

State of Oklahoma

Department of Central Services
Central Purchasing Division



Realized Cost Savings Report

For the period of July 1, 2009 through June 30, 2010



Executive Summary

The State of Oklahoma achieved savings in excess of \$8 million for Central Purchasing managed contracts for the fiscal of 2010. The spend and savings are summarized below.

	Spend	Savings	Percent Savings
Total	\$ 55,352,076	\$ 8,028,479	12.67%
Political Sub-Divisions	\$ 7,961,173	\$ 1,106,045	12.20%
Higher Ed	\$ 10,344,435	\$ 372,325	3.47%
State Only	\$ 37,046,468	\$ 6,550,109	15.02%



Executive Summary (cont.)

Notes regarding Cost Savings Calculations:

Strategic Sourcing ONLY calculated savings for contracts in which prices and volumes were clear and easily discernable.

- ▶ If the awarded contract replaced an existing contract, costs savings was based on a calculation using new (awarded) pricing as compared to old (or existing) pricing.
- ▶ If the awarded contract did not replace an existing contract, costs savings was based on a calculation using new (awarded) pricing as compared to the mean of the non-awarded, responsive vendors.

Strategic Sourcing did NOT calculate savings for contracts with the following characteristics based on data and/or systems related limitations:

- ▶ Missing or incomplete usage data as reported by vendors for each contract
- ▶ Multiple discount percentages across a specific contract in which SS 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

In summary, the savings calculated are conservative and represent ONLY savings which could be easily validated.



Strategic Sourcing Projects



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 (\$):	3,134,844.34	30,066.65
Higher Ed (\$):	9,881,394.67	94,773.60
Political Sub-Divisions (\$):	154,641.49	1,483.18
Total (\$):	13,170,880.50	126,323.43

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Mental Health	2,228,854.79	21,377.20
Dept. of Human Services	637,911.44	6,118.28
Dept. of Health	265,367.05	2,545.17
Juvenile Affairs	1,998.84	19.17
Dept. of Rehabilitation Services	712.24	6.83



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): 7.25%
- 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 (\$):	335,407.56	26,217.84
Higher Ed (\$):	16,551.28	1,293.77
Political Sub-Divisions (\$):	8,552.49	668.52
Total (\$):	360,511.33	28,180.13

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Corrections	93,967.49	7,345.17
Career Tech	46,054.30	3,599.93
Dept. of Veterans Affairs	28,767.45	2,248.67
Dept. of Tourism	28,058.04	2,193.22
Other	26,220.56	10,830.85



Vehicle Contract (35)

Contracting Officer: *Florian Giza*

Summary

- Background:
 - Comprehensive Strategic Sourcing 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 (\$):	3,267,288.01	171,962.53
Higher Ed (\$):	126,592.75	6,662.78
Political Sub-Divisions (\$):	2,417,058.27	133,876.37
Total (\$):	5,810,939.03	305,838.90

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

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	4,791,091.23	1,201,117.57
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	1,794,923.21	448,730.80
Total (\$):	6,599,393.48	1,649,848.37

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Transportation	4,791,091.23	1,197,772.81
Dept. of Tourism	8,400.00	2,100.00
Transportation Authority	4,979.04	1,244.76



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 (Percentage): 84.39%
 - ** The savings % was significant which resulted in the savings \$'s being higher than spend on an absolute basis.
 - *** Incumbent vendor was able to price aggressively based on increased competition.
- Best Practices used:
 - Increased competition: invited local companies to bid
 - Pricing modified to be fully-loaded for operator needed equipment
 - Fuel Surcharges modified, tied to index

I. Overall

Category	Current Spend (\$)	Savings (\$) **
State Spend (\$):	284,220.53	1,536,538.79
Higher Ed (\$):	36,848.00	199,201.65
Political Sub-Divisions (\$):	8,750.90	47,308.68
Total (\$):	329,818.66	1,783,049.12

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Tourism	164,021.30	886,723.74
Military Department	46,397.00	250,829.14
State Bureau of Investigation	32,946.72	178,114.91
Dept. of Environmental Quality	10,233.00	55,321.13
Other	8,343.00	165,549.87



Culverts (94)

