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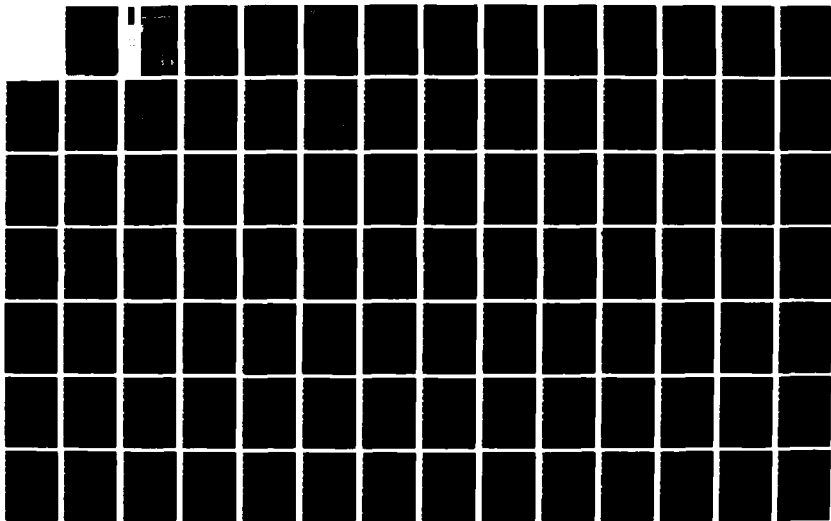
ANALYSIS OF ANNUAL BUYS(U) DEFENSE LOGISTICS AGENCY
ALEXANDRIA VA OPERATIONS RESEARCH AND ECONOMIC ANALY
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ANALYSIS OF ANNUAL BUYS



Operations Research and Economic Analysis Office

AUGUST 1986

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→ This study evaluated the effects of implementing a minimum annual buy policy at Defense Logistics Agency (DLA) hardware supply centers. A computer model was developed to analyze changes in on-hand inventory, contracting workload, storage requirements, safety levels, and funds utilization due to increased procurement cycles. The study shows that the main benefit of an annual buy policy is savings from increased quantity price breaks rather than savings in contracting workload as previously expected. The major costs of the policy appear to be not only increased inventory, but also significantly increased storage requirements. <i>Keywords: replenishment type; computer; data; statistical; charts; tables; etc.; paymark</i>					
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Analysis of Annual Buys

August 1986

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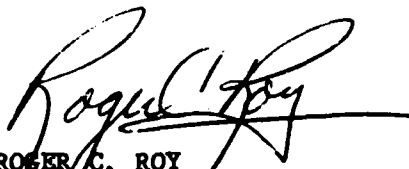
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FOREWORD

This study evaluates the effects of implementing a minimum annual buy policy at DLA hardware supply centers. A computer model was developed to analyze changes in on-hand inventory, contracting workload, storage requirements, safety levels, and funds utilization due to increased procurement cycles. Additionally, savings from increased order quantity price breaks are projected. The study shows that the main benefit of an annual buy policy is savings from increased quantity price breaks rather than savings in contracting workload as previously expected. The major costs of the policy appear to be not only increased inventory but also significantly increased storage requirements.


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I. INTRODUCTION

The Defense Logistics Agency Directorate of Supply Operations (DLA-O) embarked upon a policy of annual buys of replenishment type items which are bought more frequently than once each year. Although such a policy decision would reasonably be expected to decrease contracting workload in the Defense Supply Centers, DLA-O requested that DLA Operations Research and Economic Analysis Office (DLA-LO) perform an analysis to quantify the impact on contracting workload.

The scope of the project also includes evaluating changes in variable safety levels, funds commitment / obligation / spending timing, on hand assets, and storage requirements. The effects of quantity discounts (or increases) was also examined.

II. METHODOLOGY

A. General. The first step in the analysis was to identify and evaluate candidate items for suitability to a minimum annual buy policy. Once identified, the items were then processed to test the differences between current and proposed contracting policies. For purposes of this model, only items managed by the four DLA hardware centers, DCSC, DESC, DGSC, and DISC, were examined.

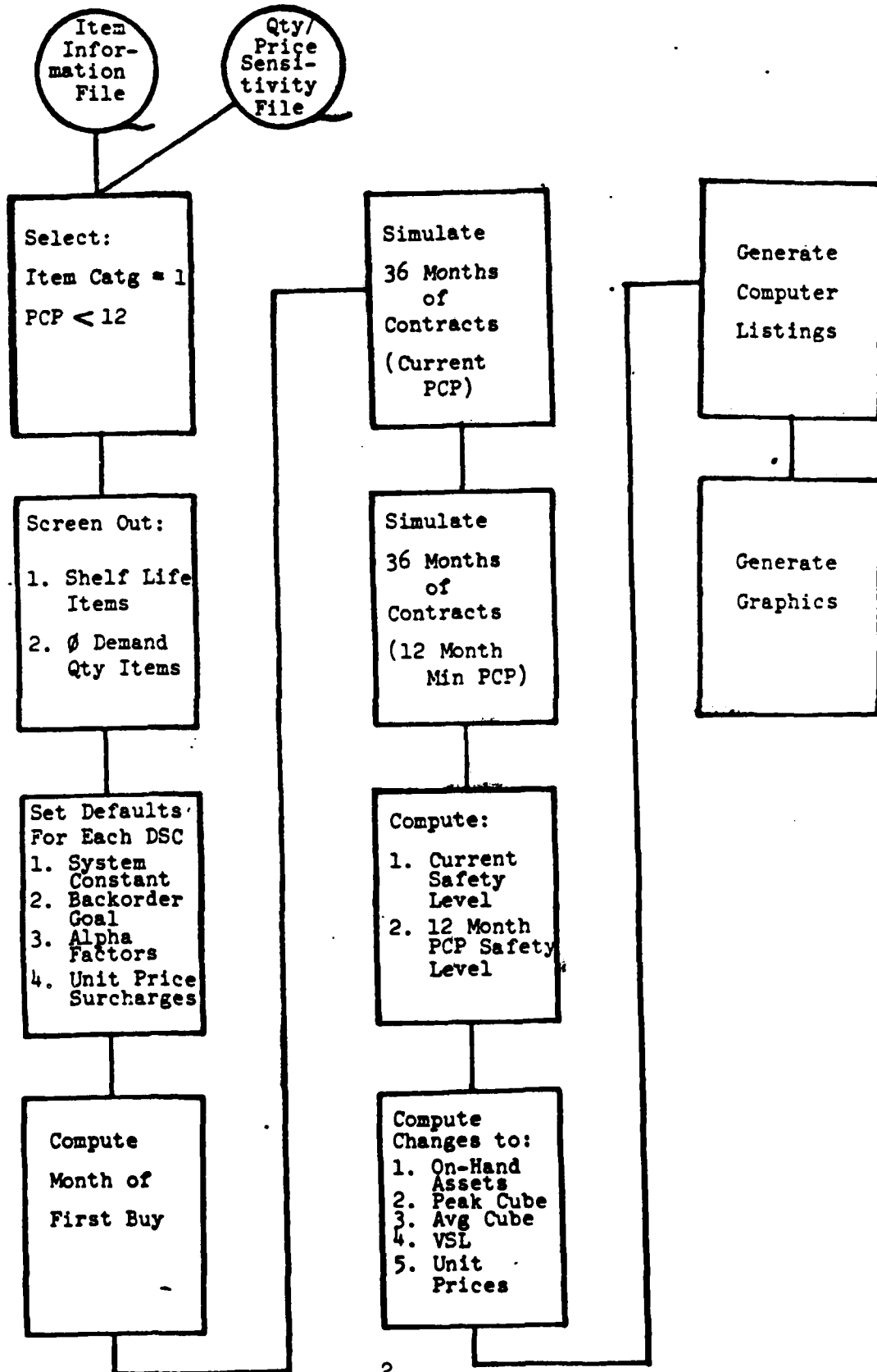
B. Annual Buy Computer Model

A computer model was developed to identify replenishment items procured more than once each year. Candidate items were screened for suitability for an annual buy policy based upon shelf life and demand considerations to limit the possibility of buying long supply stocks.

On an item by item basis, the annual buy model then computed the month in which the item would next be procured. After computing both a current system order quantity based upon the original procurement cycle and a new order quantity based upon a 12 month minimum procurement cycle, the model generated 36 months of contracting activity on each item. Statistics were kept on the time and size of each buy. Total dollar value information was compiled on the two scenarios using administrative lead time and production lead time to chart the timing and amount of funds commitment, obligation, and spending. The model assumes constant demand and contracting patterns.

Additionally, a new variable safety level was computed based upon changes to the procurement cycle, administrative lead time, and order quantity. Summary statistics are gathered for changes in average assets, cube, and safety level. Figure 1 shows a very basic flowchart of the annual buy model logic.

Figure 1. ANNUAL BUY MODEL BASIC LOGIC FLOW



C. Alternatives. The model was run under several demand based scenarios to determine cost and workload changes; a baseline run changing all candidates with at least one demand per year to 12 months minimum procurement cycles and five other scenarios eliminating items with fewer than 10, 20, 30, 40, and 50 demands per year, respectively. Table 1 and Figure 2 show the numbers of candidate items considered in these differing demand based scenarios.

III. ANALYSIS

A. Changes to Contracting Workload

1. General. Workload in the contracting area can be affected by a change in procurement cycle period in several ways. Foremost, the overall number of contracts issued should decline. The number of manhours required to award contracts should change, as well. Administrative lead time could also be expected to change to compensate for the increased dollar value of the contracts.

2. Number of Contracts Issued. A substantial decrease in the number of contracts awarded per year is a logical conclusion of an annual buy policy. Since the model assumes constant demand, an item which currently is procured every 3 months has a potential to save three buys per year under the proposed minimum annual buy policy. The model calculates the month of the next buy based upon on-hand assets and reorder points for each item and compares the number of buys generated under the differing alternative scenarios. Table 2 shows the overall number of contracts saved during the first two years of the policy change under each alternative scenario. Appendices A thru E detail the changes stratified by dollar value for each of the hardware centers.

3. Manhour Requirements

Consider an item bought 4 times each year with a dollar value of \$28,000 each time. By procuring this item only once, the manhours which would have been expended on three of the four buys could be avoided.

Contracts of differing dollar values often require differing numbers of manhours. The DLA standard for awarding large purchase buys is 5.6 manhours while the standard for awarding small non-automated purchases is about 1.2 manhours. Because of the higher dollar value associated with the contracts for the identified candidate items, the model assumes that no buys will be automated. Of special note in this area is that 1 buy of over \$25,000 (large purchase) can require more manhours than several buys of under \$25,000 (small purchase). This is due to the fact that large purchase buys require more steps to become eligible for award including solicitation, small business consideration, pre-award survey, printing, and various other administrative actions which separate large from small purchases. Therefore, simply consolidating contracts may save in the total number of buys generated but not necessarily in the number of hours required to award.

