.11

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

*Contracting Officer: Lisa Bradley*

▶ Background:

- SW092B was separated from SW092A and created to get the best pricing for the state by unbundling offerings

▶ Savings percentage: 31%

- Waste sludge paid \$0.11/gal standard state rate \$1.00/gal

▶ Best practices used:

- Used the Performance Information Procurement System (PIPS) methodology
- Pricing modified to be fully-loaded for operator needed equipment
- Fuel surcharges modified, tied to index

## I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	127,467.45	39,833.58
Higher Education	76,587.90	23,933.72
Political Sub-Divisions	47,267.38	14,771.06
<b>Total</b>	<b>47,267.38</b>	<b>78,538.35</b>

## II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Oklahoma Military Department	41,025.35	12,820.42
Department of Transportation	27,185.80	8,495.56
Department of Environmental Quality	21,491.30	6,716.03
Oklahoma Tourism & Recreation Department	16,615.50	5,192.34
Other State Agencies	21,149.50	6,609.22

## Summary: Dump Beds (106A)

*Contracting Officer: Joyce Leivas*

### ► 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
- Commodity Council

## I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	1,243,703.00	98,750.02
Higher Education	0.00	0.00
Political Sub-Divisions	324,615.22	25,774.45
Total	1,568,318.22	124,524.47

## II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Transportation	1,243,703.00	98,750.02

## Summary: Prime Vendor Food (156)

*Contracting Officer: Theresa Johnson*

### ► 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 Spending (\$)	Savings (\$)
State of Oklahoma	13,238,060.24	1,257,615.72
Higher Education	39,290.14	3,732.56
Political Sub-Divisions	3,401,396.51	323,132.67
Total	16,678,746.89	1,584,480.95

## II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Corrections	9,391,488.97	892,191.45
Department of Mental Health & Substance Abuse Services	1,304,685.06	123,945.08
Department of Human Services	1,053,924.50	100,122.83
Other State Agencies	1,487,961.71	141,356.36

## Summary: Farm/Landscape Equipment (190)

*Contracting Officer: Joyce Leivas*

### ► Background:

➤ Comprehensive, strategically sourced project

► Savings percentage: 28.93%

► Best practices used:

➤ Spend data from various sources

➤ GSA

### I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	11,699,620.29	3,384,700.15
Higher Education	1,664,401.41	481,511.33
Political Sub-Divisions	9,215,252.95	2,665,972.68
Total	22,579,274.65	6,532,184.16

### II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Transportation	8,946,585.88	2,588,247.30
Department of Wildlife Conservation	781,325.84	226,037.57
Regents for Higher Education	460,713.69	133,284.47
Other State Agencies	1,510,994.88	437,130.82

## Summary: Slabjacking & Subsealing (721)

*Contracting Officer: Lisa Bradley*

▶ 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 Spending (\$)	Savings (\$)
State of Oklahoma	328,301.74	99,179.96
Higher Education	0.00	0.00
Political Sub-Divisions	41,735.00	12,608.14
Total	370,036.74	111,788.10

### II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Transportation	171,017.74	51,664.46
Oklahoma Turnpike Authority	157,284.00	47,515.50



## Summary: Bread and Bakery Products (765)

*Contracting Officer: Theresa Johnson*

### ► Background:

➤ Multi-year, statewide 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 Spending (\$)	Savings (\$)
State of Oklahoma	536,370.22	54,066.12
Higher Education	2,798.00	282.04
Political Sub-Divisions	2,832.50	285.52
Total	542,000.72	54,633.67

### II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Corrections	393,435.65	39,658.31
Department of Veterans Affairs	70,189.53	7,075.10
Department of Mental Health & Substance Abuse Services	39,344.77	3,964.94
Department of Human Services	13,137.95	1,324.31
Other State Agencies	20,272.32	2,043.45

## Summary: AVL System Management (799)

*Contracting Officer: Laura Bybee*

### ► Background:

- New statewide contract
- Purpose was to allow Fleet Management to monitor and better utilize fleet vehicles

### ► Savings percentage: 39.77%

### ► Best Practices used:

- Commodity Council
- Benchmarking
- Right-sized, right-spec'd

## I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	505,193.70	200,915.53
Higher Education	0.00	0.00
Political Sub-Divisions	0.00	0.00
Total	505,193.70	200,915.53

