

STATE OF OKLAHOMA

PROCUREMENT COST SAVINGS REPORT

JUL. 1, 2013 - JUN. 30, 2014





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STATE PROCUREMENT TOTAL

Executive Summary

Procurement Operation	Spending (\$)	Savings (\$)
Central Purchasing Statewide Contract Savings	144,710,870.91	19,831,382.65
Central Purchasing Acquisition Team Savings	37,558,818.13	9,881,945.84
Information Services Statewide Contract Cost Avoidance	173,243,586.94	35,146,666.28
Information Services Acquisition Savings	1,392,199.34	200,753.74
Savings Reported by State Agency Certified Procurement Officers	20,815,702.48	4,606,201.22
TOTAL IMPACT OF STATE PROCUREMENT	377,721,177.80	69,666,949.73

CENTRAL PURCHASING

Executive Summary

The State of Oklahoma realized savings in excess of \$19 million for fiscal year 2014 through Central Purchasing-managed contracts. Fifteen of 94 statewide contracts are currently being tracked for cost savings. Savings for the 15 statewide contracts are summarized below:

	Spending (\$)	Savings (\$)	Percent Savings
Total	144,710,870.91	19,831,382.65	13.7
Political Sub-Divisions	40,279,874.49	7,848,609.03	19.49
Higher Education	36,947,782.83	1,108,056.45	3
State of Oklahoma	67,483,213.59	10,874,717.17	16.11

Calculations are based on 15 of the 94 Central Purchasing statewide contracts.

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.

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.

Savings percentage: approximately 1 percent AND a share-back credit of \$219,461.83 which is credited to each agency based on their annual spend.

Best practices used:

- Commodity Council.
- RFP development with MN.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	5,353,969.72	51,826.43
Higher Education	32,881,336.06	318,291.33
Political Sub-Divisions	502,248.60	4,861.77
Total	38,737,554.38	374,979.53

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Mental Health and Substance Abuse Services	4,018,820.47	38,902.18
Department of Human Services	1,256,277.17	12,160.76
Department of Health	68,621.86	664.26
Office of Juvenile Affairs	5,303.96	51.34
Department of Rehabilitation Services	4,173.16	40.40
J.D. McCarty Center	773.10	7.48

Summary: Tires, Tubes and Tire Accessories (24)

Contracting Officer: Theresa Johnson

Background:

- Comprehensive, strategically sourced project.

Savings percentage: 21 percent.

Best practices used:

- Spend data from various sources.
- GSA.
- Direct negotiation with manufacturers.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	1,381,573.80	290,130.50
Higher Education	276,159.05	57,993.40
Political Sub-Divisions	4,414,392.17	927,022.36
Total	6,072,125.02	1,275,146.26

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Public Safety	430,298.05	90,362.59
Department of Transportation	411,666.42	86,449.95
Office of Management and Enterprise Services	149,518.20	31,398.82
Department of Corrections	60,094.07	12,619.75
Other State Agencies	329,997.06	69,299.38

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 percent.

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.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	260,455.65	80,220.34
Higher Education	5,321.49	1,639.02
Political Sub-Divisions	86,091.77	26,516.27
Total	351,868.91	108,375.62

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Corrections	57,116.93	17,592.01
Oklahoma Military Department	37,451.10	11,534.94
Department of Human Services	26,368.35	8,121.45
Oklahoma Tourism and Recreation Department	23,435.31	7,218.08
Other State Agencies	116,369.26	35,841.73

Summary: Vehicle Contract (35)

Contracting Officer: Laura Bybee

Background:

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

Savings percentage: 5 percent.

Best practices used:

- Pricing transparency.
- Commodity Council.
- Target pricing utilized.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	11,233,367.41	561,668.37
Higher Education	1,291,962.49	64,598.12
Political Sub-Divisions	10,856,579.13	542,828.96
Total	23,381,909.03	1,169,095.45

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Public Safety	3,294,470.60	164,723.53
Office of Management and Enterprise Services	1,593,730.98	79,686.55
Department of Corrections	992,495.25	49,624.76
Oklahoma Turnpike Authority	822,374.00	41,118.70
Other State Agencies	4,530,296.58	226,514.83

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

Contracting Officer: Laura Bybee

Background:

- Comprehensive, strategically sourced project.
- Research-driven.

Savings percentage: 25.98 percent.