Table 1

NUMBER OF ITEMS CONSIDERED
(WITH REASONS FOR EXCLUSION)

NUMBER OF ITEMS	DCSC	DESC	DGSC	DISC	TOTAL
TOTAL ITEM POPULATION	533,053	1,000,415	294,716	919,500	2,747,684
STOCKED, PCP<12	46,514	50,097	22,536	44,324	163,471
REASONS FOR EXCLUSION:					
QFD<0	43	14	20	142	219
SHELFLIFE ITEM	35	39	2,350	52	2,476
INVALID PCP	91	316	84	503	994
ADQ = 0	4,734	6,211	2,454	11,051	24,450
TOTAL CONSIDERED					
DEMANDS > 1	41,611	43,517	17,628	32,576	135,332
DEMANDS > 10	32,219	33,353	13,269	24,825	103,666
DEMANDS > 20	22,791	22,996	9,559	19,495	74,841
DEMANDS > 30	17,086	16,849	7,227	15,925	57,087
DEMANDS > 40	13,537	12,944	5,723	13,223	45,427
DEMANDS > 50	11,101	10,455	4,704	11,333	37,593

NOTES:

PCP = PROCUREMENT CYCLE PERIOD

ADQ = ANNUAL DEMAND QUANTITY

QFD = QUARTERLY FORECASTED DEMAND

Figure 2

CANDIDATES CONSIDERED (BY DEFENSE SUPPLY CENTER)

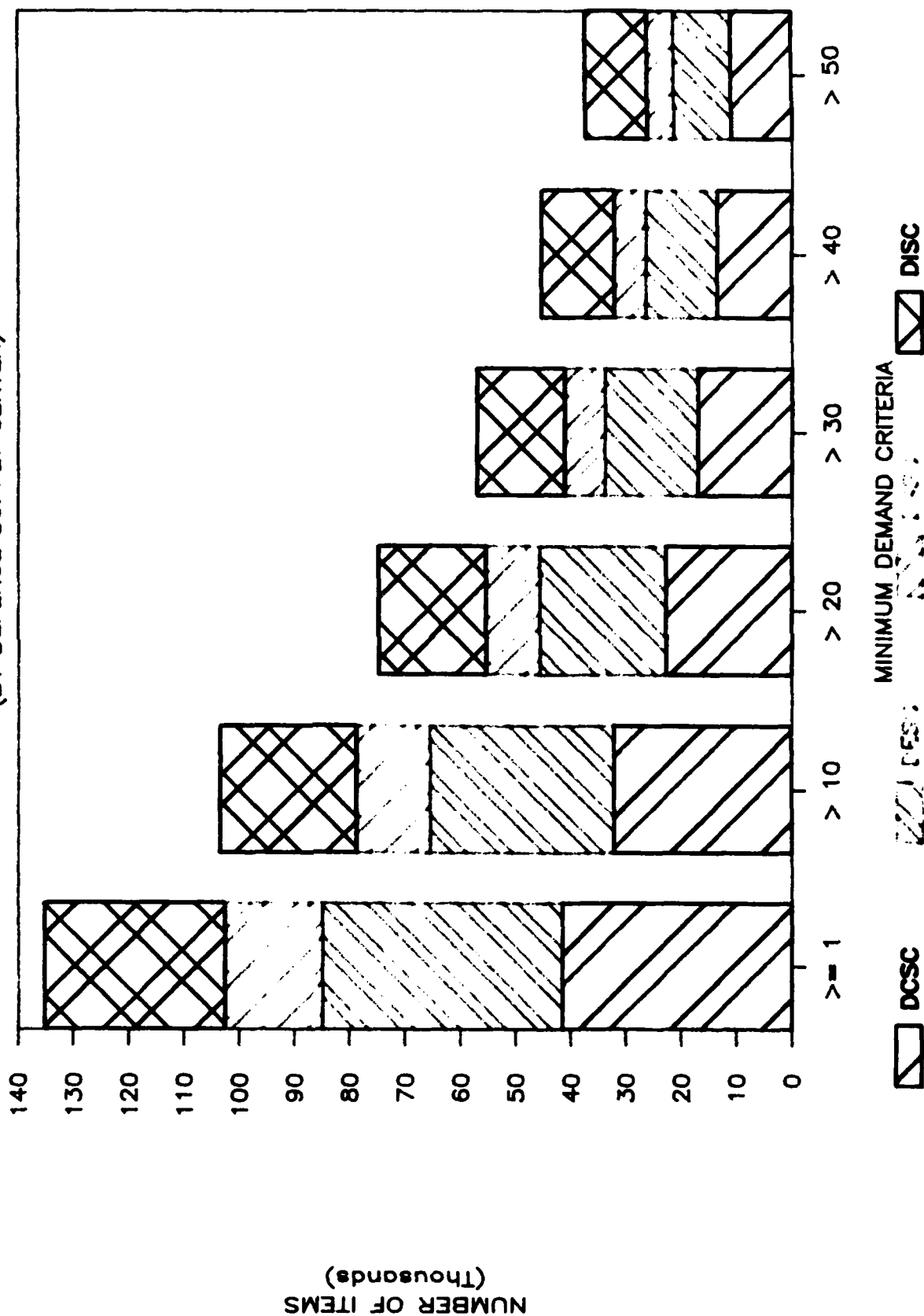


Table 2

PROJECTED DECREASE IN ANNUAL NUMBER OF CONTRACTS(BY DEFENSE SUPPLY CENTER)

SCENARIO ALTERNATIVES	DCSC	DESC	DGSC	DISC	TOTAL
ADF > 1	37,945	25,667	14,306	25,185	103,103
ADF > 10	31,425	20,389	11,474	18,117	81,405
ADF > 20	25,117	15,639	8,959	15,188	64,903
ADF > 30	20,501	12,420	7,167	13,133	53,221
ADF > 40	17,180	10,228	5,863	11,461	44,732
ADF > 50	14,759	8,660	5,013	10,158	38,590

ADF = ANNUAL DEMAND FREQUENCY

Appendices A thru E show the detailed impacts on number of buys and total manhour expenditures for each of the six scenarios by Defense Supply Center. It is important to note that the numbers shown in the Appendices represent the difference between current policy and the minimum annual buy policy. Figure 3 displays graphically the impact on cumulative contracting workload for each scenario for all hardware supply centers. Detailed impacts for individual hardware centers are shown in Appendix F. The data shows that an initial increase in workload is felt due to an increase in the number of large purchases, but manhour savings are realized within the first year even when considering the possibility of migration from small to large purchase. Over the three year window studied, a savings of only about 50 staff years could be expected for the hardware supply centers even in the global change scenario.

4. Administrative Lead Time. As mentioned above, contracts of higher dollar value often take longer to award. Administrative lead time seems to be affected significantly on contracts which migrate from small purchase (under \$25,000) to large purchase (over \$25,000). Contracts which remain in each of these categories tend to require the same amount of administrative time to award. The model adds thirty days to the administrative lead time of items which migrate from small to large purchase. The impact on the items which migrate tends to add 35% to the total administrative lead time. Seven percent of the total items considered are affected by this change.

B. Time Phasing of Funds Commitment, Obligation, and Spending

As mentioned earlier, the annual buy model computes the month in which each item will next be procured. This is done by considering the on hand assets, the due in quantity, demand quantities, and reorder points for each item. The model then generates a buy for the item, adds the administrative lead time to determine when the funds are obligated, and then adds the production lead time to determine the time the funds are actually spent. Figure 4 is an example of how funds are actually time phased and is for the global change scenario.

By measuring the difference between values for current procurement cycles versus projections for 12 month minimum procurement cycles a cumulative cost chart can be built for each scenario. Figures 5 thru 7 show the cumulative difference in outlays for funds commitment, obligation, and spending respectively. This difference represents an estimate of the amount of capital required to adopt a given scenario. These values represent the actual dollar value of the procurement and do not include surcharges.

The model factors in a change in administrative lead time when a buy migrates from a small to a large purchase to account for the extra time required to award as discussed above. For purposes of this model, a constant 30 days was added to the lead time for these candidate items. This constant represents an average of added time for such things as solicitation, small business consideration, pre-award surveys, clause checks, and various other administrative functions.

Figure 3

CONTRACTING WORKLOAD SHIFTS

(ALL CENTERS - 12 MONTH PCP MIN)

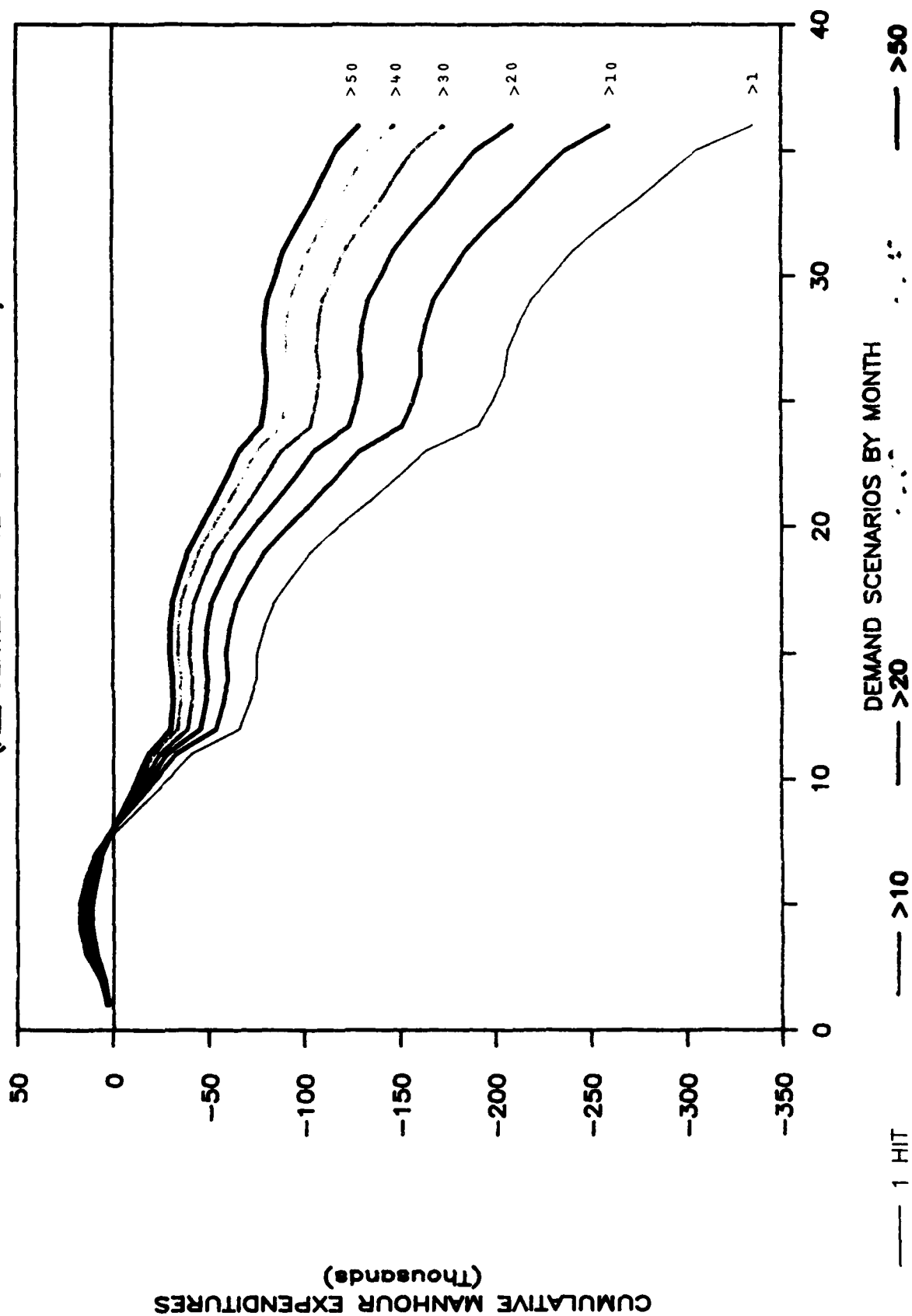


Figure 4

TIME PHASING OF FUNDS UTILIZATION

(NET CUM DIFFERENCE - ALL CENTERS)

