

# 2016/17 Expenditure & Savings

## PREFERRED SUPPLIER PROGRAM & BUSINESS SERVICES



### Town of Cottesloe

This information is accurate as at : 18/09/2017

#### SUMMARY

<b>Total Benefits</b>	<b>\$96,380</b>
Savings from Preferred Supplier Program	\$79,033
LGIS Dividends (avail mid 2017)	\$17,348
Fuel Tax Rebate*	\$0
<b>Subscription Cost for 2016/17</b>	<b>\$17,277</b>

#### WALGA SUBSCRIPTIONS for 2016-17

Business Service	Subscriber	Business Service	Subscriber	Business Service	Subscriber
Council Connect	NO	Employee Relations	YES	Local Laws Service	YES
Councils Online	NO	Environment Planning Tool	NO	Local Government Act Guide	YES
Emergency Management	NO	Tax Service	YES	Procurement Services	NO
GAPP	NO				

#### PREFERRED SUPPLIER PROGRAM & BUSINESS SERVICES

#### 2015/16 Financial Year

#### 2016/17 Financial Year (Q4 figures yet to be finalised)

Preferred Supplier Arrangements	Savings Synopsis	Expenditure	Retail cost	Indicative Savings	Conservative Savings	Expenditure	Retail cost	Indicative Savings	Conservative Savings
Advertising and Media Services	Up to 25% below market rates	\$ 4,353	\$ 5,804	\$ 1,451	\$ 726	\$ -	\$ -	\$ -	\$ -
Agricultural & Turf Machinery & General Power Equipment	An average discount of 12% against market rates	\$ 45,255	\$ 51,426	\$ 6,171	\$ 3,086	\$ 11,991	\$ 13,626	\$ 1,635	\$ 818
Asset Management Consultancy Services	An average discount of 15% against market rates	\$ -	\$ -	\$ -	\$ -	\$ 9,472	\$ 11,143	\$ 1,671	\$ 836
Audit Services	Up to 10% discount against market rates	\$ 31,230	\$ 33,762	\$ 2,532	\$ 1,266	\$ 9,500	\$ 10,270	\$ 770	\$ 385
Building Consultants	Discounted hourly rates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bulk Fuel, Fuel Cards & Oils & Lubricant	Up to 50% below market prices	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Call Centre Management Services	Up to 30% below market rates	\$ 6,135	\$ 7,260	\$ 1,125	\$ 563	\$ 6,790	\$ 8,035	\$ 1,245	\$ 623
Contestable Energy	Up to 30% off retail prices	\$ 30,525	\$ 37,000	\$ 6,475	\$ 3,238	\$ 30,539	\$ 37,017	\$ 6,478	\$ 3,239
Corporate Wardrobe	An average discount of 25% against market rates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Debt Management	An average discount of 25% against market rates	\$ -	** Refer to note	\$ -	\$ -	\$ -	** Refer to Note	\$ -	\$ -
Engineering Consulting Services	An average discount of 22.5% against market rates	\$ -	\$ -	\$ -	\$ -	\$ 34,250	\$ 44,194	\$ 9,944	\$ 4,972
Environmental Consulting Services (NAM)	An average discount of 15% below market rates	\$ 34,935	\$ 41,100	\$ 6,165	\$ 3,083	\$ 75,708	\$ 89,068	\$ 13,360	\$ 6,680
Fuel Tax Rebates (Management Fees)	Recovery of revenue and discounted fee rate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

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\* The revenue recovered under the Fuel Tax Rebate Consultancy arrangement is found in the Total Benefits table.

\*\* A consistent discount rate is not attributed to the Debt Management arrangement. Each Supplier applies concessions dependent upon the nature and complexity of the debt recovery.