Best practices used:

- Commodity Council.
- Negotiated price from MSRP.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	4,998,748.99	1,298,824.95
Higher Education	569,609.66	148,001.68
Political Sub-Divisions	611,831.80	158,972.26
Total	6,180,190.45	1,605,798.89

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Office of Management and Enterprise Services	2,058,821.75	534,943.66
Oklahoma Turnpike Authority	1,270,862.24	330,208.14
Department of Transportation	597,228.50	155,177.88
Oklahoma Military Department	380,119.00	98,766.32
Other State Agencies	691,717.50	179,728.96

Summary: Medium Duty Trucks Contract (35T)

Contracting Officer: Laura Bybee

Background:

- Comprehensive, strategically sourced project.
- Research-driven.

Savings percentage: 28 percent.

Best practices used:

- Commodity Council.
- Negotiated price from MSRP.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	2,404,702.53	673,316.71
Higher Education	61,482.00	17,214.96
Political Sub-Divisions	3,628,332.97	1,015,933.23
Total	6,094,517.50	1,706,464.90

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Oklahoma Turnpike Authority	873,018.79	244,445.26
Department of Transportation	840,730.54	235,404.55
Grand River Dam Authority	471,338.00	131,974.64
Department of Public Safety	157,747.20	44,169.22
Oklahoma Tax Commission	61,868.00	17,323.04

Summary: Asphalt (81)

Contracting Officer: Laura Bybee

Background:

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

Savings percentage: 24.99 percent.

Best practices used:

- Increased competition.
- Pricing tied to an index.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	11,956,220.46	2,988,935.56
Higher Education	2,532.53	633.11
Political Sub-Divisions	1,329,900.34	332,461.79
Total	13,288,653.32	3,322,030.46

2. State Agencies

Agency	Current spending (\$)	Savings (\$)
Department of Transportation	11,932,623.05	2,983,036.44
Oklahoma Turnpike Authority	18,170.95	4,542.56
Department of Wildlife	3,963.96	990.95
Oklahoma Tourism and Recreation Department	1,462.50	365.61

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 percent.

- 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.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	153,224.05	47,882.52
Higher Education	49,869.59	15,584.25
Political Sub-Divisions	19,374.80	6,054.63
Total	222,468.44	69,521.40

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Oklahoma Military Department	68,594.46	21,435.77
Department of Environmental Quality	32,682.70	10,213.34
Oklahoma State Bureau of Investigation	19,788.59	6,183.93
Department of Agriculture, Food and Forestry	7,905.00	2,470.31
Other State Agencies	24,253.30	7,579.16

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 percent.

Best practices used:

- Right-sized.
- RFP improvements for clarity.
- Commodity Council.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	816,359.53	64,818.95
Higher Education	0	0
Political Sub-Divisions	447,099.89	35,499.73
Total	1,263,459.42	100,318.68

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Transportation	593,787.39	47,146.72
Oklahoma Turnpike Authority	222,572.14	17,672.23

Summary: Prime Vendor Food (156)

Contracting Officer: Theresa Johnson

Background:

- Comprehensive, strategically sourced project.

Savings percentage: 9.5 percent.

Best practices used:

- Commodity Council.
- Benchmarking.
- Baseline formulation.
- Spend data from various sources.
- Target pricing.
- Several rounds of negotiation.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	12,451,181.50	1,182,862.24
Higher Education	0	0
Political Sub-Divisions	1,151,125.50	109,356.92
Total	13,602,307.00	1,292,219.16

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Corrections	8,757,333.41	831,946.67
Department of Mental Health and Substance Abuse Services	1,512,921.20	143,727.51
Department of Human Services	852,415.97	80,979.52
Other State Agencies	1,328,510.92	126,208.54

Summary: Farm/Landscape Equipment (190)

Contracting Officer: Joyce Leivas

Background:

- Comprehensive, strategically sourced project.

Savings percentage: 28.93 percent.

Best practices used:

- Spend data from various sources.
- GSA.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	6,858,827.45	1,984,258.78
Higher Education	1,504,864.60	435,357.33
Political Sub-Divisions	14,490,738.83	4,322,355.74
Total	23,304,430.88	6,741,971.85

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Transportation	2,294,702.16	663,857.33
Department of Wildlife Conservation	1,080,259.04	312,518.94
Regents for Higher Education	1,047,811.27	303,131.80
Other State Agencies	2,436,054.98	704,750.71

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 percent.

Best practices used:

- Increased competition.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	471,463.20	142,429.03
Higher Education	0	0
Political Sub-Divisions	41,595.00	12,565.85
Total	513,058.20	154,994.88

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Transportation	396,332.45	119,732.03
Oklahoma Turnpike Authority	75,130.75	22,697.00

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 percent.

