

VIB Market Basket September 2017

Item	Our price to state buyers	Competitor price for <u>comparable item</u>	qty sold (hide)	VIB State Buyer Total Cost in Average Year	Competitor total price in Average Year	VIB savings	Annual savings by using VIB
#1 selling pen	\$9.46	\$9.99	8919	\$84,373.74	\$89,100.81	5%	\$4,727
#1 selling exam glove	\$6.08	\$8.89	60853	\$369,986.24	\$540,983.17	32%	\$170,997
#1 selling spice	\$4.84	\$20.25	660	\$3,194.40	\$13,365.00	76%	\$10,171
#2 selling spice	\$155.38	\$257.50	282	\$43,817.16	\$72,615.00	40%	\$28,798
10lb fire extinguisher	\$38.00	\$63.83	439	\$16,682.00	\$28,021.37	40%	\$11,339
College twin mattress	\$105.00	\$199.99	1979	\$207,795.00	\$395,780.21	47%	\$187,985
Hospitality queen mattress	\$205.46	\$271.99	141	\$28,969.86	\$38,350.59	24%	\$9,381
Cotton mop (looped end)	\$11.05	\$13.46	74	\$817.70	\$996.04	18%	\$178

Safety vest - Universal	\$13.97	\$19.00	1248	\$17,434.56	\$23,712.00	26%	\$6,277
Safety vest - Adopt-a-Highway	\$13.98	\$19.00	2561	\$35,802.78	\$48,659.00	26%	\$12,856
LED 2x4 troffer	\$128.58	\$207.90	110	\$14,143.80	\$22,869.00	38%	\$8,725
Pillows	\$3.93	\$11.00	3591	\$14,112.63	\$39,501.00	64%	\$25,388
<i>Aggregate</i>	<i>\$695.73</i>	<i>\$1,102.80</i>		<i>\$837,129.87</i>	<i>\$1,313,953.19</i>	37%	<i>\$476,823</i>

Notes
Office Depot price for a box of one dozen permanent fine Sharpie black markers
Medium nitrile - examination glove - tested for use with chemotherapy drugs - Competitor Price is not for chemo rated gloves.; office depot price
<u>My Spice Sage</u> website price for a 16 oz. bottle of Italian seasoning. VIB sells this to the Virginia Distribution Center for use by Virginia Department of Corrections. ces web site. This is a special agreement product to keep price down for use of Corrections. This is a bulk item with no additional labor added.
This compares mypsicesage.com price of 25 lb. of black pepper to VIB price of the same. VIB bottles its own spices.
eVA contract price is \$48.50 w/o removal. Amazon price is \$63.83 w/o removal. Grainger price is \$90.35 w/o removal. VIB price is \$38.00 with a \$10.00 credit <u>with</u> free removal of old extinguishers so the net price to the buyer is \$28.00.
Sealy price. VIB partnered with a SWaM vendor to offer a package deal to the buyer with installation at \$115.
Sears price. Shipping charges averaged between single and multiple deliveries to VA State Parks.
Grainger price. This is good work for our lower skilled workers who are blind.

Uline price.

Uline price.

Grainger Online for a similar 38 watts 5,000 lumens fixture. Co-brand partner (once contract is signed), Philips Lighting, says prices range from \$165 to \$205 in market. They state that the VIB product is comparable to the higher end of range.

Grainger price. Low profit margin but good job for lower skilled workers who are blind or multiple-handicapped.

State Buyers can nearly cut their bill by a third while procuring these goods through the most convenient process possible (e.g. mandatory sourcing).