

# PROCUREMENT COST SAVINGS REPORT

JULY 1, 2015 - JUNE 30, 2016



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# STATE PROCUREMENT TOTAL

## EXECUTIVE SUMMARY

Procurement Operation	Spending (\$)	Savings (\$)
Savings by Statewide Contract	244,065,388.57	24,110,206.80
Acquisition Team Savings	11,841,308.05	1,344,201.65
Information Technology Statewide Contract Cost Avoidance	138,265,086.22	45,762,619.60
Information Technology Acquisitions Team Savings	6,668,624.36	964,205.90
Savings Reported by State Agency Certified Procurement Officers	15,003,924.70	3,916,708.93
<b>TOTAL IMPACT OF STATE PROCUREMENT</b>	<b>415,844,331.90</b>	<b>76,097,942.88</b>

# PRODUCT AND SERVICE CONTRACTS

## EXECUTIVE SUMMARY

The State of Oklahoma realized savings in excess of \$24 million for fiscal year 2016 through managed contracts of products and services other than information technology. Twenty-five of 104 statewide contracts are currently being tracked for cost savings. Savings for the 25 statewide contracts are summarized below:

	Spending (\$)	Savings (\$)	Percent Savings
<b>Total</b>	<b>244,065,388.57</b>	<b>24,110,206.80</b>	<b>9.88%</b>
Political Sub-Divisions	90,857,068.55	9,729,233.21	10.71%
Higher Education Institutions	59,002,630.21	2,658,031.52	4.50%
State of Oklahoma	94,205,689.81	11,722,942.08	12.44%

Calculations are based on 25 of the 104 statewide contracts (excluding information technology).

### 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 suppliers 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.

# SAVINGS BY STATEWIDE CONTRACT

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW023A	PHARMACEUTICALS (MORRIS & DICKSON/MCKESSON)	2,445,797.72	1,666,317.42	52,507,192.94	56,619,308.08	3.66%	2,072,266.68
SW192	CONSTRUCTION EQUIPMENT	3,134,090.18	31,160,652.71	167,147.05	34,461,889.94	9.50%	3,273,879.54
SW035	VEHICLES	19,233,996.60	7,451,482.66	1,174,195.57	27,859,674.83	13.00%	3,621,757.73
SW035T	MEDIUM DUTY TRUCKS	6,114,441.89	9,189,719.77	-	15,304,161.66	15.00%	2,295,624.25
SW023A	PHARMACEUTICALS (DIAMOND)	14,553,335.55	-	-	14,553,335.55	2.18%	317,262.71
SW081	ASPHALT	12,191,565.63	1,511,875.60	51,302.25	13,754,743.48	25.00%	3,438,685.87
SW156	PRIME VENDOR FOOD	10,632,256.00	1,423,235.96	-	12,055,491.96	9.50%	1,145,271.74
SW196	AGRICULTURE, TREE AND BRUSH MAINTENANCE EQUIPMENT	1,153,538.99	7,616,597.66	1,115,171.12	9,885,307.77	9.98%	986,553.72
SW817	MRO (MAINTENANCE REPAIR AND OPERATIONS)	5,574,072.76	2,731,891.16	274,960.93	8,580,924.85	16.00%	1,372,947.98
SW024	TIRES	1,919,176.12	4,115,531.58	181,861.70	6,216,569.40	18.00%	1,118,982.49
SW012	BOOKS	197,687.21	5,903,763.75	63,463.10	6,164,914.06	11.48%	707,732.13
SW197	GARBAGE TRUCKS	-	5,567,890.29	-	5,567,890.29	3.00%	167,036.71
SW195	ROAD MAINTENANCE EQUIPMENT	1,207,457.11	4,148,722.20	40,394.00	5,396,573.31	10.35%	558,545.34
SW776	TRAFFIC STRIPING	3,991,307.15	-	-	3,991,307.15	21.00%	838,174.50
SW106	TRUCK DUMP BEDS	2,292,053.60	1,470,299.04	-	3,762,352.64	7.94%	298,730.80
SW110	SCHOOL BUSES	271,732.00	3,375,513.00	-	3,647,245.00	5.00%	182,362.25
SW210	TRAVEL INITIATIVE	1,185,878.70	-	2,214,179.49	3,400,058.19	10.08%	342,725.87
SW190	MOWERS AND HANDHELD EQUIPMENT	423,559.48	1,370,092.79	986,672.38	2,780,324.65	10.32%	286,929.50
SW082	WATERBORNE TRAFFIC MARKING PAINT	2,523,854.00	-	-	2,523,854.00	7.20%	181,717.49
SW198	TRAILERS	582,532.61	1,339,143.78	7,150.00	1,928,826.39	7.11%	137,139.56
SW180	OFFICE SUPPLY PRODUCTS	1,531,740.93	19,490.36	1,800.53	1,553,031.82	4.00%	62,121.27
SW817-P	MRO PLUMBING (MAINTENANCE REPAIR AND OPERATIONS)	1,183,112.40	329,115.46	9,235.47	1,521,463.33	16.00%	243,434.13
SW194	GOLF CARTS AND UTILITY VEHICLES	513,359.53	382,314.52	173,862.74	1,069,536.79	10.21%	109,199.71
SW092	HAZARDOUS WASTE PICK UP SERVICE	509,331.10	7,401.25	26,908.03	543,640.38	31.25%	169,887.62
SW025	LIGHT BULBS AND BALLASTS	409,315.64	54,604.88	7,132.91	471,053.43	30.80%	145,084.46
SW765	BREAD AND BAKERY SUPPLIES	430,496.91	21,412.71	-	451,909.62	8.00%	36,152.77
	<b>TOTALS</b>	<b>94,205,689.81</b>	<b>90,857,068.55</b>	<b>59,002,630.21</b>	<b>244,065,388.57</b>	<b>9.88%</b>	<b>24,110,206.80</b>