Best practices used:

- Commodity Council.
- Expanded contract period to protect against price fluctuations.
- Streamlined the solicitation process, affording vendors the opportunity to respond electronically.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	395,280.93	39,844.32
Higher Education	0	0
Political Sub-Divisions	0	0
Total	395,280.93	39,844.32

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Corrections	280,763.32	28,300.94
Department of Veterans Affairs	68,661.36	6,921.07
Department of Mental Health and Substance Abuse Services	29,548.91	2,978.53
Department of Human Services	8,632.31	870.14
Other State Agencies	7,675.03	773.64

Summary: Traffic Striping (776)

Contracting Officer: Lisa Bradley

Background:

- Multi-year contract available for use by all Oklahoma cities and counties. Strong competition for award.
- Purpose was to allow Oklahoma state highways, turnpikes and roads the ability to have new striping applied as needed without the need for additional competitive bidding. Reduces time which roads are not operable.

Savings percentage: 21 percent.

Best practices used:

- Benchmarking.
- Market Research.
- Spend data from multiple sources.

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	1,360,886.87	285,786.24
Higher Education	0	0
Political Sub-Divisions	0	0
Total	1,360,886.87	285,786.24

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Transportation	1,007,333.69	211,540.07
Oklahoma Turnpike Authority	353,553.18	74,246.17

Summary: Maintenance, Repair and Operations (817)

Contracting Officer: Lisa Bradley

Background:

- Comprehensive, strategically sourced project.

Savings percentage: 16 percent.

Best practices used:

- Benchmarking.
- Right-size, right-specification.
- Target pricing.
- Increased competition.
- Negotiation (three rounds).

1. Overall

Category	Current Spending (\$)	Savings (\$)
State of Oklahoma	7,386,951.51	1,181,912.24
Higher Education	304,645.36	48,743.26
Political Sub-Divisions	2,292,158.69	366,745.39
Total	9,983,755.56	1,597,400.89

2. State Agencies

Agency	Current Spending (\$)	Savings (\$)
Department of Corrections	2,734,507.43	437,521.19
Oklahoma Military Department	621,694.44	99,471.11
Department of Transportation	508,845.98	81,415.36
Department of Public Safety	506,955.89	81,112.94
Other State Agencies	3,014,947.77	482,391.64

STATEWIDE CONTRACT SAVINGS DETAIL BY AGENCY

Agency Code	Agency	Current Spending (\$)	Savings (\$)
25	Oklahoma Military Department	2,411,454.76	530,854.99
30	ABLE Commission	107,350.96	13,524.44
39	Boll Weevil Eradication	415.74	66.52
40	Department of Agriculture, Food and Forestry	173,748.26	35,386.45
47	Indigent Defense System	261.16	41.79
49	Office of the Attorney General	73.41	11.75
55	Oklahoma Arts Council	4,090.80	1,259.97
90	Office of Management and Enterprise Services	4,038,767.94	693,050.04
92	Tobacco Settlement Endowment Trust	68.64	10.98
125	Department of Mines	49,786.77	2,655.38
131	Department of Corrections	13,198,878.02	1,464,353.29
148	Professional Engineers and Land Surveyors Licensure Board	28.08	8.65
160	Department of Commerce	12,163.49	1,964.14
185	Corporation Commission	119,343.66	9,272.08
199	Court of Criminal Appeals	93.78	15.00
219	District Courts	32,390.00	1,619.50
220	District Attorneys Council	78,672.74	4,593.44
265	Department of Education	51,816.18	8,290.59
266	Oklahoma Educational Television Authority	2,682.25	429.16
270	State Election Board	1,441.74	230.68
290	Employment Security Commission	4,480.90	717.60
292	Department of Environmental Quality	96,106.69	22,153.86
300	State Auditor and Inspector	609.78	144.77
308	Oklahoma State Bureau of Investigation	749,500.63	44,410.45
309	Department of Emergency Management	53,030.86	8,484.94

Continued...

