



PROCUREMENT COST SAVINGS REPORT

JULY 1, 2023-
JUNE 30, 2024



OKLAHOMA
Office of Management
& Enterprise Services

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STATE PROCUREMENT TOTAL

➤ EXECUTIVE SUMMARY

OMES Central Purchasing

Vision (Where are we going?):

Central Purchasing aims to provide quality service and add value to every action we perform while utilizing category management to leverage the state's spending power.

Mission (What do we do?):

Provide quality customer service and collaborative partnerships with state entities and suppliers to procure goods and services at the best value for the state while balancing maximum velocity against ensuring fiscal responsibility and legal compliance for Oklahoma governmental entities.

Purpose (Why do we do it?):

To preserve state taxpayer dollars by ensuring every acquisition complies with statutory requirements, and to improve the efficiency and velocity of state procurement to serve those who serve Oklahomans.

Procurement Operation	FY 2023 (Previous Year)		FY 2024 (Current Year)	
	Spending (\$)	Savings (\$)	Spending (\$)	Savings (\$)
Savings by Statewide Contract	270,943,186.39	62,965,753.35	312,647,400.78	75,757,204.65
Information Technology Statewide Contract Cost Avoidance	360,420,343.28	91,736,038.79	377,261,495.46	88,725,231.46
State Purchase Card Program	232,221,917.70	4,418,180.27	197,543,826.76	4,553,269.81
Savings Reported by State Agency Certified Procurement Officers *	10,692,538.87	3,223,701.89	7,526,571.03	1,967,191.91
Total Impact by State Procurement	874,277,986.24	162,343,674.30	894,979,294.03	171,002,897.84

* Decreased savings are due to increased statewide contract usage and/or increased Non-IT or IT Agency Specific contracts completed by Central Purchasing.



PRODUCT AND SERVICE CONTRACTS

EXECUTIVE SUMMARY

The State of Oklahoma realized savings in excess of \$75 million for fiscal year 2024 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 25 statewide contracts are summarized below:

	Spending (\$)	Savings (\$)	Savings (%)
Total Spend of Contracts Tracked for Cost Savings	312,647,400.78	75,757,204.65	19.50
Political Subdivisions	144,111,366.51	36,763,727.87	20.33
Higher Education Institutions	55,207,087.89	13,014,440.46	19.08
State of Oklahoma	113,328,946.38	25,979,036.32	18.65
Total Spend on all 112 contracts	594,261,642.62		

Spend and savings are based on 24 of the 112 statewide contracts (excluding information technology). The 24 statewide contracts represent 63% 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.*

*As of FY 2019, a new calculation for cost savings was used.

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 (\$)
SW0012	Books	278,921.69	2,996,401.66	388,293.81	3,663,617.16	23.48	860,217.31
SW0023A	MMCAP- AmerisourceBergen Drug Corp	-	-	46,522,707.08	46,522,707.08	23.95	11,142,188.35
SW0023A	MMCAP - Morris Dickson Co LTD	2,295,538.75	252,485.91	21,850.06	2,569,874.72	2.18	56,023.27
SW0023A	MOU - Board of Regents	138,208.65	-	-	138,208.65	2.18	3,012.95
SW0023V	MMCAP-(vaccines) McKesson/ FFF Enterprises	163,030.77	169,968.84	379,311.17	712,310.78	3.66	26,070.57
SW0024	Tires, Tubes, and Services	1,402,710.79	5,799,959.66	150,517.82	7,353,188.27	53.12	3,906,013.61
SW0035	Vehicles	37,249,498.73	53,106,674.57	1,532,316.60	91,888,489.90	28.11	25,829,854.51
SW0035T	Medium Duty Trucks	5,522,194.25	21,431,585.03	-	26,953,779.28	32.90	8,867,793.38
SW0081	Asphalt	16,011,992.48	2,608,346.55	5,170.65	18,625,509.68	14.71	2,739,812.47
SW0092	Hazardous Waste Pick Up Service	479,132.73	28,765.07	57,147.07	565,044.87	31.25	176,576.52
SW0106	Truck Mounted Service, Dump, Crane, Lift Hook, Dump Bed	1,952,998.83	2,605,263.26	158,081.02	4,716,343.11	28.21	1,330,480.39
SW0110	School Buses	847,472.00	17,933,596.00	-	18,781,068.00	25.49	4,787,294.23
SW0156	Prime Vendor Food	13,759,888.97	665,711.18	-	14,425,600.15	6.00	865,536.01
SW0180	Office Supply Products	1,760,576.33	35,374.26	1,266.69	1,797,217.28	55.39	995,478.65
SW0192	Heavy Construction Equipment	2,118,318.47	3,639,169.65	84,852.46	5,842,340.58	34.75	2,030,213.35
SW0196	Grounds Maintenance Equipment & Services	4,848,240.44	10,403,301.47	5,561,881.78	20,813,423.69	19.66	4,091,919.10
SW0197	Garbage Trucks	-	15,966,551.37	-	15,966,551.37	3.00	478,996.54
SW0198	Trailers	711,075.08	2,323,753.87	179,458.44	3,214,287.39	11.18	359,357.33
SW0210	Travel Service	71,521.00	-	6,927.00	78,448.00	10.08	7,907.56
SW0765	Bread & Bakery Supplies	650,157.99	-	-	650,157.99	60.85	395,621.14
SW0776	Traffic Striping	11,914,450.74	926,931.12	-	12,841,381.86	21.00	2,696,690.19
SW0817	MRO (Maintenance Repair & Operations)	8,454,639.55	3,132,077.31	157,306.24	11,744,023.10	30.77	3,613,635.91
SW0817-P	MRO Plumbing (Maintenance Repair & Operations)	902,832.14	53,484.73	-	956,316.87	38.16	364,930.52
SW0837	Traffic Paint, Glass Beads, and Reflective Pavement Markers	1,795,546.00	31,965.00	-	1,827,511.00	7.20	131,580.79
	TOTALS	113,328,946.38	144,111,366.51	55,207,087.89	312,647,400.78	24.23	75,757,204.65



Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0035	Vehicles	37,249,498.73	53,106,674.57	1,532,316.60	91,888,489.90	28.11	25,829,854.51
State Agency					Current Spending (\$)	Savings (\$)	
Management and Enterprise Services, Office of					6,683,956.90	1,878,860.28	
Public Safety, Department of					6,350,085.10	1,785,008.92	
Turnpike Authority, Oklahoma					5,759,682.80	1,619,046.84	
Wildlife Conservation, Oklahoma Department of					3,399,752.25	955,670.36	
Corrections, Department of					3,060,069.00	860,185.40	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0023A	MMCAP- AmerisourceBergen Drug Corp	-	-	46,522,707.08	46,522,707.08	23.95	11,142,188.35
State Agency					Current Spending (\$)	Savings (\$)	
N/A					-	-	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0035T	Medium Duty Trucks	5,522,194.25	21,431,585.03	-	26,953,779.28	0.33	8,867,793.38
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					3,641,458.05	1,198,039.70	
Turnpike Authority, Oklahoma					1,074,373.20	353,468.78	
Management and Enterprise Services, Office of					652,126.00	214,549.45	
Human Services, Department of					154,237.00	50,743.97	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0110	School Buses	847,472.00	17,933,596.00	-	18,781,068.00	25.49	4,787,294.23
State Agency					Current Spending (\$)	Savings (\$)	
Human Services, Department of					500,000.00		
Career and Technology Education, Department of					347,472.00		



Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0196	Grounds Maintenance Equipment & Services	4,848,240.44	10,403,301.47	5,561,881.78	20,813,423.69	19.66	4,091,919.10
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					1,446,196.70	368,635.54	
Grand River Dam Authority					863,488.96	220,103.34	
Military Department, Oklahoma					855,435.44	218,050.49	
Tourism & Recreation Department, Oklahoma					386,872.76	98,613.87	
Space Industry Development Authority, Oklahoma					310,973.76	79,267.21	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0024	Tires, Tubes, and Services	1,402,710.79	5,799,959.66	150,517.82	7,353,188.27	53.12	3,906,013.61
State Agency					Current Spending (\$)	Savings (\$)	
Grand River Dam Authority					105,625.22	32,500.88	
Turnpike Authority, Oklahoma					28,585.13	8,795.64	
Housing Finance Agency, Oklahoma					767.60	236.19	
Human Services, Department of					18,644.23	5,736.83	
Rehabilitation Services, Department of					3,413.97	1,050.48	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0817	MRO (Maintenance Repair & Operations)	8,454,639.55	3,132,077.31	157,306.24	11,744,023.10	30.77	3,613,635.91
State Agency					Current Spending (\$)	Savings (\$)	
Corrections, Department of					2,369,010.45	465,747.45	
Transportation, Department of					1,694,256.46	333,090.82	
Human Services, Department of					834,284.12	164,020.26	
Career and Technology Education, Department of					699,910.12	137,602.33	
Military Department, Oklahoma					552,848.30	108,689.98	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0081	Asphalt	16,011,992.48	2,608,346.55	5,170.65	18,625,509.68	14.71	2,739,812.47
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					15,852,986.66	5,508,912.86	
Turnpike Authority, Oklahoma					135,605.80	47,123.02	
Wildlife Conservation, Oklahoma Department of					22,000.00	7,645.00	
Tourism & Recreation Department, Oklahoma					1,400.00	486.50	



Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0776	Traffic Striping	11,914,450.74	926,931.12	-	12,841,381.86	21.00	2,696,690.19
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					10,759,222.11	2,259,436.64	
Turnpike Authority, Oklahoma					1,144,457.43	240,336.06	
Tourism & Recreation Department, Oklahoma					10,771.20	2,261.95	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0192	Heavy Construction Equipment	2,118,318.47	3,639,169.65	84,852.46	5,842,340.58	34.75	2,030,213.35
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					1,162,219.00	643,753.10	
Conservation Commission, Oklahoma					427,962.00	237,048.15	
Wildlife Conservation, Oklahoma Department of					236,777.59	131,151.11	
Corrections, Department of					166,322.00	92,125.76	
Grand River Dam Authority					88,628.16	49,091.14	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0106	Truck Mounted Service, Dump, Crane, Lift Hook, Dump Bed	1,952,998.83	2,605,263.26	158,081.02	4,716,343.11	28.21	1,330,480.39
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					1,528,090.11	358,795.56	
Turnpike Authority, Oklahoma					273,886.77	64,308.61	
Wildlife Conservation, Oklahoma Department of					52,797.51	12,396.86	
Agriculture, Food and Forestry, Oklahoma Department of					39,670.00	9,314.52	
Human Services, Department of					24,516.00	5,756.36	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0180	Office Supply Products	1,760,576.33	35,374.26	1,266.69	1,797,217.28	55.39	995,478.65
State Agency					Current Spending (\$)	Savings (\$)	
Human Services, Department of					297,206.41	17,832.38	
Corrections, Department of					265,703.74	15,942.22	
Health, Department of					108,087.47	6,485.25	
Mental Health and Substance Abuse Services, Department of					95,777.26	5,746.64	
Transportation, Department of					86,939.17	5,216.35	



Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0156	Prime Vendor Food	13,759,888.97	665,711.18	-	14,425,600.15	6.00	865,536.01
State Agency					Current Spending (\$)	Savings (\$)	
Mental Health and Substance Abuse Services, Department of					1,309,219.30	369,330.76	
Rehabilitation Services, Department of					425,101.54	119,921.14	
Juvenile Affairs, Office of					352,373.55	99,404.58	
Military Department, Oklahoma					237,998.81	67,139.46	
J.D. McCarty Center					184,590.48	52,072.97	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0012	Books	278,921.69	2,996,401.66	388,293.81	3,663,617.16	23.48	860,217.31
State Agency					Current Spending (\$)	Savings (\$)	
Health, Department of					144,762.24	88,087.82	
Corrections, Department of					49,961.36	30,401.49	
Education, State Department of					29,451.62	17,921.31	
Labor, Department of					25,703.98	15,640.87	
Health Care Authority, Oklahoma					21,737.48	13,227.26	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0197	Garbage Trucks	-	15,966,551.37	-	15,966,551.37	3.00	478,996.54
State Agency					Current Spending (\$)	Savings (\$)	
N/A						-	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0765	Bread & Bakery Supplies	650,157.99	-	-	650,157.99	60.85	395,621.14
State Agency					Current Spending (\$)	Savings (\$)	
Corrections, Department of					529,910.90	38,153.58	
Mental Health and Substance Abuse Services, Department of					58,081.91	4,181.90	
Veterans Affairs, Oklahoma Department of					40,587.58	2,922.31	
Juvenile Affairs, Office of					18,244.80	1,313.63	
Rehabilitation Services, Department of					3,332.80	239.96	



Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0817-P	MRO Plumbing (Maintenance Repair & Operations)	902,832.14	53,484.73	-	956,316.87	38.16	364,930.52
State Agency					Current Spending (\$)	Savings (\$)	
Corrections, Department of					483,076.81	54,007.99	
Agriculture, Food and Forestry, Oklahoma Department of					98,439.45	11,005.53	
Management and Enterprise Services, Office of					94,155.33	10,526.57	
Veterans Affairs, Oklahoma Department of					82,629.33	9,237.96	
Tourism & Recreation Department, Oklahoma					53,587.36	5,991.07	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0198	Trailers	711,075.08	2,323,753.87	179,458.44	3,214,287.39	0.11	359,357.33
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					188,837.48	59,011.71	
Turnpike Authority, Oklahoma					136,890.00	42,778.13	
Wildlife Conservation, Oklahoma Department of					98,669.04	30,834.08	
Conservation Commission, Oklahoma					89,000.00	27,812.50	
Career and Technology Education, Department of					85,793.16	26,810.36	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0092	Hazardous Waste Pick Up Service	479,132.73	28,765.07	57,147.07	565,044.87	31.25	176,576.52
State Agency					Current Spending (\$)	Savings (\$)	
Tourism & Recreation Department, Oklahoma					193,442.75	4,217.05	
Transportation, Department of					148,250.22	3,231.85	
Environmental Quality, Department of					104,041.49	2,268.10	
Municipal Power Authority, Oklahoma					9,231.56	201.25	
Bureau of Investigation, Oklahoma State of					7,974.14	173.84	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0837	Traffic Paint, Glass Beads, and Reflective Pavement Markers	1,795,546.00	31,965.00	-	1,827,511.00	7.20	131,580.79
State Agency					Current Spending (\$)	Savings (\$)	
Transportation, Department of					1,795,546.00	39,142.90	



Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0023A	MMCAP - Morris Dickson Co LTD	2,295,538.75	252,485.91	21,850.06	2,569,874.72	2.18	56,023.27
State Agency					Current Spending (\$)	Savings (\$)	
Mental Health and Substance Abuse Services, Department of					1,724,017.60	63,099.04	
Health, Department of					558,840.24	20,453.55	
Rehabilitation Services, Department of					5,668.86	207.48	
Juvenile Affairs, Office of					4,083.57	149.46	
J.D. McCarty Center					1,891.10	69.21	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0023V	MMCAP-(vaccines) McKesson/ FFF Enterprises	163,030.77	169,968.84	379,311.17	712,310.78	3.66	26,070.57
State Agency					Current Spending (\$)	Savings (\$)	
Health, Department of					96,423.91	9,719.53	
Medicolegal Investigations, Board of/Office of the Chief Medical Examiner					5,706.00	575.16	
Mental Health and Substance Abuse Services, Department of					1,264.00	127.41	
Juvenile Affairs, Office of					574.12	57.87	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0210	Travel Service	71,521.00	-	6,927.00	78,448.00	10.08	7,907.56
State Agency					Current Spending (\$)	Savings (\$)	
Human Services, Department of					10,315.00	1,039.75	
Rehabilitation Services, Department of					5,073.00	511.36	
District Attorneys Council					5,050.00	509.04	
Transportation, Department of					4,436.00	447.15	
Health, Department of					3,790.00	382.03	