Contracting Officer: *Joyce Leivas*

Summary

- Background:
 - A comprehensive Strategic Sourcing methodology was used
 - A cost model was created and cost drivers were vetted using the Bureau of Labor (BLS) Index
- Savings (Percentage): 20%
- Best Practices used:
 - Commodity Council
 - Negotiation
 - Target Pricing
 - Index Pricing used

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	41,113.39	10,278.35
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	175,403.97	43,850.99
Total (\$):	216,517.36	54,129.34

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Transportation	31,066.65	7,766.66
Grand River Dam Authority	4,328.65	1,082.16
Dept. of Tourism	2,892.85	723.21
Military Department	2,825.24	723.21



Automated Fleet Fueling Management System (101)

Contracting Officer: *Theresa Johnson*

Summary

• Background:

- Statement of Work was revised to expand reporting and payment options for Fleet Fuel Card
- The new contract provides better tracking of all costs for State-owned vehicles

** Savings was computed based on the difference between the per gallon service charge multiplied by the gallons used.

• Savings (Percentage): 54.02%

• Best Practices used:

- Negotiation
- RFP was structured in a manner to afford vendors options for pricing in a volatile market

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	73,165.16	85,865.97
Higher Ed(\$):	131.63	263.25
Political Sub-Divisions (\$):	0.00	0.00
Total (\$):	73,296.79	86,129.22

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Transportation	56,856.97	59,822.22
Dept. of Tourism	6,145.03	11,569.92
General State Spend	2,979.65	4,336.31
Dept. of Corrections	2,604.47	3,644.91
Other	2,193.00	6,492.61



Dump Beds (106A)

Contracting Officer: *Joyce Leivas*

Summary

- Background:
 - First time this 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 (\$):	375,371.00	32,375.04
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	0.00	0.00
Total (\$):	375,371.00	32,375.04

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Transportation	375,371.00	32,375.04



Utility Beds (106B)

Contracting Officer: *Joyce Leivas*

Summary

- Background:
 - First time this contract was split from Utility Beds (106A)
 - Commodity Council was formed to determine requirements
 - Focus was given to right-sizing and providing detailed specifications
- Savings (Percentage): 31.23%
- Best Practices used:
 - Right-sized
 - RFP Improvements for clarity

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	38,708.20	17,578.26
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	15,098.90	6,856.75
Total (\$):	53,807.10	24,435.01

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Transportation	30,418.60	13,813.77
Dept. of Tourism	8,289.60	3,764.49



Prime Vendor Food (156)

Contracting Officer: *Theresa Johnson*

Summary

- Background:
 - A comprehensive Strategic Sourcing process was used for this contract
- 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 (\$):	8,250,398.77	866,063.96
Higher Ed (\$):	27,325.78	2,868.45
Political Sub-Divisions (\$):	2,613,904.93	274,387.81
Total (\$):	10,891,629.48	1,143,320.22

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Corrections	5,876,221.90	616,840.97
Dept. of Mental Health	760,394.71	79,820.44
Dept. of Human Services	649,585.71	68,188.56
Juvenile Affairs	579,237.57	60,803.94
Other	187,820.26	40,410.05



PC Standardization Contract – Desktops and Laptops (207)

Contracting Officer: *Gary Rowland*
Summary

- Background:
 - Comprehensive Strategic Sourcing Methodology used
 - 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 (\$):	2,962,096.07	935,398.76
Higher Ed (\$):	167,673.17	52,949.42
Political Sub-Divisions (\$):	188,603.37	59,558.96
Total (\$):	3,318,372.61	1,047,907.14

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Health	1,623,438.95	512,664.93
Dept. of Rehabilitation Services	259,418.69	81,921.69
Dept. of Transportation	232,249.83	73,342.05
Dept of Veterans Affairs	142,002.40	44,842.86
Other	100,013.34	222,627.23



Reflective Glass Beads (696)

Contracting Officer: *Lisa Bradley*

Summary

- Background:
 - Revised Item Specifications to reflect new American Association of State Highway Transportation Officials (ASHTO) standards
 - Mandated quality, customer service, and product availability to awarded suppliers
- Savings (percentage): 6.86%
- Best Practices used:
 - Market research / increased competition

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	112,038.40	5,964.00
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	0.00	0.00
Total (\$):	112,038.40	5,964.00