Agency Code	Agency	Current Spending (\$)	Savings (\$)
310	State Fire Marshall	1,193.75	171.45
320	Department of Wildlife Conservation	1,752,944.21	363,660.17
325	Oklahoma Geological Survey	2,260.74	361.72
340	Department of Health	226,633.70	30,531.80
342	Board of Medicolegal Investigations	19,596.23	4,377.32
345	Department of Transportation	18,707,339.64	4,595,917.80
346	Space Industry Development Authority	2,191.69	415.13
350	Oklahoma Historical Society	117,151.50	29,167.45
353	Horse Racing Commission	47.19	7.55
361	Native American Cultural and Education Authority	150.00	14.25
369	Workers' Compensation Court	62.85	10.06
385	Insurance Commission	15.04	4.63
390	CompSource Oklahoma	11,217.38	1,471.54
400	Office of Juvenile Affairs	829,144.74	76,872.21
405	Department of Labor	155,225.33	8,020.69
410	Commissioners of the Land Office	12,969.50	3,424.43
415	Council on Law Enforcement Education and Training	23,016.18	4,307.42
421	Oklahoma State Senate	181.47	29.04
422	Oklahoma House of Representatives	86.97	13.92
430	Department of Libraries	4,168.14	766.76
452	Department of Mental Health and Substance Abuse Services	5,947,111.27	240,217.30
477	Bureau of Narcotics and Dangerous Drugs	681,475.95	34,205.26
509	Examiners for Long Term Care Administrators	57.18	5.43
515	Public Employees Retirement System	580.10	92.82
516	Employees Group Insurance Department	182.48	17.34
566	Oklahoma Tourism and Recreation Department	1,613,664.03	310,407.30
568	Scenic Rivers Commission	3008.01	566.96

Continued...

Agency Code	Agency	Current Spending (\$)	Savings (\$)
585	Department of Public Safety	4,715,042.69	448,814.63
588	Real Estate Commission	61.70	5.86
605	Regents for Higher Education	1,093,964.85	313,998.93
629	School of Science and Mathematics	3,598.04	1,108.20
645	Oklahoma Conservation Commission	777.88	158.29
650	Department of Veterans Affairs	881,188.65	133,798.57
670	J.D. McCarty Center	374,798.04	46,389.04
677	Oklahoma Supreme Court	265.61	50.45
695	Oklahoma Tax Commission	105,498.77	24,401.02
800	Department of Career and Technology Education	649,925.66	118,376.40
805	Department of Rehabilitation Services	216,761.17	28,640.10
807	Oklahoma Health Care Authority	7,024.13	1,123.86
830	Department of Human Services	2,940,506.06	208,032.86
835	Water Resources Board	106,102.52	10,924.13
978	Oklahoma Turnpike Authority	3,760,583.00	764,646.18
980	Grand River Dam Authority	1,328,182.32	225,640.43
99999	Political Sub-Divisions	40,279,874.49	7,848,609.03
HE001	Higher Education	36,947,782.83	1,108,056.45
GRAND TOTAL		144,710,870.91	19,831,382.65

CENTRAL PURCHASING ACQUISITION TEAM SAVINGS

Board of Medicolegal Investigations (00342)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Cardinal Health	65,960.43	239.83	0.4 percent Competitive bid (Average minus Awarded bid)

Career and Technology Education (00800)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Industrial Welding and Tool Supply	43,281.64	8,777.96	17 percent Competitive bid (Average minus Awarded bid)
Jim Lively and Associates	72,750.00	15,288.00	17 percent Competitive bid (Average minus Awarded bid)

Department of Corrections (00131)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
MSN	49,040.00	1,920.00	4 percent Negotiated savings
Maxim	292,440.00	17,280.00	6 percent Negotiated savings
Technology International	49,652.00	434.00	1 percent Negotiated savings
CompuMed	61,870.00	5,500.00	8 percent Negotiated savings
Shoe Corp. of Birmingham	50,149.80	19,677.59	28 percent Competitive bid (Average minus Awarded bid)
Shoe Corp. of Birmingham	25,524.48	4,688.74	16 percent Competitive bid (Average minus Awarded bid)

Department of Education (00265)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
CTB McGraw-Hill	8,851,466.00	91,748.00	1 percent Savings using PIPS process
Measured Progress	1,889,500.00	1,608,333.00	46 percent Negotiated savings

Department of Environmental Quality (00292)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Scientific Specialties	66,235.79	5,279.93	7 percent Competitive bid (Average minus Awarded bid)
Airgas USA	91,234.25	73,080.93	44 percent Competitive bid (Average minus Awarded bid)
SW Mobile Storage	71,010.00	4,462.20	6 percent Competitive bid (Average minus Awarded bid)
Associated Environmental Industries	97,450.00	9,900.00	9 percent Negotiated savings