Statewide #	Description	State Spend (\$)	Political Subdivision Spend (\$)	Higher Education Spend (\$)	TOTAL Spend (\$)	Savings (%)	TOTAL Savings (\$)
SW0023A	MOU - Board of Regents - 1893 Pharmacy	138,208.65	-	-	138,208.65	2.18	3,012.95
State Agency					Current Spending (\$)	Savings (\$)	
JD McCarty Center					138,208.65	13,931.43	



STATEWIDE CONTRACT SAVINGS 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 (\$)
345	Transportation, Department of	41,505,055.89	8,701,379.75
131	Corrections, Department of	18,031,914.19	3,028,270.20
978	Turnpike Authority, Oklahoma	8,677,596.79	2,372,336.89
90	Management and Enterprise Services, Office of	7,730,328.89	2,225,820.29
585	Public Safety, Department of	6,908,950.88	2,013,028.10
320	Wildlife Conservation, Oklahoma Department of	4,076,064.43	1,145,030.97
452	Mental Health and Substance Abuse Services, Department of	3,434,491.59	646,810.66
477	Narcotics and Dangerous Drugs Control, Bureau of	2,478,253.91	693,547.10
25	Military Department, Oklahoma	2,084,535.11	488,129.46
830	Human Services, Department of	1,877,412.22	631,066.11
980	Grand River Dam Authority	1,766,606.46	459,223.55
800	Career and Technology Education, Department of	1,692,298.66	479,677.88
40	Agriculture, Food and Forestry, Oklahoma Department of	1,658,192.44	482,062.27
566	Tourism & Recreation Department, Oklahoma	1,393,245.18	387,504.92
400	Juvenile Affairs, Office of	1,304,568.54	309,662.42
340	Health, Department of	1,053,637.64	264,993.64
645	Conservation Commission, Oklahoma	1,013,776.95	299,289.37
49	Attorney General, Office of the	789,251.13	236,131.56
805	Rehabilitation Services, Department of	780,018.30	96,977.91
185	Corporation Commission, Oklahoma	518,576.13	147,360.04
30	Alcoholic Beverage Laws Enforcement (ABLE) Commission	493,839.24	136,595.90
670	J.D. McCarty Center	460,771.84	58,435.93
650	Veterans Affairs, Oklahoma Department of	416,153.58	161,769.68
308	Bureau of Investigation, Oklahoma State of	355,823.93	110,675.99
220	District Attorneys Council	329,902.01	95,032.72
415	Council on Law Enforcement Education & Training - CLEET	316,856.29	101,746.09
346	Space Industry Development Authority, Oklahoma	312,067.32	61,555.40
292	Environmental Quality, Department of	226,477.87	84,843.12
405	Labor, Department of	219,265.42	65,500.09
342	Medicolegal Investigations, Board of/Office of the Chief Medical Examiner	205,924.68	60,107.14
290	Employment Security Commission, Oklahoma	193,555.61	62,113.02



Agency Number	State Agency	Spend (\$)	Savings (\$)
350	Historical Society, Oklahoma	143,351.81	32,825.37
0	State of Oklahoma	124,021.65	53,357.03
455	Oklahoma Medical Marijuana Authority	109,521.16	31,488.17
695	Tax Commission, Oklahoma	79,116.56	30,227.09
605	Regents for Higher Education, Oklahoma State	63,634.62	18,795.74
265	Education, State Department of	61,901.33	23,906.53
875	Wheat Commission, Oklahoma	56,072.88	11,023.93
125	Mines, Department of	44,288.09	12,808.16
807	Health Care Authority, Oklahoma	37,536.20	10,991.99
640	Service Oklahoma	32,304.72	17,855.03
47	Indigent Defense System, Oklahoma	29,743.15	15,274.47
825	University Hospitals Authority and Trust	20,707.11	6,806.00
266	Educational Television Authority, Oklahoma	16,721.73	7,206.64
981	Municipal Power Authority, Oklahoma	14,876.20	4,621.72
385	Insurance Department, Oklahoma State	14,672.95	7,569.06
270	Election Board, Oklahoma State	13,257.48	7,023.95
309	Emergency Management, Oklahoma Department of	11,996.31	5,157.39
410	Land Office, Commissioners of the	11,260.81	5,742.09
170	Construction Industries Board	11,103.84	6,150.42
922	Housing Finance Agency, Oklahoma	10,107.02	5,197.53
755	Used Motor Vehicle and Parts Commission	9,136.36	5,060.63
160	Commerce, Department of	8,890.66	3,416.89
450	Medical Licensure and Supervision, Board of	6,559.59	3,578.98
629	School of Science & Mathematics, Oklahoma	6,352.56	2,173.61
55	Arts Council, Oklahoma	5,713.68	2,269.58
740	Treasurer, Oklahoma State	5,599.06	2,893.80
353	Horse Racing Commission, Oklahoma	5,208.05	2,884.74
677	Supreme Court	5,125.59	2,818.67
835	Water Resources Board, Oklahoma	4,084.20	1,706.28
625	Secretary of State	4,053.80	2,222.74
630	Securities Commission, Oklahoma	3,996.94	2,213.91
310	Fire Marshal, State	3,981.59	2,189.63
865	Workers' Compensation Commission, Oklahoma	3,708.33	1,914.49
510	Nursing, Oklahoma Board of	3,650.06	1,965.13
300	Auditor and Inspector, State	3,235.88	1,622.44
127	Children and Youth, Oklahoma Commission on	2,619.98	1,451.21
430	Libraries, Department of	2,502.78	1,515.16



Agency Number	State Agency	Spend (\$)	Savings (\$)
190	Cosmetology Board, Oklahoma	2,459.06	1,226.14
790	Veterinary Medical Examiners, Board of	2,428.66	1,345.23
560	Pharmacy Board, Oklahoma State	2,073.90	1,056.78
199	Criminal Appeals, Court of	1,848.19	1,023.71
850	Oklahoma Broadband Office	1,818.58	1,007.31
715	Teachers Retirement System	1,777.11	932.23
619	Physician Manpower Training Commission	1,555.82	846.36
315	Firefighters Pension and Retirement System	1,540.31	762.56
678	Judicial Complaints, Council on	1,309.19	648.13
306	Pardon and Parole Board	1,287.39	644.98
515	Public Employees Retirement System, Oklahoma	1,112.54	555.97
520	Optometry, Board of Examiners in	1,055.82	584.82
275	Office of Educational Quality and Accountability	1,054.86	561.63
422	House of Representatives, Oklahoma	905.74	501.69
22	Abstractors Board, Oklahoma	885.72	490.60
60	Aeronautics Commission, Oklahoma	819.14	338.57
632	Speech-Language Pathology and Audiology Board	733.23	402.06
65	Banking Department, Oklahoma State	689.45	184.33
557	Police Pension and Retirement System	589.89	326.74
20	Abstractors Board, Oklahoma	559.88	306.95
92	Tobacco Settlement Endowment Trust	549.82	179.94
622	Social Workers, Registration Board for Licensed	532.11	294.74
525	Osteopathic Examiners, State Board of	521.75	284.92
305	Governor, Office of the	491.98	112.11
421	Senate, Oklahoma State	449.25	138.23
307	Interstate Oil Compact Commission	432.96	151.92
588	Real Estate Commission, Oklahoma	415.02	114.34
39	Boll Weevil Eradication Organization, Oklahoma	414.54	214.14
45	Architects, Landscape Architects and Interior Designers, Oklahoma Board of the Licensed	392.68	81.58
391	Multiple Injury Trust Fund	341.96	189.41
475	Motor Vehicle Commission, Oklahoma	285.59	154.11
753	Uniform Building Code Commission	282.53	156.49
570	Professional Engineers & Land Surveyors, State Board of Licensure for	225.00	22.68
416	Law Enforcement Retirement System, Oklahoma	209.00	21.07
285	Funeral Board, Oklahoma	184.69	102.30
635	Consumer Credit, Department of	159.65	35.42