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Transportation	112,038.40	5,964.00



Information Technology (IT) Consulting Services (715)

Contracting Officer: *Gary Rowland*

Summary

- Background:
 - State-wide contract for project-based IT consulting services
 - Vendors awarded the contract are taken through another round of cost analyses specific to the project specifications requested by the agency
- Savings (Percentage): 10%
- Best Practices used:
 - Benchmarking
 - Increased Competition
 - Target Pricing
 - Commodity Councils used

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	124,079.02	13,786.56
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	0.00	0.00
Total (\$):	124,079.02	13,786.56

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Teacher's Retirement System	88,200.00	9,800.00
Dept. of Human Services	31,044.02	3,449.34
Commission on Consumer Credit	3,655.00	406.11
Dept. of Corrections	1,180.00	131.11



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 (\$):	93,191.25	41,690.00
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	11,476.00	3,624.00
Total (\$):	104,677.25	45,314.00

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Transportation	79,207.25	37,274.00
Transportation Authority	13,984.00	4,416.00



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 (\$):	534,530.73	59,920.70
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	17,327.24	1,942.38
Total (\$):	551,857.97	61,863.08

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Corrections	426,156.20	47,771.96
Dept. of Veterans Affairs	57,256.06	6,418.38
Dept. of Mental Health	18,082.81	2,027.08
Juvenile Affairs	16,247.13	1,821.30
Other	12,188.76	1,881.98



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 (\$):	498,425.00	329,148.45
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	0.00	0.00
Total (\$):	498,425.00	329,148.45

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Central Services	498,425.00	329,148.45



Maintenance, Repair, and Operations (817)

Contracting Officer: *Lisa Bradley*

Summary

- Background:
 - Comprehensive Strategic Sourcing Methodology was used
- 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 (\$):	2,586,184.77	421,006.82
Higher Ed (\$):	87,918.70	14,312.35
Political Sub-Divisions (\$):	555,432.29	90,419.21
Total (\$):	3,229,535.76	525,738.38

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Corrections	786,840.45	128,090.31
Dept. of Transportation	423,286.57	68,907.12
Dept. of Human Services	314,729.83	51,235.09
Grand River Dam Authority	281,513.05	45,827.71
Other	262,255.07	126,946.59



Herbicides, Pesticides, and Fertilizers (699)

Contracting Officer: *Lisa Bradley*

Summary

- Background:
 - New contract which included generic products given the cost savings opportunities
- Savings (Percentage): 24.5%
- Best Practices used:
 - Increased competition
 - Benchmarked
 - Conducted supplier meetings to right-size / refine the solicitation
 - Target Pricing

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	557,797.39	181,007.10
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	0.00	0.00
Total (\$):	557,797.39	181,007.10

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Transportation	449,655.12	145,914.58
General State Spend	49,319.10	16,004.21
Transportation Authority	42,805.88	13,890.65
Dept. of Tourism	8,482.59	2,752.63
Other	5,322.57	2,445.03



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 (\$):	8,469,237.61	445,749.35
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	0.00	0.00
Total (\$):	8,469,237.61	445,749.35

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Public Safety	6,254,429.88	329,180.52
Dept. of Transportation	1,872,304.30	98,542.33
Dept. of Agriculture	164,212.40	8,642.76
Wildlife Conservation	72,729.00	3,827.84
Other	68,402.97	5,555.90



Trident Passport Equipment (777)

Contracting Officer: *Laura Bybee*

Summary

- Background:
- Savings (Percentage): 5.00%
- Contract Term:

I. Overall

Category	Current Spend (\$)	Savings (\$)
State Spend (\$):	283,774.08	94,621.36
Higher Ed (\$):	0.00	0.00
Political Sub-Divisions (\$):	0.00	0.00
Total (\$):	283,774.08	94,621.36

II. State Agency

Agency	Current Spend (\$)	Savings (\$)
Dept. of Transportation	283,774.08	94,621.36



