Wyoming State Library Eases the Financial Burden

The WSL’s Central Acquisitions Program reduces costs for participating Wyoming libraries

FY19 Central Acquisitions
Vendor discounts by the numbers

1. **BAKER & TAYLOR**
   - 2019 fees without discount: $303,310
   - 2019 fees after avg 40% discount: $181,986
   - Savings to program libraries: **$121,324**

2. **INGRAM**
   - 2019 fees without discount: $445,815
   - 2019 fees after avg 40% discount: $267,489
   - Savings to program libraries: **$178,326**

3. **FOLLETT**
   - 2019 fees without discount: $91,774
   - 2019 fees after avg 40% discount: $55,064
   - Savings to program libraries: **$36,710**

4. **OTHER VENDORS**
   - 2019 fees without discount: $960,437
   - 2019 fees after avg 15% discount: $816,372
   - Savings to program libraries: **$144,065**

2019

2019

Costs to the Wyoming State Library

- 1.4 FTE business & accounting office staff:
- Estimated equipment, postage, supplies:
  - Subtotal: **$110,262**

Costs to program participants

- Baker & Taylor:
  - Ingram 360 Fee:
  - Amazon Prime Fee:
  - Subtotal: **$7,859**

Program cost:

- Net ROI (savings): **$362,304**

Savings to program libraries: **$480,425**

*This number does not include savings to local library staff time, which otherwise would have been required to manage, process, and pay over 7,000 invoices in FY2019.

Information used to compile the FY19 acquisitions cost savings estimate was pulled from monthly PCA reports, annual vendor invoice reports, and acquisitions weekly balancing sheets.