Agency Number	State Agency	Spend (\$)	Savings (\$)
628	Center for Advancement of Science & Technology	157.73	71.06
215	Dentistry, Board of	122.00	12.30
435	Lottery Commission, Oklahoma	72.63	40.23
772	Tests for Alcohol and Drug Influence, Board of	54.00	5.44
509	Long Term Care Administrators, Oklahoma State Board of Examiners for	34.00	18.83
445	Liquefied Petroleum Gas Board	31.13	17.24
575	Psychologists Examiners, Oklahoma State Board of	27.00	2.72
145	Chiropractic Examiners, State Board of	18.00	1.81
815	Employees Benefits Council	9.00	0.91
	Grand Total	113,328,946.35	26,478,775.10

Savings total of \$26,478,775.10 does not match the savings on executive summary page of \$20,132,446.42 due to SW023A 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%.

* Vendors when not noting a specific agency but references a state purchase.



INFORMATION TECHNOLOGY CONTRACTS

EXECUTIVE SUMMARY

The State of Oklahoma realized cost avoidance in excess of \$88 million for fiscal year 2024 through managed contracts of products and services within information technology. One hundred and eighty suppliers are currently being tracked for cost avoidance.

	Spending (\$)	Cost Avoidance (\$)	Average Discount (%)
Fiscal Year 2024 Totals:	377,261,495.46	88,725,231.46	16.00
Cost Avoidance to Spend Ratio:			24.00

FY 2024 New Statewide Contracts

SW Contract #	Description/Name	Supplier Name	Resellers
SW1004	Network Cable and Accessories	Anixter Inc	
		CDW LLC	
		Graybar Electric Company Inc	
		Synergy Datacom Supply Inc	
SW1005	Remote Site Observation	Landmark GSI Inc	
SW1006	Networking Products and Services	SHI International Corp	
SW1007	Enterprise Content Management (ECM)	Business Imaging Systems Inc / BIS	
		DataBank IMX LLC	
		Global Solutions Group Inc	
		Imagenet Consulting LLC	
		SHI International Corp	
SW1008	Mailroom Equipment, Supplies, and Maintenance (supplies and other)	Quadient Inc - Quadient Leasing USA Inc / Neopost USA	
SW1012	Wireless Services and Equipment	USCOC of Greater Oklahoma LLC / US Cellular	
SW1014	Telecommunication Services and Equipment (2)	Manhattan Telecommunications Corp	
SW1018	Interoperable Public Health Information Systems	Interoperability Bidco Inc / Lyniate / Rhapsody	
SW1020C	Computer Equipment, Peripherals, & Related Services	CDW LLC	



SW Contract #	Description/Name	Supplier Name	Resellers
SW1020D	Computer Equipment, Peripherals, & Related Services	Dell Marketing LP	Dell Financial Services LLC
			CDW LLC
			Davenport Group
			The Drala Project Inc
			Insight Public Sector Inc
			Interworks Inc
			NTT Data Inc
			SHI International Corp
			Wold Wide Technology
SW1020	Computer Equipment, Peripherals, & Related Services	HP Inc	
		Insight Public Sector Inc	
		SHI International Corp	
		Turnkey Mobile Inc	
		World Wide Technology LLC	
SW1025	IT Staff Augmentation	Archon Resources LLC	
		The Boston Consulting Group Inc	
		Cogent Integrated Business Solutions Inc	
		Crescens Incorporated	
		Eight Eleven Group LLC dba Medasource	
		FPOV LLC (Future Point of View)	
		Ground Water Protection Council	
		Hauck Technologies LLC	
		Insum Solutions Corp	
		Jobing Confidential LLC	
		Motion Recruitment Partners	
		Optomi LLC	
		Petabloc LLC	
		R2 Global Inc	
		Rose International Inc	
		Seamless Advanced Solutions	
		Searcharc LLC	
S Design Inc / SuiteOne34, LLC			
Sidejob Inc			
SoftSages LLC			
TEKSYSTEMS Inc			
SW1026	IT Advisory Services (2)	The Boston Consulting Group Inc	
		Info-Tech Research Group Inc	



SW Contract #	Description/Name	Supplier Name	Resellers
SW1028	Fleet Tracking	Onward Fleet Solutions LLC	
		Geotab USA Inc	
		USCOC of Greater Oklahoma LLC / US Cellular	
SW1034	Managed Print Services	R K Black Inc	
		Imagenet Consulting LLC	
		Standley Systems LLC	
SW1041	Software Value Added Reseller	Avaya Holdings Corp	
		Amazon Web Services Inc.	
		Business Imaging Systems Inc / BIS	
		CDW LLC	
		Celonis Inc	
		Cyberone LLC	
		Dell Marketing LP	
		EC America Inc (Immix)	
		Insight Public Sector Inc	
		United Data Technologies Inc / UDT	
		Nitco Inc	
		Presidio Holdings Inc	
		Pulselight Holdings Inc	
		Rattan Consulting Inc	
Softchoice Corporation			
Unite USA Inc			
SW1041C	Software Value Added Reseller	Carahsoft Technology Corp	Global Interactive Solutions LLC
			Escape Velocity Holdings Inc
SW1042	Risk Assessment Services	Go Security Pro LLC	
		Global Solutions Group Inc	
SW1046	Online Legal Services	Relx Inc / LexisNexis	
SW1048	Surveillance Equipment & Services	Convergint Technologies LLC	
		Digi Security Systems LLC	
		Duly Integrated Security LLC	
		Firetrol Protection Systems Inc	
		Orion Security Solutions LLC	
		Johnson Controls US Holdings LLC / Johnson Controls Fire Protection LP	



SW Contract #	Description/Name	Supplier Name	Resellers
SW1050	DBITS	Alight Holding Company LLC / Strada	
		Applications Software Technology	
		Askreply Inc	
		Aurigo Software Technologies, Inc	
		WPP Group USA Inc / Benenson Strategy Group / BSG Partners	
		Crimson Agility LLC	
		Elixir Lab USA Inc / Cardinality	
		Eight Eleven Group LLC dba Medasource	
		ESO Solutions Inc	
		Gannett Flemming Inc	
		Global Interactive Solutions LLC	
		Immy Technology Group LLC	
		Incapsulate LLC	
		Insum Solutions Corp	
		Maximus Human Services Inc	
		Merit International Inc.	
		Mojo Web Solutions LLC	
		Maxim Consulting Inc	
		MTW Solutions	
		Nitco Inc	
		Peraton Inc	
		Primary Class Inc / With Odyssey	
		Public Consulting Group Holdings Inc	
		Public Strategies Inc	
		CDW LLC	
		Rekor Recognition Systems	
		Origin Eight Inc	
Rizing Geospatial LLC			
Scalecapacity			
Veteran Enhanced Inc			
vTech Solution Inc			
Weaver and Tidwell LLP			
SW1072	STEM Educational Tools	School Specialty LLC	
SW1077	Granite Defense (Law Enforcement Surveillance & Security Monitoring, and Emergency Preparedness Products and Related Services	Granite Defense & Technologies LLC	