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW023A	PHARMACEUTICALS (Morris & Dickson/ McKesson)	2,445,797.72	1,666,317.42	52,507,192.94	56,619,308.08	3.66%	2,072,266.68

State Agency				Current Spending (\$)	Savings (\$)
Department of Mental Health and Substance Abuse Services				1,774,047.95	64,930.16
Department of Human Services				415,355.70	15,202.02
Department of Health				221,635.00	8,111.84
J.D. McCarty Center				25,120.09	919.40
Office of Juvenile Affairs				5,696.82	208.50

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW192	CONSTRUCTION EQUIPMENT	3,134,090.18	31,160,652.71	167,147.05	34,461,889.94	9.50%	3,273,879.54

State Agency				Current Spending (\$)	Savings (\$)
Department of Transportation				1,720,829.18	163,478.77
Grand River Dam Authority				819,079.72	77,812.57
Oklahoma Department of Wildlife Conservation				285,466.40	27,119.31
Oklahoma Turnpike Authority				112,764.00	10,712.58
Oklahoma Tourism & Recreation Department				106,674.59	10,134.09

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW035	VEHICLES	19,233,996.60	7,451,482.66	1,174,195.57	27,859,674.83	13.00%	3,621,757.73

State Agency				Current Spending (\$)	Savings (\$)
Department of Transportation				6,460,959.00	839,924.67
Department of Public Safety				3,658,289.58	475,577.65
Office of Management and Enterprise Services				3,563,017.99	463,192.34
Oklahoma Department of Wildlife Conservation				1,528,207.90	198,667.03
Oklahoma Turnpike Authority				1,403,812.96	182,495.68

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW035T	MEDIUM DUTY TRUCKS	6,114,441.89	9,189,719.77	-	15,304,161.66	15.00%	2,295,624.25

State Agency				Current Spending (\$)	Savings (\$)
Department of Transportation				5,377,599.55	806,639.93
Oklahoma Turnpike Authority				625,520.34	93,828.05
Grand River Dam Authority				111,322.00	16,698.30

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW023A	PHARMACEUTICALS (DIAMOND)	14,553,335.55	-	-	14,553,335.55	2.18%	317,262.71
<b>State Agency</b>					<b>Current Spending (\$)</b>	<b>Savings (\$)</b>	
Department of Corrections					14,553,335.55	317,262.71	

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW081	ASPHALT	12,191,565.63	1,511,875.60	51,302.25	13,754,743.48	25.00%	3,438,685.87
<b>State Agency</b>					<b>Current Spending (\$)</b>	<b>Savings (\$)</b>	
Department of Transportation					12,181,461.98	3,045,365.50	
Oklahoma Turnpike Authority					4,222.00	548.86	
Oklahoma Tourism & Recreation Department					2,527.62	328.59	
Department of Corrections					1,735.20	225.58	
Oklahoma Employment Security Commission					1,125.00	146.25	

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW156	PRIME VENDOR FOOD	10,632,256.00	1,423,235.96	-	12,055,491.96	9.50%	1,145,271.74
<b>State Agency</b>					<b>Current Spending (\$)</b>	<b>Savings (\$)</b>	
Department of Corrections					7,969,324.44	757,085.82	
Department of Mental Health and Substance Abuse Services					1,061,349.97	100,828.25	
Office of Juvenile Affairs					562,679.84	53,454.58	
J.D. McCarty Center					293,795.43	27,910.57	
Oklahoma Military Department					192,051.79	18,244.92	

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW196	AGRICULTURE, TREE AND BRUSH MAINTENANCE EQUIPMENT	1,153,538.99	7,616,597.66	1,115,171.12	9,885,307.77	9.98%	986,553.72
<b>State Agency</b>					<b>Current Spending (\$)</b>	<b>Savings (\$)</b>	
Department of Transportation					608,258.68	60,704.22	
Oklahoma Department of Wildlife Conservation					310,045.01	30,942.49	
Grand River Dam Authority					179,047.41	17,868.93	
Department of Career and Technology Education					40,808.73	4,072.71	
Oklahoma Space Industry Development Authority					10,267.45	1,024.69	

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW817	MRO (MAINTENANCE REPAIR AND OPERATIONS)	5,574,072.76	2,731,891.16	274,960.93	8,580,924.85	16.00%	1,372,947.98

State Agency		Current Spending (\$)	Savings (\$)
Department of Corrections		1,324,695.25	211,951.24
Department of Transportation		910,503.73	145,680.60
Department of Human Services		780,571.65	124,891.46
Oklahoma Military Department		487,844.47	78,055.12
Department of Career and Technology Education		418,763.85	67,002.22

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW024	TIRES	1,919,176.12	4,115,531.58	181,861.70	6,216,569.40	18.00%	1,118,982.49

State Agency		Current Spending (\$)	Savings (\$)
Department of Transportation		633,796.73	114,083.41
Department of Public Safety		488,345.84	87,902.25
Office of Management and Enterprise Services		185,590.26	33,406.25
Department of Environmental Quality		131,448.43	23,660.72
Department of Corrections		77,867.84	14,016.21

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW012	BOOKS	197,687.21	5,903,763.75	63,463.10	6,164,914.06	11.48%	707,732.13

State Agency		Current Spending (\$)	Savings (\$)
Department of Libraries		70,530.06	8,096.85
Department of Public Safety		37,546.00	4,310.28
State Department of Education		34,756.27	3,990.02
Department of Corrections		15,605.71	1,791.54
Department of Health		13,062.51	1,499.58

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW197	GARBAGE TRUCKS	-	5,567,890.29	-	5,567,890.29	3.00%	167,036.71

State Agency		Current Spending (\$)	Savings (\$)
*All Statewide Spend by Cities/Towns. No State Spend.		0	0



Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW195	ROAD MAINTENANCE EQUIPMENT	1,207,457.11	4,148,722.20	40,394.00	5,396,573.31	10.35%	558,545.34
<b>State Agency</b>				<b>Current Spending (\$)</b>		<b>Savings (\$)</b>	
Department of Transportation				1,207,457.11		124,971.81	

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW776	TRAFFIC STRIPING	3,991,307.15	-	-	3,991,307.15	21.00%	838,174.50
<b>State Agency</b>				<b>Current Spending (\$)</b>		<b>Savings (\$)</b>	
Department of Transportation				2,764,277.31		580,498.24	
Oklahoma Turnpike Authority				1,227,029.84		257,676.27	

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW106	TRUCK DUMP BEDS	2,292,053.60	1,470,299.04	-	3,762,352.64	7.94%	298,730.80
<b>State Agency</b>				<b>Current Spending (\$)</b>		<b>Savings (\$)</b>	
Department of Transportation				2,124,256.45		168,665.96	
Oklahoma Turnpike Authority				156,269.82		12,407.82	
Oklahoma Department of Wildlife Conservation				11,527.33		915.27	

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW110	SCHOOL BUSES	271,732.00	3,375,513.00	-	3,647,245.00	5.00%	182,362.25
<b>State Agency</b>				<b>Current Spending (\$)</b>		<b>Savings (\$)</b>	
Department of Career and Technology Education				271,732.00		13,586.60	

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW210	TRAVEL INITIATIVE	1,185,878.70	-	2,214,179.49	3,400,058.19	10.08%	342,725.87
<b>State Agency</b>				<b>Current Spending (\$)</b>		<b>Savings (\$)</b>	
Department of Rehabilitation Services				137,917.93		13,902.13	
State Department of Education				75,632.56		7,623.76	
Department of Health				70,456.68		7,102.03	
Department of Consumer Credit				64,519.15		6,503.53	
Grand River Dam Authority				57,455.83		5,791.55	

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW190	MOWERS AND HANDHELD EQUIPMENT	423,559.48	1,370,092.79	986,672.38	2,780,324.65	10.32%	286,929.50

State Agency		Current Spending (\$)	Savings (\$)
Department of Transportation		188,419.30	19,444.87
Department of Corrections		85,380.94	8,811.31
Oklahoma Department of Wildlife Conservation		45,979.66	4,745.10
Oklahoma Turnpike Authority		27,178.83	2,804.86
Department of Career and Technology Education		18,592.95	1,918.79

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW082	WATERBORNE TRAFFIC MARKING PAINT	2,523,854.00	-	-	2,523,854.00	7.20%	181,717.49

State Agency		Current Spending (\$)	Savings (\$)
Department of Transportation		2,523,854.00	181,717.49

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW198	TRAILERS	582,532.61	1,339,143.78	7,150.00	1,928,826.39	7.11%	137,139.56

State Agency		Current Spending (\$)	Savings (\$)
Department of Transportation		316,784.20	22,523.36
Oklahoma Turnpike Authority		174,607.01	12,414.56
Office of Management and Enterprise Services		27,125.56	1,928.63
Oklahoma Department of Wildlife Conservation		26,906.10	1,913.02
Oklahoma Tourism & Recreation Department		13,465.00	957.36

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW180	OFFICE SUPPLY PRODUCTS	1,531,740.93	19,490.36	1,800.53	1,553,031.82	4.00%	62,121.27

State Agency		Current Spending (\$)	Savings (\$)
Department of Human Services		273,717.11	10,948.68
Department of Corrections		144,976.67	5,799.07
Department of Rehabilitation Services		102,183.62	4,087.34
Department of Transportation		72,644.17	2,905.77
State Department of Education		53,771.51	2,150.86

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW817-P	MRO PLUMBING (MAINTENANCE REPAIR AND OPERATIONS)	1,183,112.40	329,115.46	9,235.47	1,521,463.33	16.00%	243,434.13

State Agency		Current Spending (\$)	Savings (\$)
Department of Corrections		484,608.25	77,537.32
Oklahoma Military Department		215,558.18	34,489.31
Oklahoma Department of Veterans Affairs		157,865.67	25,258.51
Department of Human Services		148,616.93	23,778.71
Oklahoma Tourism & Recreation Department		87,383.64	13,981.38

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW194	GOLF CARTS AND UTILITY VEHICLES	513,359.53	382,314.52	173,862.74	1,069,536.79	10.21%	109,199.71

State Agency		Current Spending (\$)	Savings (\$)
Oklahoma Tourism and Recreation Department		317,052.80	32,371.09
Department of Transportation		59,554.70	6,080.53
Oklahoma Department of Wildlife Conservation		54,421.07	5,556.39
Oklahoma Turnpike Authority		40,101.36	4,094.35
Grand River Dam Authority		17,322.35	1,768.61

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW092	HAZARDOUS WASTE PICK UP SERVICE	509,331.10	7,401.25	26,908.03	543,640.38	31.25%	169,887.62

State Agency		Current Spending (\$)	Savings (\$)
Department of Transportation		349,233.66	109,135.52
Department of Environmental Quality		104,820.17	32,756.30
Department of Career and Technology Education		23,880.75	7,462.73
Oklahoma State of Bureau of Investigation		11,921.75	3,725.55
Oklahoma Department of Agriculture, Food and Forestry		8,476.25	2,648.83

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW025	LIGHT BULBS AND BALLASTS	409,315.64	54,604.88	7,132.91	471,053.43	30.80%	145,084.46

State Agency		Current Spending (\$)	Savings (\$)
Department of Corrections		104,404.24	32,156.51
Department of Transportation		103,580.07	31,902.66
Oklahoma Military Department		35,025.12	10,787.74
Department of Human Services		25,661.50	7,903.74
Department of Public Safety		25,139.91	7,743.09

