

State Customers Saved \$630k+ Last Year



VIB Market Basket
October 2016 (SFY 2016 totals)

Item	#1 glove	#1 pen	#1 spice	#2 spice	College twin mattress	Hospitality queen mattress	Pillow	Fire extinguisher	Highway safety vest	Universal safety vest	Cotton mop	LED 2x4 troffer	Total
VIB	\$6.00	\$2.15	\$4.84	\$146.08	\$105.00	\$212.00	\$4.10	\$28.00	\$13.98	\$13.98	\$5.22	\$155.00	\$696.35
Market	\$10.99	\$5.99	\$20.25	\$257.20	\$199.99	\$297.00	\$4.98	\$48.50	\$19.00	\$19.00	\$10.00	\$205.75	\$1,098.65
Quantity	60,853	5,461	660	310	2,191	141	1,250	1,305	2,487	128	74	0	74,860
Spend	\$365,118	\$11,741	\$3,194	\$45,285	\$230,055	\$29,892	\$5,125	\$36,540	\$34,768	\$1,789	\$386	N/A	\$763,894
Market Cost	\$668,774	\$32,711	\$13,365	\$79,732	\$438,178	\$41,877	\$6,225	\$63,293	\$47,253	\$2,432	\$740	N/A	\$1,394,580
Savings %	45%	64%	76%	43%	47%	29%	18%	42%	26%	26%	48%	25%	37%
Savings \$	\$303,656	\$20,970	\$10,171	\$34,447	\$208,123	\$11,985	\$1,100	\$26,753	\$12,485	\$643	\$354	N/A	\$630,686

“VIB will only introduce a new mandatory product if it saves the Commonwealth money.”

Matt Koch, General Manager