SW Contract #	Description/Name	Supplier Name	Resellers
SW1118	Call Center Managed Services	Automated Health Systems Inc	
		Maximus US Services Inc	
		Navient BPO LLC	
		Senture LLC	
		22nd Century Technologies Inc	
SW1168	Grants Management System	IGX Solutions Corp	
SW1182	Occupational Business License	Deloitte Consulting LLP	
		NICUSA Inc / Tyler Tech / Oklahoma Interactive	
		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

	SW#	Supplier/Description	MSRP (\$)	Oklahoma Price \$	Savings (\$)	Average Discount (%)	Cost Avoidance (\$)
*	SW1004	Anixter Inc	867,682.27	484,450.07	383,232.20	28	170,800.98
*	SW1004	CDW LLC	351,269.47	184,641.82	166,627.65	26	67,061.79
*	SW1004	Graybar Electric Company Inc	497,800.00	195,760.00	302,040.00	61	118,777.32
*	SW1004	Synergy Datacom Supply Inc	158,873.47	109,568.25	49,305.22	31	34,003.71
	SW1004 TOTALS	Network Cable and Accessories	1,875,625.21	974,420.14			
*	SW1006	Cisco Systems Inc	6,897,059.83	3,188,259.83	3,708,799.99	48	1,533,370.88
*	SW1006	Extreme Networks Incorporated	1,942,088.00	760,205.74	1,181,882.26	56	460,328.65
*	SW1006	Hewlett Packard Enterprise Company	5,647,625.00	1,965,267.49	3,682,357.51	56	1,194,774.88
*	SW1006	Juniper Networks	6,151,305.42	3,352,568.35	2,798,737.07	32	1,171,459.53
*	SW1006	Palo Alto Networks Inc	1,147,299.00	870,003.46	277,295.54	19	208,699.70
	SW1006 TOTALS	Networking Products and Services	21,785,377.25	10,136,304.87			
*	SW1008	Pitney Bowes Inc	2,457,165.87	1,751,547.81	705,618.06	21	467,609.40
***	SW1008	Quadient Leasing USA Inc	795,073.45	795,073.45	-	23	182,866.89
	SW1008 TOTALS	Mailroom Equipment, Supplies, and Maintenance	3,252,239.32	2,546,621.26			
*	SW1010	Carahsoft Technology Corp	20,174,067.72	4,793,211.81	15,380,855.91	15	3,073,168.52
*	SW1010	SHI International Corp	2,490,506.86	2,295,818.35	194,688.51	2	151,796.43
	SW1010 TOTALS	Adobe Software & Services	22,664,574.58	7,089,030.16			
***	SW1011	Oracle America Inc	12,957,856.10	12,957,856.10	-	13	1,684,521.29
	SW1011 TOTALS	Oracle Database Software and Services and Hardware	12,957,856.10	12,957,856.10			
***	SW1012	AT&T Corporation	24,576,140.31	24,576,140.31	-	6	1,474,568.42
*	SW1012	Discount Cell Inc	282,859.35	30,675.67	252,183.68	26	10,610.74
***	SW1012	Sprint Solutions	9,740.62	9,740.62	-	20	1,948.12
*	SW1012	T-Mobile USA Inc	8,242,521.31	7,006,132.28	1,236,389.03	15	1,050,929.04
***	SW1012	Verizon Communications Inc	19,382,406.54	19,382,406.54	-	18	3,488,833.18
	SW1012 TOTALS	Wireless Services and Equipment	52,493,668.13	51,005,095.42			



	SW#	Supplier/Description	MSRP (\$)	Oklahoma Price \$	Savings (\$)	Average Discount (%)	Cost Avoidance (\$)
*	SW1013	Business Imaging Systems Inc	2,311,766.52	2,196,948.32	114,818.20	6	101,107.31
*	SW1013	DataBank IMX LLC	2,476,848.12	2,212,288.42	264,559.70	12	228,962.54
*	SW1013	Imagenet Consulting LLC	3,826,158.33	1,298,932.04	2,527,226.29	59	838,220.58
*	SW1013	R K Black Inc	26,145.85	25,832.46	313.39	13	293.38
**	SW1013	Standley Systems LLC	5,117,381.02	5,117,381.02	-	20	1,023,476.20
-	SW1013	Toshiba America Business Solutions Inc	6,925.57	6,925.57	-	-	-
	SW1013 TOTALS	Document Lifecycle Management	13,765,225.41	10,858,307.83			
***	SW1014	AT&T Corporation	15,190,210.00	15,190,210.00	-	6	911,412.60
***	SW1014	Cox Communications Inc	1,295,690.71	1,295,690.71	-	13	168,439.79
*	SW1014	GoTo Communications Inc	205,184.60	121,054.13	84,130.47	36	43,826.51
-	SW1014	Granite Telecommunications LLC	200,304.12	200,304.12	-	-	-
*	SW1014	USCOC of Greater Oklahoma LLC	50,864.46	44,277.21	6,587.25	14	5,540.23
*	SW1014	Presidio Holdings Inc	22,130,930.64	11,419,016.91	10,711,913.73	32	4,986,142.87
	SW1014 TOTALS	Telecommuncation Services and Equipment (2)	39,073,184.53	28,270,553.08			
*	SW1015	International Business Machines Corporation / IBM (DIR-TSO-3996)	10,453.20	10,432.99	20.21	0	20.17
	SW1015 TOTALS	Products, Maintenance, and Services	10,453.20	10,432.99			
*	SW1016	Environmental Systems Research Institute	22,200,514.00	1,307,280.03	20,893,311.66	14	810,317.87
	SW1016 TOTALS	ESRI Products, Maintenance, and Services - Environmental Systems Research Institute	22,200,514.00	1,307,280.03			
*	SW1018	Interoperability Bidco Inc	318,921.50	349,795.75	(30,874.25)	(3)	(33,961.68)
	SW1018 TOTALS	Interoperable Public Health Information Systems	318,921.50	349,795.75			
-	SW1019	NTT Data Inc	6,094,272.89	6,094,272.89	-	-	-
	SW1019 TOTALS	Desktop as a Service	6,094,272.89	6,094,272.89			



	SW#	Supplier/Description	MSRP (\$)	Oklahoma Price \$	Savings (\$)	Average Discount (%)	Cost Avoidance (\$)
**	SW1020	Apple Inc	19,177,734.63	19,177,734.63	-	-	-
*	SW1020	CDW LLC	188,530.35	169,184.34	19,346.01	9	16,466.03
*	SW1020	Dell Marketing LP	135,544,969.35	54,553,193.62	80,991,775.74	46	31,392,035.76
*	SW1020	Hewlett Packard Enterprise Company	1,608,966.00	621,039.15	987,926.85	28	327,145.02
*	SW1020	HP Inc	413,131.44	313,762.95	99,368.49	27	58,965.60
-	SW1020	Howard Technology Solutions	103,490.00	103,490.00	-	-	-
*	SW1020	Insight Public Sector Inc	1,499.00	1,446.54	52.46	3	50.62
*	SW1020	Lenovo United States Inc	787,348.11	453,075.67	334,272.44	33	142,330.53
*	SW1020	Lenovo Global Technology United States Inc	94,002.03	38,742.87	55,259.16	57	22,773.06
*	SW1020	Microsoft Corporation	87,828.50	78,386.59	9,602.70	13	8,261.06
*	SW1020	Panasonic	2,014,756.70	1,545,710.53	469,046.17	25	358,648.02
*	SW1020	Pure Storage	3,029,108.97	1,031,705.74	1,997,403.23	39	665,700.33
-	SW1020	SHI International Corp	318,763.94	318,763.94	-	-	-
*	SW1020	Turnkey Mobile Inc	75,821.20	52,239.00	23,582.20	27	15,961.84
***	SW1020	Transource Computers	69,042.97	69,042.97	-	8	5,523.44
	SW1020 TOTALS	Computer Equipment, Peripherals, & Related Services	163,514,993.19	78,527,518.54			
*	SW1021	Aspen Custom Electronics Inc	213,616.21	158,251.26	55,364.95	21	40,837.34
*	SW1021	All Media Integration LLC I	169.99	147.05	22.94	13	19.84
-	SW1021	AVL Systems Design LLC	21,068.20	21,068.20	-	-	-
*	SW1021	Cory's Audio Visual Services LLC	532,703.76	372,154.81	160,548.95	28	107,198.80
*	SW1021	CDW LLC	300,106.99	167,339.62	132,767.37	24	58,443.01
*	SW1021	Ford Audio-Video Systems LLC	1,289,289.36	1,065,811.05	223,478.31	16	174,836.57
*	SW1021	A&V Holdings Midco LLC	406,528.21	338,092.85	68,435.36	26	46,316.06
	SW1021 TOTALS	AV Equipment, Installation, and Maintenance	2,763,482.72	2,122,864.84			