## II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Office of Management & Enterprise Services	502,918.70	200,010.77
Insurance Commission	2,275.00	904.77

## Summary: Maintenance, Repair, and Operations (817)

*Contracting Officer: Lisa Bradley*

### ► Background:

➤ Comprehensive, strategically sourced project

► Savings percentage: 16%

► Best Practices used:

➤ Benchmarking

➤ Right sized, right-spec'd

➤ Target pricing

➤ Increased competition

➤ Negotiation (3 rounds)

### I. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	7,891,150.58	1,262,584.09
Higher Education	278,912.69	44,626.03
Political Sub-Divisions	2,161,256.21	345,800.99
Total	10,331,319.48	1,653,011.12

### II. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Corrections	2,923,396.72	467,743.48
Department of Transportation	889,987.82	142,398.05
Oklahoma Military Department	682,252.77	109,160.44
Department of Human Services	662,221.98	105,955.52
Other State Agencies	2,733,291.29	437,326.61

# Statewide Contract Savings Detail by Agency

Agency Code	Agency	Current Spending (\$)	Savings (\$)
00025	Oklahoma Military Department	1,324,724.69	240,186.07
00030	ABLE Commission	93,329.34	5,234.04
00039	Boll Weevil Eradication	37,754.85	9,663.50
00040	Department of Agriculture, Food & Forestry	677,664.72	109,666.48
00047	Indigent Defense System	397.43	63.59
00049	Office of the Attorney General	50,066.27	2,536.80
00060	Aeronautics Commission	2,257.81	361.25
00080	Career and Technology Education	711,768.21	138,282.07
00090	Office of Management & Enterprise Services	5,248,617.78	956,438.66
00092	Tobacco Settlement Endowment Trust	1.50	0.46
00125	Department of Mines	119.34	25.06
00131	Department of Corrections	15,439,840.51	1,683,933.82
00160	Department of Commerce	9,573.44	1,591.62
00185	Corporation Commission	14,760.40	2,817.38
00204	J.M. Davis Memorial Commission	799.75	246.32
00220	District Attorneys Council	1,645.37	342.21
00265	Department of Education	277.44	40.84
00266	Oklahoma Educational Television Authority	3,730.50	596.88
00270	State Election Board	60.94	9.75
00290	Employment Security Commission	4,615.82	738.53
00292	Department of Environmental Quality	85,489.89	18,953.76
00300	State Auditor and Inspector	127.70	12.13
00308	Oklahoma State Bureau of Investigation	537,019.02	31,506.22
00309	Department of Emergency Management	29,876.21	5,348.37
00310	State Fire Marshal	257.08	24.42
00320	Department of Wildlife Conservation	2,133,544.61	397,385.41
00325	Oklahoma Geological Survey	845.76	135.32
00340	Department of Health	1,654,621.83	38,114.91
00342	Board of Medicolegal Investigations	17,193.86	2,839.24
00345	Department of Transportation	35,112,092.23	8,419,289.86
00346	Space Industry Development Authority	13,883.79	3,557.26
00350	Oklahoma Historical Society	97,964.12	24,611.28
00353	Horse Racing Commission	450.92	72.15
00361	Native American Cultural and Education Authority	23.96	2.28
00385	Insurance Department	173,235.00	9,452.77
00390	CompSource Oklahoma	15,177.93	2,714.47