Statewide #	Description	State Spend (\$)	Political Sub-Division Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings %	TOTAL Savings (\$)
SW765	BREAD AND BAKERY SUPPLIES	430,496.91	21,412.71	-	451,909.62	8.00%	36,152.77
<b>State Agency</b>					<b>Current Spending (\$)</b>	<b>Savings (\$)</b>	
Department of Corrections					302,006.25	24,160.50	
Oklahoma Department of Veterans Affairs					63,171.76	5,053.74	
Department of Mental Health and Substance Abuse Services					42,729.82	3,418.39	
Office of Juvenile Affairs					12,452.98	996.24	
Oklahoma Military Department					3,736.80	298.94	

# STATEWIDE CONTRACT SAVINGS BY DETAIL BY AGENCY

Agency Number	State Agency	Spend (\$)	Savings (\$)
345	Department of Transportation	37,661,796.36	6,430,641.60
131	Department of Corrections	25,406,314.04	1,701,092.80
585	Department of Public Safety	4,764,194.82	648,148.25
978	Oklahoma Turnpike Authority	3,877,597.17	594,880.25
90	Office of Management and Enterprise Services	4,047,916.28	537,966.81
830	Department of Human Services	2,730,140.01	319,014.07
320	Department of Wildlife Conservation	2,403,064.85	290,574.34
452	Department of Mental Health and Substance Abuse Services	3,145,072.75	205,876.66
980	Grand River Dam Authority	1,620,063.64	184,493.45
25	Oklahoma Military Department	1,233,420.52	176,235.28
566	Oklahoma Tourism and Recreation Department	1,052,062.46	136,326.89
400	Office of Juvenile Affairs	1,120,212.78	121,567.78
800	Department of Career and Technology Education	928,177.75	115,084.52
650	Department of Veterans Affairs	514,461.76	72,607.72
292	Department of Environmental Quality	326,897.55	66,612.26
40	Department of Agriculture, Food and Forestry	429,855.59	58,899.51
670	J.D. McCarty Center	400,086.79	40,827.04
340	Department of Health	434,137.45	33,227.68
805	Department of Rehabilitation Services	314,752.19	29,077.16
265	Department of Education	168,318.39	14,429.93
835	Water Resources Board	109,912.71	14,115.66
430	Department of Libraries	87,336.37	9,214.74
185	Corporation Commission	76,909.83	8,169.96
308	Oklahoma State Bureau of Investigation	49,302.98	7,843.32
415	Council on Law Enforcement Education and Training - CLEET	45,570.98	7,449.81
477	Bureau of Narcotics and Dangerous Drugs	64,504.16	7,380.59
405	Department of Labor	58,093.66	6,917.12
635	Consumer Credit Department	71,799.67	6,794.75
605	Regents for Higher Education	50,819.11	6,658.75
350	Oklahoma Historical Society	62,590.71	6,358.61
49	Office of the Attorney General	77,649.63	5,973.72
30	ABLE Commission	48,118.57	5,893.87
220	District Attorneys Council	60,307.50	5,861.38
160	Department of Commerce	54,734.58	5,520.88
807	Oklahoma Health Care Authority	57,388.32	4,690.84
645	Oklahoma Conservation Commission	33,553.30	4,182.17

Agency Number	State Agency	Spend (\$)	Savings (\$)
695	Oklahoma Tax Commission	55,563.00	3,899.76
290	Employment Security Commission	59,452.22	3,872.32
342	Board of Medicolegal Investigations (Office of the Chief Medical Examiner)	28,779.17	3,702.08
346	Space Industry Development Authority	28,651.56	3,055.02
385	Insurance Commission	39,277.97	2,747.30
629	School of Science and Mathematics	12,612.34	1,886.72
266	Oklahoma Educational Television Authority	19,083.74	1,838.79
309	Department of Emergency Management	19,621.67	1,696.48
922	Oklahoma Housing Finance Agency	20,734.16	1,617.36
410	Commissioners of the Land Office	18,814.77	1,356.10
65	Oklahoma State Banking Department	14,184.22	1,305.14
307	Interstate Oil Compact Commission	11,358.11	1,012.65
369	Workers' Compensation Court	22,191.41	887.66
760	University of Oklahoma	4,126.97	846.54
715	Teachers' Retirement System	12,395.28	846.18
55	Oklahoma Arts Council	4,697.92	803.70
390	CompSource Oklahoma	4,729.64	756.74
270	Oklahoma State Election Board	17,782.21	741.29
92	Tobacco Settlement Endowment Trust	7,880.56	698.78
47	Indigent Defense System	13,168.53	634.14
865	Workers' Compensation Commission	10,772.28	592.73
275	Office of Educational Quality and Accountability	6,594.70	538.27
325	Oklahoma Geological Survey	3,266.44	522.63
450	Board of Medical Licensure and Supervision	9,412.98	482.33
125	Department of Mines	5,008.19	476.50
677	Oklahoma Supreme Court	5,584.13	474.84
39	Boll Weevil Eradication Organization	2,847.14	465.69
568	Scenic Rivers Commission	2,970.99	459.17
560	Oklahoma State Board of Pharmacy	5,625.53	458.47
740	State Treasurer	6,206.72	452.92
588	Real Estate Commission	5,443.66	449.43
315	Firefighters Pension and Retirement System	5,746.79	421.34
306	Oklahoma Pardon and Parole Board	5,890.47	416.66
300	State Auditor and Inspector	5,005.12	410.59
190	State Board of Cosmetology and Barbering	7,083.11	401.84
170	Construction Industries Board	8,288.20	386.39
515	Public Employees Retirement System	5,659.34	384.67