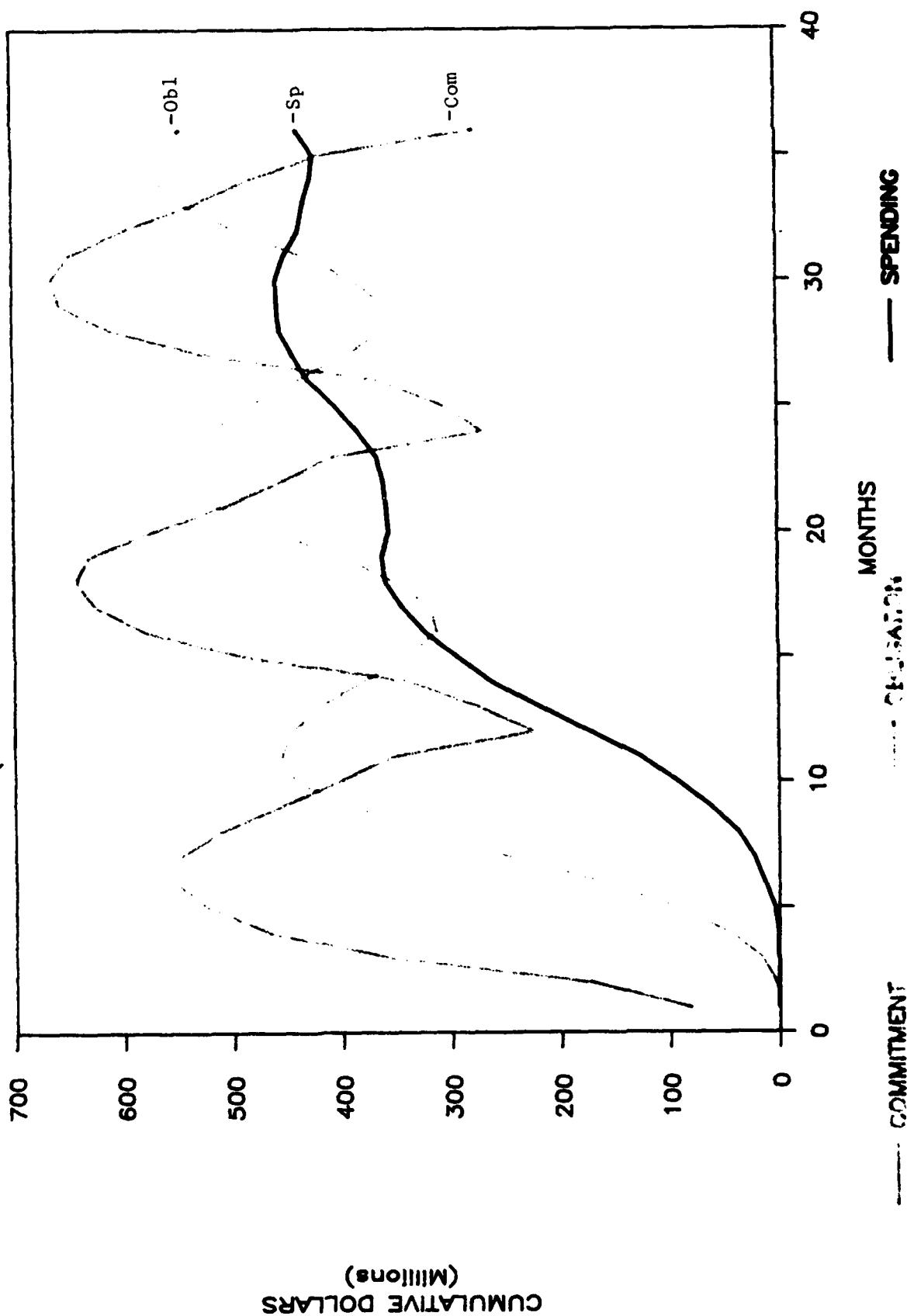


Figure 5

NET CHANGE IN CUMULATIVE COMMITMENTS

(ALL CENTERS - 12 MONTH PCP MIN)