# Statewide Contract Savings Detail by Agency

Agency Code	Agency	Current Spending (\$)	Savings (\$)
00400	Office of Juvenile Affairs	747,859.12	72,636.39
00405	Department of Labor	338,794.06	17,709.93
00410	Commissioners of the Land Office	20,012.19	5,551.49
00415	Council on Law Enforcement Education & Training	25,798.49	4,952.94
00421	Oklahoma State Senate	1,053.48	168.56
00430	Department of Libraries	6,803.75	1,088.60
00445	Liquefied Petroleum Gas Board	633.68	133.07
00452	Department of Mental Health & Substance Abuse Services	5,317,437.50	202,475.16
00477	Bureau of Narcotics and Dangerous Drugs	214,770.16	12,431.06
00515	Public Employees Retirement System	628.28	100.52
00516	Employees Group Insurance Division	1,030.96	97.94
00566	Oklahoma Tourism & Recreation Department	1,037,592.56	191,796.70
00568	Scenic Rivers Commission	805.05	167.51
00570	Licensure for Professional Engineers & Land Surveyors	10.38	3.20
00585	Department of Public Safety	5,394,671.81	379,883.29
00588	Real Estate Commission	340.02	32.30
00605	Regents for Higher Education	537,838.17	137,650.71
00625	Oklahoma Secretary of State	102.87	16.46
00629	School of Science and Mathematics	2,616.15	796.68
00645	Oklahoma Conservation Commission	3,959.08	787.44
00650	Department of Veterans Affairs	678,515.66	89,602.22
00670	J.D. McCarty Center	337,708.69	38,911.08
00677	Oklahoma Supreme Court	1,267.34	202.77
00695	Oklahoma Tax Commission	17,595.50	2,815.28
00740	Oklahoma State Treasurer's Office	96.93	15.51
00772	Board of Tests for Alcohol and Drug Influence	178.04	16.91
00805	Department of Rehabilitation Services	509,192.68	52,840.88
00807	Oklahoma Health Care Authority	5,709.67	913.55
00830	Department of Human Services	3,519,197.74	269,576.88
00835	Water Resources Board	70,016.32	3,952.53
00978	Oklahoma Turnpike Authority	3,468,229.07	617,927.99
00980	Grand River Dam Authority	902,424.70	97,339.82
99999	Political Sub-Divisions	37,688,690.55	6,921,509.16
HE001	Higher Education	30,335,448.35	936,412.52
<b>Grand Total</b>		<b>154,680,838.99</b>	<b>22,167,312.20</b>

# Central Purchasing Division Acquisition Team Savings

## Career and Technology Education (00800)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Clampitt Paper	92,950.00	2,475.00	3% Competitive bid (Average minus Awarded bid)
Unisource Worldwide	174,252.00	6,708.00	4% Competitive bid (Historical price minus Awarded bid)
Unisource Worldwide	173,355.00	897.00	1% Negotiated in savings

## Corporation Commission (00185)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
United Cementing LLC	67,551.00	162,036.75	71% Competitive bid (Average minus Awarded bid)

## Department of Agriculture, Food & Forestry (00040)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Casco Industries	129,000.00	2,500.00	2% Competitive bid (Average minus Awarded bid)
Weyerhaeuser NR Company	88,750.00	1,250.00	1% Negotiated savings

## Department of Corrections (00131)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
American Aluminum	136,464.00	10,686.00	7% Negotiated savings
Culinary Depot	69,336.33	6,486.66	9% Competitive bid (Average minus Awarded bid)
Keewes Equipment Company	53,162.00	10,351.38	16% Competitive bid (Average minus Awarded bid)
Sentinel Fence & Contracting	137,453.98	19,831.83	13% Competitive bid (Average minus Awarded bid)
Shoop & Sons	80,076.41	15,778.94	16% Competitive bid (Average minus Awarded bid)
Shoop & Sons	83,460.86	14,518.96	15% Competitive bid (Average minus Awarded bid)
Stericycle	54,250.00	364.00	1% Negotiated in savings
United Rentals	55,057.00	19,198.67	26% Competitive bid (Average minus Awarded bid)

# Central Purchasing Division Acquisition Team Savings

## Department of Education (00265)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Behavior Doctor Seminars	88,260.00	30,770.00	26% Competitive bid (Average minus Awarded bid)
TES Productions	70,000.00	23,284.88	25% Competitive bid (Average minus Awarded bid)

## Department of Environmental Quality (00292)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Teledyne Instruments	98,941.00	1,691.80	2% Competitive bid (Average minus Awarded bid)

## Department of Health (00340)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Vi Marketing	885,000.00	416,470.50	32% Competitive bid (Average minus Awarded bid)

## Department of Human Services (00830)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Labexpress, LLC	90,000.00	1,875.00	2% Competitive bid (Average minus Awarded bid)

## Department of Public Safety (00265)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Carson Manufacturing	10,490.00	548.60	5% Competitive bid (Average minus Awarded bid)
Eurocopter	2,695,700.00	589,564.00	1% Negotiated in savings
Multiple Vendors	150,161.50	28,146.90	16% Negotiated in savings for ammunition
Turn-key Mobile	89,726.00	2,998.00	3% Competitive bid (Average minus Awarded bid)
Visual Force, Inc.	51,083.20	19,823.90	28% Competitive bid (Average minus Awarded bid)