	SW#	Supplier/Description	MSRP (\$)	Oklahoma Price \$	Savings (\$)	Average Discount (%)	Cost Avoidance (\$)
*	SW1022	Carahsoft Technology Corporation	45,404,236.27	20,361,458.54	25,042,777.73	29	7,751,764.42
-	SW1022	Wellsky Corporation	4,859,834.65	4,859,834.65	-	-	-
	SW1022 TOTALS	Cloud Services	50,264,070.92	25,221,293.19			
-	SW1023	Florida Virtual School	58,800.53	58,800.53	-	-	-
*	SW1023	Imagine Learning LLC	354,250.00	299,750.00	54,500.00	15	46,115.38
	SW1023 TOTALS	Online Course Curriculum for K-12 Education	413,050.53	358,550.53			
*	SW1026	Gartner Inc	907,280.83	907,280.83	-	-	-
***	SW1026	The Persimmon Group LLC	383,460.00	383,460.00	-	13	49,849.80
*	SW1026	Signal Tree Solutions LLC	17,450.00	17,450.00	-	-	-
	SW1026 TOTALS	IT Advisory Services (2)	1,308,190.83	1,308,190.83			
*	SW1028	Trapeze Software Group Inc	130,870.25	130,870.25	-	-	-
*	SW1028	Onward Fleet Solutions LLC	55,205.00	55,205.00	-	-	-
*	SW1028	GPS Insight LLC	45,308.21	45,308.21	-	-	-
*	SW1028	Geotab USA Inc	633,588.17	615,760.97	17,827.20	6	13,402.05
	SW1028 TOTALS	Fleet Tracking	864,971.63	847,144.43			
**	SW1030	RFIP Inc	2,625,431.90	2,625,431.90	-	18	472,577.74
*	SW1030	Sequoyah Communications Inc	906,658.00	829,210.00	77,448.00	9	70,814.08
*	SW1030	Telco Supply Company	7,735,605.54	7,279,847.23	455,758.31	6	418,959.23
	SW1030 TOTALS	Cable Installation and Relocation Services, Tower	11,267,695.44	10,734,489.13			
*	SW1031	USIC Holdings Inc	172,730.40	172,730.40	-	-	-
	SW1031 TOTALS	Cable/Fiber Locate Services	172,730.40	172,730.40			
*	SW1034	R K Black Inc	16,054.65	14,479.45	1,575.20	9	1,412.53
*	SW1034	Canon USA Inc	202,401.04	202,401.04	-	-	-
*	SW1034	HP Inc (Hewlett Packard)	8,394.08	7,608.92	785.16	38	485.99
***	SW1034	Konica Minolta Business Solutions USA Inc	470,709.57	470,709.57	-	18	84,727.72



	SW#	Supplier/Description	MSRP (\$)	Oklahoma Price \$	Savings (\$)	Average Discount (%)	Cost Avoidance (\$)
*	SW1034	Sharp Electronics Corporation	585,510.00	220,879.20	364,630.80	59	136,681.65
***	SW1034	Xerox Corporation	2,097,790.33	2,097,790.33	-	11	230,756.94
	SW1034 TOTALS	Managed Print Services	3,380,859.67	3,013,868.51			
*	SW1035	Remi Holdings LLC	814,468.52	594,562.02	219,906.50	27	160,531.74
	SW1035 TOTALS	Equipment Maintenance Services	814,468.52	594,562.02			
*	SW1037	RealMed Corporation	61,920.00	61,920.00	-	-	-
	SW1037 TOTALS	Medical Billing Services (Clearinghouse)	61,920.00	61,920.00			
*	SW1041	CDW LLC	107,156,300.38	6,020,872.85	101,135,427.53	39	4,165,810.06
*	SW1041	Insight Public Sector Inc	7,291,874.45	6,368,918.74	922,955.71	11	761,956.96
-	SW1041	NTT Data Americans Inc	2,968,344.00	2,968,344.00	-	-	-
*	SW1041	Presidio Holdings Inc	1,218,990.65	429,515.97	789,474.68	65	278,174.39
*	SW1041	Softchoice Corporation	118,789.30	53,838.17	64,951.13	39	27,427.07
*	SW1041	SHI International Corp	26,211,101.45	16,157,882.21	10,053,219.24	10	1,967,002.79
	SW1041 TOTALS		144,965,400.23	31,999,371.94			
*	SW1042	AT&T Corp Communications	658,440.00	658,440.00	-	-	-
*	SW1042	True Digital Security Inc	123,080.00	107,505.00	15,575.00	13	13,364.10
*	SW1042	CBIZ Risk & Advisory Services LLC	33,548.00	33,548.00	-	-	-
*	SW1042	Go Security Pro LLC	91,083.00	75,902.50	15,180.50	17	12,650.42
*	SW1042	True Digital Security Inc	1,322,081.43	1,089,485.50	232,595.93	16	185,278.96
	SW1042 TOTALS	Risk Assessment Services	2,228,232.43	1,964,881.00			
-	SW1043	IDEMIA Public Security	24,226.00	24,226.00	-	-	-
	SW1043 TOTALS	Livescan Fingerprint and mug shot capture Devices	24,226.00	24,226.00			
*	SW1044	Capsicum Group LLC	79,781.00	79,781.00	-	-	-
-	SW1044	Deloitte Transactions and Business Analy	717,528.74	717,528.74	-	-	-
	SW1044 TOTALS	eDiscovery	797,309.74	797,309.74			



	SW#	Supplier/Description	MSRP (\$)	Oklahoma Price \$	Savings (\$)	Average Discount (%)	Cost Avoidance (\$)
-	SW1046	West Publishing Corporation / Thomson-Reuters	640,530.40	640,530.40	-	-	-
*	SW1046	LexisNexis Risk Solutions	17,277.84	17,277.84	-	-	-
	SW1046 TOTALS	Online Legal Services	657,808.24	657,808.24			
*	SW1047	Global Knowledge Training	36,750.00	36,750.00	-	-	-
*	SW1047	United Training Commercial	8,065.00	3,817.28	4,247.72	53	2,010.47
	SW1047 TOTALS	Professional Development Software	44,815.00	40,567.28			
*	SW1048	Automation Integrated LLC	3,285,861.40	3,054,065.10	231,796.30	6	210,723.91
*	SW1049	Convergent Technologies LLC	5,484,510.32	3,786,506.07	1,698,004.25	30	1,149,695.10
*	SW1050	Digi Security Systems LLC	12,573,378.09	9,256,620.76	3,316,757.34	29	2,118,021.90
*	SW1051	Firetrol Protection Systems Inc	12,920,685.37	6,687,287.91	6,233,397.45	17	602,365.92
*	SW1052	Orion Security Solutions LLC	630,543.66	549,205.39	81,338.27	15	70,330.55
*	SW1053	Johnson Controls US Holdings LLC	907,184.25	789,759.75	117,424.50	13	102,108.26
	SW1048 TOTALS	Surveillance Equipment & Services	35,802,163.09	24,123,444.98			
***	SW1053	BK Technologies Inc	48,662.96	48,662.96	-	23	11,192.48
*	SW1053	JVC Kenwood USA Corporation (NASPO 00318)	1,671,047.96	1,302,086.03	368,961.93	26	258,273.35
*	SW1053	Motorola Solutions Inc	69,024,406.23	9,107,511.66	59,916,894.57	29	2,520,496.72
*	SW1053	Power Products Unlimited LLC	18,724.00	13,882.60	4,841.40	30	3,524.34
	SW1053 TOTALS	Public Safety Communication Equipment	70,762,841.15	10,472,143.25			
*	SW1056	Carahsoft Technology Corporation (DIR-TSO-4288)	3,657,734.89	2,883,438.18	774,296.71	5	594,506.13
***	SW1056	Qualtrics LLC	303,983.66	303,983.66	-	40	121,593.46
	SW1056 TOTALS	Software as a Service, Products and Related Services	3,961,718.55	3,187,421.84			