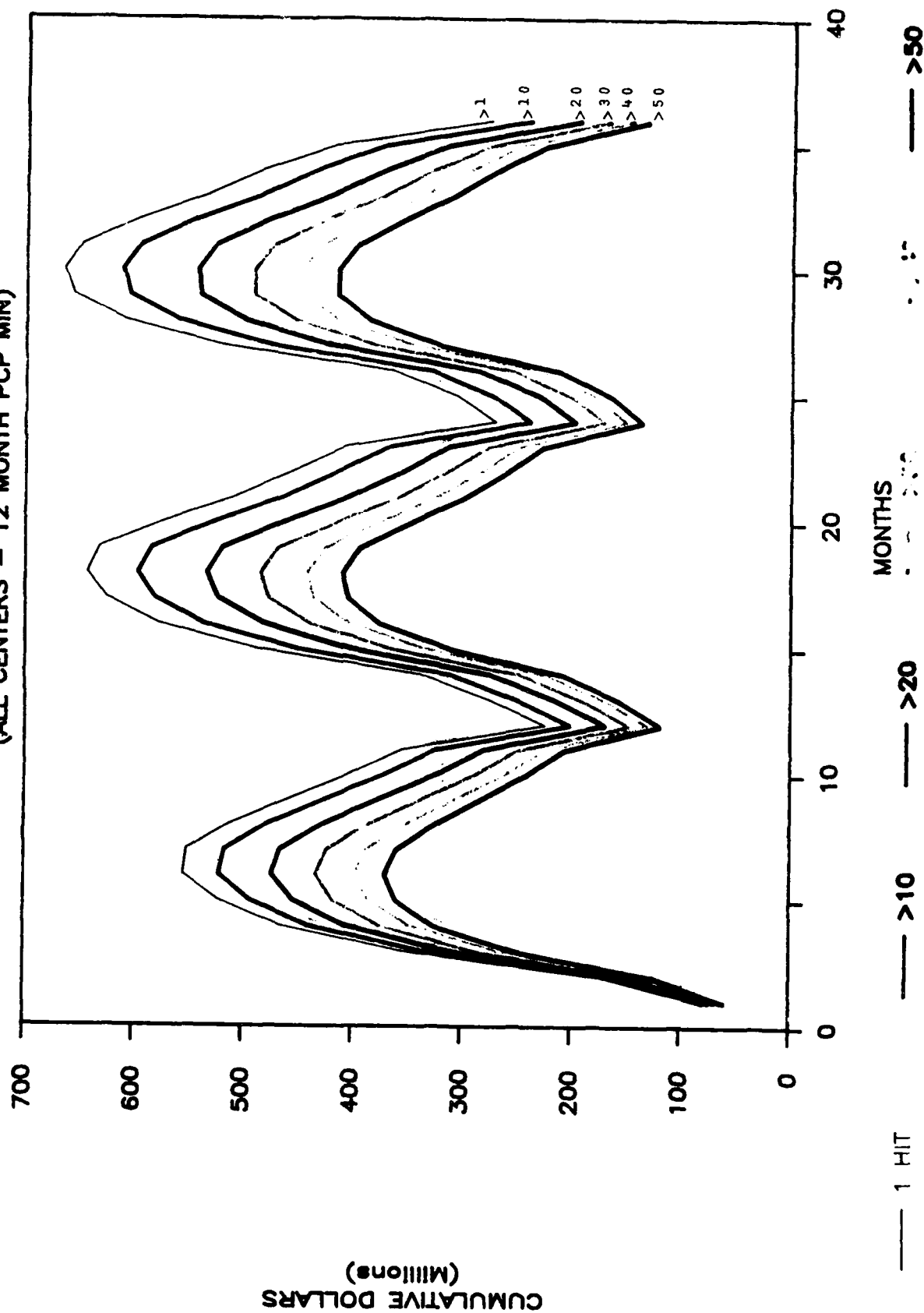


Figure 6

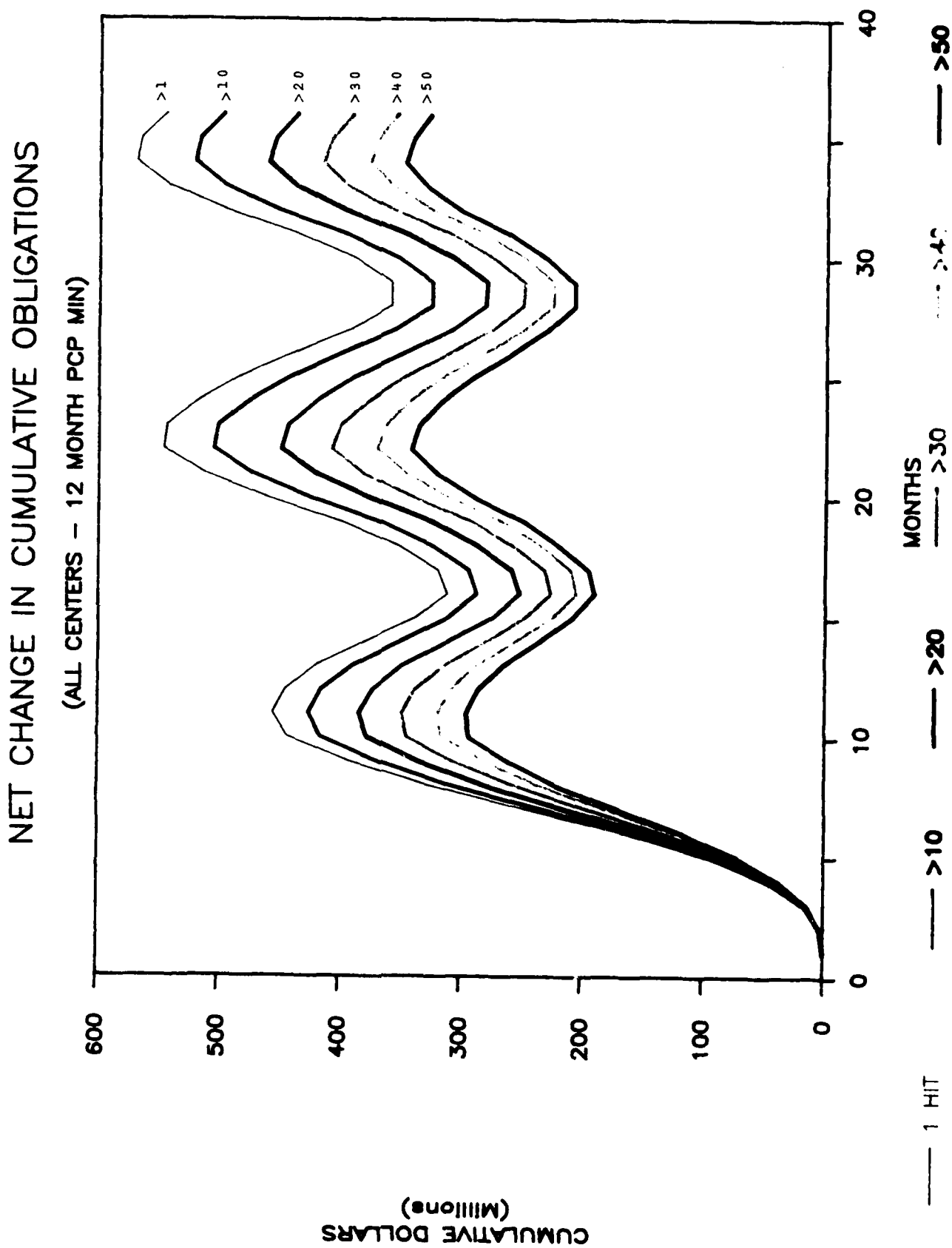
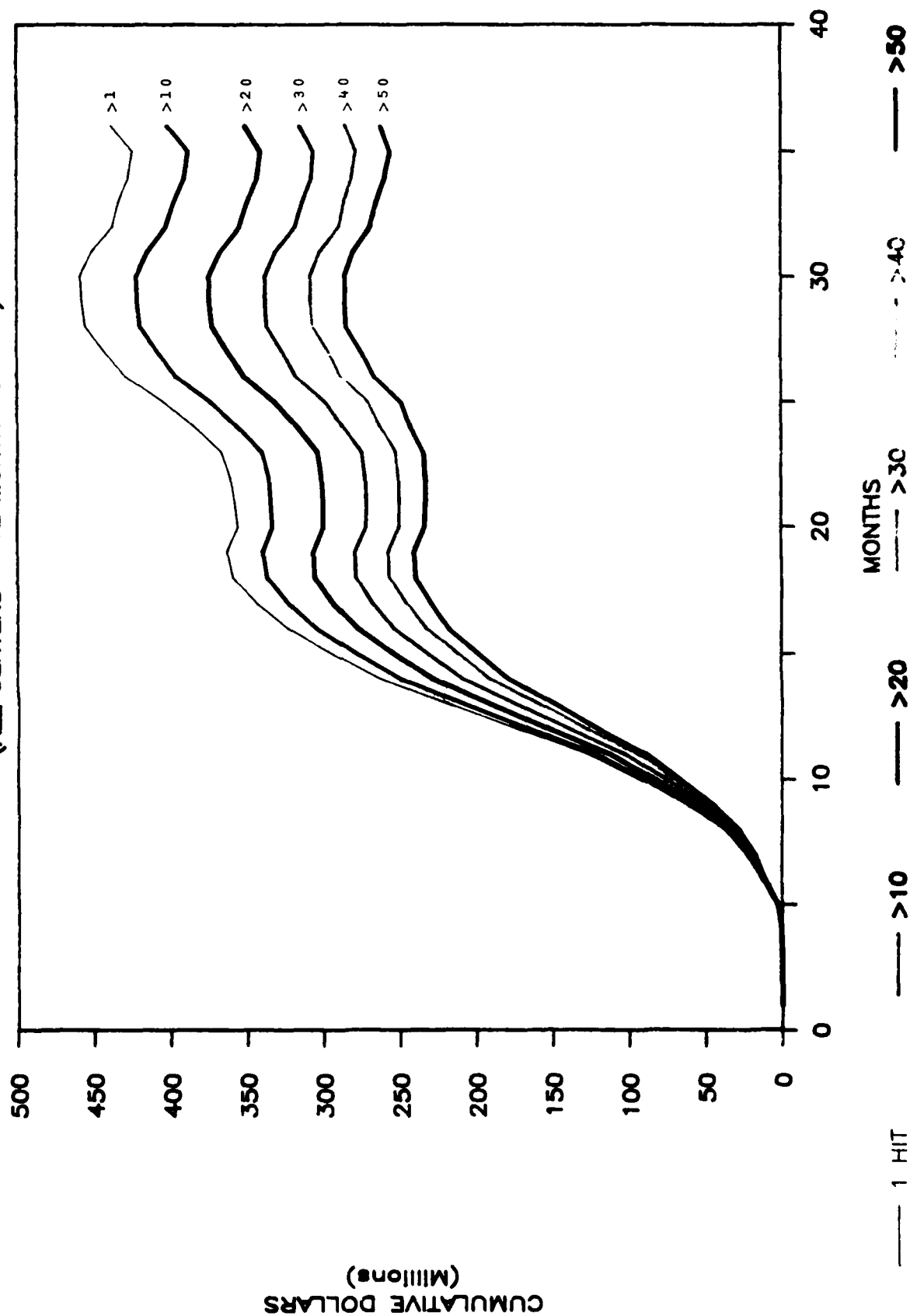


Figure 7

NET CHANGE IN CUMULATIVE SPENDING

(ALL CENTERS - 12 MONTH PCP MIN)



C. Changes in Variable Safety Level

The model uses the DLA Standard Automated Material Management System (SAMMS) algorithm for computing variable safety levels (VSL). Two safety levels are computed for each item. The first uses the old procurement cycle, administrative lead times, and order quantities while the second assumes a 12 month minimum procurement cycle order quantity and corresponding (possibly increased) administrative lead time. These safety level quantities are multiplied by the standard price to give a dollar value of safety level for each item.

The data shown in Table 3 and Figure 8 represents the changes to safety level across the hardware commodities for each scenario. Changes to both administrative lead time and contract quantities are the major reasons for safety level fluctuations. The decreases in safety level are primarily due to the increased order quantity for candidates considered. Conversely, increased administrative lead time causes variable safety level quantities to increase. The increases caused by added administrative lead time are overshadowed by the effects of increased order quantities. The net effect is a decrease of about 10.5% for stocked items in the global change scenario.

D. Changes in Average On-Hand Assets

The model computes changes in average on-hand assets as well. The average on hand asset value for each candidate is the standard price multiplied by the sum of the variable safety level quantity and half of the order quantity. As before, the model computes this quantity for both current and 12 month procurement cycles and compares the difference.

Both the order quantity and variable safety level can change the average on-hand asset value for each candidate. The change represents the eventual increase in the stock fund when the initial flux in the system subsides. Table 4 and Figure 9 exhibit the change in average on-hand inventory for each scenario across the hardware commodities. Overall, the annual buy policy represents a change of about 10% in on-hand assets for stocked items in the global change scenario.

E. Depot Considerations

Two possible changes at the depot storage level are anticipated. The first is an increase in the amount of on hand cube which follows directly from the increased order quantity. Figure 10 points out the changes in average on hand cube while Figure 11 shows the change in the peak cube. The change in peak cube is an important number because this is the amount of space set aside for these candidates regardless of actual quantity on hand assuming dedicated storage locations (i.e. the location size must be large enough to handle the entire receipt regardless of what the average stock on hand might be). Average cube values might be a better estimate if multiple locations are assumed for all candidates and locations freed up by items at less than their

Table 3

NET DECREASE IN VARIABLE SAFETY LEVEL(FOR HARDWARE CENTERS BY ANNUAL DEMAND FREQUENCY)

SCENARIO	DCSC	DESC	DGSC	DISC	TOT
ADF > 1	\$47,300,092	\$24,531,720	\$26,747,984	\$22,377,076	\$120,956,8
ADF > 10	\$44,636,885	\$23,223,335	\$24,984,322	\$22,050,307	\$114,894,8
ADF > 20	\$39,842,015	\$20,576,033	\$22,096,356	\$20,840,381	\$103,354,7
ADF > 30	\$35,706,305	\$18,319,758	\$19,822,363	\$19,392,316	\$93,240,7
ADF > 40	\$32,077,006	\$16,483,002	\$17,722,632	\$17,958,588	\$84,241,2
ADF > 50	\$29,108,589	\$14,993,994	\$16,307,092	\$16,744,881	\$77,154,5

ADF = ANNUAL DEMAND FREQUENCY

Figure 8

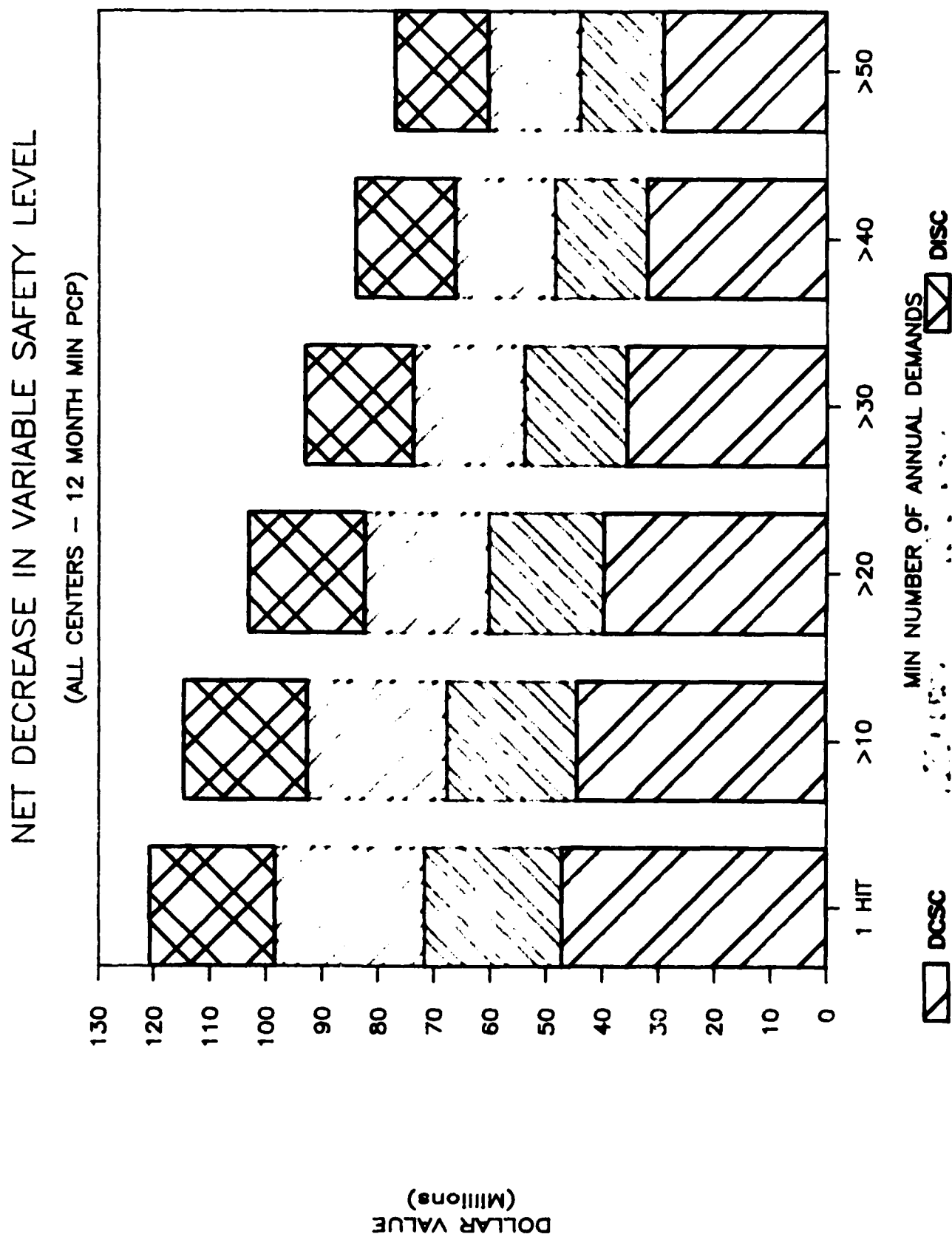


Table 4

INCREASE IN AVERAGE ON-HAND ASSETS(FOR HARDWARE SUPPLY CENTERS BY ANNUAL DEMAND FREQUENCY)

SCENARIO		DCSC	DESC	DGSC	DISC	
ADF > 1		\$175,498,253	\$115,668,687	\$97,362,229	\$132,339,309	\$520,86
ADF > 10		\$156,922,476	\$102,546,819	\$85,949,480	\$118,123,975	\$463,54
ADF > 20		\$135,897,960	\$87,584,288	\$75,118,960	\$102,153,478	\$400,75
ADF > 30		\$122,222,430	\$76,521,634	\$67,417,133	\$91,554,261	\$357,71
ADF > 40		\$110,723,633	\$68,865,620	\$60,950,928	\$83,182,626	\$323,72
ADF > 50		\$101,686,344	\$63,279,958	\$56,715,511	\$76,357,257	\$298,03

