

### **BODY ARMOR (WSCA Contracts)**

I checked the pricing structure on our 5 contracts (Participating Addenda), and found that 4 out of 5 were priced at a percent off of the Manufacturer Suggested Retail Price, and that the average discount is 44% off. (The 5<sup>th</sup> contract doesn't follow the percent discount structure. And, we will most likely not renew that contract, not for that reason, but because there have been no sales on that contract.)

Also, I checked some pricing on the internet and compared to some items on the contracts, and here's what I found:

#### **Contract PADD1087 – Central Lake Armor Express**

Halo IIIA Armor

Contract Price: \$757

Price found on web: \$725

Quantum Armor

Contract Price: \$517

Price found on web: \$445

Seraph Armor

Contract Price: \$854

Price found on web: \$755

#### **Contract PADD1088 – Point Blank Enterprises**

Hi-Lite IIIA Armor

Contract Price: \$688

Price found on web: \$769

Vision AIIIA-1 Armor

Contract Price: \$728

Price found on web: \$959

#### **Contract PADD1089 – Safariland**

MN01 Armor

Contract Price: \$521

Price found on web: \$899

SM01 Armor

Contract Price: \$835

Price found on web: \$1069

#### **Contract PADD1090 – Survival Armor**

Falcon Lvl 3 Armor

Contract Price: \$835

Price found on web: \$859

Peacekeeper Lvl 3 Armor

Contract Price: \$791

Price found on web: \$1,249

So, the pricing from Central Lake Armor Express could be better, but, the other three WSCA contracts demonstrate better-than-market pricing, and, in some cases, significantly.

**DRUG TESTING KITS (NASPO Contract)**

I checked some pricing on the internet and compared to some items on contract PADD1065, and here's what I found:

**PADD1065 – Redwood Toxicology**

iCup 8 Panel

Contract Price: \$72

Price found on web: \$240

iCup 9 Panel

Contract Price: \$77

Price found on web: \$175

iCup 10 Panel

Contract Price: \$80

Price found on web: \$192

In all three cases, pricing on the NASPO contract is significantly better-than-market prices.

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