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## PREFERRED SUPPLIER PROGRAM & BUSINESS SERVICES



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### PREFERRED SUPPLIER PROGRAM & BUSINESS SERVICES

### 2015/16 Financial Year

### 2016/17 Financial Year

Preferred Supplier Arrangements	Savings Synopsis	Expenditure	Retail cost	Indicative Savings	Conservative Savings	Expenditure	Retail cost	Indicative Savings	Conservative Savings
General Hardware	An average discount of 10%	\$ 9,627	\$ 10,579	\$ 952	\$ 476	\$ 14,958	\$ 16,437	\$ 1,479	\$ 740
Heritage Advisory Services	An average discount of 12% against market rates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Household Hazardous Waste	Refer to Note	*** Refer to Note		\$ -	\$ -	*** Refer to Note		\$ -	\$ -
ICT and Related Services	Between 10% and 31% below market rates	\$ 127,517	\$ 150,020	\$ 22,503	\$ 11,252	\$ 113,250	\$ 133,236	\$ 19,985	\$ 9,993
Landscape Infrastructure	Between 5% and 20% below market rates	\$ 31,792	\$ 36,334	\$ 4,542	\$ 2,271	\$ 5,565	\$ 6,360	\$ 795	\$ 398
LED Luminaires	Up to 20% off retail, up to 10% off wholesale	\$ 575	\$ 657	\$ 82	\$ 41	\$ -	\$ -	\$ -	\$ -
Legal Services	Up to 50% below market rates	\$ 145,360	\$ 187,562	\$ 42,201	\$ 21,101	\$ 164,442	\$ 212,183	\$ 47,741	\$ 23,871
Library Services	Between 5% and 35% off services and hardware	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Library Stocks and Related Services	Between 10% and 35% below RRP	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Motor Vehicles	Various discounts over and above CUA	**** Refer to Note		\$ 1,000	\$ 1,000	**** Refer to Note		\$ -	\$ -
Office & Workplace Furniture & Fitout	An average discount of 20% against market rates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Office and Workplace Supplies	Up to 70% below market rates	\$ 28,317	\$ 47,195	\$ 18,878	\$ 9,439	\$ 21,316	\$ 35,527	\$ 14,211	\$ 7,105
Operating Lease and Finance Solutions	Procurement benefits, investment opportunities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Organic Composting Services	Between 3% and 40% below market rates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OSH Legal	Up to 20% below market rates	\$ -	\$ -	\$ -	\$ -	Now reporting under Legal Services			
Parking Infrastructure & Related Service	Up to 15% off market rates based on volume	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Plant Machinery Equipment	Up to 20% off market rates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Playground Goods and Services	Up to 20% of market rates	\$ 9,473	\$ 11,144	\$ 1,672	\$ 836	\$ -	\$ -	\$ -	\$ -

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\*\*\* 'Savings' are defined as the provision of funding from the Waste Authority through the Waste Avoidance & Resource Recovery Account, to assist with the collection, storage and disposal of Household Hazardous Waste.

\*\*\*\* Motor Vehicles figures represent savings realised by utilising the WALGA agreement that leverages the State Government CUA (CUA37804 Motor Vehicles - Acquisition of Passenger and Light Commercial Vehicles), providing additional savings on top of the CUA framework. Amendments have been made to 2015-16 indicative savings after further supplier reporting became available.

# 2016/17 Expenditure & Savings

## PREFERRED SUPPLIER PROGRAM & BUSINESS SERVICES



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### PREFERRED SUPPLIER PROGRAM & BUSINESS SERVICES

### 2015/16 Financial Year

### 2016/17 Financial Year

Preferred Supplier Arrangements	Savings Synopsis	Expenditure	Retail cost	Indicative Savings	Conservative Savings	Expenditure	Retail cost	Indicative Savings	Conservative Savings
Road Building Materials Related Services	Up to 16% savings plus mobilisation benefits	\$ 394	\$ 440	\$ 46	\$ 23	\$ 3,834	\$ 4,284	\$ 450	\$ 225
Security Systems and Services	Between 8% and 20% off services and hardware	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Signs & Related Equipment	An average discount of 15% below market rates	\$ 7,545	\$ 8,877	\$ 1,332	\$ 666	\$ 12,555	\$ 14,771	\$ 2,216	\$ 1,108
Software Applications	Up to 60% below market rates	\$ 22,304	\$ 27,035	\$ 4,731	\$ 2,366	\$ 19,127	\$ 23,184	\$ 4,057	\$ 2,029
Sustainable Energy Infrastructure	Between 2% and 40% off parts and hardware	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sweeping Equipment (Specialised Trucks and Bodies)	An average discount of 10% against market rates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Telecommunication Services	Up to 70% below market rates	\$ 24,569	\$ 61,423	\$ 36,854	\$ 18,427	\$ 17,674	\$ 44,185	\$ 26,511	\$ 13,256
Temporary Personnel Services	An average discount of 20% against market rates	\$ 7,865	\$ 9,253	\$ 1,388	\$ 694	\$ 31,258	\$ 36,774	\$ 5,516	\$ 2,758
Town Planning & Related Services	Discounted hourly rates	\$ 128,851	\$ 135,633	\$ 6,782	\$ 3,391	\$ -	\$ -	\$ -	\$ -
Trucks	Up to 30% below market rates	\$ 35,837	\$ 46,542	\$ 10,705	\$ 5,352	\$ -	\$ -	\$ -	\$ -
Tyres, Tubes & Automotive and Marine Bat	Up to 42% for tyres and 60% for batteries	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Used Oil	An average discount of 20% against market rates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Waste, Recycling & MGB's	Up to 20% off Collection, up to 32% off MGB's	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Workwear and Personal Protective Equipment (PPE)	An average discount of 25% against market rates	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>		<b>\$ 732,462</b>	<b>\$ 909,049</b>	<b>\$ 177,587</b>	<b>\$ 89,293</b>	<b>\$ 582,228</b>	<b>\$ 740,294</b>	<b>\$ 158,065</b>	<b>\$ 79,033</b>