Savings Detail by Agency

Agency Code	Agency	Current Spend	Savings
2500	Military Department	134,224.20	264,476.31
3900	Boll Weevil Eradication Organization	50,276.05	2,734.12
4000	Dept. of Agriculture	282,947.68	64,793.69
4700	Indigent Defense System	9,038.60	2,854.29
5500	State Arts Council	6,272.49	490.3
9000	Office of State Finance	23,723.77	7,389.24
9200	Tobacco Settlement Endmt Trust	4,041.29	1,276.20
12500	Dept. of Mines	1,081.80	341.62
12700	Commission on Children and Youth	12,728.60	4,019.56
13100	Dept. of Corrections	7,319,363.30	866,496.81
16000	Dept. of Commerce	49,209.76	15,156.73
18500	Corporation Commission	5,455.30	1,715.67
20400	J M Davis Arms & History Museum	530.46	41.46
22000	District Attorneys Council	19,766.67	6,239.98
26500	Dept. of Education	1,873.60	193.49
26600	Education Television Authority	1,243.46	183.15
26900	Commission for Teacher Prep	2,692.91	850.39
27000	State Election Board	7,408.00	2,339.37
28500	Funeral Board	923.45	291.62



Savings Detail by Agency

Agency Code	Agency	Current Spend	Savings
29000	Employment Security Commission	94,987.11	29,541.66
29200	Dept. of Environmental Quality	26,528.32	57,615.54
30000	State Auditor and Inspector	49,270.20	15,559.01
30800	State Bureau of Investigation	59,496.90	185,645.29
30900	Emergency Management	13,895.81	756.19
31000	State Fire Marshal	110.04	11.55
32000	Dept. of Wildlife Conservation	782,816.17	47,213.41
34000	Dept. of Health	1,956,920.59	537,463.16
34200	Medicolegal Investigation	810.76	3,073.69
34500	Dept. of Transportation	9,181,833.07	1,925,434.33
35000	Historical Society	13,876.01	1,706.51
38500	Insurance Department	3,766.22	1,189.33
39000	CompSource Oklahoma	22,597.38	1,399.89
40000	Dept. of Juvenile Affairs	604,312.75	63,458.99
40500	Dept. of Labor	3,987.50	1,259.21
41500	Council on Law Enforcement Education & Training	11,215.10	1,838.78
41600	Law Enforce Retirement System	1,148.82	362.79
42100	State Senate	117.6	9.19
42200	House of Representatives	8,517.94	913.32



Savings Detail by Agency

Agency Code	Agency	Current Spend	Savings
43000	Dept. of Libraries	17,818.70	14,522.31
43500	Lottery Commission	6,111.00	1,929.79
45000	Medical Licensure & Supv	1,720.90	543.44
45200	Dept. of Mental Health	3,087,619.78	122,115.80
47500	Motor Vehicle Comm	2,897.15	914.89
47700	Narcotics & Dangerous Drugs Control	330,759.77	17,583.21
51000	Nursing	20,857.20	6,586.48
51500	Public Employees Retirement System	2,621.28	820.89
51600	State & Education Employee Group Insurance Board	11,770.85	3,548.70
54800	Office of Personnel Management	346.28	56.37
55700	Police Pension & Retirement System	1,623.95	507.84
56600	Tourism and Recreation Dept.	493,747.31	953,012.91
56800	Scenic Rivers Commission	191.2	31.13
58000	Dept. of Central Services	638,954.58	342,095.90
58500	Dept. of Public Safety	7,185,741.49	382,070.93
58800	Real Estate Commission	167.2	17.55
60600	Ardmore Higher Education Center	34.9	2.73
61800	Student Loan Authority	1,453.82	459.1
62500	Secretary of State	6,155.95	1,888.43



Savings Detail by Agency

Agency Code	Agency	Current Spend	Savings
62800	Center for Advancement of Science & Technology	699.9	221.02
62900	School of Science & Math	4,328.58	472.73
63500	Commission on Consumer Credit	3,655.00	406.11
64500	Conservation Commission	3,269.27	992
65000	Dept. of Veterans Affairs	321,235.31	70,378.63
67000	JD McCarty Center	168,877.54	18,084.90
69500	Tax Commission	2,006.52	534.93
71500	Teachers Retirement System	93,972.98	11,611.71
74000	State Treasurer	9,538.00	3,012.00
77200	Chem Test Alcohol/Drug	291.24	30.57
80000	Career and Technology Education	319,359.40	61,278.94
80500	Dept. of Rehabilitation Service	458,045.72	103,186.51
80700	Health Care Authority	32,739.91	9,998.59
83000	Dept. of Human Services	1,707,800.52	139,762.70
83500	Water Resources Board	8,844.62	2,769.15
92200	Housing Finance Agency	32,508.11	23,251.82
97800	Transportation Authority	293,652.60	32,413.98
98000	Grand River Dam Authority	316,686.73	52,315.50
	General State Spend – Spend we know is Oklahoma State Agency Spend but were unable to identify the specific State Agency.	689,352.61	54,342.80
	GRAND TOTAL	37,046,467.55	6,550,108.83



