

PROCUREMENT

COST SAVINGS

REPORT

JULY 1, 2020 TO JUNE 30, 2021



OKLAHOMA
Office of Management
& Enterprise Services

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STATE PROCUREMENT TOTAL

EXECUTIVE SUMMARY

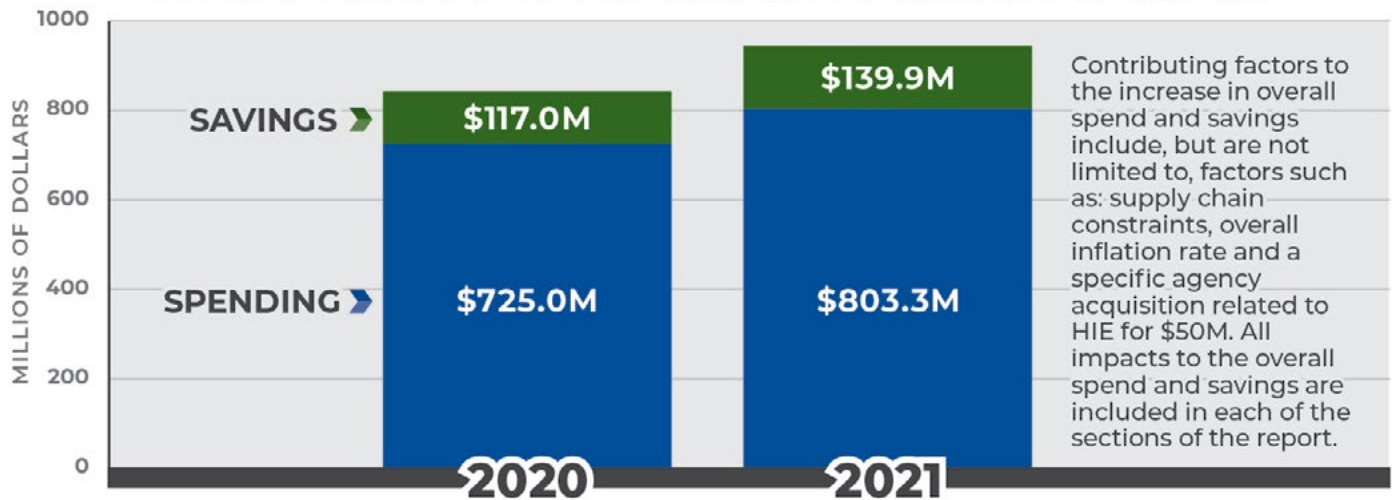
OMES Central Purchasing

Vision and Values

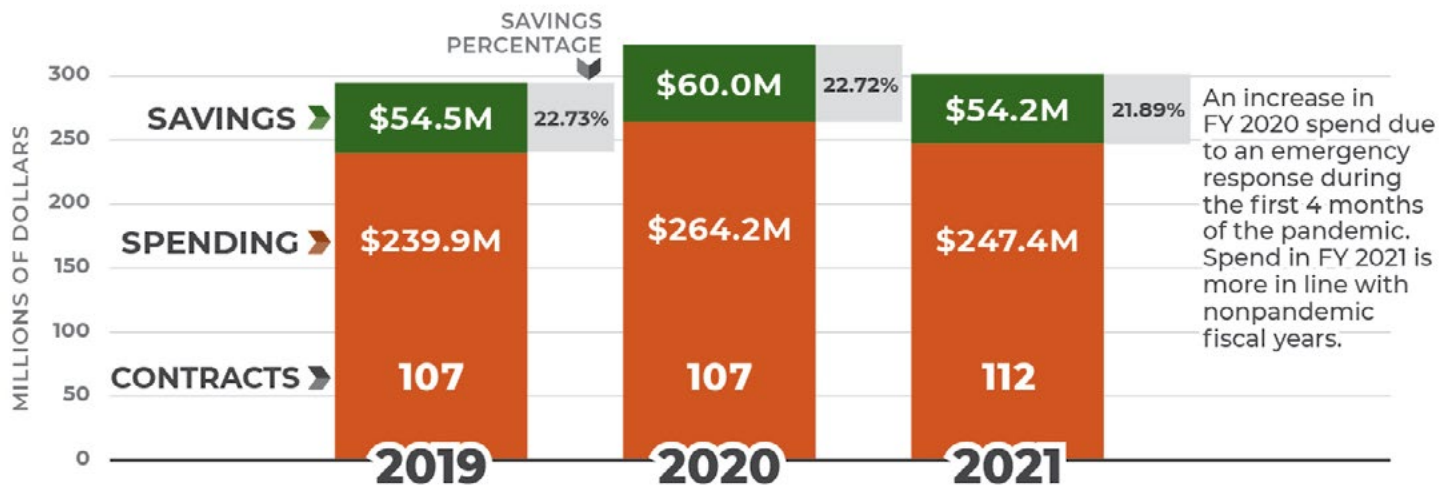
We are ... a collaborative, agile, respectful and humble team who make a difference and get things done. We assist government entities and partners when procuring the right stuff at the right value by providing compliance expertise, transparent oversight of procurement processes, and fair administration of rules, policies and statutes.

	FY2021 (Current Year)		FY2020 (Previous Year)	
Procurement Operation	Spending (\$)	Savings (\$)	Spending (\$)	Savings (\$)
Savings by Statewide Contract	247,410,324.20	54,160,395.22	264,201,415.77	60,017,852.99
Acquisition Team Savings	12,559,644.68	2,155,379.44	9,168,016.77	2,589,702.45
Information Technology Statewide Contract Cost Avoidance	266,645,064.56	73,187,077.74	218,540,003.40	51,350,436.75
Information Technology Acquisition Team Savings	67,799,700.63	5,473,976.03	13,251,269.97	1,514,124.58
Savings Reported by State Agency Certified Procurement Officers	17,025,846.01	1,743,577.89	5,504,718.18	1,484,329.91
State Purchase Card Program	183,107,847.25	N/A	214,343,397.95	N/A
Total Impact of State Procurement	794,548,327.33	136,720,406.32	725,008,822.03	116,956,446.68