Department of Human Services (00830)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Multiple Vendors	8,700,000.00	1,800,000.00	17 percent Competitive bid (Historical price minus Awarded bid)
Public Partnerships	285,250.00	41,025.00	13 percent Negotiated savings
Multiple Vendors	6,230,044.00	4,281,814.97	46 percent Competitive bid (Historical price minus Awarded bid)
MHC Kensworth	112,860.45	3,870.04	3 percent Competitive bid (Average minus Awarded bid)
Burgess Building	122,710.06	4,150.00	3 percent Negotiated savings
Unicare Building Maintenance	98,794.44	28,020.30	22 percent Competitive bid (Average minus Awarded bid)

Department of Mental Health and Substance Abuse Services (00452)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Embassy Suites	90,000.00	25,500.00	22 percent Negotiated savings
SourceOne	100,740.00	16,473.66	14 percent Competitive bid (Average minus Awarded bid)

Department of Public Safety (00585)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Eurocopter	1,945,049.00	197,160.00	9 percent Negotiated savings
CMI Inc.	319,960.00	8,000.00	2 percent Negotiated savings
Nomad GCS	474,000.00	66,801.00	12 percent Competitive bid (Average minus Awarded bid)
Kiesler Police Supply	54,208.00	4,112.47	7 percent Competitive bid (Average minus Awarded bid)
Turnkey Mobile, Inc.	21,212.00	1,218.00	5 percent Negotiated savings

Department of Rehabilitation Services (00805)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Multiple Vendors	234,605.23	1,948.00	1 percent Negotiated savings

Oklahoma Tourism and Recreation Department (00566)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
T & A Sawmill	196,250.00	74,100.00	27 percent Competitive bid (Average minus Awarded bid)

Department of Transportation (00345)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
CL Boyd Company	38,400.00	11,436.66	23 percent Competitive bid (Average minus Awarded bid)
CL Boyd Company	47,880.00	18,733.00	28 percent Competitive bid (Average minus Awarded bid)
Kirby-Smith Machinery	265,956.00	39,199.50	13 percent Competitive bid (Average minus Awarded bid)
Yellowhouse Machinery	133,886.35	9,239.92	6 percent Competitive bid (Average minus Awarded bid)
Muskogee Transfer and Storage	3,923.54	1,827.32	32 percent Competitive bid (Average minus Awarded bid)
Pinkley Sales Company	100,000.00	6,720.00	6 percent Negotiated savings
Muskogee Transfer and Storage	6,165.67	4,917.17	44 percent Competitive bid (Average minus Awarded bid)
Mid-Continent Concrete	62,530.00	2,590.00	4 percent Competitive bid (Average minus Awarded bid)
Multiple Vendors	565,689.88	63,898.28	10 percent Competitive bid (Average minus Awarded bid)
Mid-Continent Concrete	45,750.00	2,500.00	5 percent Negotiated savings
Kirby-Smith Machinery	157,173.00	4,602.00	3 percent Negotiated savings
United States Gypsum	37,136.00	2,992.00	7 percent Negotiated savings
The GW Van Keppel Company	303,798.00	6,250.00	2 percent Negotiated savings
Vogel Traffic Services - EZ Liner Industries	418,483.00	58,745.00	12 percent Competitive bid (Average minus Awarded bid)
Geomatic Resources	96,272.40	2,637.60	3 percent Negotiated savings

Department of Veterans Affairs (00650)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
1ST Equip. Inc.	3,473.00	3,473.00	50 percent Negotiated savings
National Bus Sales	116,170.00	8,724.50	7 percent Competitive bid (Average minus Awarded bid)
AWOIS LLC (Aquawing)	39,989.00	2,380.50	6 percent Competitive bid (Average minus Awarded bid)

Department of Wildlife Conservation (00320)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Precision Delta	87,687.50	14,906.25	15 percent Competitive bid (Average minus Awarded bid)

Employees Group Insurance Department (00516)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Walgreens	237,800.00	8,886.33	4 percent Competitive bid (Average minus Awarded bid)

Office of Management and Enterprise Services (00090)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Hay Group	168,000.00	4,118.75	2 percent Competitive bid (Average minus Awarded bid)

Oklahoma Health Care Authority (00807)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Spaces, Inc.	2,696,977.85	993,836.14	27 percent Competitive bid (Average minus Awarded bid)
Advert Group	12,409.15	3,475.23	22 percent Competitive bid (Average minus Awarded bid)
Ace Transfer and Storage	56,505.00	18,180.49	6 percent Competitive bid (Average minus Awarded bid)

Oklahoma Historical Society (00350)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Get Imaging	91,228.50	7,795.50	8 percent Negotiated savings

