

Commodity	WSCA Discount	State Discount	Additional % Benefit from Using the WSCA Contracts
PC Contracts	21%	4%	17%
Nationwide Vehicle Rentals(1)	60%	0%	60%
Wireless Contracts	20%	0%	20%
Small Package Delivery	50%	0%	50%
Vehicle Lifts	29%	0%	29%
Office Furniture(2)	63-70%	40-50%	13-20%
Office Supplies(3)	8-75%	40-60%	15% plus
Facilities MRO	38%	0%	38%
Copiers	53%	25%	28%
Software	43%	5%	38%
Lab Supplies	31%	0%	31%

1-Alaska had tried multiple times to establish a nationwide vehicle contract without success simply because we didn't have the volume. With WSCA we are able to take advantage of aggregate volumes and associated pricing.

2-The Alaska contracts were specifically for add-on purchases in the event an agency just needed a few cubicles or related products. The WSCA contracts offer a full range of Systems furniture, filing solutions, seating, and desks/tables.

3-The Alaska contracts were a single percentage off the United Stationers or SP Richards catalog. The WSCA contracts are broken into 48 separate categories with category discounts ranging from 8-75% off. It appears that higher volume

In all cases, Alaska makes a comparison between existing state contract and the WSCA contract to ensure the contract provides additional costs savings. Alaska also has a tendency to execute PA's to all of the WSCA contracts to ensure that qualified political subdivisions have access to them even if the state does not intend to use the contract.