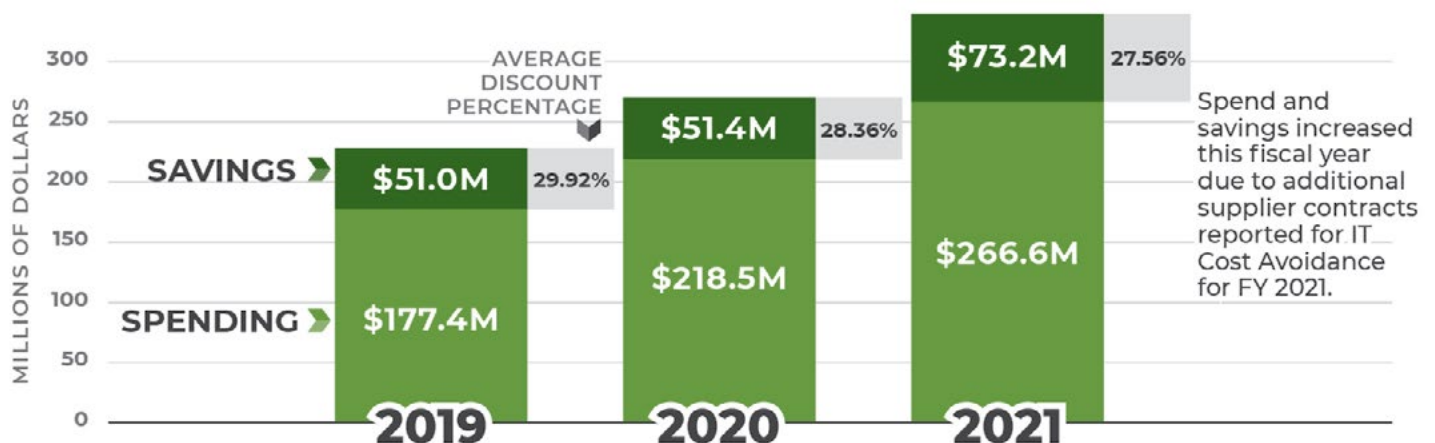
TOTAL IMPACT BY STATE PROCUREMENT



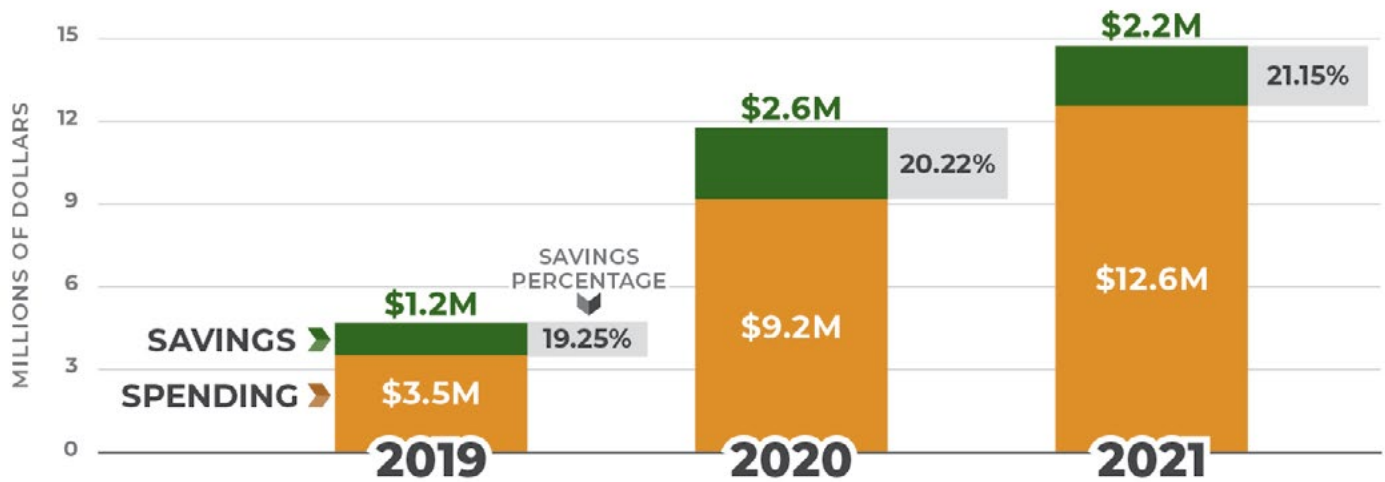
NON-IT SAVINGS BY STATEWIDE CONTRACT



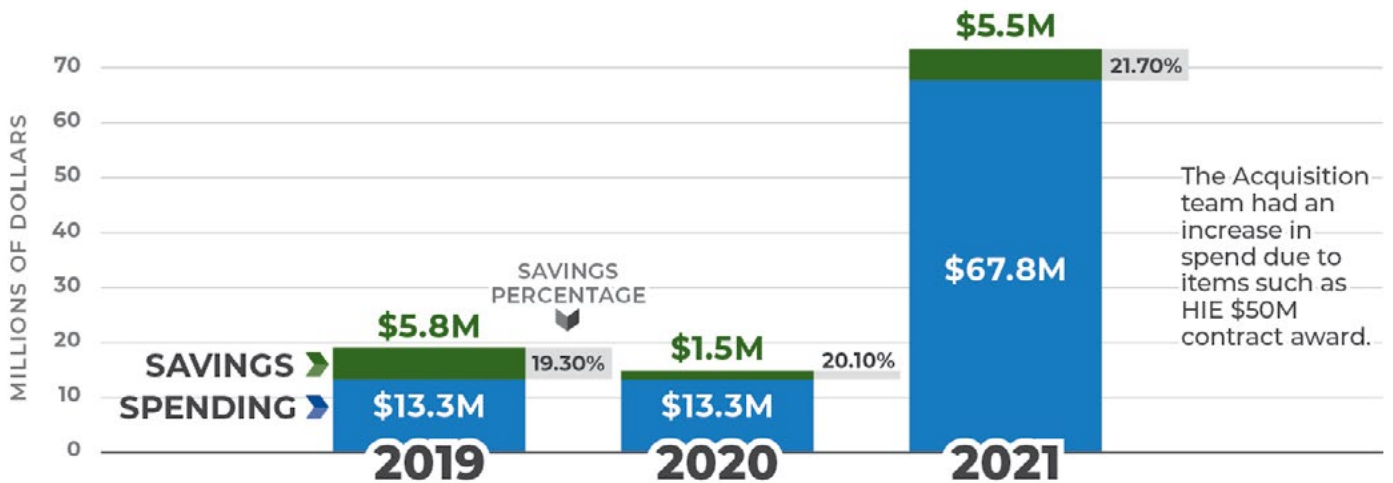
INFORMATION TECHNOLOGY STATEWIDE CONTRACT COST AVOIDANCE



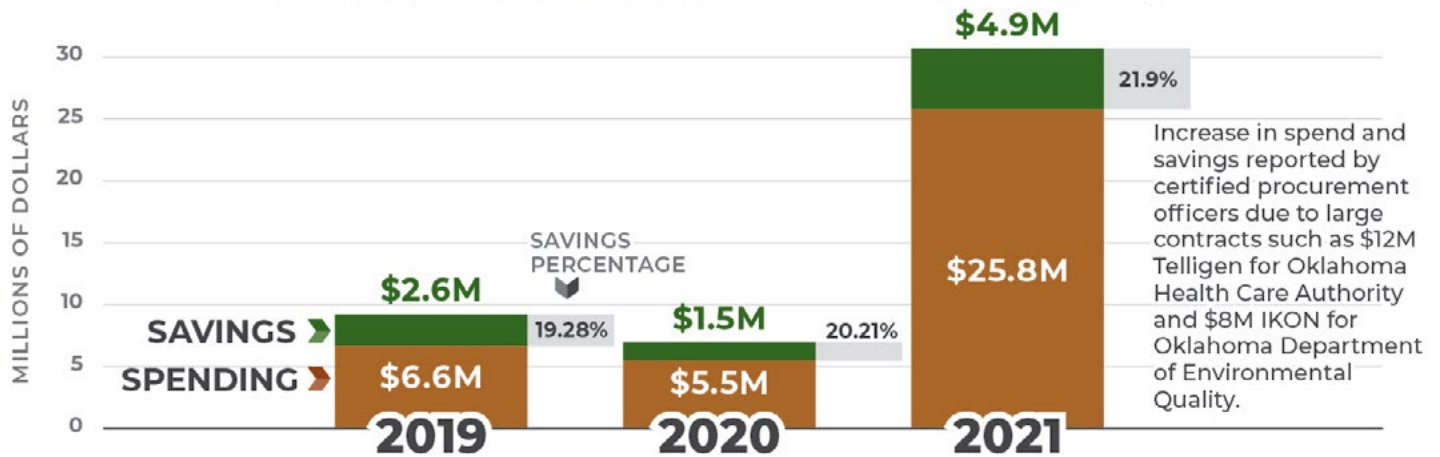
NON-IT ACQUISITION TEAM SAVINGS



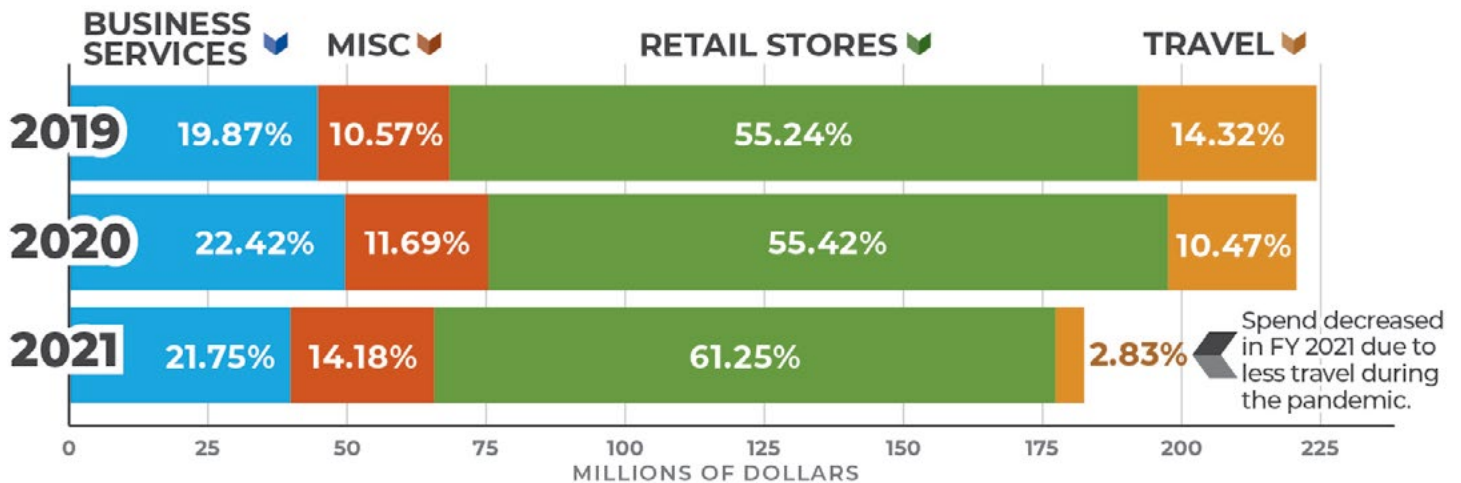
INFORMATION TECHNOLOGY ACQUISITION TEAM SAVINGS



SAVINGS REPORTED BY STATE AGENCY CERTIFIED PROCUREMENT OFFICERS



STATE PURCHASE CARD PROGRAM



PRODUCT AND SERVICE CONTRACTS

EXECUTIVE SUMMARY

The State of Oklahoma realized savings in excess of \$54 million for fiscal year 2021 through managed contracts of products and services other than information technology. Twenty-four of 112 statewide contracts are currently being tracked for cost savings. Savings for the 24 statewide contracts are summarized below:

	Spending (\$)	Savings (\$)	Savings (%)
Total	247,410,324.20	54,160,395.22	21.89
Political Subdivisions	90,524,927.31	22,659,759.43	25.03
Higher Education Institutions	70,776,426.94	16,822,050.93	23.77
State of Oklahoma	86,108,969.95	14,657,706.76	17.02
Total Spend on all 112 contracts	388,550,150.49		

Spend and savings are based on 24 of the 112 statewide contracts (excluding information technology). The 24 statewide contracts represent 69.10% of the total amount spent of all contracts.