Oklahoma Military Department (00025)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Warren Cat	204,332.00	7,828.76	4 percent Competitive bid (Average minus Awarded bid)

Oklahoma State Bureau of Investigation (00308)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Immunalysis	71,250.00	18,500.00	21 percent Negotiated savings
Agilent Technologies	51,202.81	11,601.74	18 percent Negotiated savings
Agilent Technologies	96,170.41	3,844.26	4 percent Negotiated savings

Oklahoma Tax Commission (00695)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Performance Office Papers	117,360.00	14,280.00	11 percent Competitive bid (Average minus Awarded bid)

Oklahoma Treasurer's Office (00740)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Rex PR	183,000.00	23,535.33	11 percent Negotiated savings

School of Science and Mathematics (00629)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
SourceOne	119,140.00	70,338.33	37 percent Competitive bid (Average minus Awarded bid)

Tobacco Settlement Endowment Trust (00092)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
McLaughlin Young	150,000.00	7,290.00	5 percent Competitive bid (Average minus Awarded bid)

Workers' Compensation Court (00369)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Graebel Companies, Inc.	9,831.00	1,858.66	16 percent Competitive bid (Average minus Awarded bid)

State Agency Savings by Central Purchasing

Total Annual Spending (\$)	Total Savings (\$)	Total Percent Saved
37,558,818.13	9,881,945.84	13.34

SAVINGS REPORTED BY STATE AGENCY CERTIFIED PROCUREMENT OFFICERS

Department of Corrections (00131)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Various Vendors	209,144.63	33,356.10	Negotiated savings
Various Food Vendors	644,880.08	263,174.17	House Bill 1464

Department of Education (00265)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Oklahoma State University	200,000.00	150,000.00	Negotiated savings
Prodigy Public Relations	35,768.00	14,232.00	Competitive Bid (Historical price minus Awarded bid)
Oklahoma State University	285,000.00	40,000.00	Competitive Bid (Historical price minus Awarded bid)

Department of Public Safety (00585)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Various Vendors	184,109.10	24,056.53	Competitive bid (Historical price minus Awarded bid)

Department of Veterans Affairs (00650)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Various Vendors	26,078.50	38,782.93	Competitive bid (Average bid minus Awarded bid)

Grand River Dam Authority (00980)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Various Vendors	16,613,615.11	3,598,730.70	Competitive bid (Average bid minus Awarded bid)

J.D. McCarty Center (00670)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
All Commercial Floors	83,850.00	28,650.00	Solicited additional suppliers
HOMCO	32,600.00	16,400.00	Unit pricing
Machill Construction	28,190.00	14,110.00	Solicited additional suppliers

Office of Management and Enterprise Services (00090)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Various Vendors	109,493.20	44,472.01	Competitive bid (Average bid minus Awarded bid)

Oklahoma Aeronautics Commission (00060)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Various Vendors	18,535.15	3,397.90	Best value

Oklahoma Health Care Authority (00807)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
American Medical Association	17,871.96	7,095.55	Competitive bid
MedSolutions	1,650,000.00	150,000.00	Solicited additional suppliers, bench mark, right specifications

Oklahoma Insurance Department (00385)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Alvarez & Marsal Insurance Advisory Services	253,000.00	69,100.00	Best value
Business Imaging Systems	8,820.00	19,500.00	Best value

Oklahoma Military Department (00025)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Multiple Vendors	87,980.05	14,651.67	Competitive bid (Average bid minus Awarded bid)

Oklahoma State Bureau of Investigation (00308)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Multiple Vendors	29,681.66	6,610.31	Competitive bid (Historical price minus Awarded bid)
Agilent Technologies	51,202.81	11,601.74	Savings with trade in equipment
Multiple Vendors	23,779.01	1,201.00	Competitive Bid (Average bid minus Awarded bid)

Oklahoma Tourism and Recreation Department (00566)

Vendor	Annual Spending (\$)	Savings (\$)	Best Practices Utilized
Multiple Vendors	222,103.22	57,078.61	Best Value

Agency Reported Savings

Total Annual Spending (\$)	Total Savings (\$)	Total Percent Saved
20,815,702.48	4,606,201.22	22

INFORMATION SERVICES (IS)

EXECUTIVE SUMMARY FY 2014 New Statewide Contracts

ITSW 0895 IT Advisory Services

ITSW 1004 Network Cable & Accessories

ITSW 1012 T-Mobile Wireless

ITSW 1017 Iron Data Solutions

ITSW 1025 Global Certs Encrypted Email Software

ITSW 1036 Student Information Systems

ITSW 1037 Medical Claims Clearinghouse

ITSW 1041 Software Value Added Resellers

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 resulted in an average of the discounts being used for cost avoidance calculations.

