

**ATTACHMENT B-Included in Solicitation
SAVINGS / PRICE REDUCTION FORM (PUR 7064)**

Invitation to Negotiate No: 10-600-760-L

Bidder/Respondent is required to furnish the percent (%) savings offered compared to retail, list, published or other usual and customary prices that would be paid by the purchaser without benefit of a contract resulting from this solicitation.

Date _____

Competitive Prices Offered Average _____% Savings
(off manufacturer's suggested retail price list).

How can we verify the claimed savings (example: retail or other usual and customary prices published at [url], or other source of benchmark prices)?

Authorized Signature: _____

Telephone Number: _____

Bidder / Respondent Name: _____

If contract is awarded, State Purchasing Analyst and/or Purchasing Specialist took the following steps to verify savings:

What were the results? _____

Purchasing Analyst / Specialist: _____

State Purchasing Measures for FY 2005-2006 Period Ending June 30, 2006

A. ECONOMY MEASURES

1. Savings YTD on State Term Contracts awarded FY 05-06

Reference Price: \$ 151,603,618 Our Price: \$ 92,439,408 \$ Saved: **\$59,164,210**

Range of % Savings: 19 % to 74 % Average % Saved **39%**

(PURCHASING CARD SPEND NOT REFLECTED)

Team 1: 28% Team 2: 58% Team 3: 36% Team 4: 55% Team 5: 40%

2. Savings YTD on all State Term Contracts in effect month reported

Reference Price: \$1,568,388,036 Our Price: \$1,053,807,611 Saved: **\$ 514,580,425**

(PURCHASING CARD SPEND NOT REFLECTED)

Range of % Savings: 8 % to 70% Average % Saved: **32.81%**

APPROVED STANDARD: 28%

Team Averages: Team 1: 31% Team 2: 48% Team 3: 54% Team 4: 21% Team 5: 47% Team 6: 14%

3. Savings YTD on State Purchasing Agreements (SPA's) awarded

Reference Price: \$ 3,658,093 Our Price: \$2,470,052 Saved: **\$1,188,041**

Range of % Savings: 13% to 71% Average % Saved: **32%**

(PURCHASING CARD SPEND NOT REFLECTED)

4. PURCHASING CARD SPEND on STATE TERM CONTRACTS and SPA Agreements

STC Reference Price: \$ 72,987,077 Our Price: \$ 33,431,301 Saved: **\$ 39,330,231**

Average % Saved: **54%**

Only reporting on vendors that had Pcard sales exceeding \$50,000 YTD. "Our Price" determined by applying the same percent of P.O. purchases on STC versus total sales to the PCard sales of the same vendor.

SPA Reference Price: \$1,938,655 Our Price: \$1,176,471 Saved:
\$762,184

Average % Saved:

39%

5. Contracts that present other Cost Savings or Revenue (not savings off retail)

Comprehensive Energy Contract \$15,084,992

P Card Transaction Fee: \$ 5,671,561

ALL SAVINGS \$ COMBINED: \$575,429,394
Average % Saved w/Cost Savings added: 36.69%

B. EFFICIENCY MEASURES

Year-to-Date State Purchasing Operating Budget: \$3,812,771.20

Year-to-Date Cost of State Purchasing in respect to STC/ SPA Purchase Order spend: .59%

Year-to-Date Cost of State Purchasing in respect to Total Purchase Order spend: .28%

For Every Dollar Spend Operating State Purchasing, the return was: \$150.92

R.O.I.

15.092%

C. EFFECTIVENESS MEASURES

I. FINANCIAL MEASURES

Year-to-Date Total Purchases \$ 1,371,458,894

APPROVED STANDARD:

Year-to-Date State Term Contracts/ SPA/ Purchase Orders \$ 643,595,948
\$432,145,935

Percent State Term Contracts/SPA purchases to total purchases 47%