Agency Number	State Agency	Spend (\$)	Savings (\$)
353	Horse Racing Commission	5,655.32	381.15
510	Oklahoma Board of Nursing	10,838.41	373.96
625	Secretary of State	7,219.09	330.73
241	Redlands Community College	1,812.74	326.29
815	Employee Benefits Department	7,388.95	295.56
361	Native American Cultural and Education Authority	6,640.39	265.62
570	Professional Engineers and Land Surveyors Licensure Board	2,881.47	253.69
516	Employees Group Insurance Division	4,981.96	199.28
60	Oklahoma Aeronautics Commission	3,318.49	184.84
296	Ethics Commission	2,599.02	179.05
580	Capital Assets Management	1,077.04	172.33
422	Oklahoma House of Representatives	1,030.33	163.57
199	Court of Criminal Appeals	1,760.84	158.94
10	Oklahoma State University	845.92	152.27
421	Oklahoma State Senate	1,330.74	149.79
215	Oklahoma Board of Dentistry	1,698.47	131.86
	OK Developmental Disabilities Council	1,101.58	126.46
755	Oklahoma Used Motor Vehicle and Parts Commission	3,132.90	125.32
204	J.M. Davis Memorial Commission	474.36	119.43
548	Human Capital Management	2,557.71	109.35
310	Office of the State Fire Marshal	2,247.52	106.75
632	Speech-Language Pathology & Audiology Board	2,286.16	91.45
148	State Board of Behavioral Health Licensure	1,984.59	79.38
475	Motor Vehicle Commission	1,923.18	76.93
298	Merit Protection Commission	1,874.95	75.00
145	Board of Chiropractic Examiners	717.42	72.32
435	Oklahoma Lottery Commission	1,756.10	70.24
575	State Board of Examiners of Psychologists	719.66	67.02
630	Securities Commission	1,620.68	64.83
628	Center for Advancement of Science and Technology	1,557.66	62.31
305	Office of the Governor	1,352.35	54.09
20	Oklahoma Agricultural Experiment Station	1,297.68	51.91
285	Oklahoma Funeral Board	582.43	48.75
563	Private Vocational Schools Board	646.41	48.24
445	Liquefied Petroleum Gas Board	1,143.72	45.75
127	Oklahoma Commission on Children and Youth	1,091.36	43.65
448	Board of Licensed Alcohol and Drug Counselors	403.60	37.92

Agency Number	State Agency	Spend (\$)	Savings (\$)
772	Board of Tests for Alcohol and Drug Influence	332.82	31.62
557	Police Pension and Retirement System	788.41	31.54
619	Physician Manpower Training Commission	765.36	30.61
45	Board of Architects	522.07	30.43
753	Uniform Building Code Commission	713.11	28.52
520	Board of Examiners in Optometry	705.98	28.24
505	Northwestern Oklahoma St. University	157.44	25.19
790	Board of Veterinary Medical Examiners	429.36	24.04
326	Office of Disability Concerns	573.03	22.92
391	Multiple Injury Trust Fund	499.72	19.99
	State Accrediting Agency	480.37	19.21
416	Oklahoma Law Enforcement Retirement System	392.74	15.71
343	Perfusionists Board of Examiners	383.31	15.33
22	Oklahoma Abstractors Board	333.71	13.35
509	State Board of Examiners for Long Term Care Administrators	266.71	10.67
622	State Board of Licensed Social Workers	229.14	9.17
582	Bond Advisor	143.18	5.73
440	Lieutenant Governor	48.71	1.95
618	Student Loan Authority	34.99	1.40
	Climatological Survey	5.08	0.81
880	Will Rogers Memorial Commission	64.89	(2.35)
	Grand Total	94,203,067.79	11,938,269.41



## ACQUISITION TEAM SAVINGS

### State Department of Education (265)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Measured Progress	8,098,500.00	778,820.00	Negotiated savings

### Oklahoma Health Care Authority (807)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Advert Group	37,857.00	11,591.45	Competitive Bid (Average minus Awarded Bid)

### Department of Health (340)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Bio-Rad Laboratories	133,249.00	4,117.46	Negotiated Savings
Stericycle	80,000.00	10,496.00	Competitive Bid (Average minus Awarded Bid)
Surexpress	397,580.00	21,604.00	Negotiated Savings

### Oklahoma Tourism & Recreation Department (566)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
KFOR	286,520.00	90,480.00	Negotiated Savings

### Oklahoma Space Industry Development Authority (346)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Robinson Aviation	621,960.00	22,548.00	Negotiated Savings

### Oklahoma State of Bureau of Investigation (308)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Addtronics	70,740.00	2,559.00	Negotiated Savings
Life Technologies	94,724.99	4,985.53	Negotiated Savings

### Oklahoma Tax Commission (695)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Walker Group	79,560.00	14,260.00	Competitive Bid (Average minus Awarded Bid)
R&R Donnelley	101,045.00	65,517.00	Competitive Bid (Average minus Awarded Bid)

## Department of Human Services (830)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Clampitt & XPEDX	77,436.85	4,058.43	Competitive Bid (Average minus Awarded Bid)
Laboratory Corp. of America	275,000.00	50,000.00	Competitive Bid (Historical Price minus Awarded Bid)
Unicare Building Maintenance	98,794.44	29,453.55	Competitive Bid (Average minus Awarded Bid)
Love Envelopes	233,103.75	519.88	Competitive Bid (Average minus Awarded Bid)

## Oklahoma Department of Public Safety (585)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
BMW Motorcycles of North Dallas	180,444.39	12,555.61	Competitive Bid (Historical Price minus Awarded Bid)

## Department of Environmental Quality (292)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Diversified Construction	98,989.00	42,519.00	Competitive Bid (Average minus Awarded Bid)

## Oklahoma Military Department (25)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Oklahoma Heritage Association Publishing/Oklahoma Hall of Fame, Inc.	48,798.00	25,515.60	Competitive Bid (Average minus Awarded Bid)