IT Statewide Contract FY 2014 Detail

SW Contract #	Total Sales (\$)	% off MSRP	Total Avoidance (\$)
ITSW 1001 Virus Protection	189,635.30	52	98,610.36
ITSW 1002 Desktop Management	275,182.40	43	118,328.43
ITSW 1006 Network Products & Services	10,729,761.71	38	4,077,309.45
ITSW 1007 EPPM	217,479.73	30	65,243.92
ITSW 1008 Mailroom Equipment (PB)	228,626.78	48	109,740.85
ITSW 1008 Mailroom Equipment (Neopost)	443,246.58	35	155,136.30
ITSW 1010 Microsoft LAR	13,620,491.94	17.1	2,329,104.12
ITSW 1011 Oracle DB	6,802,639.33	45	3,061,187.70
ITSW 1012 Wireless (AT&T)	6,352,180.77	25	1,588,045.19
ITSW 1012 Wireless (Verizon)	7,350,070.00	23	1,690,516.10
ITSW 1012 Wireless (Sprint)	2,047,349.27	25	511,837.32
ITSW 1012 Wireless (US Cellular)	398,306.00	22	87,627.32
ITSW 1017 Iron Data Solutions	1,186,810.00	5	59,340.05
ITSW 1021 AV Products & Services	881,671.25	30*	264,501.38
ITSW 1026 Lenovo	157,683.71	22*	34,690.42
ITSW 0171 Copiers (Xerox)	2,029,085.87	21*	426,108.03
ITSW 0171 Copiers (Standley)	6,332,892.06	15*	949,933.81
ITSW 0206 WSCA Computer (HP)	9,062,554.30	15*	1,359,383.15
ITSW 0206 (Dell)	32,293,433.35	15*	4,844,015.00
ITSW 0206 (IBM)	2,074,726.51	15*	311,208.98
ITSW 0206 (EMC)	532,170.00	40*	212,868.00
ITSW 0206 (Apple)	15,331,431.42	11*	1,686,457.46
ITSW 0206 (Panasonic)	863,334.44	20*	172,666.89
ITSW 0207 PC Standardization (Dell)	8,508,424.67	54	4,594,549.38
ITSW 0402 Public Safety Communications	6,630,088.70	20	1,326,017.74
ITSW 0450 Telecom (AT&T)	11,772,505.00	12	1,412,700.60
ITSW 0450 Telecom (Cox)	19,900,903.86	10	1,990,090.39
ITSW 0450 Telecom (Presidio)	2,965,559.20	20	593,111.84
ITSW 0782 Imaging	4,065,342.69	25	1,016,335.67
Totals	173,243,586.94		35,146,666.28

*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	173,243,586.94	35,146,666.28	20
State Agencies	94,984,276.34	19,922,670.11	21
Higher Education	18,711,603.83	4,161,597.81	22
K-12	34,362,460.44	5,077,739.96	15
City	12,692,041.45	2,820,971.92	22
County	3,953,772.86	861,286.57	22
Tribal	3,074,842.23	846,372.69	28
Other	5,464,589.80	1,456,027.23	21

EXECUTIVE SUMMARY

Statewide Contract Comparison FY 2013 – FY 2014

Spend	FY 2013	FY 2014	Percentage Growth
State	78,541,544.92	94,984,276.34	21
Higher Education	14,093,978.37	18,711,603.83	33
K-12	30,304,964.92	34,362,460.44	13
City	9,896,381.54	12,692,041.45	28
County	2,924,156.88	3,953,772.86	35
Tribal	2,491,842.02	3,074,842.23	23
Other	2,806,120.10	5,464,589.80	95

Cost Avoidance	FY 2013	FY 2014	Percentage Growth
State	14,960,003.60	19,922,670.11	33
Higher Education	2,807,306.68	4,161,597.81	48
K-12	4,591,980.06	5,077,739.96	11
City	2,082,560.04	2,820,971.92	35
County	614,562.22	861,286.57	40
Tribal	727,094.78	846,372.69	16
Other	677,959.83	1,456,027.23	115