	SW#	Supplier/Description	MSRP (\$)	Oklahoma Price \$	Savings (\$)	Average Discount (%)	Cost Avoidance (\$)
*	SW1057	Axon Enterprise Inc	39,622,899.25	1,042,197.34	38,580,701.91	30	509,665.91
*	SW1057	WatchGuard Inc	4,298,594.13	137,901.55	4,160,692.58	68	103,383.90
	SW1057 TOTALS	Public Safety Video Systems	43,921,493.38	1,180,098.89			
*	SW1059	ACISS Systems Inc	425,338.79	425,338.79	-	-	-
	SW1059 TOTALS	Law Enforcement Information System Software (LEIS):	425,338.79	425,338.79			
*	SW1060	RespondAir UAS LLC	24,751.70	23,674.80	1,076.90	4	1,029.99
	SW1060 TOTALS	Unmanned Vehicles	24,751.70	23,674.80			
*	SW1063	Nanopac Inc	120,861.00	117,064.92	3,796.08	3	3,657.59
*	SW1063	NewView Oklahoma Inc	47,437.46	47,437.46	-	-	-
	SW1063 TOTALS	Accessibility Software & Related Services	168,298.46	164,502.38			
*	SW1066	Instructure Inc / Canvas	876,324.68	876,181.82	142.86	0	141.45
*	SW1066	Infinite Campus Inc	7,085.00	7,085.00	-	-	-
	SW1066 TOTALS	Learning Management System/Student Info System	883,409.68	883,266.82			
*	SW1067	Hoover Blanket Inc	66,645.00	66,645.00	-	-	-
*	SW1067	Ironclad Inc	550,473.47	550,473.47	-	-	-
	SW1067 TOTALS	Legal Case Management	617,118.47	617,118.47			
*	SW1072	Carolina Biological Supply Company	814,785.19	733,274.97	81,510.22	10	73,359.20
*	SW1072	Kaplan Early Learning Company	154,978.00	119,573.96	35,404.04	13	27,145.23
	SW1072 TOTALS	STEM Educational Tools	969,763.19	852,848.93			
-	SW1077	Granite Defense & Technologies LLC (DIR-CPO-4768)	73,105.91	73,105.91	-	-	-
	SW1077 TOTALS	Granite Defense	73,105.91	73,105.91			
*	SW1079	Softchoice Corporation	44,712,616.94	39,595,763.85	5,116,853.09	7	4,277,514.77
	SW1079 TOTALS	Microsoft Reseller	44,712,616.94	39,595,763.85			
*	SW1100	IDEMIA Public Security	927,348.25	927,348.25	-	-	-
	SW1100 TOTALS	Fingerprinting Services	927,348.25	927,348.25			
*	SW1110	Geosafe Inc	177,275.00	145,720.00	31,555.00	17	25,904.80
	SW1110 TOTALS	Mobile Dispatch Information Systems.	177,275.00	145,720.00			



	SW#	Supplier/Description	MSRP (\$)	Oklahoma Price \$	Savings (\$)	Average Discount (%)	Cost Avoidance (\$)
*	SW1112	Netsmart Technologies Inc	155,649.00	141,499.00	14,150.00	9	12,863.63
	SW1112 TOTALS	Electronic Health Records	155,649.00	141,499.00			
*	SW1114	TimeClock Plus LLC	476,256.09	476,256.09	-	-	-
	SW1114 TOTALS	Workforce Management Solutions (Software)	476,256.09	476,256.09			
*	SW1168	IGX Solutions Corp	135,961.65	135,961.65	-	-	-
	SW1168 TOTALS	Grants Management System	135,961.65	135,961.65			
*	SW1176	IDEMIA Public Security	911,460.00	911,460.00	-	-	-
	SW1176 TOTALS		911,460.00	911,460.00			
*	SW1177	Michael Baker International Inc	195,000.00	195,000.00	-	-	-
*	SW1177	Spatial Data Research Inc	159,535.00	159,535.00	-	-	-
*	SW1177	Surveying and Mapping LLC	268,520.37	268,520.37	-	-	-
	SW1177 TOTALS	Mobile Drivers Licenses	623,055.37	623,055.37			
*	SW1180	Thentia USA Inc	2,242,863.64	2,242,863.64	-	-	-
	SW1180 TOTALS	Thentia	2,242,863.64	2,242,863.64			
*	SW1181	Moetivations Inc	18,901.82	11,335.42	7,566.40	40	4,537.57
	SW1181 TOTALS	911 - Training Platform Learning Management System(LMS)	18,901.82	11,335.42			
	DIR TOTALS		3,741,294.00	2,966,977.08			
	FISCAL YEAR 2024 TOTALS		788,027,527.74	377,261,495.46	410,766,270.76	16	88,725,231.46
	COST AVOIDANCE TO SPEND RATIO FY 2024					24	

This information highlights multiple suppliers active on our IT statewide contracts. 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.

- No usage /no MSRP.

* MSRP provided by supplier.

** Average discount off provided by supplier.

*** Average discount taken from pricing; Multiple discount percentages across a contract.



STATE PURCHASING CARD

▶ EXECUTIVE SUMMARY

The objective of the state Purchase Card Program is to simplify and reduce paperwork necessary for state agency and political subdivision purchases by placing purchase cards in the hands of trained employees who actually utilize the goods and services necessary for official use of the state. Single transaction limits in FY 24 for most state agencies was \$5,000, with certain statutorily identified transactions within 74 O.S. § 85.5a.D. having no single transactional limit. Personal purchases are prohibited.

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

- Simplified and expedited purchasing processes.
- Reduced transaction times and transaction costs.
- Rebates are available to agencies who enroll in the P-card program.
- 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	116,398,485.07	2,916,034.48	138,858.78	2,777,175.69
State of Oklahoma	81,145,341.69	1,869,572.76	93,478.67	1,776,094.12

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.



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.