# Central Purchasing Division Acquisition Team Savings

## Oklahoma Tourism & Recreation Department (00566)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
T & A Sawmill	316,550.00	161,389.07	34% Competitive bid (Average minus Awarded bid)
Woods Work Enterprises	56,690.00	10,923.00	16% Competitive bid (Average minus Awarded bid)

## Department of Transportation (00345)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Ames Engineering	43,270.00	1,994.67	4% Competitive bid (Average minus Awarded bid)
CL Boyd Company	85,200.00	40,223.33	32% Competitive bid (Average minus Awarded bid)
Coastal Energy	1,216,844.06	26,120.48	2% Competitive bid (Average minus Awarded bid)
Multiple Vendors	455,229.61	5,279.21	1% Negotiated savings
Multiple Vendors	122,172.00	2,552.00	2% Negotiated savings

## Department of Veterans Affairs (00650)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Arrow Machinery Co.	81,850.00	33,571.00	29% Competitive bid (Average minus Awarded bid)
James Supplies	33,230.00	10,626.00	24% Competitive bid (Average minus Awarded bid)
RadSource Imaging	81,417.92	2,518.08	3% Negotiated savings

## Department of Wildlife Conservation (00320)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
GT Distributors	51,405.00	531.50	1% Competitive bid (Average minus Awarded bid)

## Oklahoma Historical Society (00350)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
US Lawns	45,036.00	23,622.00	34% Negotiated additional services, terms and lower costs.



# Central Purchasing Division Acquisition Team Savings

## JD McCarty Center (00670)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Walgreens	230,000.00	2,400.00	Negotiated \$2.00 dispensing fee to zero which will save approximately \$200 per month

## Board of Medicolegal Investigations (00342)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Shimadzu Scientific Instruments	97,990.14	4,421.87	4% Competitive bid (Average minus Awarded bid)

## Office of Management & Enterprise Services (00090)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
MSB Consulting	54,500.00	1,500.00	3% Competitive bid (Average minus Awarded bid)
Neville Blair Kenning	77,700.00.00	11,150.00	13% Competitive bid (Average minus Awarded bid)

## School of Science & Mathematics (00629)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Valley Services	473,785.00	2,685.00	1% Competitive bid (Average minus Awarded bid)

## Oklahoma Supreme Court (00677)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
CHT	812,382.00	216,178.00	21% Negotiated savings
Tyler Tech.	2,356,765.00	932,843.00	28% Negotiated savings

## Oklahoma Tax Commission (00695)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
BKD LLP	290,000.00	40,000.00	12% Negotiated savings in a lower hourly rate
Performance Office Papers	120,240.00	22,600.08	16% Competitive bid (Average minus Awarded bid)

# Central Purchasing Division Acquisition Team Savings

## Water Resources Board (00835)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Accurage Drilling Services	52,630.00	25,235.00	32% Competitive bid (Average minus Awarded bid)

## State Agency Savings by Central Purchasing

Total Annual Spending (\$)	Total Savings (\$)	Total Percent Saved
12,711,816.01	2,966,620.06	14.12%

# Savings Reported by State Agency Certified Procurement Officers

<b>Aeronautics Commission (00060)</b>			
<b>Vendor</b>	<b>Annual Spending (\$)</b>	<b>Savings (\$)</b>	<b>Best Practices Utilized</b>
Various Vendors	<b>4,732.56</b>	<b>2,572.42</b>	Best value, right sizing

  

<b>Department of Commerce (00160)</b>			
<b>Vendor</b>	<b>Annual Spending (\$)</b>	<b>Savings (\$)</b>	<b>Best Practices Utilized</b>
Various Vendors	<b>111,109.20</b>	<b>120,852.68</b>	Competitive Bid

  

<b>Department of Mental Health &amp; Substance Abuse Services (00452)</b>			
<b>Vendor</b>	<b>Annual Spending (\$)</b>	<b>Savings (\$)</b>	<b>Best Practices Utilized</b>
AT&T	<b>11,060.00</b>	<b>10,000.00</b>	Best Spend Practices Utilized
Ecolab, Inc.	<b>2,094.40</b>	<b>650.00</b>	Best Spend Practices Utilized

  