Notes regarding cost-savings calculations

Simplified cost savings and cost avoidance formulas were used to calculate savings percentage.

- $(\text{Historical Price} - \text{New Price}) / (\text{Historical Price})$
- $(\text{Average of Responsive Bids} - \text{Awarded Bid}) / (\text{Average of Responsive Bids})$
- $(\text{MSRP} - \text{Sales}) / \text{MSRP}$, and then total all averages for the new contract savings percentage.

Savings calculations are conservative and represent only savings which can be easily quantified.

Several issues led OMES 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 OMES would have taken the discount with the least percentage off of list prices.

SAVINGS BY STATEWIDE CONTRACT

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW023A	MMCAP-AmerisourceBergen Drug Corp	2,168.78	657.21	66,858,241.06	66,861,067.05	23.95	16,013,225.56
SW035	Vehicles	10,047,577.74	22,123,636.28	399,772.25	32,570,986.27	28.11	9,155,704.24
SW110	School Buses	486,780.00	22,180,286.00	0.00	22,667,066.00	25.49	5,777,835.12
SW192	Construction Equipment	2,495,421.14	8,364,402.66	152,355.66	11,012,179.46	34.75	3,826,732.36
SW817	MRO (Maintenance Repair and Operations)	7,439,921.10	3,337,826.58	254,680.25	11,032,427.93	30.77	3,394,678.07
SW035T	Medium Duty Trucks	2,184,218.98	5,557,569.20		7,741,788.18	32.90	2,547,048.31
SW024	Tires	1,105,484.37	3,192,087.50	57,640.48	4,355,212.35	53.12	2,313,488.80
SW196	Agriculture, Tree and Brush Maintenance Equipment	3,006,049.56	4,061,046.99	2,145,196.06	9,212,292.61	19.66	1,811,136.73
SW081	Asphalt	10,940,206.38	846,771.01	1,319.60	11,788,297.00	14.71	1,734,058.49
SW156	Prime Vendor Food	15,770,429.80	282,522.33	0.00	16,052,952.13	6.00	963,177.13
SW012	Books	292,156.19	2,976,024.59	358,592.47	3,626,773.25	23.48	851,566.36
SW180	Office Supply Products	1,395,146.26	69,168.30	3,617.90	1,467,932.46	55.39	813,087.79
SW106	Truck Dump Beds	1,287,175.07	1,427,006.77	31,071.60	2,745,253.44	28.21	774,436.00
SW817-P	MRO Plumbing (Maintenance Repair and Operations)	1,639,949.52	315,676.70	0.00	1,955,626.22	38.16	746,266.97
SW776	Traffic Striping	3,307,559.29	198,728.00	0.00	3,506,287.29	21.00	736,320.33
SW195	Road Maintenance Equipment	475,093.74	3,147,698.63	0.00	3,622,792.37	15.28	553,562.67
SW765	Bread and Bakery Supplies	588,594.96	36,045.19	0.00	624,640.15	60.85	380,093.53
SW023A	MMCAP-Diamond Pharmacy	15,042,222.45	737.06	0.00	15,042,959.51	2.18	327,936.52
SW197	Garbage Trucks		10,126,837.72	0.00	10,126,837.72	3.00	303,805.13
SW190	Mowers and Hand Held Equipment	1,054,305.84	626,890.66	36,376.47	1,717,572.97	14.67	251,967.95
SW092	Hazardous Waste Pick Up Service	687,123.19	48,560.80	8,511.15	744,195.14	31.25	232,560.98
SW198	Trailers	813,311.74	902,891.60	0.00	1,716,203.34	11.18	191,871.53
SW082	Waterborne Traffic Marking Paint	2,577,902.00	73,176.00	0.00	2,651,078.00	7.20	190,877.62
SW194	Golf Carts and Utility Vehicles	405,149.39	405,435.78	150,419.07	961,004.24	14.15	135,982.10
SW023A	MMCAP-McKesson (vaccines)/Morris & Dickson/FFF Enterprises	3,050,031.46	223,243.74	318,632.92	3,591,908.12	3.66	131,463.84
SW210	Travel Initiative	14,991.00	0.00	0.00	14,991.00	10.08	1,511.09
	TOTAL	86,108,969.95	90,524,927.31	70,776,426.94	247,410,324.20	21.89	54,160,395.22

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW023A	MMCAP-McKesson (vaccines)/Morris & Dickson/FFF Enterprises	3,050,031.46	271,655.00	318,632.92	3,640,319.38	3.66	133,235.69
State Agency					Current Spending (\$)	Savings (\$)	
Mental Health and Substance Abuse Services, Department of					2,004,039.15	199,001.09	
Health, Department of					243,670.94	24,196.52	
Pharmacy Board, Oklahoma State					225,158.68	22,358.26	
Veterans Affairs, Oklahoma Department of					195,802.92	19,443.23	
Corrections, Department of					132,064.22	13,113.98	
Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW012	Books	291,096.49	2,976,024.59	358,592.47	3,625,713.55	23.48	851,317.54
State Agency					Current Spending (\$)	Savings (\$)	
Libraries, Department of					169,315.65	39,755.31	
Health, Department of					51,104.79	11,999.40	
Health Care Authority, Oklahoma					19,884.96	4,668.99	
Education, State Department of					14,126.46	3,316.89	
Corrections, Department of					12,097.94	2,840.60	
Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW195	Road Maintenance Equipment	475,093.74	3,147,698.63	0.00	3,622,792.37	15.28	553,562.67
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					475,093.74	72,594.32	
Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW776	Traffic Striping	3,307,559.29	198,728.00	0.00	3,506,287.29	21.00	736,320.33
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					2,856,591.19	599,884.15	
Conservation Commission, Oklahoma					165,453.42	34,745.22	
Turnpike Authority					285,514.68	59,958.08	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW106	Truck Dump Beds	1,287,175.07	1,427,006.77	31,071.60	2,745,253.44	28.21	774,436.00
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					803,774.59	226,744.81	
Turnpike Authority, Oklahoma					460,959.93	130,036.80	
Tourism and Recreation Department, Oklahoma					11,536.20	3,254.36	
Veterans Affairs, Oklahoma Department of					10,904.35	3,076.12	
Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW082	Waterborne Traffic Marking Paint	2,577,902.00	73,176.00	0.00	2,651,078.00	7.20	190,877.62
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					2,577,385.00	185,571.72	
Tourism and Recreation Department, Oklahoma					517.00	37.22	
Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW817-P	MRO Plumbing (Maintenance Repair and Operations)	1,620,404.53	315,676.70	0.00	1,936,081.23	38.16	738,808.60
State Agency					Current Spending (\$)	Savings (\$)	
Corrections, Department of					504,423.34	192,487.95	
Tourism and Recreation Department, Oklahoma					383,773.30	146,447.89	
Bond Advisor, Oklahoma State					312,816.40	119,370.74	
Human Services, Department of					181,077.14	69,099.04	
Management and Enterprise Services, Office of					88,172.09	33,646.47	
Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW190	Mowers and Hand Held Equipment	1,053,118.11	626,890.66	36,376.47	1,716,385.24	14.67	251,793.71
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					480,305.03	70,460.75	
Human Services, Department of					189,964.04	27,867.72	
Tourism and Recreation Department, Oklahoma					135,292.90	19,847.47	
Wildlife Conservation, Oklahoma Department of					54,489.67	7,993.63	
Tax Commission, Oklahoma					23,743.00	3,483.10	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW198	Trailers	813,311.74	902,891.60	0.00	1,716,203.34	11.18	191,871.53
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					512,289.00	57,273.91	
Human Services, Department of					97,566.00	10,907.88	
Tourism and Recreation Department, Oklahoma					87,429.04	9,774.57	
Wildlife Conservation, Oklahoma Department of					30,843.90	3,448.35	
Tax Commission, Oklahoma					24,360.00	2,723.45	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW180	Office Supply Products	1,388,747.43	69,168.30	3,617.90	1,461,533.63	55.39	809,543.48
State Agency					Current Spending (\$)	Savings (\$)	
Corrections, Department of					234,062.36	129,647.14	
Human Services, Department of					133,014.04	73,676.48	
Health, Department of					114,553.06	63,450.94	
Transportation, Department of					105,568.52	58,474.40	
Rehabilitation Services, Department of					70,843.79	39,240.38	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW194	Golf Carts and Utility Vehicles	398,234.26	405,435.78	150,419.07	954,089.11	14.15	135,003.61
State Agency					Current Spending (\$)	Savings (\$)	
Military Department, Oklahoma					87,267.14	12,348.30	
Wildlife Conservation, Oklahoma Department of					72,332.38	10,235.03	
Mental Health and Substance Abuse Services, Department of					61,485.00	8,700.13	
Tourism and Recreation Department, Oklahoma					50,345.00	7,123.82	
Turnpike Authority, Oklahoma					45,666.60	6,461.82	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW092	Hazardous Waste Pick Up Service	658,743.06	48,560.80	8,511.15	715,815.01	31.25	223,692.19
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					404,865.07	126,520.33	
Environmental Quality, Department of					120,231.96	37,572.49	
Space Industry Development Authority, Oklahoma					92,690.73	28,965.85	
Bureau of Investigation, Oklahoma State of					11,100.46	3,468.89	
Career and Technology Education, Department of					7,319.78	2,287.43	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW765	Bread and Bakery Supplies	588,824.58	36,045.19	0.00	624,869.77	60.85	380,233.26
State Agency					Current Spending (\$)	Savings (\$)	
Corrections, Department of					435,823.16	265,198.39	
Wildlife Conservation, Oklahoma Department of					84,179.77	51,223.39	
Veterans Affairs, Oklahoma Department of					44,292.25	26,951.83	
Rehabilitation Services, Department of					11,287.32	6,868.33	
Juvenile Affairs, Office of					10,016.22	6,094.87	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW210	Travel Initiative	15,041.00	0.00	0.00	15,041.00	10.08	1,516.13
State Agency					Current Spending (\$)	Savings (\$)	
Human Services, Department of					6,500.00	655.20	
District Attorneys Council					4,043.00	407.53	
Corrections, Department of					1,065.00	107.35	
Juvenile Affairs, Office of					825.00	83.16	
Health Care Authority, Oklahoma					300.00	30.24	