## Department of Transportation (345)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
The G W Van Keppel Company	41,028.00	6,193.40	Competitive Bid (Average minus Awarded Bid)
Wylie & Son	299,280.00	45,720.00	Competitive Bid (Historical Price minus Awarded Bid)

## Oklahoma School of Science and Mathematics (629)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
SourceOne	119,140.50	70,338.33	Competitive Bid (Average minus Awarded Bid)

## Department of Mental Health and Substance Abuse Services (452)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
SourceOne	101,940.00	15,273.66	Competitive Bid (Average minus Awarded Bid)

## OMES Employees Group Insurance Division (090)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Asset Consulting Group	100,000.00	1,037.50	Competitive Bid (Average minus Awarded Bid)

### Office of Attorney General (49)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Cooper Creek Mfg Inc	71,400.00	3,933.33	Negotiated Savings

### Oklahoma Funeral Board (285)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Newport Associates	25,000.00	8,500.00	Competitive Bid (Average minus Awarded Bid)

### Oklahoma Department of Wildlife Conservation (320)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Allen Brothers Feed and Supply LLC	69,217.13	1,604.93	Competitive Bid (Average minus Awarded Bid)

FY 2016 TOTALS	Annual Spend (\$)	Savings (\$)
	11,841,308.05	1,344,201.65

# INFORMATION TECHNOLOGY CONTRACTS

## EXECUTIVE SUMMARY

### FY 2016 New Statewide Contracts

SW1013S	Document Lifecycle Management
SW1020A	Computer Equipment, Peripherals and Related Services
SW1020D	Computer Equipment, Peripherals and Related Services
SW1020E	Computer Equipment, Peripherals and Related Services
SW1020FJ	Computer Equipment, Peripherals and Related Services
SW1020HPE	Computer Equipment, Peripherals and Related Services
SW1020HPI	Computer Equipment, Peripherals and Related Services
SW1020MS	Computer Equipment, Peripherals and Related Services
sw1020NS	Computer Equipment, Peripherals and Related Services
SW1020P	Computer Equipment, Peripherals and Related Services
SW1025	IT Staffing Services
SW1046A	Online Legal Services
SW1053	Public Safety Communication Equipment
SW1053K	Public Safety Communication Equipment

### FY 2016 New Statewide Contracts through Interlocal Agreement with Texas Department of Information Resources (DIR)

SW1015	Products, Maintenance and Services
SW1021	AV Equipment, Installation and Maintenance
SW1033	Body Worn Cameras (OSBI ONLY - One Time Purchase)
SW1034X	Managed Print Services
SW1035	Technology Based Recording Equipment, Software and Services
SW1042D	Risk Assessment, IT Governance, Risk Management and Compliance Services
SW1042M	Risk Assessment, IT Governance, Risk Management and Compliance Services
SW1042N	Risk Assessment, IT Governance, Risk Management and Compliance Services
SW1048A	Surveillance Equipment & Services
SW1048C	Surveillance Equipment & Services
SW1055	IT Security Software

## **Notes Regarding Cost Avoidance Calculations**

Cost avoidance and percentages for information technology products and services 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.

# INFORMATION TECHNOLOGY STATEWIDE CONTRACT COST AVOIDANCE

Contract Number and Description	Total Spend (\$)	Average Discount	Cost Avoidance (\$)
SW450 - Cox	23,188,702.23	9%	2,318,870.22
SW0206/1020D/207 - Dell Products and Services	22,926,841.14	42%	16,775,419.91
SW1010 - SHI	17,146,671.57	15%	2,914,934.16
SW1006C - Cisco	12,638,583.95	33%	6,284,198.68
SW1012 - Verizon	11,005,725.88	19%	2,531,316.95
SW1012 - ATT	8,344,830.55	20%	2,086,207.64
SW450 - ATT	8,023,063.54	11%	962,767.62
SW0171 - Standley Systems	7,461,393.41	13%	1,119,209.01
SW1041 - SHI International	4,812,605.36	1%	61,024.54
SW1006J - Juniper	3,646,176.10	41%	2,542,696.22
SW1020A - Apple	3,104,389.49	4%	124,436.20
SW1015 - IBM	1,926,542.27	33%	967,531.34
SW1006A - Avaya	1,466,642.77	28%	557,324.25
SW1020 - HPI	1,368,447.27	42%	997,115.79
SW1012 - Sprint	1,244,764.89	20%	311,191.22
SW1008 - Pitney Bowes	1,014,842.69	43%	757,921.93
SW1053 - Motorola	968,099.16	24%	301,266.26
SW450 - Presidio	866,064.15	17%	173,212.83
SW1017 - Iron Data	766,060.00	5%	38,303.00
SW450 - Presidio	722,237.53	29%	296,794.13
SW1021 - Cory's AV	598,664.03	9%	59,866.40
SW206/1020 - HPE	544,245.97	29%	217,948.99
SW1012 - US Cellular	544,123.42	18%	119,707.15
SW206P - Panasonic	482,304.00	24%	152,725.00
SW1021 - Ford AV	482,100.11	23%	140,890.72
SW1020 - Microsoft	467,767.40	12%	63,722.59
SW 1001/1002 - Intuitive Tech Group	391,542.85	81%	1,709,077.81
SW1004 - Synergy	343,625.09	31%	154,278.55
SW1016 - ESRI	295,047.85	7%	23,801.85
SW206 - IBM	292,330.06	22%	80,129.94
SW1008 - NeoPost	230,731.00	38%	138,438.60
SW1048A - Anixter	183,706.15	54%	216,383.14
SW1006P - Palo Alto Networks	134,773.80	31%	61,326.20
SW1020E - EMC	119,475.45	65%	219,593.38
SW1040 - Dell	103,713.04	25%	33,655.71