<b>Department of Public Safety (00585)</b>			
<b>Vendor</b>	<b>Annual Spending (\$)</b>	<b>Savings (\$)</b>	<b>Best Practices Utilized</b>
Various Vendors	<b>152,680.70</b>	<b>59,139.92</b>	Open Market Bid

  

<b>Oklahoma Health Care Authority (00807)</b>			
<b>Vendor</b>	<b>Annual Spending (\$)</b>	<b>Savings (\$)</b>	<b>Best Practices Utilized</b>
American Medical Association	<b>13,189.10</b>	<b>12,368.93</b>	Competitive Bid

  

<b>Oklahoma State Bureau of Investigation (00308)</b>			
<b>Vendor</b>	<b>Annual Spending (\$)</b>	<b>Savings (\$)</b>	<b>Best Practices Utilized</b>
TriTech Forensics	<b>49,440.00</b>	<b>8,560.00</b>	Competitive Bid

  

<b>Agency Reported Savings</b>		
<b>Total Annual Spending (\$)</b>	<b>Total Savings (\$)</b>	<b>Total Percent Saved</b>
<b>344,305.96</b>	<b>214,143.95</b>	<b>62%</b>

## FY2013 New Statewide Contracts

- ▶ ITSW 1006 Avaya Network Products
- ▶ ITSW 1014 Satellite Telephones
- ▶ ITSW 1020 Lexmark WSCA agreement
- ▶ ITSW 1021 AV Products, Services & Installation
- ▶ ITSW 1023 PeopleSoft Staff Augmentation
- ▶ ITSW 1025 IT Staffing & Services
- ▶ ITSW 1026 Lenovo WSCA agreement
- ▶ ITSW 1028 Fujitsu Network Equipment
- ▶ ITSW 0206 Apple Computers WSCA

## Notes Regarding Cost Avoidance Calculations

Cost avoidance and percentages were based on the State discount price structure off MSRP. An average discount was used if varying discounts were given on items in the contract. Multiple discount percentages across a specific contract resulting in an average of the discounts being used for cost avoidance calculations.

# Information Services Division

## IT Statewide Contract FY2103 Detail

SW Contract #	Total Sales (\$)	% off MSRP	Total Avoidance (\$)
ITSW 1001 Virus Protection	413,471.70	52%	215,005.28
ITSW 1002 Desktop Management	425,462.55	43%	182,948.90
ITSW 1006 Network Products & Services	7,193,152.81	38%	2,733,398.07
ITSW 1007 EPPM	210,657.00	30%	63,197.10
ITSW 1008 Mailroom Equipment (PB)	155,272.75	48%	74,487.72
ITSW 1008 Mailroom Equipment (Neopost)	433,360.00	35%	151,676.00
ITSW 1010 Microsoft LAR	10,746,777.59	17.1%	1,837,698.97
ITSW 1011 Oracle DB	2,582,957.92	45%	1,162,331.06
ITSW 1012 Wireless (AT&T)	4,082,782.99	25%	1,020,695.75
ITSW 1012 Wireless (Verizon)	4,375,508.06	23%	1,006,366.85
ITSW 1012 Wireless (Sprint)	2,072,187.39	25%	518,046.85
ITSW 1012 Wireless (US Cellular)	381,232.38	22%	83,871.12
ITSW 0171 Copiers (Xerox)	1,287,835.48	21%*	270,445.45
ITSW 0171 Copiers (Standley)	5,569,443.88	15%*	835,416.58
ITSW 0206 WSCA Computer (HP)	7,497,365.50	15%*	1,124,604.83
ITSW 0206 (Dell)	29,553,062.76	15%*	4,432,959.41
ITSW 0206 (IBM)	972,364.55	15%*	145,854.68
ITSW 0206 (EMC)	704,760.00	40%*	281,904.00
ITSW 0206 (Apple)	12,247,104.54	11%*	1,347,181.50
ITSW 0206 (Panasonic)	507,135.30	20%*	101,427.06
ITSW 0207 PC Standardization (Dell)	5,103,136.21	54%	2,755,693.55
ITSW 0402 Public Safety Communications	7,477,842.79	20%	1,495,568.56
ITSW 0450 Telecom (AT&T)	12,013,096.00	12%	1,441,571.52
ITSW 0450 Telecom (Cox)	19,591,601.10	10%	1,959,160.11
ITSW 0450 Telecom (Presidio)	2,872,277.00	20%	574,455.40
ITSW 0782 Imaging	2,588,138.09	25%	647,034.52
<b>Totals</b>	<b>141,058,989.75</b>		<b>26,463,195.71</b>

\*Multiple percentage discounts across specific contract items result in an average of the discounts.