Oklahoma Department of Agriculture, Food and Forestry

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
US Postal Service	35,000.00	8,310.00	Right-sizing or changing the specs to reduce costs

OMES

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
OMNI OKC LLC	43,531.29	5,000.00	Negotiated by OCSW

District Attorneys Council

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Tulsa Commons Hospitality	93,595.59	-	Only bidder

Oklahoma State Department of Education

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Metro Technology Center	-	934.08	Other
Canadian Valley Tech Ctr	-	934.08	Other
Kiamichi Technology Center	-	934.08	Other
Metro Technology Center	-	1,868.16	Other
Metro Technology Center	-	934.08	Other
Canadian Valley Tech Ctr	-	1,868.16	Other
Autry Technology Center	-	934.08	Spend analysis by category, supplier and/or user
Complete Rehab LLC	82,000.00	82,000.00	Best value
Oklahoma Art Education Association	270.00	20.00	Other
Learning Forward	3,102.00	200.00	Other
National Center on Education and the Economy	120,000.00	120,000.00	Best value
The National Council of Teachers of English (NCTE)	540.00	80.00	Spend analysis by category, supplier and/or user
Indian Capital Technology Center	-	3,739.20	Spend analysis by category, supplier and/or user
Metro Technology Centers	-	934.08	Spend analysis by category, supplier and/or user



Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
School Health NASPO SW300	2,300.00	2,083.00	Spend analysis by category, supplier and/or user
Staples Advantage Inc	685.30	66.88	Spend analysis by category, supplier and/or user
Complete Books & Media	886.80	264.44	Spend analysis by category, supplier and/or user
Gary Duhon	98,800.00	1,200.00	Spend analysis by category, supplier and/or user
High Plains Technology Center	-	934.08	Best value
Eastern Oklahoma State College	-	934.08	Best value

Oklahoma Employment Security Commission

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Midway Trailers Inc.	346,000.00	980.00	Best value

State Auditor & Inspector

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
NJS Consulting LLC	37,778.40	6,221.60	Best value

Oklahoma State Bureau of Investigation

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Amazon	112.24	35.84	Best value
Office Depot	179.34	31.64	Best value
Fastenal	36.04	4.70	Best value
Amazon	870.03	243.42	Best value
Amazon	131.00	88.69	Best value
Amazon	322.96	76.36	Best value
Grainger	30.00	19.50	Best value
Office Depot	54.10	14.79	Best value
Amazon	148.00	17.00	Best value
Amazon	409.26	40.73	Best value
Amazon	50.91	5.47	Best value
Grainger	711.24	446.76	Best value
USIQ	13,221.00	572.78	Best value
Amazon	47.99	32.00	Best value
Dell	36,754.85	1,796.05	Best value
MSC	80.90	18.85	Best value
SHI	121,271.75	360.79	Best value
Amazon	515.30	7.60	Best value
SHI	107,020.00	8,420.00	Best value
Office Depot	1,439.67	611.65	Best value



Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Office Depot	142.41	37.44	Best value
Dell	2,756.91	19.46	Best value
Amazon	216.00	69.63	Best value
Amazon	229.64	7.38	Best value
Amazon	278.68	10.00	Best value
SHI	233.99	0.06	Best value
Grainger	64.78	46.06	Best value
Grainger	11.87	18.13	Best value
Grainger	412.56	304.44	Best value
SHI	4,046.23	4.41	Best value

Oklahoma Department of Transportation

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Geograph Industries Inc.	1,102,350.00	278,697.00	Best value
Gewalt Hamilton & Assoc.	550,000.00	419,606.00	Best value
Kimery Painting, Inc.	72,555.00	72,613.00	Best value
East Coast Ind Supply	36,995.00	7,749.93	Best value
Nutrien Ag Solutions, Inc.	81,180.00	13,332.00	Best value
Enriquez Consultant Inc.	73,920.00	55,440.00	Best value
Traffic Signals Inc.	49,750.00	35,250.00	Best value
Mill Creek Carpet & Tile	88,650.00	44,776.99	Best value
Interstate Highway Sign Corp	212,420.00	73,480.00	Best value

Oklahoma Juvenile Affairs

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Standley Machines	1,482.24	3,147.76	Right-sizing or changing the specs to reduce costs
CJJ Membership	5,700.00	300.00	Other
OBU - Career fair	75.00	25.00	Other
OMES	249,870.62	983.38	Other

Oklahoma Department of Labor

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Baseline Investments	65,760.00	22,000.00	Spend analysis by category, supplier, and/or user

Bureau of Narcotics & Dangerous Drugs

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
R2 CONSULTING LLC	38,007.48	29,088.72	Best value



Oklahoma Board of Nursing

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
0000279600-OKC HOTEL VENTURES LLC	33,561.32	-	Best value

Department of Public Safety

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
SAFEWARE INC	219,988.63	5,306.69	Best value
DH PACE CO INC	95,000.00	46,482.00	Best value
KUDRON CONCRETE CO	50,000.00	36,180.00	Best value

Oklahoma School of Science and Math

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Air Engineering	99,502.00	33,000.00	Best value
Streets LLC	5,715.00	12,800.00	Best value
Salas O'Brien	25,000.00	1,640.00	Other - negotiated from bid price

Oklahoma Corporation Commission

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
WARREN POWER & MACHINERY INC	570,616.00	114,123.20	Best value
GREAT PLAINS LLC	157,390.40	31,478.08	Best value
GREAT PLAINS LLC	83,736.28	16,747.26	Best value
UNITED FORD SOUTH LLC	136,905.00	27,381.00	Best value
UNITED FORD SOUTH LLC	181,952.00	36,390.40	Best value
SBC RHC F NORM LP	173,985.00	34,797.00	Best value
JOE COOPER CHEVROLET CADILLAC OF SHAWNEE	52,654.00	10,530.80	Best value
BIG TEX TRAILER WORLD INC	89,000.00	17,800.00	Best value
RUSH TRUCK CENTERS OF OKLAHOMA INC	155,251.43	31,050.29	Best value

Department of Corrections

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
Central Oklahoma Winnelson	56,124.00	9,286.11	Best value
Gregory M Shoop	105,611.83	11,284.83	Best value
Gregory M Shoop	67,974.78	11,769.61	Best value
Fitness Superstore	26,774.00	1,296.68	Best value



Oklahoma Department of Veterans Affairs

Supplier	Annual Spend (\$)	Savings (\$)	Best Practice Utilized
McKesson	335,060.00	107,005.98	Consolidating volume to increase leverage with supplier
James Supplies	18,380.00	25,880.00	Best value
James Supplies	18,361.50	16,389.00	Best value
Aladdin Temp-Rite	27,788.00	9,312.00	Best value
Multiple non-Title 61	941,585.49	6,785.49	Best value
MEDICAL TECHNOLOGY ASSOCIATES INC	13,650.00	1,250.00	Best value

FY 2024 Agency Reported Savings	Total Annual Spend (\$)	Total Savings (\$)
	7,526,571.03	1,967,191.91



AGENCY EMERGENCY DECLARATIONS

Pursuant to 74 O.S. § 85.41A, five state agencies declared emergencies during FY 2024. 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 (\$)
Oklahoma Military Department	4/30/24	Oklahoma National Guard Ardmore Readiness Center – Tornado damage	Quality Fence Co	90,454.67
	4/30/24	Oklahoma National Guard Ardmore Readiness Center – Tornado damage	Jackson Mechanical	570.00
Oklahoma Tourism & Recreation Department	7/12/23	Severe storm damage at Foss State Park – Tree and debris clean-up	Holman Tree Service	67,300.00
Oklahoma Department of Agriculture	3/7/24	Aerial wildfire detection due to increased fire activity and significant fire weather impacting Oklahoma	ARH Aviation	49,000.00
Oklahoma Department of Transportation	5/8/24	Severe weather damage across multiple locations	DHPACE Door Services Group	2,766.39
	5/8/24	Severe weather damage across multiple locations	AMPCO	5,239.65
	5/8/24	Severe weather damage across multiple locations	Harbor Freight	63.90
	5/8/24	Severe weather damage across multiple locations	DEF Recycling	25,320.00
Oklahoma Department of Rehabilitation	5/7/24	Emergency declared by OMES RAC on behalf of DRS for weather-related damages at the Oklahoma School for the Deaf	AGRI Products	2,448.00
	5/7/24	Emergency declared by OMES RAC on behalf of DRS for weather-related damages at the Oklahoma School for the Deaf	Convergint Tech	3,722.03
	5/7/24	Emergency declared by OMES RAC on behalf of DRS for weather-related damages at the Oklahoma School for the Deaf	Lowes	3,080.44
	5/7/24	Emergency declared by OMES RAC on behalf of DRS for weather-related damages at the Oklahoma School for the Deaf	Clear Creek Utility	8,755.00