ADF = ANNUAL DEMAND FREQUENCY

Figure 9

INCREASE IN AVERAGE ON-HAND ASSETS

(ALL CENTERS - 12 MONTH MIN PCP)

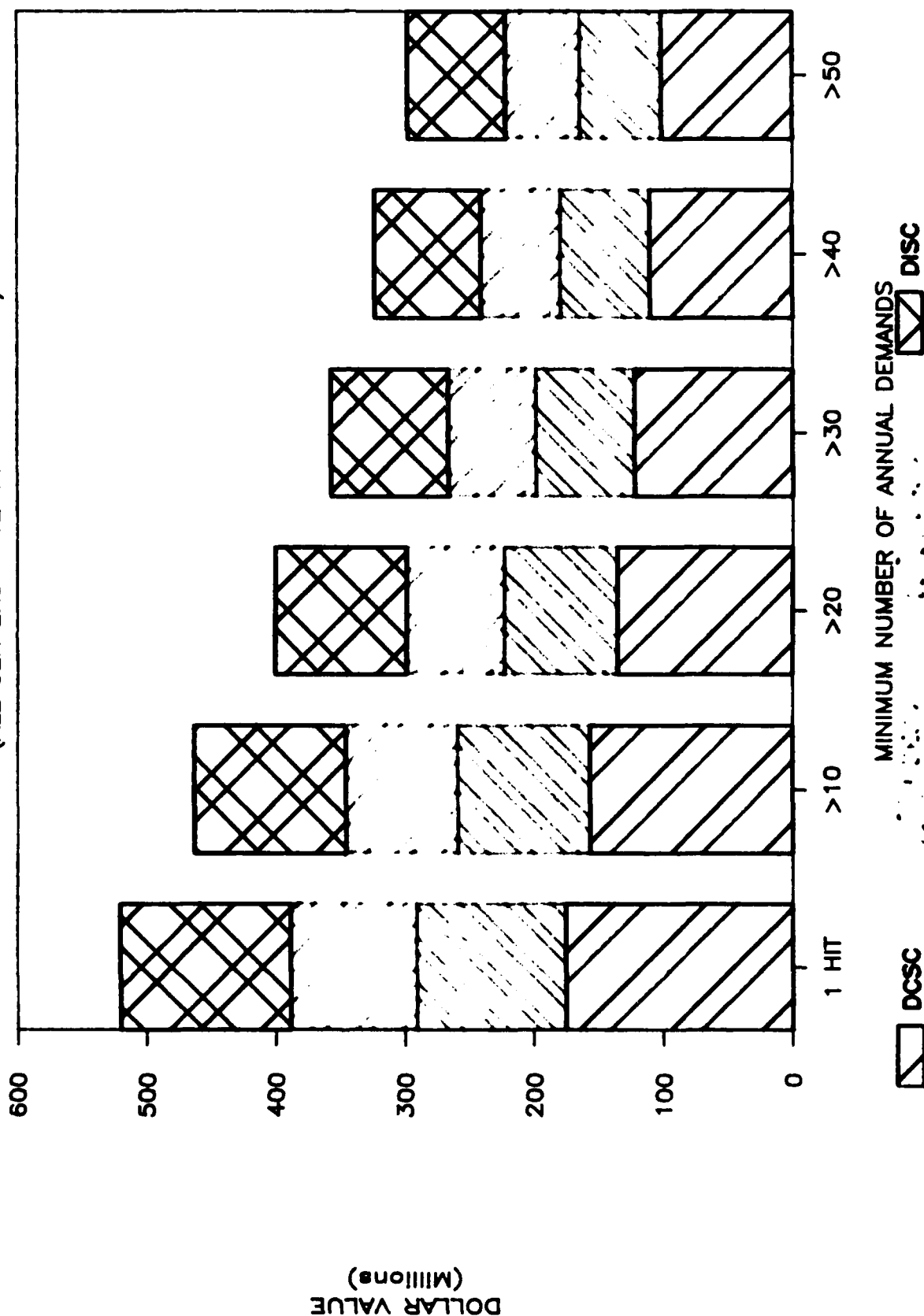


Figure 10

NET INCREASE IN AVERAGE ON-HAND CUBE

(ALL CENTERS - 12 MONTH MIN PCP)

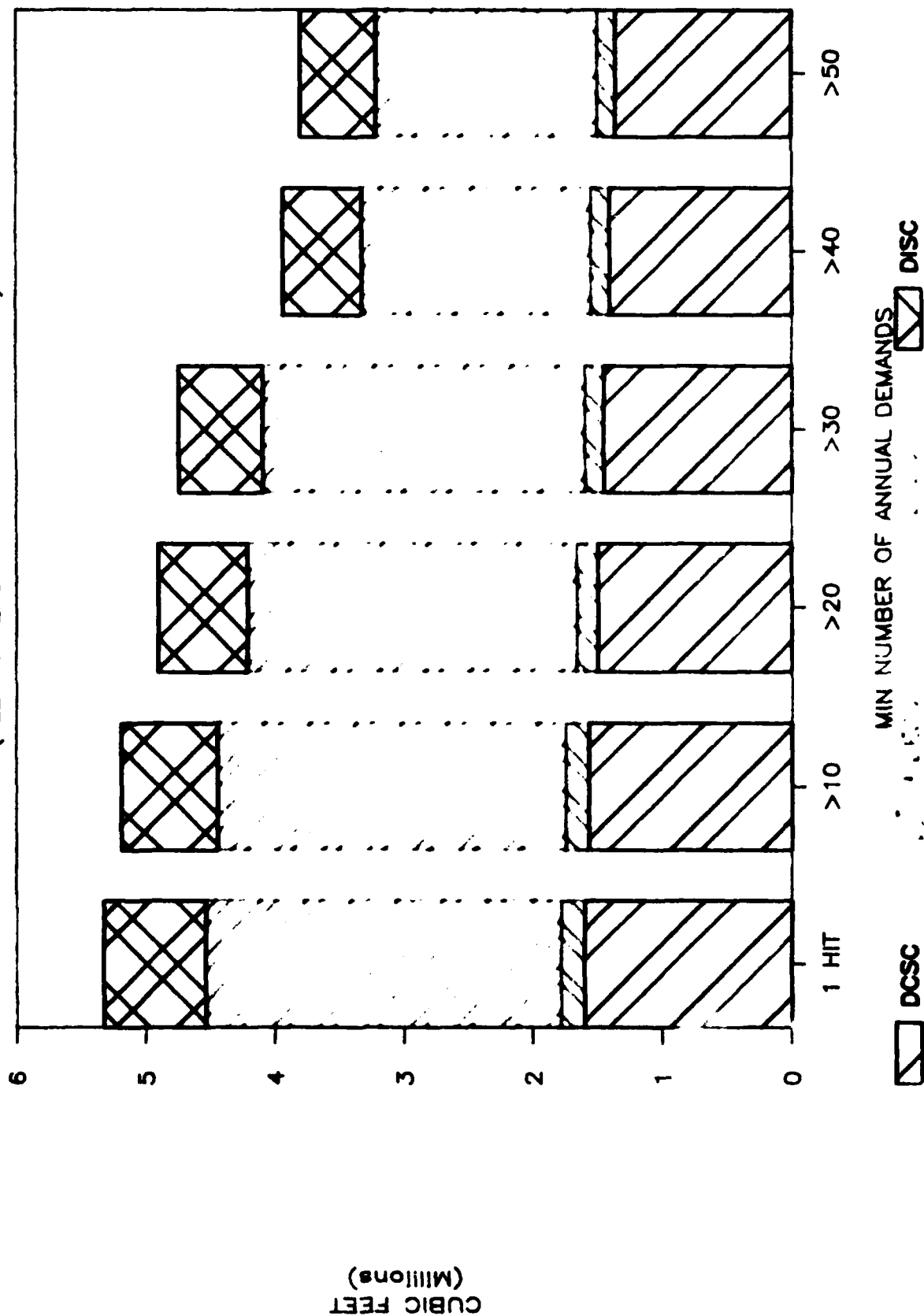
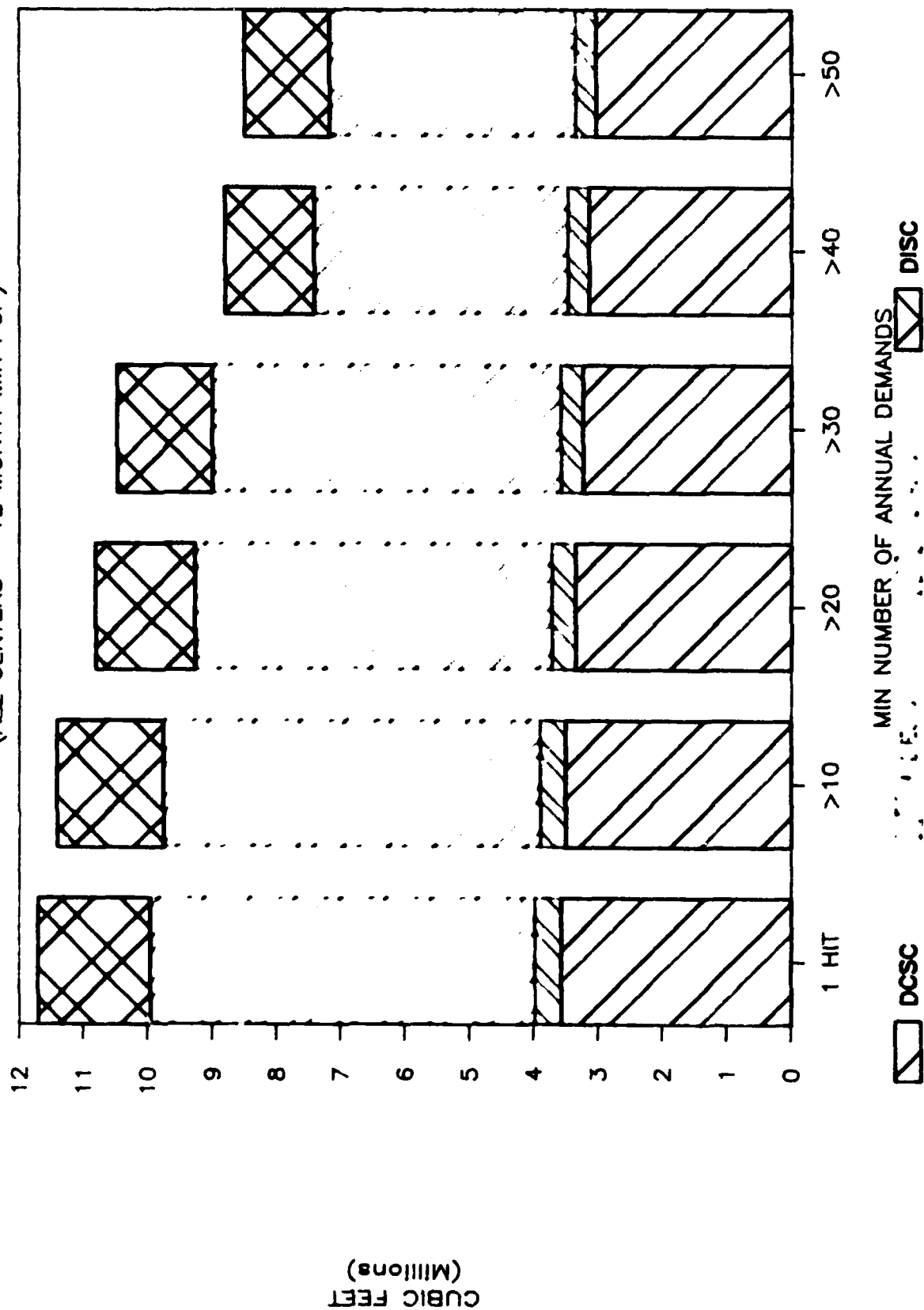


Figure 11

NET INCREASE IN PEAK ON-HAND CUBE (ALL CENTERS - 12 MONTH MIN PCP)



average quantities can be utilized by items at more than average quantities. The annual buy policy could raise average on-hand cube quantities as much as 16% in the global change scenario for stocked items. This could potentially raise storage requirements by as much as twelve million cubic feet.