#### Assumptions, Notes and Buyers Tips

1. The applied savings rates are determined during evaluation stage of the Request. A Preferred Supplier agrees to provide a discount rate over normal market prices and exclusively to WALGA Members.
2. Pricing and discounts may vary between Preferred Suppliers on the same Arrangement.
3. 'Expenditure' is the discounted price WALGA Members have paid to Preferred Suppliers throughout the financial year.
4. 'Retail cost' represents the estimated price non-WALGA Members can expect to pay without the contractually-agreed Preferred Supplier discount rate.
5. 'Conservative Savings' represents a 50% reduction in the 'Indicative Savings' amount representing a fair and reasonable figure in recognition that members can obtain discounts in their own right.
6. Household Hazardous Waste and Motor Vehicle Special Offers savings are represented in both indicative and conservative savings columns as the figure is directly attributable to a reduction in a WALGA Member's expenditure.
7. Savings are additional to efficiency savings generated by the reduction in tender administration costs and streamlined quotation processes.
8. Preferred Supplier pricing (where available) can be obtained as commercial in confidence information by logging into eQuotes ([www.vendorpanel.com.au](http://www.vendorpanel.com.au)).
9. Preferred Supplier Arrangement pricing is based on sector-wide expenditure and all Preferred Suppliers are contractually required to provide their best rates exclusively through the WALGA Arrangements.
10. WALGA members can use the tender exempt nature of Preferred Supplier Arrangements to negotiate optimal 'value for money' outcomes.

# 2016/17 Expenditure & Savings

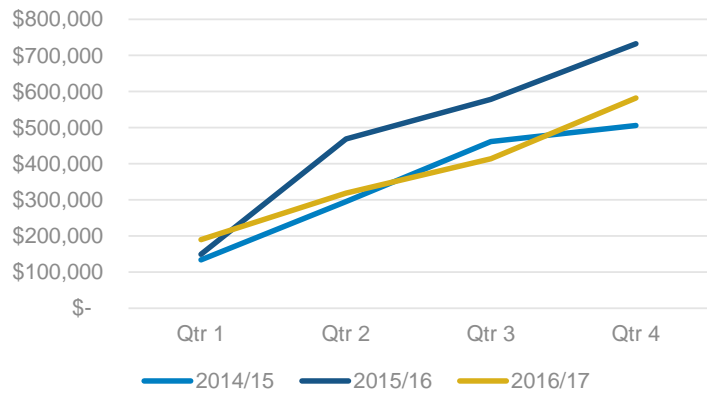
PREFERRED SUPPLIER PROGRAM & BUSINESS SERVICES



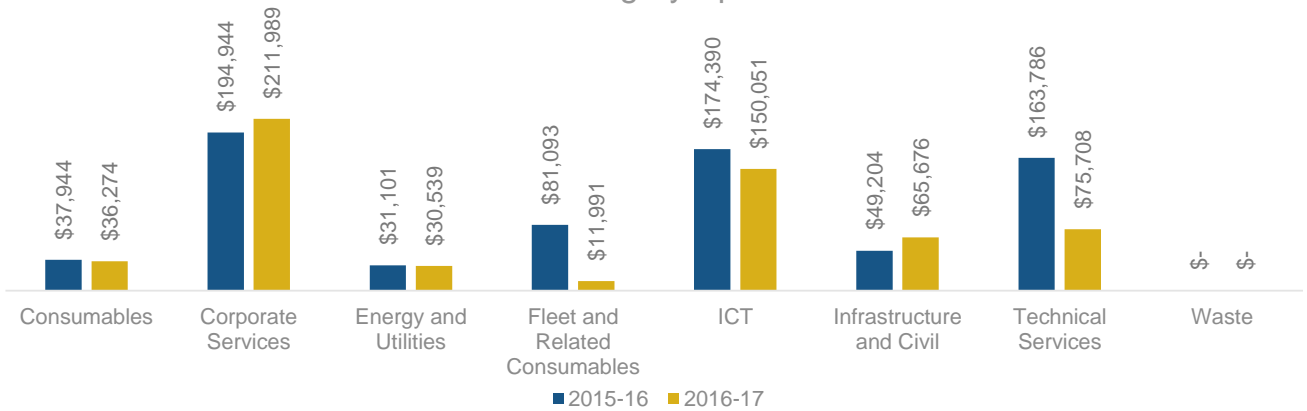
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Annual Spend on PSP



Category Spend



eQuotes Usage



Top Suppliers for 2016/17