## EXECUTIVE SUMMARY

### All IT Statewide Contracts

	Spend (\$)	Cost Avoidance (\$)	Percentage
Total	141,058,988.75	26,461,467.22	19%
State Agencies	78,541,544.92	14,960,003.60	19%
Higher Education	14,093,978.37	2,807,306.68	20%
K-12	30,304,964.92	4,591,980.06	15%
City	9,896,381.54	2,082,560.04	21%
County	2,924,156.88	614,562.22	21%
Tribal	2,491,842.02	727,094.78	29%
Other	2,806,120.10	677,959.83	24%

## EXECUTIVE SUMMARY

### Affiliate Statewide Contract Detail by Quarter

State	Spend (\$)	Cost Avoidance (\$)	Percentage
Total	78,541,544.92	14,960,003.60	19%
Quarter 1	17,394,106.44	3,361,665.19	19%
Quarter 2	16,453,270.86	2,860,151.09	17%
Quarter 3	18,690,480.74	3,627,553.31	19%
Quarter 4	26,006,686.88	5,110,634.01	20%

Affiliates	Spend (\$)	Cost Avoidance (\$)	Percentage
Total	62,517,443.83	11,501,463.62	18%
Quarter 1	11,705,792.67	2,165,524.18	18%
Quarter 2	14,228,227.00	2,501,068.39	18%
Quarter 3	16,892,665.92	3,003,558.68	18%
Quarter 4	19,690,758.24	3,831,312.36	19%

Higher Education	Spend (\$)	Cost Avoidance (\$)	Percentage
Total	14,093,978.37	2,807,306.68	20%
Quarter 1	3,473,491.29	577,400.49	17%
Quarter 2	4,011,851.25	793,829.16	20%
Quarter 3	2,663,514.32	597,127.69	22%
Quarter 4	3,945,121.51	838,949.34	21%

## EXECUTIVE SUMMARY

### Affiliate Statewide Contract Detail by Quarter

K-12	Spend (\$)	Cost Avoidance (\$)	Percentage
Total	30,304,964.12	4,591,980.06	15%
Quarter 1	4,634,647.49	700,931.19	15%
Quarter 2	6,522,945.79	965,526.47	15%
Quarter 3	9,892,345.38	1,402,734.22	14%
Quarter 4	9,255,026.06	1,522,788.18	16%

City	Spend (\$)	Cost Avoidance (\$)	Percentage
Total	9,896,381.54	2,082,560.04	21%
Quarter 1	1,291,230.57	313,025.29	24%
Quarter 2	2,101,756.41	408,861.42	19%
Quarter 3	2,324,422.55	528,886.63	23%
Quarter 4	4,178,972.01	831,786.70	20%

County	Spend (\$)	Cost Avoidance (\$)	Percentage
Total	2,924,156.88	614,562.22	21%
Quarter 1	749,888.08	151,433.15	20%
Quarter 2	713,872.88	137,494.90	19%
Quarter 3	720,223.35	160,717.37	22%
Quarter 4	740,172.57	164,916.80	22%

Tribal	Spend (\$)	Cost Avoidance (\$)	Percentage
Total	2,491,842.02	727,094.78	29%
Quarter 1	656,835.69	212,759.06	32%
Quarter 2	346,559.49	83,902.37	24%
Quarter 3	673,824.62	186,986.76	28%
Quarter 4	814,622.22	243,446.59	30%

Other	Spend (\$)	Cost Avoidance (\$)	Percentage
Total	2,806,120.10	677,959.83	24%
Quarter 1	899,699.55	209,975.01	23%
Quarter 2	531,241.18	111,454.08	21%
Quarter 3	618,335.70	127,106.01	21%
Quarter 4	756,843.67	229,424.74	30%

# Information Services Division

## EXECUTIVE SUMMARY

### ITSW 206 Dell WSCA

*Average 15% off MSRP*

	Spend (\$)	Cost Avoidance (\$)
Total	29,553,062.76	4,432,959.41
State	3,677,706.91	551,656.04
Affiliates	25,875,355.85	3,881,303.37