Some basic conclusions can be obtained from the data concerning depot receipt workload. A contract can be composed of several lines, which vary in number by commodity, each representing a depot receipt. A buy saved may result in a receipt saved at each depot which stocks a given item. As an example, a hardware center which typically stocks items at the DLA depots located at Richmond, Memphis, and Tracy would save three receipts for each contract saved (regardless of the dollar value of the buy). By comparing the number of buys saved data from the model to the average number of lines per contract for a stocked item (by hardware center) an estimate of receipt workload savings can be computed. Table 5 details the projected decrease in depot receipt workload for each policy alternative scenario by Defense Supply Center.

F. Savings From Increased Quantity Price Breaks

A related DLA-LO project, Measuring and Controlling Price Trends for DLA Spare Parts, addressed the effects of quantity changes on unit prices. Using regression analysis on 1984 DLA buy history information, a database was constructed to show each item's sensitivity to increased quantity price breaks. The data for a given item were considered valid if based on a minimum of three purchases. Items with less than 3 buys in 1984 were eliminated from consideration.

Over sixty percent of the candidate items in the baseline scenario had valid 1984 contract data available. Table 6 shows the projected annual savings from increased quantity price breaks. Interestingly, over eight percent of the items with increased quantity showed increases in unit price. An example where this might apply is a manufacturer adding extra shifts or machines to gear up to the new production level. The manufacturers fixed costs must be amortized into the unit price causing an increase.

The percentage savings from increased quantity price breaks are potentially "soft" numbers for several reasons. Only one years data was available for study initially which made the number of data points to regress very limited. Additionally, a large percentage of the items were purchased at the same quantity level in each buy making any estimate of quantity impact impossible to obtain. It was assumed that increased quantity had no impact on the unit price for these items. For this reason the percentage decrease in unit prices for increased quantity discounts are, most likely, low in this initial analysis.

When 1985 contracting data became available, the model to analyze price trends (DLA-LO Project 5005) was updated and enhanced. This updated version employed recursive log linear regression analysis (using cumulative learning curve theory) after factoring out the effects of inflation (by Federal Supply Class as pegged to the producer price

Table 5

PROJECTED DECREASE IN ANNUAL DEPOT RECEIPTS
(TOTAL FOR ALL DEPOTS BY DEFENSE SUPPLY CENTER)

SCENARIO ALTERNATIVES	DCSC	DESC	DGSC	DISC	TOTAL
ADF > 1	84,997	61,857	41,917	58,681	247,452
ADF > 10	70,392	49,137	33,619	42,213	195,361
ADF > 20	56,262	37,690	26,250	35,388	155,590
ADF > 30	45,922	29,932	20,999	30,600	127,454
ADF > 40	38,483	24,649	17,179	26,704	107,015
ADF > 50	33,060	20,871	14,688	23,668	92,287

ADF = ANNUAL DEMAND FREQUENCY

Table 6

PROJECTED ANNUAL SAVINGS DUE TO QUANTITY DISCOUNTS
(ALL ITEMS WITH 1 OR MORE ANNUAL DEMANDS CONSIDERED)

--USES 1984 CONTRACT DATA ONLY--

DEFENSE SUPPLY CENTER	PERCENT SAVINGS FROM QTY DISCOUNTS (1984 DOLLARS)	PROJECTED YEARLY DOLLAR SAVINGS FROM QTY DISCOUNTS (1984 DOLLARS)
DCSC	6.5%	\$36,214,000
DESC	4.5%	\$18,530,000
DGSC	4.1%	\$14,625,000
DISC	5.5%	\$23,233,000
TOTAL		\$92,602,000

indices), freight terms (FOB origin versus destination), and direct purchase considerations (whether the item was purchased from a wholesaler or directly from the manufacturer). These new data drew from 1984 and 1985 contracting information as opposed to just the 1984 information previously utilized. Additionally, the updated version substituted an average quantity/price change, computed by Federal Supply Class, for any item with insufficient or invalid contracting data.

At the request of the client the annual buy model was enhanced to incorporate this new price trend analysis. This pricing information was used as a means of screening candidate items for suitability to an annual buy program rather than demand frequencies as previously utilized. Items which indicated increasing unit prices with increasing quantity were eliminated from consideration (note that because of methodology used in DLA-LO Project 5005 it is highly unlikely for quantity to have no effect on unit price). This screen eliminated seven percent of the candidate items from consideration. All other screening criteria were as used in the previous annual buy analyses eliminating a total of 38% of the candidates from consideration.

Table 7 lists the net effects of changing the procurement cycle periods of eligible items using the updated pricing information. An overall savings of over 11% in unit prices is achieved for these items at an annual savings of \$169 million (in 1984 dollars) for the four hardware supply centers. Offsetting this is an estimated increase in average on-hand assets of over \$398 million (over 7%). This indicates a potential payback period of less than three years (without factoring in costs for storage).

Appendix G details the monthly changes in contracting workload and funds utilization (commitment, obligation, and spending) for this scenario. These data indicate a potential savings of 27 staff years during the first year of implementation with a breakeven point occurring in the seventh month.

Another area which may merit consideration for future study is the effects of the annual buy policy on competition. Increased quantities might prove more appealing to manufacturers causing more competition and possibly less expensive unit prices. Conversely, the policy may push order quantities too high for some smaller manufacturers to compete.

IV. CONCLUSIONS AND RECOMMENDATIONS

The data suggest that not all candidate items show a payback when procurement cycles are changed to a minimum of twelve months. As the dollar values of individual buys increase, the manhours required to award these contracts can often increase even though the number of buys per year decreases. Items with low annual demand frequencies may be unsuitable candidates due to the higher probability of creating long supply stocks. In addition, a few items actually cost more per unit when buying increased quantities as discussed in the last section. An optimal screening process for candidates should consider all these impacts.

Table 7

CANDIDATE ITEM STATISTICSINCREASED QUANTITY PRICE BREAK SCENARIO(USING 1984 AND 1985 CONTRACTING DATA)

MANAGING DEFENSE SUPPLY CENTER

	DCSC	DESC	DGSC	DISC	TOTAL
# ITEMS CONSIDERED	46,514	50,097	22,536	44,324	163,471
# W/O PRICE DATA	8,875	10,053	4,982	8,059	31,969
# INCREASED PRICE	3,514	2,434	1,918	2,346	10,212
# OTHER SCREENS	3,108	4,389	2,743	8,198	18,438
ITEMS CONSIDERED	31,017	33,221	12,893	25,721	102,852

NET EFFECTS OF 12 MONTH MINIMUM PROCUREMENT CYCLESFOR UNSCREENED CANDIDATE ITEMS

(IN MILLIONS EXCEPT FOR PERCENTS)

	DCSC	DESC	DGSC	DISC	TOTAL
DECREASE IN SAFETY LEVEL	(\$37.0)	(\$19.9)	(\$20.7)	(\$17.9)	(\$95.5)
INCREASE IN AVG ASSETS	\$131.3	\$96.1	\$69.6	\$101.4	\$398.4
INCREASE IN AVG CUBE	1.1	0.1	1.8	0.6	3.6
INCREASE IN PEAK CUBE	2.4	0.3	3.8	1.4	7.9
ANNUAL SAVINGS FROM QTY PRICE BREAKS	\$55.4	\$39.4	\$25.3	\$48.9	\$169.0
AVG % SAVINGS IN UNIT PRICE FROM INCREASED QTY BUY	15.1%	8.6%	9.1%	12.9%	11.4%

(ALL DOLLAR FIGURES IN 1984 DOLLARS)

The costs of an annual buy policy fall into three basic areas. Foremost, the holding costs of increased assets can be quite high. The baseline scenario would cause a onetime increase in average on hand assets of \$520 million across the hardware commodities. At a cost of capital of 10% (directed rate by DLAM 7041.1) this equates to \$52 million dollars per year. Holding costs typically include margins for damage, pilferage, obsolescence, storage, etc. and add an additional cost of 8 to 12 percent depending upon the particular commodity. Increased buy quantities mean very significant increases in storage requirements (see Figures 10 and 11). Lastly, the increased dollar value of contracts can cause increases to administrative lead times. The short term effect of this is the possibility of using up current safety level quantities and generating backorders during the additional administrative time required.

The benefits of an annual buy policy may outweigh the costs even in a global change scenario. The potential savings from price breaks more than offset the corresponding increase in holding costs and could in fact pay for the increase in on-hand inventory in three years. Workload in contracting, after initial short-term increases, should reduce somewhat in the long run. In addition, decreasing contract lines means decreasing receipt workload at depots.

The concept of increasing procurement cycle periods to a minimum of 12 months seems to show potential savings but not necessarily optimal savings. Since the real savings from a policy of minimum annual buys seems to result from increased quantity price breaks, determining candidacy for increased quantity buys must be made on an item by item basis. In view of this fact, the following recommendations are made:

1. More emphasis should be placed on collecting appropriate pricing data.
2. Decisions as to increased quantity buys should be based upon likelihood of associated discounts.
3. Cost of storage must be given more weight in the increased buy quantity decision.
4. Computation of the economic order quantity should be changed to incorporate potential price savings data and more realistic storage and other holding costs.

A policy which incorporates these recommendations, in combination with considering annual demand frequency will allow greater paybacks with minimized risk of long assets as opposed to a policy of arbitrary 12 month minimum buy quantities.

