# What Does $93K Get You these Days? Plenty.

by participating in the WSL’s Central Acquisitions Program, Wyoming libraries reap big rewards

## FY15 Central Acquisitions

**Vendor Discounts by the Numbers**

<table>
<thead>
<tr>
<th>Vendor</th>
<th>2015 Fees Without Discount</th>
<th>2015 Fees After Avg 40% Discount</th>
<th>Savings to Program Libraries</th>
</tr>
</thead>
<tbody>
<tr>
<td>BAKER &amp; TAYLOR</td>
<td>$936,471</td>
<td>$561,883</td>
<td>$374,588</td>
</tr>
<tr>
<td>INGRAM</td>
<td>$302,710</td>
<td>$181,626</td>
<td>$121,084</td>
</tr>
<tr>
<td>FOLLETT</td>
<td>$333,000</td>
<td>$199,826</td>
<td>$133,174</td>
</tr>
<tr>
<td>OTHER VENDORS</td>
<td>$662,152</td>
<td>$562,829</td>
<td>$99,323</td>
</tr>
</tbody>
</table>

**Savings to Program Libraries:** $728,169

## Costs to the State of Wyoming

- 1.4 FTE Business & Accounting Office Staff: $87,343
- Estimated Equipment, Postage, & Supplies: $6,000
- **Subtotal:** $93,348

## Costs to Program Participants

- Baker & Taylor: $28,615
- Ingram 360 Fee: $300
- Amazon Prime Fee: $99
- **Subtotal:** $30,014

**Program Cost:** $122,362

**Net ROI (Savings):** $605,807

*This number does not include savings to local library staff time, which otherwise would have been required to manage, process, and pay over 6,500 invoices in FY2015. Information used to compile the FY15 acquisitions cost savings estimate was pulled from monthly PCA reports, annual vendor invoice reports, and acquisitions weekly balancing sheets.*