#### Top 5 State Agencies

Agency Purchase Orders	Spend (\$)*	Cost Avoidance (\$)
Office of Management & Enterprise Services	730,718.99	109,607.85
Oklahoma Tax Commission	465,729.72	69,859.46
Corporation Commission	285,724.12	42,858.62
Department of Public Safety	282,503.56	42,375.53
Department of Veterans Affairs	268,221.34	40,233.20

\*Spend is based off of PO's issued and doesn't include Pcard transactions

## EXECUTIVE SUMMARY

### ITSW 206 Apple WSCA

*Average 11% off MSRP*

	Spend (\$)	Cost Avoidance (\$)
Total	12,247,104.54	1,347,181.50
State	217,168.50	23,888.54
Affiliates	12,029,936.04	1,323,292.94

#### Top 5 State Agencies

Agency Purchase Orders	Spend (\$)*	Cost Avoidance (\$)
Department of Education	41,140.27	4,525.43
Oklahoma Tourism & Recreation Department	10,116.90	1,112.86
Police Pension & Retirement System	7,784.00	856.24
Commission on Consumer Credit	6,790.00	746.90
Department of Environmental Quality	6,594.00	725.34

\*Spend is based off of PO's issued and doesn't include Pcard transactions



# Information Services Division

## EXECUTIVE SUMMARY ITSW 450 AT&T Telecom *12% off MSRP*

	Spend (\$)	Cost Avoidance (\$)
Total	12,013,096.00	1,441,571.52
State	12,013,096.00	1,441,571.52
Affiliates	Not Reported	Not Reported

### Top 5 State Agencies

Agency Purchase Orders	Spend (\$)*	Cost Avoidance (\$)
Department of Public Safety	1,670,887.25	200,506.47
Office of Management & Enterprise Services	1,177,208.68	141,265.04
Department of Corrections	641,934.85	77,032.18
Employment Security Commission	470,100.00	56,412.00
Department of Environmental Quality	359,436.80	43,132.42

\*Spend is based off of PO's issued and doesn't include Pcard transactions

## EXECUTIVE SUMMARY ITSW 1010 SHI Microsoft *17.1% off MSRP*

	Spend (\$)	Cost Avoidance (\$)
Total	10,746,777.59	1,837,698.97
State	9,916,967.40	1,695,801.43
Affiliates	829,810.19	141,897.54

### Top 5 State Agencies

Agency Purchase Orders	Spend (\$)*	Cost Avoidance (\$)
Office of Management & Enterprise Services	6,077,216.00	1,039,203.94
Department of Commerce	354,616.00	60,639.34
Department of Human Services	292,637.00	50,040.93
Department of Transportation	91,678.00	15,676.94
Department of Rehabilitation Services	60,373.00	10,323.78

\*Spend is based off of PO's issued and doesn't include Pcard transactions

# Information Services Division

## FY2013 Agency Acquisition Savings

Agency	Contract Description	Savings (\$)	Spend (\$)	Award Details
Department of Corrections	Digital Panoramic X-Ray System	<b>71,519.88</b>	<b>175,287.50</b>	\$71,519 over 10 months. Savings realized 09/2012 through 06/2013.
Department of Health	Lumension Patch & Remediation/ Lumension Content Wizard	<b>9,590.29</b>	<b>64,141.93</b>	\$9,590.29 over 9 months. Savings realized 10/2012 through 06/2013.
Department of Human Services	Child Support Registry Services	<b>249,814.24</b>	<b>3,712,500.00</b>	\$249,814.24 over 11 months. Savings realized 08/2012 through 06/2013.
Oklahoma State Treasurer's Office	Unclaimed Property Location & Processing Services	<b>49,119.83</b>	<b>112,967.12</b>	\$49,119.83 over 3 months. Savings realized 04/2013 through 06/2013.
Department of Education	Lexile & Quantile Licenses	<b>4,200.00</b>	<b>42,000.00</b>	\$4,200 over 4 months. Savings realized 03/2013 through 06/2013
Department of Transportation	Video Editing Solution	<b>2,472.48</b>	<b>5,249.91</b>	\$2,472.48 over 1 month. Savings realized 06/2013.
Oklahoma Health Care Authority	Microsoft Great Plains Financial System Upgrade	<b>3,610.68</b>	<b>10,689.17</b>	\$3,610.68 over 2 months. Savings realized 05/2013 through 06/2013.