Contract Number and Description	Total Spend (\$)	Average Discount	Cost Avoidance (\$)
SW206L - Lenovo	90,906.19	27%	32,932.57
SW1006E - Extreme Peak	71,079.04	50%	71,810.96
SW1021 - SKC AV	56,909.22	44%	44,354.76
SW402 - Gateway	55,429.49	22%	15,623.07
SW402 - Icom	36,649.07	38%	22,027.93
SW1004 - Anixter	32,842.39	32%	15,687.61
SW1053 - Kenwood	32,596.10	14%	13,969.75
SW1035 - Vista Com	13,574.63	16%	2,575.37
SW1027 - Johnston Tech	7,840.80	12%	1,069.20
SW1034X - Xerox	4,032.46	85%	22,091.54
SW1006AR - Presidio	3,302.16	8%	304.04
SW1022D - Doublehorn	1,942.50	8%	157.87
SW1042C - Coalfire	1,148.00	85%	6,727.00
<b>TOTAL FOR FY 2016</b>	<b>\$138,265,086.22</b>	<b>28.26%</b>	<b>\$45,762,619.60</b>
<b>COST AVOIDANCE TO SPENT RATIO FY 2016</b>	<b>33.10%</b>		

# INFORMATION TECHNOLOGY ACQUISITION TEAM SAVINGS

<b>Department of Agriculture (040)</b>		
<b>Contract Description</b>	<b>Annual Spend (\$)</b>	<b>Savings (\$)</b>
Oklahoma Department of Agriculture, Food and Forestry (ODAFF) Online Services System	\$514,500	\$286,500
<b>Department of Corrections (131)</b>		
<b>Contract Description</b>	<b>Annual Spend (\$)</b>	<b>Savings (\$)</b>
Cable Television	\$673,650	\$170,839
<b>Department of Emergency Management (309)</b>		
<b>Contract Description</b>	<b>Annual Spend (\$)</b>	<b>Savings (\$)</b>
Credentialing Tool	\$415,000.00	\$172,565.00
<b>Department of Health (340)</b>		
<b>Contract Description</b>	<b>Annual Spend (\$)</b>	<b>Savings (\$)</b>
Laboratory Equipment	\$231,318.00	\$1,682.00
<b>Commissioners of the Land Office (410)</b>		
<b>Contract Description</b>	<b>Annual Spend (\$)</b>	<b>Savings (\$)</b>
Nimble San	\$60,481.36	\$7,297.90
<b>Bureau of Narcotics and Dangerous Drugs (477)</b>		
<b>Contract Description</b>	<b>Annual Spend (\$)</b>	<b>Savings (\$)</b>
Automatic License Plate Reader	\$153,496.00	\$16,011.00
<b>Oklahoma Tax Commission (695)</b>		
<b>Contract Description</b>	<b>Annual Spend (\$)</b>	<b>Savings (\$)</b>
Laserfische Rio	\$86,724.00	\$11,826.00
<b>Department of Career and Technology Education (800)</b>		
<b>Contract Description</b>	<b>Annual Spend (\$)</b>	<b>Savings (\$)</b>
Print Shop Supplies	\$134,157.00	\$9,843.00
<b>Oklahoma Health Care Authority (807)</b>		
<b>Contract Description</b>	<b>Annual Spend (\$)</b>	<b>Savings (\$)</b>
Patient Registry	\$650,000.00	\$128,230.00
<b>Department of Human Services (830)</b>		
<b>Contract Description</b>	<b>Annual Spend (\$)</b>	<b>Savings (\$)</b>
EBT	\$3,689,287.00	\$132,000.00



<b>Oklahoma Water Board (835)</b>		
<b>Contract Description</b>	<b>Annual Spend (\$)</b>	<b>Savings (\$)</b>
Water Monitoring	\$60,011.00	\$27,412.00
<b>TOTAL SAVINGS FY 2016</b>	<b>\$6,668,624.36</b>	<b>\$964,205.90</b>

# STATE AGENCY CONTRACTS

## SAVINGS REPORTED BY STATE AGENCY CERTIFIED PROCUREMENT OFFICERS

### Oklahoma Military Department (025)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
US Lawns of Oklahoma City	14,606.00	10,687.67	Spend analysis by category, supplier and/or user
ORKIN	66,720.00	3,103.00	Spend analysis by category, supplier and/or user
Landcare Holdings	49,296.00	6,630.50	Spend analysis by category, supplier and/or user
US Lawns of Oklahoma City	51,099.00	16,399.50	Spend analysis by category, supplier and/or user
CDW LLC	8,825.00	299.21	Spend analysis by category, supplier and/or user

### Department of Corrections (131)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
LA Foods (Applesauce)	30,197.44	13,537.44	Unsolicited
Global Foods (Sandwich Cream Cookies)	33,358.56	12,058.56	Unsolicited
Goal Line Foods (Green Beans)	43,849.12	15,308.16	Unsolicited
Goal Line Foods (Sweet Peas)	24,742.48	9,996.00	Unsolicited
National Food Group (Mashed Potatoes)	54,180.00	17,640.00	Unsolicited
Global Foods (Frozen Corn)	35,244.00	11,880.00	Unsolicited
LA Foods (Marinara Sauce)	22,314.88	10,414.88	Unsolicited
Simco Foods (Mandarin Oranges)	30,121.28	10,843.28	Unsolicited
Simco Foods (Sliced Carrots)	21,305.76	5,835.76	Unsolicited
Goal Line Foods (Green Beans)	21,724.64	7,454.16	Unsolicited
Simco Foods (Mixed Vegetables)	23,381.12	5,864.32	Unsolicited
Simco Foods (Diced Tomatoes)	21,562.80	5,803.80	Unsolicited
Global Foods (Green Beans)	37,665.00	17,415.50	Unsolicited
LA Foods (Peaches)	40,631.36	20,686.96	Unsolicited
LA Foods (Peaches, 2nd load)	40,631.36	20,686.96	Unsolicited
LA Foods (Applesauce)	30,503.04	13,823.04	Unsolicited
National Food Group (Potato Wedges)	24,192.00	16,934.40	Unsolicited
LA Foods (Mandarin Oranges)	29,997.12	11,957.12	Unsolicited
Simco Foods (Pineapple)	34,319.60	11,947.60	Unsolicited