Appendix A

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(BASELINE SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(700)	5	314	296	85	0	1,663	1,663
2	(745)	2	355	312	76	0	1,693	3,356
3	(1,230)	(284)	633	656	199	(26)	3,699	7,055
4	(1,122)	(154)	161	130	55	(930)	(342)	6,713
5	(1,043)	(129)	58	118	33	(963)	(531)	6,182
6	(2,186)	50	(57)	11	8	(2,174)	(2,604)	3,579
7	(1,866)	(398)	(158)	(42)	2	(2,462)	(3,217)	362
8	(2,027)	(454)	(181)	(37)	(9)	(2,708)	(3,547)	(3,186)
9	(2,672)	(797)	(385)	(170)	(12)	(4,036)	(5,782)	(8,968)
10	(2,594)	(635)	(269)	(121)	(13)	(3,632)	(5,073)	(14,041)
11	(2,412)	(593)	(304)	(81)	(9)	(3,399)	(4,593)	(18,634)
12	(4,253)	(1,065)	(513)	(235)	(27)	(6,093)	(8,673)	(27,307)
13	(2,419)	(374)	132	230	75	(2,356)	(1,580)	(28,888)
14	(2,395)	(304)	213	284	78	(2,124)	(1,045)	(29,933)
15	(2,650)	(533)	509	631	200	(1,843)	1,349	(28,584)
16	(2,428)	(346)	66	95	60	(2,553)	(2,479)	(31,062)
17	(2,066)	(294)	0	113	32	(2,215)	(2,104)	(33,167)
18	(3,348)	(89)	(94)	(5)	7	(3,529)	(4,352)	(37,519)
19	(2,607)	(532)	(205)	(50)	3	(3,391)	(4,396)	(41,915)
20	(2,812)	(542)	(246)	(46)	(11)	(3,657)	(4,768)	(46,683)
21	(3,399)	(876)	(400)	(168)	(12)	(4,855)	(6,785)	(53,468)
22	(3,141)	(715)	(282)	(126)	(13)	(4,277)	(5,892)	(59,361)
23	(2,880)	(648)	(328)	(94)	(8)	(3,958)	(5,336)	(64,697)
24	(4,905)	(1,107)	(506)	(236)	(27)	(6,781)	(9,528)	(74,225)
25	(2,889)	(439)	122	214	81	(2,911)	(2,310)	(76,535)
26	(2,728)	(318)	204	276	81	(2,485)	(1,513)	(78,048)
27	(3,157)	(566)	526	642	203	(2,352)	781	(77,266)
28	(2,783)	(387)	60	98	59	(2,953)	(2,964)	(80,231)
29	(2,492)	(322)	(2)	110	31	(2,675)	(2,690)	(82,921)
30	(3,726)	(113)	(87)	(14)	7	(3,933)	(4,891)	(87,812)
31	(2,798)	(551)	(203)	(56)	3	(3,605)	(4,686)	(92,498)
32	(3,080)	(558)	(239)	(41)	(10)	(3,928)	(5,077)	(97,575)
33	(3,746)	(890)	(406)	(167)	(12)	(5,221)	(7,233)	(104,808)
34	(3,281)	(731)	(271)	(126)	(11)	(4,420)	(6,060)	(110,869)
35	(3,145)	(665)	(339)	(101)	(9)	(4,259)	(5,743)	(116,612)
36	(5,258)	(1,120)	(496)	(234)	(25)	(7,133)	(9,945)	(126,557)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(10 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(667)	(7)	311	279	84	0	1,584	1,584
2	(694)	(11)	334	298	73	0	1,619	3,203
3	(1,127)	(263)	574	622	188	(6)	3,528	6,731
4	(962)	(150)	136	111	53	(812)	(288)	6,443
5	(883)	(124)	45	106	32	(824)	(416)	6,027
6	(1,830)	15	(82)	4	7	(1,886)	(2,283)	3,744
7	(1,587)	(404)	(164)	(48)	2	(2,201)	(2,921)	824
8	(1,659)	(448)	(190)	(40)	(10)	(2,347)	(3,119)	(2,295)
9	(2,266)	(755)	(380)	(171)	(14)	(3,586)	(5,239)	(7,534)
10	(2,134)	(611)	(264)	(125)	(16)	(3,150)	(4,508)	(12,042)
11	(2,022)	(562)	(296)	(89)	(10)	(2,979)	(4,114)	(16,156)
12	(3,505)	(997)	(497)	(228)	(27)	(5,254)	(7,606)	(23,761)
13	(1,970)	(360)	124	211	73	(1,922)	(1,136)	(24,897)
14	(1,966)	(289)	187	272	73	(1,723)	(624)	(25,521)
15	(2,126)	(496)	457	596	187	(1,382)	1,709	(23,811)
16	(1,945)	(332)	38	77	56	(2,106)	(2,022)	(25,834)
17	(1,580)	(275)	(11)	102	31	(1,733)	(1,561)	(27,395)
18	(2,651)	(115)	(115)	(12)	6	(2,887)	(3,594)	(30,989)
19	(2,081)	(523)	(211)	(55)	3	(2,867)	(3,770)	(34,759)
20	(2,218)	(521)	(245)	(50)	(12)	(3,046)	(4,035)	(38,794)
21	(2,714)	(820)	(403)	(173)	(13)	(4,123)	(5,907)	(44,700)
22	(2,469)	(676)	(281)	(129)	(16)	(3,571)	(5,046)	(49,746)
23	(2,304)	(614)	(320)	(100)	(9)	(3,347)	(4,612)	(54,358)
24	(3,868)	(1,041)	(493)	(234)	(28)	(5,664)	(8,143)	(62,501)
25	(2,293)	(411)	115	198	78	(2,313)	(1,654)	(64,155)
26	(2,156)	(300)	176	261	76	(1,943)	(930)	(65,086)
27	(2,410)	(513)	460	606	189	(1,668)	1,408	(63,677)
28	(2,134)	(371)	32	77	55	(2,341)	(2,317)	(65,994)
29	(1,866)	(306)	(15)	97	30	(2,060)	(1,991)	(67,986)
30	(2,818)	(138)	(110)	(18)	6	(3,078)	(3,856)	(71,842)
31	(2,119)	(534)	(216)	(61)	3	(2,927)	(3,870)	(75,712)
32	(2,366)	(530)	(237)	(47)	(11)	(3,191)	(4,197)	(79,909)
33	(2,884)	(838)	(407)	(174)	(14)	(4,317)	(6,155)	(86,064)
34	(2,535)	(689)	(275)	(129)	(14)	(3,642)	(5,125)	(91,189)
35	(2,448)	(630)	(326)	(108)	(10)	(3,522)	(4,867)	(96,057)
36	(4,060)	(1,047)	(494)	(232)	(26)	(5,859)	(8,367)	(104,423)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(20 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(570)	(27)	259	256	82	0	1,475	1,475
2	(604)	(25)	287	270	72	0	1,493	2,968
3	(927)	(260)	462	539	183	(3)	3,147	6,115
4	(784)	(163)	76	81	50	(740)	(343)	5,772
5	(729)	(133)	6	86	27	(743)	(425)	5,347
6	(1,459)	(60)	(116)	(28)	6	(1,657)	(2,144)	3,203
7	(1,254)	(388)	(182)	(59)	(1)	(1,884)	(2,590)	613
8	(1,351)	(405)	(199)	(48)	(11)	(2,014)	(2,746)	(2,133)
9	(1,768)	(693)	(353)	(180)	(15)	(3,009)	(4,570)	(6,703)
10	(1,656)	(540)	(269)	(135)	(19)	(2,619)	(3,909)	(10,611)
11	(1,571)	(492)	(278)	(99)	(10)	(2,450)	(3,503)	(14,115)
12	(2,643)	(871)	(459)	(224)	(27)	(4,224)	(6,315)	(20,430)
13	(1,473)	(326)	86	187	70	(1,456)	(678)	(21,108)
14	(1,507)	(250)	157	242	70	(1,288)	(230)	(21,338)
15	(1,554)	(468)	361	508	182	(971)	1,811	(19,527)
16	(1,452)	(312)	(3)	48	53	(1,666)	(1,618)	(21,145)
17	(1,188)	(249)	(43)	80	25	(1,375)	(1,241)	(22,386)
18	(2,016)	(168)	(148)	(42)	5	(2,369)	(3,089)	(25,475)
19	(1,553)	(483)	(215)	(72)	0	(2,323)	(3,185)	(28,660)
20	(1,688)	(464)	(243)	(59)	(15)	(2,469)	(3,374)	(32,034)
21	(2,019)	(754)	(371)	(185)	(14)	(3,343)	(5,000)	(37,034)
22	(1,837)	(587)	(286)	(141)	(21)	(2,872)	(4,256)	(41,290)
23	(1,744)	(529)	(299)	(105)	(10)	(2,687)	(3,822)	(45,112)
24	(2,847)	(901)	(460)	(230)	(28)	(4,466)	(6,645)	(51,757)
25	(1,627)	(367)	80	174	73	(1,667)	(982)	(52,740)
26	(1,627)	(263)	148	235	73	(1,434)	(428)	(53,167)
27	(1,745)	(477)	364	515	184	(1,159)	1,618	(51,549)
28	(1,555)	(339)	(7)	51	52	(1,798)	(1,772)	(53,322)
29	(1,355)	(266)	(49)	76	24	(1,570)	(1,504)	(54,825)
30	(2,102)	(181)	(151)	(49)	5	(2,478)	(3,254)	(58,080)
31	(1,505)	(492)	(220)	(75)	0	(2,292)	(3,160)	(61,240)
32	(1,755)	(466)	(239)	(57)	(14)	(2,531)	(3,438)	(64,677)
33	(2,084)	(772)	(375)	(184)	(15)	(3,430)	(5,107)	(69,784)
34	(1,840)	(594)	(284)	(141)	(19)	(2,878)	(4,255)	(74,039)
35	(1,863)	(541)	(305)	(114)	(11)	(2,834)	(4,048)	(78,087)
36	(3,026)	(907)	(463)	(231)	(26)	(4,653)	(6,872)	(84,959)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(30 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(467)	(37)	195	231	78	0	1,349	1,349
2	(488)	(57)	237	239	69	0	1,344	2,693
3	(766)	(247)	366	468	178	(1)	2,818	5,511
4	(647)	(148)	35	61	49	(650)	(323)	5,188
5	(578)	(135)	(35)	73	25	(650)	(376)	4,812
6	(1,174)	(95)	(148)	(46)	5	(1,458)	(1,981)	2,831
7	(997)	(354)	(184)	(72)	0	(1,607)	(2,300)	531
8	(1,065)	(378)	(193)	(57)	(11)	(1,704)	(2,403)	(1,871)
9	(1,379)	(618)	(341)	(179)	(15)	(2,532)	(3,976)	(5,847)
10	(1,307)	(472)	(260)	(135)	(19)	(2,193)	(3,382)	(9,229)
11	(1,200)	(432)	(265)	(94)	(9)	(2,000)	(2,921)	(12,150)
12	(2,047)	(736)	(430)	(224)	(27)	(3,464)	(5,376)	(17,527)
13	(1,107)	(292)	43	160	67	(1,129)	(405)	(17,931)
14	(1,133)	(254)	113	210	66	(998)	(29)	(17,960)
15	(1,203)	(419)	274	437	177	(734)	1,773	(16,188)
16	(1,083)	(264)	(39)	28	52	(1,306)	(1,265)	(17,452)
17	(897)	(226)	(81)	64	22	(1,118)	(1,006)	(18,459)
18	(1,569)	(181)	(184)	(63)	4	(1,993)	(2,720)	(21,179)
19	(1,207)	(434)	(217)	(85)	1	(1,942)	(2,767)	(23,946)
20	(1,272)	(431)	(231)	(68)	(16)	(2,018)	(2,860)	(26,806)
21	(1,560)	(666)	(357)	(132)	(14)	(2,779)	(4,290)	(31,096)
22	(1,427)	(517)	(274)	(142)	(21)	(2,381)	(3,654)	(34,750)
23	(1,300)	(460)	(280)	(99)	(9)	(2,148)	(3,126)	(37,875)
24	(2,158)	(756)	(436)	(231)	(28)	(3,609)	(5,590)	(43,466)
25	(1,193)	(323)	36	145	70	(1,265)	(625)	(44,091)
26	(1,229)	(266)	110	208	69	(1,108)	(160)	(44,251)
27	(1,322)	(428)	275	440	179	(856)	1,644	(42,607)
28	(1,162)	(286)	(43)	28	51	(1,412)	(1,400)	(44,008)
29	(1,028)	(241)	(87)	61	21	(1,274)	(1,217)	(45,224)
30	(1,597)	(190)	(187)	(70)	4	(2,040)	(2,809)	(48,033)
31	(1,180)	(440)	(214)	(88)	1	(1,921)	(2,754)	(50,787)