STATEWIDE CONTRACT SAVINGS BY DETAIL BY AGENCY

OMES assisted 113 state agencies with a realized amount of cost savings by the use of statewide contracts. By using statewide contracts to procure goods and services, agencies are able to save monies and reallocate toward other resources.

Agency Number	State Agency	Spend (\$)	Savings (\$)
131	Corrections, Department of	32,140,269.21	3,669,988.66
345	Transportation, Department of	24,628,478.58	3,548,571.73
452	Mental Health and Substance Abuse Services, Department of	3,565,580.76	426,227.97
566	Tourism and Recreation Department, Oklahoma	3,522,621.59	880,428.64
585	Public Safety, Department of	2,898,289.92	895,788.99
978	Turnpike Authority, Oklahoma	2,846,996.53	743,928.39
830	Human Services, Department of	1,670,377.09	524,700.18
25	Military Department, Oklahoma	1,310,194.85	309,563.89
90	Management and Enterprise Services, Office of	1,111,447.70	387,473.94
800	Career and Technology Education, Department of	1,100,139.64	319,388.22
340	Health, Department of	990,694.11	268,380.91
695	Tax Commission, Oklahoma	986,699.30	301,108.05
980	Grand River Dam Authority	886,499.36	278,205.24
308	Bureau of Investigation, Oklahoma State of	859,374.32	169,263.25
645	Conservation Commission, Oklahoma	799,878.16	233,303.73
320	Wildlife Conservation, Oklahoma Department of	720,100.55	173,116.02
40	Agriculture, Food and Forestry, Oklahoma Department of	699,609.15	125,374.59
400	Juvenile Affairs, Office of	654,570.43	101,829.43
605	Regents for Higher Education, Oklahoma State	618,306.78	125,737.12
981	Municipal Power Authority, Oklahoma	520,349.89	78,783.25
650	Veterans Affairs, Oklahoma Department of	449,044.34	120,411.63
185	Corporation Commission, Oklahoma	318,829.03	104,870.01
582	Bond Advisor, Oklahoma State	312,816.40	119,370.74
805	Rehabilitation Services, Department of	255,453.75	91,424.88
405	Labor, Department of	227,865.95	66,281.32
560	Pharmacy Board, Oklahoma State	225,744.94	23,577.60
670	J.D. McCarty Center	220,400.79	28,011.12
292	Environmental Quality, Department of	189,454.12	61,239.03
266	Educational Television Authority, Oklahoma	188,773.53	59,077.59
430	Libraries, Department of	170,556.31	40,442.52
346	Space Industry Development Authority, Oklahoma	120,193.92	35,192.68
350	Historical Society, Oklahoma	103,961.53	30,474.76

Agency Number	State Agency	Spend (\$)	Savings (\$)
290	Employment Security Commission, Oklahoma	98,682.67	47,777.74
477	Narcotics and Dangerous Drugs Control, Bureau of	91,692.59	28,219.19
160	Commerce, Department of	80,687.95	26,125.62
30	Alcoholic Beverage Laws Enforcement (ABLE) Commission	57,538.18	17,444.73
415	Council on Law Enforcement Education and Training - CLEET	40,952.37	17,674.77
510	Nursing, Oklahoma Board of	35,397.32	11,803.13
265	Education, State Department of	32,509.37	12,968.62
353	Horse Racing Commission, Oklahoma	31,931.97	11,984.82
342	Medicolegal Investigations, Board of/Office of the Chief Medical Examiner	31,257.73	11,669.86
835	Water Resources Board, Oklahoma	30,221.69	8,949.46
220	District Attorneys Council	26,668.07	9,953.48
807	Health Care Authority, Oklahoma	23,559.80	6,396.39
49	Attorney General, Office of the	19,733.67	10,714.14
385	Insurance Department, Oklahoma State	14,265.87	6,632.05
865	Workers' Compensation Commission, Oklahoma	13,622.91	7,540.51
629	School of Science and Mathematics, Oklahoma	13,587.32	3,587.78
677	Supreme Court	12,994.61	4,738.04
270	Election Board, Oklahoma State	12,713.24	6,325.07
190	Cosmetology Board, Oklahoma	11,420.06	6,029.66
47	Indigent Defense System, Oklahoma	9,845.52	4,533.24
410	Land Office, Commissioners of the	8,959.81	4,269.54
922	Housing Finance Agency, Oklahoma	7,922.56	4,388.31
615	Foresters, State Board of Registration for	6,268.84	3,334.29
150	University of Science and Arts of Oklahoma	5,047.75	1,409.70
170	Construction Industries Board	4,872.39	2,698.82
740	Treasurer, Oklahoma State	4,687.03	2,592.07
65	Banking Department, Oklahoma State	3,889.15	2,154.20
755	Used Motor Vehicle and Parts Commission	3,672.03	2,033.94
825	University Hospitals Authority and Trust	3,526.66	1,380.81
432	Lottery Commission, Oklahoma	3,259.57	1,475.25
310	Fire Marshal, State	3,173.88	1,758.01
515	Public Employees Retirement System, Oklahoma	3,091.08	1,643.55
305	Governor, Office of the	2,763.27	1,507.92
39	Boll Weevil Eradication Organization, Oklahoma	2,700.57	1,382.27
450	Medical Licensure and Supervision, Board of	2,608.25	1,444.71
300	Auditor and Inspector, State	2,585.79	1,408.71
900	Development Finance Authority, Oklahoma	2,444.52	1,324.05

Agency Number	State Agency	Spend (\$)	Savings (\$)
630	Securities Commission, Oklahoma	2,355.70	1,304.82
715	Teachers' Retirement System	2,329.46	1,290.29
625	Secretary of State	2,227.98	1,234.08
525	Osteopathic Examiners, State Board of	2,003.13	1,109.53
635	Consumer Credit, Department of	1,978.97	1,096.15
127	Children and Youth, Oklahoma Commission on	1,857.01	975.33
678	Judicial Complaints, Council on	1,504.90	833.56
309	Emergency Management and Homeland Security, Oklahoma Department of	1,492.03	680.00
125	Mines, Department of	1,320.09	731.20
632	Speech-Language Pathology and Audiology Board	1,268.59	702.67
445	Liquefied Petroleum Gas Board	1,101.42	610.08
1337	ABLE Tech, Oklahoma	1,076.08	593.25
421	Senate, Oklahoma State	919.86	509.51
557	Police Pension and Retirement System	866.17	479.77
92	Tobacco Settlement Endowment Trust	783.29	433.86
790	Veterinary Medical Examiners, Board of	749.79	415.31
588	Real Estate Commission, Oklahoma	741.98	410.98
391	Multiple Injury Trust Fund	686.82	380.43
60	Aeronautics Commission, Oklahoma	612.15	326.84
548	Human Capital Management	589.24	326.38
315	Firefighters Pension and Retirement System	574.78	307.04
306	Pardon and Parole Board	573.98	317.93
570	Professional Engineers and Land Surveyors, State Board of Licensure for	503.17	278.71
55	Arts Council, Oklahoma	471.05	260.91
145	Chiropractic Examiners, State Board of	448.63	248.50
509	Long-Term Care Administrators, Oklahoma State Board of Examiners for	439.94	243.68
359	Energy Resources Board, Oklahoma	434.92	231.03
619	Physician Manpower Training Commission	425.93	235.92
298	Merit Protection Commission, Oklahoma	424.44	235.10
45	Architects, Landscape Architects and Interior Designers, Oklahoma Board of the Licensed	405.81	224.78
22	Abstractors Board, Oklahoma	375.89	208.21
516	State and Education Employees Group Insurance Board	346.46	191.90
628	Center for Advancement of Science and Technology	333.23	184.58
575	Psychologists Examiners, Oklahoma State Board of	328.71	182.07
285	Funeral Board, Oklahoma	309.00	171.16

Agency Number	State Agency	Spend (\$)	Savings (\$)
307	Interstate Oil Compact Commission	308.88	139.37
422	House of Representatives, Oklahoma	258.06	142.94
520	Optometry, Board of Examiners in	257.04	142.37
622	Social Workers, Registration Board for Licensed	253.75	140.55
204	J.M. Davis Memorial Commission	189.73	105.09
563	Private Vocational Schools, Board of	167.99	84.48
20	Accountancy Board, Oklahoma	166.60	92.28
475	Motor Vehicle Commission, Oklahoma	144.71	80.15
416	Law Enforcement Retirement System, Oklahoma	34.00	3.43
Grand Total		86,108,969.95	14,657,706.76

Savings total of \$14,231,169.48 does not match the \$14,657,706.76 savings on executive summary page due to SWo23A Pharmaceuticals contract. Morris & Dickson/McKesson/FFF Enterprises Pharmaceuticals has a 3.66% savings, Diamond Pharmaceuticals has a 2.18% savings, and AmerisourceBergen Drug Corp. has a 23.95% savings. For the above savings percentage on pharmaceuticals, we used the average of 9.93%.