EXECUTIVE SUMMARY ITSW 206 Dell WSCA

Average 15 percent off MSRP

	Spend (\$)	Cost Avoidance (\$)
Total	32,293,433.35	4,844,015.00
State	6,065,831.95	909,874.79
Affiliates	26,227,601.40	3,934,140.21
TOP FIVE AGENCIES		
Agency Purchase Orders	Spend (\$)*	Cost Avoidance (\$)
Office of Management and Enterprise Services	523,716.61	78,557.49
Department of Transportation	440,991.60	66,148.74
Department of Veterans Affairs	351,636.24	52,745.44
Department of Public Safety	177,573.22	26,635.98
Department of Environmental Quality	79,982.26	11,997.34

EXECUTIVE SUMMARY ITSW 206 Apple WSCA

Average 11 percent off MSRP

	Spend (\$)	Cost Avoidance (\$)
Total	15,331,431.42	1,686,457.46
State	266,801.53	29,348.17
Affiliates	15,064,629.89	1,657,109.29
TOP FIVE AGENCIES		
Agency Purchase Orders	Spend (\$)*	Cost Avoidance (\$)
Department of Education	109,654.72	12,062.02
Department of Rehabilitative Services	37,620.00	4,138.20
Office of Management and Enterprise Services	11,610.85	1,277.19
Indigent Defense System	8,222.00	904.42
Will Rogers Memorial Commission	6,250.94	687.60

*Spend is based off of PO's issued and doesn't include P-card transactions

EXECUTIVE SUMMARY ITSW 206 Hewlett Packard

Average 15 percent off MSRP

	Spend (\$)	Cost Avoidance (\$)
Total	9,062,554.30	1,359,383.15
State	2,299,897.77	344,984.67
Affiliates	6,762,656.53	1,014,398.48
TOP FIVE AGENCIES		
Agency Purchase Orders	Spend (\$)*	Cost Avoidance (\$)
Department of Human Services	484,803.62	72,720.54
Oklahoma State Bureau of Investigation	154,962.90	23,244.44
Office of Management and Enterprise Services	120,319.86	18,047.98
Department of Corrections	95,820.72	14,373.11
State Election Board	25,071.19	3,760.68

EXECUTIVE SUMMARY ITSW 450 AT&T Telecom

12 percent 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 FIVE AGENCIES		
Agency Purchase Orders	Spend (\$)*	Cost Avoidance (\$)
Department of Corrections	413,311.10	45,597.33
Office of Management & Enterprise Services	297,182.13	35,661.86
Department of Mental Health & Substance Abuse Services	163,676.88	19,641.23
Oklahoma Tax Commission	148,085.42	17,770.25
Office of Juvenile Affairs	95,306.46	11,436.78

*Spend is based off of PO's issued and doesn't include P-card transactions

EXECUTIVE SUMMARY

ITSW 450 Cox Communications

10 percent off MSRP

	Spend (\$)	Cost Avoidance (\$)
Total	19,900,903.86	1,990,090.39
State	19,510,943.72	1,951,094.37
Affiliates	389,960.14	38,996.01

TOP FIVE AGENCIES

Agency Purchase Orders	Spend (\$)*	Cost Avoidance (\$)
Employment Security Commission	678,140.00	67,814.00
Department of Public Safety	382,412.52	38,241.25
Department of Rehabilitative Services	348,483.01	34,848.30
Department of Mental Health and Substance Abuse Services	50,023.45	5,002.35
Department of Commerce	26,006.64	2,600.66

FY 2014 Agency Acquisition Savings

Agency	Contract Description	Savings (\$)	Spend (\$)	Award Details
Department of Transportation	GIS TAB	45,658.25	917,367.00	\$45,658.25 over three months. Savings realized 04/2014 through 06/2014.
Department of Transportation	Fiber Network Tracking System	1,887.83	131,327.92	\$1,887.83 over two months. Savings realized 05/2014 through 06/2016.
Department of Health	Net IQ	49,440.80	95,559.20	\$49,440.80 over 12 months. Savings realized 07/2013 through 06/2014.
Employee Benefits Department	VMware	5,357.00	11,989.00	\$5,357.00 over 12 months. Savings realized 07/2013 through 06/2014.
Department of Health	Flex ES Maintenance	8,717.50	5,065.00	\$8,717.50 over three months. Savings realized 04/2014 through 06/2014.
Board of Medicolegal Investigations	Software for Liquid Chromatography- Mass Spectrometry	89,483.19	192,067.22	\$89,483.19 over three months. Savings realized 04/2014 through 06/2014.
Department of Health	VMware	209.17	38,824.00	\$209.17 over one month. Savings realized 06/2014.

