

Analysis By Thousands of Purchasing Agents Concludes: WSCA Contracts Offer Best Overall Value

Contract Lead - Contract Name	2012 Spend Vol. Cities	2012 Spend Vol. Counties	2012 Spend Vol. Higher Ed	2012 Spend Vol. Public Ed
NV - Wireless Communication & Equipment	\$8,907,586.00	\$4,271,898.00	\$8,407,571.00	\$3,254,998.00
MN - Computer Equip, Peripherals & Services	\$1,311,597.00	\$1,489,577.00	\$9,627,901.00	\$22,640,378.00
CA - Purchase Card Services	\$3,142,705.00	\$3,615,144.00	\$11,551,024.00	\$10,858,919.00
UT - Data Comm Equip & Associated OEM	\$71,794.00	\$262,616.00	\$38,356.00	\$1,122,781.00
NV - Facilities Maintenance, Repair & Operations	\$1,512,890.00	\$921,428.00	\$1,220,804.00	\$2,081,163.00
AZ - Software Value Added Resellers	\$458,959.00	\$676,489.00	\$316,636.00	\$360,608.00
OR - Office Supplies	\$401,508.00	\$1,129,604.00	\$630,370.00	\$389,697.00
UT - Small Package Delivery Service	\$410,835.00	\$69,676.00	\$769,323.00	\$37,325.00
NV - Copiers (multifunction) & Related Software	\$115,967.00	\$34,962.00	\$147,308.00	\$534,761.00
OR - Nationwide Vehicle Rental	Data Pending	Data Pending	Data Pending	Data Pending
CA - Auto Parts - Light Duty	\$393,298.00	\$5,304.00	\$50,003.00	\$109,462.00
CO - Body Armor	\$247,468.00	\$84,500.00	\$4,500.00	\$-
UT - Tires, Tubes and Services	\$75,982.00	\$18,642.00	\$8,916.00	\$22,954.00
UT - Walk-In Building Supplies	Data Pending	Data Pending	Data Pending	Data Pending
Total	\$ 17,050,589	\$ 12,579,840	\$ 32,772,712	\$ 41,413,046

The Table above shows the use of WSCA contracts by Cities, Counties, Institutions of Higher Ed and School Districts in the State of Utah. Each of these public entities are voluntary users of WSCA contracts. Meaning, each of these public entities has the ability to purchase the exact same goods and services they are buying from WSCA contracts from other purchasing cooperatives or they can issue their own RFPs for these goods and services.

Yet, each of these public entities voluntarily choose to purchase millions of dollars in goods and services each year from WSCA contracts. Why, because WSCA contracts offer exceptional pricing and the best overall value. Each of these public entities have fully trained purchasing agents on staff charged with obtaining the best overall value for the goods and services they purchase for their respective agencies and their analysis shows this is achieved through the use of WSCA contracts.

Over and over again, price comparisons and other analysis conducted by purchasing agents in hundreds of public entities across Utah conclude that WSCA contracts offer the best pricing and best overall value. Multiply Utah's experience by the dozens of states using WSCA contracts and it is easy to see that there are literally thousands of public procurement agents across the nation on a daily basis comparing and analyzing WSCA contract pricing and WSCA contract value. And on a daily basis, they conclude that WSCA contracts offer the best overall value. This fact stands as indisputable evidence that WSCA contracts offer public entities the best overall value.

Justification Matrix - State's Use of WSCA Contracts

Contracts Sorted by Utah's Spend Volume Reported March 20, 2013

Contract Lead - Contract Name	2012 Utah Spend Vol.	WSCA Improved Pricing	WSCA Contract Used by Most States	No Existing UT Contract UT Issued RFP	WSCA Benchmark Study
NV - Wireless Communication & Equipment	\$ 56,747,769		X		
MN - Computer Equip, Peripherals & Services	\$ 46,815,239		X		
CA - Purchase Card Services	\$ 36,473,305	X			
UT - Data Comm Equip & Associated OEM	\$ 11,104,899			X	
NV - Facilities Maintenance, Repair & Operations	\$ 9,675,954	X			
AZ - Software Value Added Resellers	\$ 4,391,278				
OR - Office Supplies	\$ 3,588,057	X			
UT - Small Package Delivery Service	\$ 1,804,340	X		X	
NV - Copiers (multifunction) & Related Software	\$ 928,928	X			
OR - Nationwide Vehicle Rental	\$ 790,659	X			
CA - Auto Parts - Light Duty	\$ 776,830				
CO - Body Armor	\$ 641,252	X			
UT - Tires, Tubes and Services	\$ 445,698	X		X	
UT - Walk-In Building Supplies	\$ 211,131	X		X	
UT - Officer Furniture	New Contract	X		X	X
UT - Public Cloud Hosting Services	New Contract/New Industry - No comparisons available			X	

WSCA contracts with historic usage so low by UT that the cost of conducting price comparisons cannot be justified

WA - Vehicle Lifts and Related Garage Equip	\$ 314,819				
NV - Fire Suppression Services	\$ 241,821				
WA - Police Radar, Lidar, Parts and Equip	\$ 226,595				
WA - Telephone Based Interpreter Services	\$ 214,715				
WA - Breast Pumps	\$ 164,349				
WA - Mobile Radios and Repeaters	\$ 159,270				
WA - Satellite Phones	\$ 157,800				
UT - Digital Print & Quick Copy Contract	\$ 93,351			X	
AZ - Mailing Equip, Supplies & Maintenance	\$ 50,508				
OK - Automated External Defibrillators	\$ 31,305				
UT - Background Screening Services	\$ 16,401	X		X	
AR - Drug Testing Kit	\$ -	X			

WSCA Improved Pricing: X indicates direct price comparison was conducted documenting that WSCA has better pricing than an existing state of Utah contract, contract(s) from other states, federal government contracts, or contract(s) from other purchasing cooperatives.

WSCA Contract Used by Most States: X indicates WSCA used by nearly every state (Computer 45 states, Wireless 39 states). With nearly every state using these contracts it is impossible to benchmark them as they have become the industry standard for good pricing and contract terms.

No Existing Utah Contract - Utah Issued RFP: X indicates that that State of Utah did not have a contract for the good/service and that Utah issued the RFP for the good/service for the State of Utah and for WSCA. Since Utah conducted these procurements, the pricing currently in place is Utah's pricing. In other words Utah could not achieve better pricing than the pricing they received in response to the RFP they issued. In fact, Utah could only receive worse pricing on its own without the spend volume of the other participating WSCA member states.

WSCA Benchmark Study: X indicates benchmarking comparison of price and contract terms conducted by WSCA. Going forward, WSCA will benchmark all of their significant contracts. The benchmarking study on the WSCA Office Furniture contract was conducted by KPMG and documented that the WSCA Office Furniture contract, "Is a strong, competitive contract, that clearly wins against the other states and cooperatives in many categories for both the minimum and maximum discounts."