ACQUISITION TEAM SAVINGS

OMES assists agencies in procuring non-IT goods and services. The Central Purchasing Acquisition team utilizes compliance expertise, transparent oversight of processes, and fair administration of procurement rules, policy and statutes. Based on the best practices utilized, agency is able to choose the best responding bid for their needs. This best practice can include: lowest and best, best value, and cost avoidance. Given the amount of responsive bids, the awarding bid chosen may be higher than the average of the responsive bids.

Capitol Improvement Authority, Oklahoma

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Total Power	Generator	90,405.09	76,020.34	14,384.75	Cost avoidance
Shoop & Sons	Fence materials	169,343.55	169,343.55	0.00	Cost avoidance

Commerce, Department of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Conway PR and Marketing	Public relations	232,500.00	200,000.00	32,500.00	Best value
Community Housing Partners	Energy audit	Hourly Rate	Hourly Rate	-	Cost avoidance
University of Oklahoma	2020 Energy Assurance Plan	336,606.35	175,000.00	161,606.35	Cost avoidance

Corrections, Department of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Republic Service	Trash service	64,443.00	63,066.00	1,377.00	Cost avoidance

Education, State Department of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Oklahoma Parents Center Inc.	FY18 SPDG pParent training	80,000.00	80,000.00	0.00	Cost avoidance

Environmental Quality, Department of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Thermo Electron	ICPMS spectrometer	142,990.08	136,265.11	6,724.97	Cost avoidance
Water Monitoring Solutions	Sonde	73,605.40	11,874.00	61,731.40	Cost avoidance

Health, Department of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Oklahoma Pregnancy Care Network	Choosing Childbirth Act 1st year	17,250,000.00	1,725,000.00	0.00	Cost avoidance

Historical Society, Oklahoma

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
David Miller Lawn Care	FY 19 lawn care	33,000.00	27,000.00	6,000.00	Cost avoidance

Human Services, Department of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Child Care Referral - Family Planning	Oklahoma child care resource and referral	2,731,818.00	2,731,818.00	0.00	Cost avoidance
Whelan Security	Unarmed security guard services	124,564.92	102,132.40	22,432.52	Cost avoidance
Jim & Angel Enterprises	Janitorial Laura Dester	183,619.31	127,517.00	56,102.31	Cost avoidance
Furniture by William Webb	Furniture	141,274.07	139,491.58	1,782.49	Cost avoidance

Management and Enterprise Services, Office of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Jones Lang LaSalle Americas, Inc.	Real estate consulting	375,000.00	359,900.00	15,100.00	Cost avoidance
GCR Inc	GASB87	326,688.00	59,000.00	267,688.00	Best value
Think Ability	Capitol janitorial services	2,971,349.20	2,736,981.00	234,368.20	Best value
Guidehouse	Budget Analyst	697,333.33	325,000.00	372,333.33	Best value

Mental Health and Substance Abuse Services, Department of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Cleanscope Cleaning Group	Janitorial services	95,915.83	83,088.00	12,827.83	Cost avoidance
Aramark Correctional Services	Delivered meals to TCBH	331,251.50	285,436.00	45,815.50	Cost avoidance
SourceOne Management Services	Janitorial services	129,824.32	95,400.00	34,424.32	Cost avoidance

Public Safety, Department of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Epic Helicopters	Pilot training	38,521.66	26,400.00	12,121.66	Best value
FlightSafety Intl	Pilot training	33,110.00	31,060.00	2,050.00	Cost avoidance
TriTech	Arrestee DNA kits	111,303.00	99,904.50	11,398.50	Cost avoidance

Rehabilitation Services, Department of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Southwest Solutions Group	Movable shelving	148,961.66	110,215.31	38,746.35	Best value

School of Science and Mathematics, Oklahoma

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
SourceOne Management Services	Janitorial services	205,057.55	131,022.00	74,035.55	Best value
Valley Services	Food services	712,701.00	587,011.20	125,689.80	Best value
Landscape Partners LLC	Landscaping services	121,520.69	77,915.14	43,605.55	Best value

Tax Commission, Oklahoma

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
RegionTrack, Inc.	Economic revenue forecasting 2nd year	56,805.13	53,400.00	3,405.13	Cost avoidance
Love Envelopes	Envelopes	150,160.00	118,980.00	31,180.00	Best value
American StaffCorp	Secondary temp. workers	337,848.40	292,222.50	45,625.90	Best value
Focus Office Furniture	Chairs	1,184.88	1,087.00	97.88	Cost avoidance
Surys Inc	Decal	668,561.21	522,522.70	146,038.51	Cost avoidance

Uniform Building Code Commission

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Rose Rock CPAs	Financial auditor 3rd year	8,000.00	8,000.00	0.00	Cost avoidance

Veterans Affairs, Oklahoma Department of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
James Supplies Co LLC	Medical and industrial gases	122,986.35	122,986.35	0.00	Cost avoidance
James Supplies Co LLC, Lampton Welding Supply	VBulk oxygen	135,993.66	62,965.00	73,028.66	Cost avoidance
Stericycle	Medical waste disposal	274,076.73	155,300.00	118,776.73	Best value

Water Resources Board, Oklahoma

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Baylor University	Loading study for Ok lakes and reservoirs 1st year	82,126.50	56,845.00	25,281.50	Cost avoidance

Wildlife Conservation, Oklahoma Department of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Wishard Caviar Consultants	Paddledfish processor	290,375.00	290,375.00	0.00	Cost avoidance

Bureau of Investigation, Oklahoma State

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
TriTech	Blood alcohol kits	53,200.00	52,100.00	1,100.00	Cost avoidance

Education Oversight Board/Office of Accountability

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Prismatic	Wewoka Public Schools review	105,031.75	50,000.00	55,998.75	Cost avoidance

FY 2021 Acquisition Teams Savings Totals	Total Non-Award Amount (\$)	Annual Spend (\$)	Savings (\$)
	30,239,057.12	12,559,644.68	2,155,379.44

INFORMATION TECHNOLOGY CONTRACTS

EXECUTIVE SUMMARY

The State of Oklahoma realized cost avoidance in excess of \$73 million for fiscal year 2021 through managed contracts of products and services within information technology. Eighty-five suppliers are currently being tracked for cost avoidance.

	Spending (\$)	Cost Avoidance (\$)	Average Discount (%)
Fiscal Year 2021 Totals:	266,645,064.56	73,187,077.74	27.56
Cost Avoidance to Spent Ratio:			25.82

FY 2021 New Statewide Contracts

SW Contract #	Description/Name	Supplier Name	Resellers
SW1006A	Networking products and services	Avaya	SKC Communication Products, LLC
SW1006C	Networking products and services	Cisco	Pivot Technology Services Corp
SW1006C	Networking products and services	Cisco	Sagenet, LLC
SW1006E	Networking products and services	Extreme Networks	High Point Networks, LLC
SW1006E	Networking products and services	Extreme Networks	ISG Technology, LLC
SW1006H	Data communications products and services	Hewlett-Packard Enterprise, Co.	CBTS, LLC
SW1006H	Data communications products and services	Hewlett-Packard Enterprise, Co.	Sagenet, LLC
SW1006P	Networking products and services	Palo Alto Networks	United Data Technologies, Inc.
SW1008N	Mailroom equipment and maintenance	Quadient, Inc.	
SW1008N	Mailroom equipment and maintenance	Quadient, Inc.	Quadient Finance USA, Inc.
SW1008N	Mailroom equipment and maintenance	Quadient, Inc.	Quadient Leasing USA, Inc.
SW1011	Oklahoma Oracle software and services	Oracle America, Inc.	Mythics, Inc.
SW1012T	Wireless services and equipment	T-Mobile	
SW1012V	Wireless services and equipment	Cellco Partnership	
SW1013T	Document lifecycle management	Toshiba America Business Solutions, Inc.	
SW1013T	Document lifecycle management	Toshiba America Business Solutions, Inc.	Copy Products, Inc.
SW1013T	Document lifecycle management	Toshiba America Business Solutions, Inc.	Digital Printing Solutions, Inc.