Agency Reported Savings

Aeronautic Commission (060)			
Vendor	Annual Spend	Savings	Best Practices Utilized
Authority Order	30,000.00	12,712.69	Decreased payments of reimbursements, misc purchases
P-Card Travel	15,000.00	9,281.18	Decreased Out of State Travel
Regular P-Card	15,000.00	9,804.50	Decrease in Registration fees, office supplies, misc items bought
Eureka	500.00	60.00	Decreased amt of used water for coffee
UPS	250.00	198.47	Decreased Freight charges
Staples	3,600.00	4,290.00	Decreased amt office supplies; expendable & non-expendable
Quick Print	2,500.00	2,463.00	Used In-house printing or DCS



Agency Reported Savings

Health Care Authority (807)			
Vendor	Annual Spend	Savings	Best Practices Utilized
Bayard Advertising	19,710.00	1,680.00	Identified volume of acquisition, increasing value of business to supplier community.
Oklahoma Press Service	1,950.00	210.00	Identified volume of acquisition, increasing value of business to supplier community.
JP Morgan Chase	14,373.00	1,633.00	Utilized p/card thus reducing administrative costs
Xerox	111,220.00	10,080.00	Utilized summary invoicing thus reducing administrative costs.
Xerox	17,752.00	840.00	Utilized summary invoicing thus reducing administrative costs.
Xerox	10,045.00	840.00	Utilized summary invoicing thus reducing administrative costs.
APS	5,600,000.00	800,000.00	Competitive bid with negotiation instead of federal contract entity



Agency Reported Savings

State Bureau of Investigation (308)			
Vendor	Annual Spend	Savings	Best Practices Utilized
CDWG	2,678.88	218.82	Informal Quotes From Vendors
B&H Photo Video Pro Audio	2,322.80	135.16	Informal Quotes From Vendors
Chief Supply	3,658.21	380.61	Informal Quotes From Vendors
Armadillo Truck Vault	1,399.94	475.00	Vendor Gave GSA Pricing

Teacher's Retirement System (715)			
Vendor	Annual Spend	Savings	Best Practices Utilized
THE MEADOWS	3,716.00	88,018.00	Right sizing/modification to reduce costs
AMERICAN SELF STORAGE	5,028.00	5,028.00	Identify volume in order to maximize savings based on acquisition amount or quantity
INVESTMENT MANAGERS/ Investment Consultants	30,811,084.00	2,700,000.00	Negotiations to reduce costs



Agency Reported Savings

Dept. of Public Safety (585)

Vendor	Annual Spend	Savings	Best Practices Utilized
VISUAL FORCE	16,445.00	7,638.80	Solicitation of add'l suppliers
VISUAL FORCE	12,415.00	221.00	Solicitation of add'l suppliers
4 WHEEL PARTS	4,805.08	2,740.52	Solicitation of add'l suppliers
SETINA MFG CO INC	58,552.00	200.00	Solicitation of add'l suppliers
SOUTHERN TIRE MART	9,500.00	437.00	Solicitation of add'l suppliers
BMW MOTORCYCLES	39,228.66	10,572.00	Solicitation of add'l suppliers
MIDWEST TROPHY	8,995.00	471.90	Solicitation of add'l suppliers

Ethics Commission (296)

Vendor	Annual Spend	Savings	Best Practices Utilized
Herman Craig Pitts	1,755.00	2,435.00	Attorney fee \$90/hr versus \$215/hr

Veterinary Medical Exam (790)

Vendor	Annual Spend	Savings	Best Practices Utilized
Fleet Management – Motorpool	6,840.00	4,238.40	Acquired saving from continuing to use state car with >100,000 miles and saving the monthly mileage charge