## Office of Educational Quality and Accountability (275)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Prismatic Services, Inc.	51,876.00	66,674.00	Best value
Marriott Hotel Services	12,000.00	3,000.00	Best value
Marriott Hotel Services	10,000.00	2,000.00	Best value

## Oklahoma State Bureau of Investigations (308)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Addtronics	70,740.00	2,559.00	Negotiated w/vendor to lower cost
Faro Technologies	102,036.00	74,513.80	Requested and received exception from OMES from Competitive Bid Process
Maxsur LLC	23,673.89	2,426.11	Purchasing agent found contract from the State of Texas and worked with OMES contracting officer so that this contract was adopted by the State of Oklahoma for a one-time purchase

## Insurance Commission (385)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Eide Bailly	29,500.00	14,480.00	Best value
Oklahoma Association of Broadcasters	942,420.00	75,000.00	Benchmarking
Authority Order P-card	266,183.89	58,859.00	Benchmarking

## Department of Mental Health and Substance Abuse Services (452)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
WELL'S WELDING	10,283.00	2,000.00	Best value

## Oklahoma Tourism and Recreation Department (566)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Republic Services	25,219.09	3,429.47	Spend analysis by category, supplier and/or user
Lil Eagle	21,400.00	55,326.00	Spend analysis by category, supplier and/or user
Veterans Waste	82,756.00	25,317.13	Spend analysis by category, supplier and/or user
Veterans Waste	31,950.00	16,018.00	Spend analysis by category, supplier and/or user
Sagebrush	10,275.00	13,960.00	Spend analysis by category, supplier and/or user
Chem-Can	102,750.00	69,800.00	Spend analysis by category, supplier and/or user
Data Video Systems	15,816.00	7,524.00	Spend analysis by category, supplier and/or user
Thyssenkrupp	8,400.00	4,800.00	Spend analysis by category, supplier and/or user
Private Cable Solutions	5,832.00	9,264.00	Right-sizing or changing the specs to reduce costs
ODOC	154,693.15	121,928.85	Developing/using target pricing
VI Marketing & Branding	5,670,000.00	976,207.46	Best value
OMES Workers' Comp	520,739.00	188,208.00	Best value
Sagebrush	32,500.00	57,500.00	Right-sizing or changing the specs to reduce costs

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Alack Culinary Equipment	7,377.00	1,806.67	Best value
Simmon Contract Sales	26,184.00	1,972.80	Best value
LM Lodge Custom Furniture	37,805.00	11,059.00	Best value
Carsons Hospitality	21,912.00	15,357.78	Best value
Shaw Contract Group	14,790.00	4,115.00	Best value
Stone County Ironworks	11,914.00	1,110.00	Spend analysis by category, supplier and/or user

### Department of Veterans Affairs (650)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
AAdvantage Laundry Systems	9,326.80	2,540.20	Other
John Country Ford	46,643.00	2,206.00	Other
Direct Supply Inc	49,798.75	10,254.55	Other
Hospira	7,200.00	3,161.80	Other
Advance Door Control Inc.	15,050.00	13,750.00	Best value
Direct Supply Inc	11,554.80	1,620.20	Best value
James Supply	21,308.00	742.00	Best value
Central Restaurant Products	5,266.36	574.54	Best value
Direct Supply Inc	5,510.00	1,860.00	Best value
Star Silk & Woolen Co	5,250.00	505.00	Best value
Star Silk & Woolen Co	9,082.50	1,141.00	Best value
Direct Supply Inc	6,735.04	634.96	Best value
Stericycle Inc	7,773.66	2,126.34	Best value
Central Restaurant Products	22,822.42	8.24	Best value
McKesson Medical-Surgical	9,059.60	3,091.60	Best value
Medline Industries	20,747.40	23,051.16	Best value
Cox Communications	21,513.76	444.84	Best value
Direct Supply Inc	33,833.76	8,850.96	Best value

### Oklahoma Health Care Authority (807)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Superior Protection Services	37,857.30	2,848.80	Competitive bid
Sashay Corporate Svcs dba Automated Mail Svcs	79,870.60	20,129.40	Competitive bid
Staplegun	448,722.37	271,276.63	Competitive bid
Health Management Systems	4,424,250.00	1,297,817.67	Competitive bid

### Commission on Children and Youth (127)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Big Brothers Big Sisters	75,000.00	\$35,000.00	Other

## Employment Security Commission (290)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
REPSS Inc. #0000244651	8,760.00	1,506.00	Best value

## Department of Public Safety (585)

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Mobil Satellite Technologies	16,000.00	7,600.00	Consolidating volume to increase leverage with supplier
Brunswick Commercial Government Products	318,868.00	1,064.00	Best value
Nardis Gun Club	17,160.00	400.00	Best value
Botach, Inc	40,880.00	12,276.40	Best value
Air Flite Inc	8,588.00	729.98	Best value
Fastsigns	12,000.00	4,018.77	Consolidating volume to increase leverage with supplier
Signature Offset	10,000.00	2,344.00	Best value
Flyright, Inc.	36,000.00	4,010.00	Best value
B-C Walker, Inc.	20,000.00	2,700.00	Best value
Fent Tower	30,000.00	13,000.00	Best value

## Agency Reported Savings

Total Annual Spend (\$)	Total Savings (\$)	Total Percentage Saved
15,003,924.70	3,916,708.93	26.10%