SW Contract #	Description/Name	Supplier Name	Resellers
SW1013T	Document lifecycle management	Toshiba America Business Solutions, Inc.	JD Young Company, Inc.
SW1013T	Document lifecycle management	Toshiba America Business Solutions, Inc.	Miller Office Equipment, Inc.
SW1013T	Document lifecycle management	Toshiba America Business Solutions, Inc.	Summit Business Systems, Inc.
SW1013T	Document lifecycle management	Toshiba America Business Solutions, Inc.	Vanco Systems, Inc.
SW1014	Telecommunications services and equipment	AT&T Capital Services, Inc.	
SW1014	Telecommunications services and equipment	AT&T Corporation	
SW1014	Telecommunications services and equipment	USCOC of Greater Oklahoma, LLC.	
SW1018	Interoperable public health information systems	Interoperability Bidco, Inc.	
SW1020D	Computer equipment, peripherals and related services	Dell	ConvergeOne, Inc.
SW1022E	Cloud services	Ensono, LP	
SW1022WG	Cloud services	Wellsky Corporation	
SW1022W	Cloud services	Workday, Inc.	
SW1034K	Managed print services	Konica Minolta	
SW1034K	Managed print services	Konica Minolta	Bulls Office Systems, Inc.
SW1034K	Managed print services	Konica Minolta	CPI Imaging
SW1034K	Managed print services	Konica Minolta	Function, LLC
SW1034K	Managed print services	Konica Minolta	High Tech Office Systems
SW1034K	Managed print services	Konica Minolta	Imagenet Consulting, LLC
SW1034K	Managed print services	Konica Minolta	Stanfield Printing Co, Inc.
SW1034K	Managed print services	Konica Minolta	Sumnerone, Inc.
SW1034S	Managed print services	Sharp Electronics Corporation	
SW1035	Equipment maintenance services	Remi Holdings, LLC	
SW1043	Livescan (equipment)	iTouch Biometrics, LLC	
SW1044	eDiscovery	Capsicum Group, LLC	
SW1044	eDiscovery	CKC Consulting, LLC	
SW1047UT	Professional development software	"United Training Commercial, LLC (Formerly New Horizons)"	
SW1048G	Surveillance equipment and services	Graybar Electric	RF-IP, Inc.
SW1048G	Surveillance equipment and services	Graybar Electric	Trans-Tel Central
SW1048G	Surveillance equipment and services	Graybar Electric	United Data Technologies, Inc.
SW1050AP	Deliverable-based information technology services	Applied Geographics, Inc.	
SW1050E	Deliverable-based information technology services	Ernst & Young US, LLP	

SW Contract #	Description/Name	Supplier Name	Resellers
SW1050GI	Deliverable-based information technology services	Flairsoft, LTD	
SW1050GI	Deliverable-based information technology services	Gitwit Creative, LLC	
SW1050GU	Deliverable-based information technology services	Guidehouse, Inc.	
SW1050MA	Deliverable-based information technology services	Maximus Human Services, Inc.	
SW1050MI	Deliverable-based information technology services	Mission Critical Partners, Inc.	
SW1050NT	Deliverable-based information technology services	NTT Data, Inc.	
SW1050P	Deliverable-based information technology services	Precision Task Group, Inc.	
SW1050P	Deliverable-based information technology services	Phase 2 Development, LLC	
SW1050S	Deliverable-based information technology services	Sense Corp	
SW1053K	Public safety communication equipment-Phase 1	JVC Kenwood USA, Corporation	Action Communications, LLC
SW1063NA	Accessibility software and related services	Nanopac, Inc.	
SW1063NE	Accessibility software and related services	New View Oklahoma, Inc.	
SW1063P	Accessibility software and related services	Pope Tech, LLC	
SW1112	Electronic health records	Netsmart Technologies, Inc.	
SW1114	Workforce management solutions	TCP Holdings, Inc.	
SW1177	NextGen 911 services	Intrado Life & Safety, Inc.	
SW1177	NextGen 911 services	Michael Baker Internations, Inc.	
SW1177	NextGen 911 services	Survey and Mapping, LLC	
SW1178	NextGen 911 training services	Michael Baker International, Inc.	
SW1179	Communication access real time (CART) and web multimedia captioning services	CIELO24, Inc.	
SW1180	Thentia	Thentia Global Systems USA, Inc.	
SW1180	Thentia	Thentia USA, Inc.	

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

Statewide Number	Supplier/Description	Oklahoma Price (\$)	Cost Avoidance (\$)	Average Discount (%)
SW1004	Synergy Datacom Supply	531,839.53	167,999.34	32
SW1004	Anixter	320,956.25	100,001.11	31
SW1004	Communications Supply Corporation	152,900.43	48,331.92	32
SW1004 TOTALS	Network Cable and Accessories	1,005,696.21		
SW1006J	Juniper	7,910,098.68	4,295,503.22	54
SW1006C	Cisco-EC America	4,131,609.28	1,477,869.48	36
SW1006H	Hewlett Packard Enterprise	189,068.30	104,613.56	55
SW1006P	Palo Alto	37,830.00	11,571.12	31
SW1006 TOTALS	Networking Products and Services	12,268,606.26		
SW1008	Pitney Bowes	1,894,504.11	508,623.60	27
SW1008	NeoPost	674,556.32		
SW1008 TOTALS	Mail Room Equipment, Supplies and Maintenance	2,569,060.43		
SW1010	SHI International Corp.	7,229,377.00	932,497.48	13
SW1010 TOTALS	Microsoft, Adobe and SAP Software and Services – SHI	7,229,377.00		
SW1011	Oracle	8,211,277.09	1,008,402.45	12
SW1011 TOTALS	Oracle Products and Services	8,211,277.09		
SW1012A	AT&T Mobility	21,867,508.87	599,287.58	3
SW1012V	Verizon	17,015,610.93	3,068,388.85	18
SW1012T	T-Mobile	4,436,870.09	887,374.02	20
SW1012S	Sprint	1,981,965.79	396,393.16	20
SW1012U	US Cellular	112,457.68	9,025.31	8
SW1012D	Discount Cellular	39,321.92	5,142.43	13
SW1012 TOTALS	Wireless Services and Equipment	45,453,735.28		
SW0171/SW1013S	Standley Systems	4,273,226.17	854,645.23	20
SW1013D	DataBank IMX	1,659,994.83	427,462.45	26
SW1013I	ImageNet Consulting, LLC	488,488.14	333,309.05	68
SW1013RK	RK Black Inc.	15,064.59	6,946.64	46
SW1013 TOTALS	Document Lifecycle Management	6,436,773.73		

Statewide Number	Supplier/Description	Oklahoma Price (\$)	Cost Avoidance (\$)	Average Discount (%)
SW1014	Presidio Corporation	12,258,716.37	6,159,025.79	50
SW1014	AT&T, Inc.	10,834,266.00	4,062,912.25	38
SW1014	Cox Oklahoma Telecom	1,596,230.30	208,203.96	13
SW1014	Jive Communication	81,963.57	27,996.06	34
SW1014 TOTALS	Telecommuncations Services and Equipment (2)	24,771,176.24		
SW1020D	Dell	32,398,815.55	17,047,147.25	53
SW1020A	Apple	15,168,399.27	2,526,839.93	9
SW1020HPI	HP Inc.	1,747,469.38	283,112.36	16
SW1020L/LG	Lenovo	1,217,462.81	317,624.09	26
SW1020HPE	HP Enterprise	820,426.79	253,700.41	31
SW1020E	EMC Corporation	431,899.34	167,541.72	39
SW1020MS	Microsoft	387,864.06	49,945.64	13
SW1020P	Panasonic	265,280.15	97,160.64	37
SW1020PS	Pure Storage	161,279.59	92,185.28	57
SW1020 TOTALS	Computer Equipment, Peripherals and Related Services	52,598,896.94		
SW1021	Ford Audio Video Systems	2,075,347.92	552,763.96	27
SW1021	SKC Communications	365,271.82	49,581.16	14
SW1021	Cory's Audio Visual Services	259,204.39	67,988.73	26
SW1021	Video Reality	1,863,073.07	224,155.74	12
SW1021	AVL Systems	646,109.53	255,183.93	39
SW1021 TOTALS	Audio Video Equipment, Installation and Maintenance	5,209,006.73		
SW1022	Carahsoft	5,690,276.40	2,203,885.42	39
SW1022C TOTALS	Cloud Services	5,690,276.40		
SW1023F	Florida Virtual School (FVSC)	1,236,968.70	22,608.08	2
SW1023ED	Edgenuity, LLC	215,875.00	33,211.54	15
SW1023 TOTALS	Online Course Curriculum	1,452,843.70		
SW1026	Persimmon Group	179,190.00	23,372.61	13
SW1026 TOTALS	IT Advisory Services (1) & (2)	179,190.00		
SW1028	Asset Works dba Trapeze Software Grp	577,744.50	17,123.43	3
SW1028 TOTALS	Fleet Tracking	577,744.50		

Statewide Number	Supplier/Description	Oklahoma Price (\$)	Cost Avoidance (\$)	Average Discount (%)
SW1030	RFIP	2,646,290.01	486,053.27	18
SW1030	Telco	1,566,847.50	251,027.56	16
SW1030	Sequoyah Communications INC	894,347.50	90,393.50	10
SW1030 TOTALS	Cable Installation and Relocation	5,107,485.01		
SW1034C	Canon USA	45,182.72	28,909.22	64
SW1034 TOTALS	Managed Print Services	45,182.72		
SW1041	SHI International Corp.	10,767,842.05	5,674,467.70	53
SW1041	Insight	3,251,413.75	1,342,398.64	41
SW1041	CDW Government	2,487,331.02	1,909,811.32	77
SW1041 TOTALS	Software Value Added Resellers	16,506,586.82		
SW1042	AT&T	2,729,446.00	163,766.76	6
SW1042	True Digital	602,411.50	45,993.65	8
SW1042 TOTALS	Risk Assessment Services	3,331,857.50		
SW1045	Cherwell	405,190.55	235,232.60	58
SW1045 TOTALS	Customer Relationship Management System	405,190.55		
SW1048SG	Simplex Grinnell/Johnson Controls	5,142,628.11	1,595,988.03	31
SW1048C	Convergint	3,889,827.02	1,167,237.47	30
SW1048F	Firetrol	3,179,858.18	338,031.69	11
SW1048D	Digi Security	2,310,265.93	693,637.40	30
SW1048AI	Automation Integrated	231,862.50	38,619.16	17
SW1048O	Orion Security	130,465.62	32,990.15	25
SW1048 TOTALS	Surveillance and Services	14,884,907.36		
SW1053M	Motorola	4,922,249.78	1,403,465.57	29
SW1053AV	Avtec	288,478.69	7,893.36	3
SW1053A	Aviat Networks	866,643.00	81,530.51	9
SW1053N	Alcatel Lucent/Nokia	260,612.94	169,398.40	65
SW1053K	JVC Kenwood	178,429.85	53,528.94	30
SW1053S	Sabre Communications	390,668.20	19,533.51	5
SW1053H	Harris RFCD	112,110.33	28,930.16	26

Statewide Number	Supplier/Description	Oklahoma Price (\$)	Cost Avoidance (\$)	Average Discount (%)
SW1053I	Icom	38,149.19	14,567.42	38
SW1053 TOTALS	Public Safety Communication	7,057,341.98		
SW1055	Castle Branch	11,668.50	3,889.50	33
SW1055 TOTALS	Background Screening Services	11,668.50		
SW1057W	WatchGuard	1,926,486.75	42,142.26	2
SW1057T	Axon formerly Taser Inter	243,277.19	25,129.46	10
SW1057W TOTALS	Public Safety Software	2,169,763.94		
SW1070	Business Imaging Systems	1,543,655.32	122,857.12	8
SW1070 TOTALS	Enterprise Agreement	1,543,655.32		
SW1072	Carolina Biological Supply	565,080.37	56,508.04	10
SW1072	Kaplan Early Learning Co.	28,068.38	6,318.87	23
SW1072	Troxell Communications	14,928.00	598.96	4
SW1072 TOTALS	STEM Educational Tools	608,076.75		
SW1079	Softchoice Corporation	26,466,239.50	4,225,702.11	16
SW1079 TOTALS	Microsoft Reseller	26,466,239.50		
SW1100	GeoSafe	120,035.00	23,037.31	19
SW1100 TOTALS	Fingerprinting Services	120,035.00		
SW1015C	Cima Solutions Group (DIR-TSO-3998)	6,176,420.00	1,185,767.49	19
SW1015	IBM- (DIR-SDD-2108)	5,245,079.32	2,205,251.65	42
SW1034X	Xerox (DIR-TSO-3043)	1,986,849.92	1,930,539.97	97
SW1050K	KPMG (DIR-TSO-4028)	439,000.00	192,238.16	44
SW1056B	Carahsoft (DIR-TSO-3926)	365,468.45	245,190.35	67
SW1053MD	Motorola (DIR-TSO-4101)	287,521.32	71,880.32	25
SW1027	Johnston Technical Services (DIR-TSO-3965)	159,377.78	19,576.92	12
SW1035	The Remi Group (DIR-TSO-3478)	73,696.31	19,898.00	27
DIR TOTALS		14,733,413.10		
FISCAL YEAR 2021 TOTALS		266,645,064.56	73,187,077.74	27.56
COST AVOIDANCE TO SPEND RATIO FY 2021				25.82

Cost avoidance and percentages for information technology products and services were based on the discount price structure off MSRP. An average discount was used if various discounts were given on items in the contract. Multiple discount percentages across a specific contract resulted in an average discount being used for cost avoidance.

*Eighty-five suppliers used to calculate Cost Avoidance for Fiscal Year 2021.

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Based on the best practices utilized, agency is able to choose the best responding bid for their needs. This best practice can include: lowest and best, best value, and cost avoidance. Given the amount of responsive bids, the awarding bid chosen may be higher than the average of the responsive bids.

Management and Enterprise Services, Office of

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Ouellette	IT training 2nd year	42,325.00	37,200.00	5,125.00	Cost Avoidance
Jeffrey D Mills	TPA consultant	2,688.00	250.00	2,438.00	Cost Avoidance
Claim Technologies, Inc.	Health claim auditing	468,487.00	200,000.00	268,487.00	Cost Avoidance
FY18 - Replacement for NETIQ	SHI International Corp	104,507.00	22,002.99	82,504.01	Cost Avoidance
HealthScope Benefit Services	Health TPA	2,123,415.43	1,623,463.80	499,951.63	Cost Avoidance

Oklahoma Department of Commerce

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
EMSI	WorkForce data tool	134,528.10	81,820.00	52,708.10	Cost Avoidance
GIS Planning	GIS platform	206,000.00	65,000.00	141,000.00	Cost Avoidance
Sustainment Technology	Online software platform	260,000.00	95,000.00	165,000.00	Cost Avoidance
Real Massive, Inc	Real estate data feed	258,750.00	150,000.00	108,750.00	Cost Avoidance

Department of Human Services

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Access Financial, Inc.	Aging services 3rd year	1,566,500.00	1,000,000.00	566,500.00	Cost Avoidance
Therap Services	CMS HCBS	816,306.68	595,000.00	221,306.68	Best Value

Department of Transportation

Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Transcend Spatial Solutions	HMPS software 3rd year	17,645.00	14,935.00	2,710.00	Cost Avoidance

Secretary of State					
Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Tecuity	Rules.ok.gov portal 2nd year	353,666.67	161,000.00	192,666.67	Cost Avoidance

Health Care Authority					
Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Orion	HIE	50,896,942.76	49,432,338.00	1,464,604.76	Cost Avoidance
eQHealth Solutions, LLC	Care mgt. system 2nd year	11,186,187.00	10,287,544.00	898,643.00	Best Value

Department of Health					
Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Metrc	Seed to Sale - OMMA	827,626.00	3,500,000.00	573,860.00	Best Value
Autism Pro	Insights To Behavior	123,833.33	74,000.00	49,833.33	Cost Avoidance

Election Board, Oklahoma State					
Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Petabloc	Amazon web services	63,718.30	61,268.50	2,449.80	Best Value

Department of Education					
Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Catapult	1st yr teacher prof. development	64,282.00	51,915.84	12,366.16	Best Value
Tools 4 Reading	SPDG consultant (SPED)	175,090.00	72,000.00	103,090.00	Cost Avoidance

Workers' Compensation Commission, Oklahoma					
Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Objectstream Inc.	Case management system & database creation & implementation	191,754.00	148,720.00	43,034.00	Cost Avoidance

Department of Public Safety					
Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
TriTech	Arrestee DNA kits	111,303.00	99,904.50	11,398.50	Cost Avoidance

Corporation Commission, Oklahoma					
Supplier	Description of Product or Services	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Geoshack Inc	GPS survey system	31,887.39	26,338.00	5,549.39	Best Value

FY 2021 IT Acquisition Team Savings Totals	Average of All Responsive Bids (\$)	Annual Spend (\$)	Savings (\$)
	70,027,442.66	67,799,700.63	5,473,976.03

STATE AGENCY CONTRACTS

SAVINGS REPORTED BY STATE AGENCY CERTIFIED PROCUREMENT OFFICERS

OMES assists agencies with procuring goods and services; however, agencies are allowed to complete and award their own in-house contracts within statute regulations. All agencies are required to report annual spend and savings on in-house awarded contracts based on best practices utilized.

Military Department

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
AllState Termite & Pest Cntrl	7,200.00	5,040.00	Spend analysis by category, supplier and/or user
Waste Management	15,300.00	3,377.04	Spend analysis by category, supplier and/or user
Erin Ruffin-Holman	12,000.00	13,200.00	Spend analysis by category, supplier and/or user
GreatMats	5,470.61	1,547.56	Spend analysis by category, supplier and/or user
LandCare Holdings	28,068.00	8,214.00	Spend analysis by category, supplier and/or user
US Lawns of OKC	24,462.00	44,463.89	Spend analysis by category, supplier and/or user

Capitol Improvement Authority, Oklahoma

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
RP Power LLC	30,950.00	4,162.66	Best value

Oklahoma State Department of Education

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Southern OK Technology Center	0.00	767.00	Other
Free Spirit Publishings	999.00	89.91	Best value
MTSS Innovations Conference	1,500.00	100.00	Best value
National Council of Supervisors of Mathematics	385.00	130.00	Best value
Learning Forward Teacher Induction Conference	289.00	40.00	Best value
LX Studio at UCO	750.00	350.00	Best value
Indian Capital Technology Center	0.00	797.00	Other
AT&T Mobility	0.00	10,200.00	Other
B&H Photo	3,583.65	559.00	Other
Hewlett Packard	0.00	366.50	Right-sizing or changing the specs to reduce costs
Adelaide Services inc.	23,792.00	61,208.00	Right-sizing or changing the specs to reduce costs
Indian Capital Technology Center	0.00	797.00	Best value

Oklahoma State Bureau of Investigation

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Amazon	9.89	12.29	Best value
Adorama	333,962.60	19.20	Best value
Amazon	12,198.65	12.29	Best value
Voss Lighting	2,041.42	103.40	Best value
Amazon	15,251.80	12.29	Best value
Thermo Electron North America	333,962.60	5,492.02	Best value
Amazon	24,760.51	45.05	Best value
Amazon	12,198.65	2.27	Best value
FARO Technologies	28,665.81	7,243.67	Best value
Amazon	15,251.80	12.29	Best value
Amazon	12,198.65	12.29	Best value
FARO Technologies	28,665.81	687.50	Best value
Office Depot	25,188.06	50.82	Best value
Amazon	1,381.35	922.35	Best value
Amazon	15,251.80	12.29	Best value
Office Depot	32,448.95	50.82	Best value
Amazon	18,782.37	1.00	Best value
B&H Photo	674.24	52.29	Best value
OKIAI	15,957.60	65.00	Best value
Barcode Warehouse	574.95	359.96	Best value
University of Louisville Bookstore	2,182.27	12.95	Best value
Office Depot	32,448.95	50.82	Best value
Oxford Instruments	43,812.00	3,930.00	Best value
Amazon	306.52	29.60	Best value
Amazon	86.94	33.06	Best value
Amazon	974.74	297.02	Best value

Public Safety, Department of

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Gellco Clothing & Shoes	25,228.00	1,900.00	Other
Quantico Tactical Inc.	34,703.92	3,296.08	Other

Oklahoma Health Care Authority

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Telligen	12,127,747.00	655,519.00	Best value
Myers and Stauffer	471,280.00	20,230.00	Best value
Klingenberg & Associates	12,262.00	12,262.00	Other
Supporters of Families with Sickle Cell Disease	141,125.00	29,625.00	Best value
Wichita & Affiliated Tribes	267,946.00	167,167.00	Other
Complete Home Services	8,800.00	1,300.00	Other
Brent Bell D.O.	124,500.00	24,000.00	Other
John Raizen, M.D.	124,500.00	24,000.00	Other
Kenneth Golda D.P.M.	10,000.00	5,000.00	Other
Forcina, Greta Carter SLP	74,000.00	34,000.00	Other
Teter, Patricia SLP	60,000.00	8,000.00	Other
Brent Bell, D.O.	124,000.00	24,000.00	Other
Bernard Rhone	72,000.00	72,000.00	Other
Country Style Homes	6,000.00	3,000.00	Other
Complete Health	8,800.00	1,300.00	Other
Donald Brown, MD	49,000.00	9,000.00	Other
James Claflin, MD	166,800.00	42,000.00	Other
John Raizen, MD	124,500.00	6,000.00	Other
Richard Gilman	55,000.00	10,000.00	Other

Oklahoma Employment Security Commission

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Skillpath	6,696.90		Right-sizing or changing the specs to reduce costs
Loomis Fargo & Company	12,000.00		Right-sizing or changing the specs to reduce costs

Oklahoma Department of Environmental Quality

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
IKON	8,261,815.95	3,012,850.05	Other
Waters Monitoring Solutions Inc.	11,874.00	235,126.00	Best value
Thermo Electron North America LLC	136,265.11	98,860.89	Best value

FY 2021 Agency Reported Savings	Total Annual Spend (\$)	Total Savings (\$)
	17,025,846.01	1,743,577.89

STATE PURCHASING CARD

EXECUTIVE SUMMARY

A state purchase card is a form of credit card issued to designated state and political subdivision employees. The Legislature authorized the Purchase Card (P-card) Program in 1998, which was rolled out in 2000 with use beginning in fiscal year 2001. The P-card program was created to provide an efficient process to state agencies and political subdivisions when making single transaction purchases. At that time the single purchase limit was \$250 and was used for very limited, urgent needs. As the program has gained momentum, expansion has included raising the single transaction limit up to \$25,000 with the approval of the State Purchasing Director and with certain statutory transactions within Title 74 Section 85.5a.D. having no transactional limits. The P-card is used by the cardholder to make purchases of most types of goods and services necessary for official use of the state. Personal purchases are prohibited. The objective of the program is to simplify and reduce paperwork necessary for agency purchases by placing P-cards in the hands of trained employees who actually utilize the goods and services purchased.

Advantages achieved through use of the state P-card program include:

- Simplifying and expediting purchasing processes.
- Rebates to participating agencies.
- Reduced transaction times and transaction costs.
- Prompt payment to merchants.
- Audit trail.
- Expanded number of business-to-business or private entity sales with the state.
- P-card may result in discounts.

	Spending (\$)	Rebate Before Fees (\$)	Management Fee (\$)	Rebate Received by Participating Entities (\$)
Political Subdivisions	101,187,072.37	2,081,308.84	99,109.85	1,982,198.99
State of Oklahoma	81,920,774.88	1,570,370.16	78,518.51	1,491,851.65
Standard Spend (\$7,500* and below)	151,660,599.86	3,237,991.15		
Large Ticket Spend (\$7,500+*)	16,978,165.92	171,748.72		
Partner Program Spend*	14,469,081.47	142,829.27		

Management fee is a fee that is retained by OMES to operate the Purchase Card Program. The rebate received by participating entities is the amount that a state agency or political subdivision receives after management fee is taken out.

*As of January 2020, standard and large spend thresholds were raised from \$6,800 to \$7,500. As of Fiscal Year 2021, Partner Program spend includes transactions which, based upon the merchant and/or transaction dollar amount, are subject to a Visa or Mastercard partner program.

AGENCY EMERGENCY DECLARATIONS FOR FY 2021

Pursuant to 74 O.S. §85.41A., seven state agencies declared emergencies during FY 2021 instead of three. Below is a summary by state agency of the emergency and the cost to the state to address the emergency:

Agency Name	Emergency Declaration Date	Brief Description	Supplier	Amount (\$)
Military Department	March 23, 2021	Norman Armed Forces Center maintenance and repair of two 3/4" water lines due to freezing temperatures on Feb. 7, 2021. Water redemption, carpet, cove-base replacement.	Servpro Norman - \$90,000 The Carpet Store - \$46,000 Painting - \$1,000 Wall/Ceiling Repairs - \$2,800	139,800.00
Military Department	Dec. 14, 2021	Regional Training Institute - Damage to main entry gate. Replacement for safety and security concern to staff.	Quality Fence Co.	35,000.00
Military Department	March 22, 2021	Tulsa Readiness Center Building TU300, 1 1/2" water line burst due to freezing temperatures on Feb. 16, 2021. Replace carpet rubber floor tile, wall repair and paint.	Servpro South Tulsa - \$16,057.67 C & D Flooring - \$16,126.27 Rubber floor tile - \$13,454.00 Wall repairs - \$1,020.00 Painting - \$9,690.00	56,347.94
Oklahoma Department of Corrections	March 26, 2021	Gas leak at Lexington Assessment and Reception Center; Contractors began work immediately and, during the course of repairs, inadvertently cut a 200 pair phone cable.	Superior (Gas line) - \$115,430.00 Telco (Phone Cable) - \$4,248.87	119,678.87
Educational Television Authority	June 18, 2021	Replace 40 kW tube transmitter identifiable as Model 2002 Series GatesAir Sigma.	GatesAir, Inc.	475,000.00

Agency Name	Emergency Declaration Date	Brief Description	Supplier	Amount (\$)
Oklahoma Department of Environmental Quality	June 22, 2020	City water main break resulted in flood of DEQ basement.	Blackmon Mooring & BMS CAT	150,000.00
Oklahoma Transportation Department	June 30, 2020	Greens Emergency – Sod	Coastal Turf	60,000.00
Oklahoma Department of Tourism	June 30, 2020	Greens Emergency – Sand	Wright Sand Corp	20,200.00
Oklahoma Department of Tourism	Feb. 18, 2021	Performance Hall fire suppression system	Found document, but no work that has been completed.	
J. D. McCarty	May 28, 2021	Procure a portable HVAC unit due to the permanent unit failing.	Carrier Rental Systems Inc	8,346.00