32	(1,324)	(437)	(229)	(66)	(15)	(2,071)	(2,913)	(53,700)
33	(1,583)	(676)	(363)	(183)	(15)	(2,820)	(4,349)	(58,049)
34	(1,388)	(516)	(275)	(143)	(19)	(2,341)	(3,600)	(61,649)
35	(1,370)	(469)	(289)	(108)	(10)	(2,246)	(3,291)	(64,939)
36	(2,283)	(760)	(436)	(230)	(26)	(3,735)	(5,733)	(70,672)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(40 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(381)	(41)	149	195	78	0	1,191	1,191
2	(413)	(52)	184	215	66	0	1,226	2,418
3	(628)	(239)	301	402	164	0	2,470	4,888
4	(526)	(134)	3	41	48	(568)	(314)	4,574
5	(472)	(143)	(46)	60	21	(580)	(363)	4,211
6	(982)	(95)	(150)	(52)	4	(1,275)	(1,785)	2,426
7	(815)	(300)	(179)	(81)	(1)	(1,376)	(2,058)	368
8	(883)	(325)	(173)	(65)	(10)	(1,456)	(2,127)	(1,759)
9	(1,098)	(539)	(304)	(168)	(18)	(2,127)	(3,440)	(5,199)
10	(1,047)	(400)	(244)	(138)	(18)	(1,847)	(2,963)	(8,163)
11	(955)	(382)	(248)	(93)	(8)	(1,686)	(2,524)	(10,687)
12	(1,665)	(622)	(386)	(211)	(26)	(2,910)	(4,630)	(15,317)
13	(905)	(257)	8	124	67	(963)	(357)	(15,674)
14	(898)	(219)	79	185	64	(789)	112	(15,562)
15	(969)	(383)	218	374	162	(598)	1,600	(13,962)
16	(836)	(224)	(62)	6	51	(1,065)	(1,067)	(15,029)
17	(701)	(217)	(85)	51	17	(935)	(859)	(15,888)
18	(1,283)	(162)	(184)	(66)	3	(1,692)	(2,366)	(18,254)
19	(990)	(365)	(211)	(94)	(1)	(1,661)	(2,467)	(20,721)
20	(1,023)	(366)	(210)	(77)	(15)	(1,691)	(2,491)	(23,213)
21	(1,246)	(569)	(319)	(171)	(17)	(2,322)	(3,690)	(26,903)
22	(1,139)	(436)	(256)	(142)	(21)	(1,994)	(3,176)	(30,078)
23	(1,026)	(405)	(259)	(95)	(8)	(1,793)	(2,665)	(32,743)
24	(1,747)	(637)	(396)	(215)	(28)	(3,023)	(4,796)	(37,540)
25	(927)	(283)	(1)	109	70	(1,032)	(494)	(38,034)
26	(995)	(228)	79	182	67	(895)	(19)	(38,053)
27	(1,052)	(389)	219	376	164	(682)	1,514	(36,539)
28	(901)	(237)	(65)	9	50	(1,144)	(1,156)	(37,696)
29	(808)	(232)	(91)	48	16	(1,067)	(1,039)	(38,735)
30	(1,307)	(171)	(190)	(73)	3	(1,738)	(2,453)	(41,188)
31	(966)	(369)	(207)	(97)	(1)	(1,640)	(2,454)	(43,643)
32	(1,058)	(372)	(207)	(74)	(14)	(1,725)	(2,516)	(46,159)
33	(1,248)	(578)	(322)	(170)	(18)	(2,336)	(3,707)	(49,866)
34	(1,112)	(433)	(259)	(143)	(19)	(1,966)	(3,137)	(53,002)
35	(1,068)	(415)	(270)	(105)	(9)	(1,867)	(2,805)	(55,807)
36	(1,822)	(641)	(393)	(216)	(26)	(3,098)	(4,885)	(60,692)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(50 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOURS SAVED	MANHOURS SAVED
1	(321)	(54)	140	162	73	0	1,026	1,026
2	(343)	(66)	146	202	61	0	1,148	2,173
3	(528)	(205)	228	351	154	0	2,204	4,377
4	(446)	(126)	(8)	31	46	(503)	(286)	4,092
5	(404)	(141)	(56)	54	20	(527)	(328)	3,763
6	(803)	(96)	(168)	(52)	2	(1,117)	(1,599)	2,165
7	(685)	(264)	(168)	(79)	(2)	(1,198)	(1,834)	331
8	(736)	(293)	(169)	(65)	(10)	(1,273)	(1,900)	(1,570)
9	(908)	(469)	(282)	(161)	(18)	(1,838)	(3,053)	(4,622)
10	(866)	(352)	(216)	(134)	(15)	(1,583)	(2,607)	(7,229)
11	(799)	(336)	(240)	(93)	(8)	(1,476)	(2,265)	(9,494)
12	(1,348)	(526)	(358)	(206)	(26)	(2,464)	(4,058)	(13,551)
13	(764)	(238)	13	93	63	(833)	(349)	(13,900)
14	(732)	(205)	44	172	59	(662)	190	(13,710)
15	(818)	(329)	149	323	154	(521)	1,438	(12,272)
16	(667)	(210)	(63)	(2)	50	(892)	(893)	(13,165)
17	(591)	(195)	(90)	40	15	(821)	(775)	(13,939)
18	(1,043)	(150)	(194)	(69)	2	(1,454)	(2,089)	(16,028)
19	(830)	(320)	(195)	(93)	(2)	(1,440)	(2,194)	(18,223)
20	(836)	(322)	(205)	(76)	(14)	(1,453)	(2,188)	(20,411)
21	(1,015)	(490)	(292)	(164)	(18)	(1,979)	(3,240)	(23,651)
22	(942)	(386)	(228)	(139)	(20)	(1,715)	(2,813)	(26,464)
23	(864)	(353)	(253)	(94)	(9)	(1,573)	(2,393)	(28,858)
24	(1,412)	(540)	(365)	(209)	(28)	(2,554)	(4,191)	(33,048)
25	(773)	(257)	2	81	67	(880)	(442)	(33,490)
26	(821)	(210)	46	170	61	(754)	76	(33,414)
27	(878)	(333)	153	324	155	(579)	1,375	(32,039)
28	(709)	(217)	(67)	1	49	(943)	(947)	(32,986)
29	(665)	(205)	(98)	39	14	(915)	(899)	(33,885)
30	(1,071)	(157)	(202)	(73)	3	(1,500)	(2,159)	(36,044)
31	(806)	(323)	(190)	(95)	(2)	(1,416)	(2,173)	(38,218)
32	(864)	(328)	(202)	(73)	(14)	(1,481)	(2,210)	(40,428)
33	(1,025)	(498)	(295)	(163)	(19)	(2,000)	(3,266)	(43,693)
34	(922)	(385)	(230)	(140)	(18)	(1,695)	(2,784)	(46,478)
35	(887)	(362)	(263)	(101)	(9)	(1,622)	(2,485)	(48,962)
36	(1,473)	(543)	(364)	(210)	(26)	(2,616)	(4,263)	(53,225)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(BASELINE SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	37,484,682	(137)	0	37,484,682	(137)	0
2	42,570,896	1,705,312	(6,734)	80,055,578	1,705,175	(6,734)
3	90,516,759	4,152,313	46,065	170,572,337	5,857,488	39,331
4	21,734,593	11,184,123	244,912	192,306,930	17,041,611	284,243
5	10,533,769	16,118,964	1,274,880	202,840,699	33,160,575	1,559,123
6	(2,874,722)	27,957,055	5,005,479	199,965,977	61,117,630	6,564,602
7	(8,757,156)	34,371,709	3,208,228	191,208,821	95,489,339	9,772,830
8	(13,359,589)	31,892,366	4,551,614	177,849,232	127,381,705	14,324,444
9	(28,820,036)	21,340,451	6,583,528	149,029,196	148,722,156	20,907,972
10	(20,688,434)	17,101,610	10,535,401	128,340,762	165,823,766	31,443,373
11	(19,244,855)	2,749,137	13,119,429	109,095,907	168,572,903	44,562,802
12	(41,425,608)	(6,678,607)	15,526,015	67,670,299	161,894,296	60,088,817
13	24,039,197	(11,937,319)	18,247,393	91,709,496	149,956,977	78,336,210
14	34,828,030	(16,382,545)	21,177,775	126,537,526	133,574,432	99,513,985
15	83,964,188	(16,189,077)	10,958,847	210,501,714	117,385,355	110,472,832
16	16,054,822	(9,690,971)	10,186,639	226,556,536	107,694,384	120,659,471
17	6,673,715	(2,234,017)	7,445,322	233,230,251	105,460,367	128,104,793
18	(7,734,644)	15,063,710	7,611,319	225,495,607	120,524,077	135,716,112
19	(12,279,002)	22,152,146	577,732	213,216,605	142,676,223	136,293,844
20	(17,067,485)	25,728,497	(5,521,707)	196,149,120	168,404,720	130,772,137
21	(31,128,577)	16,178,679	(3,375,785)	165,020,543	184,583,399	127,396,352
22	(22,642,868)	11,206,737	(2,781,182)	142,377,675	195,790,136	124,615,170
23	(21,077,421)	(1,976,607)	1,479,142	121,300,254	193,813,529	126,094,312
24	(43,027,654)	(9,976,982)	3,537,129	78,272,600	183,836,547	129,631,441
25	22,916,930	(14,632,942)	8,646,326	101,189,530	169,203,605	138,277,767
26	34,162,706	(18,456,481)	13,276,139	135,352,236	150,747,124	151,553,906
27	83,967,386	(18,535,554)	2,219,543	219,319,622	132,211,570	153,773,449
28	15,205,421	(11,523,244)	5,356,966	234,525,043	120,688,326	159,130,415
29	5,772,803	(4,441,642)	3,891,768	240,297,846	116,246,684	163,022,183
30	(8,755,278)	14,025,815	3,423,730	231,542,568	130,272,499	166,445,913
31	(12,949,679)	22,002,703	(3,078,299)	218,592,889	152,275,202	163,367,614
32	(17,067,943)	24,317,355	(7,772,724)	201,524,946	176,592,557	155,594,890
33	(31,531,717)	15,850,023	(5,642,768)	169,993,229	192,442,580	149,952,122
34	(22,121,574)	9,954,110	(5,850,639)	147,871,655	202,396,690	144,101,483
35	(22,181,034)	(2,053,312)	(81,886)	125,690,621	200,343,378	144,019,597
36	(43,139,292)	(9,763,884)	1,737,940	82,551,329	190,579,494	145,757,537

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(10 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	36,459,699	(588)	0	36,459,699	(588)	0
2	41,040,538	1,675,131	(6,734)	77,500,237	1,674,543	(6,734)
3	85,493,968	3,992,150	45,323	162,994,205	5,666,693	33,589
4	20,255,280	10,933,014	220,878	183,249,485	16,599,707	259,467
5	9,752,201	15,771,515	1,262,045	193,001,686	32,371,222	1,521,512
6	(3,412,423)	26,785,880	4,864,540	189,589,263	59,157,102	6,386,052
7	(8,809,154)	32,519,829	3,135,614	180,780,109	91,676,931	9,521,666
8	(13,403,632)	30,146,003	4,443,379	167,376,477	121,822,934	13,965,045
9	(28,193,159)	19,594,264	6,449,400	139,183,318	141,417,198	20,414,445
10	(20,645,715)	16,331,238	10,325,388	118,537,603	157,748,436	30,739,833
11	(19,012,004)	1,800,769	12,719,900	99,525,599	159,549,205	43,459,733
12	(39,129,660)	(6,659,874)	14,808,517	60,395,939	152,889,331	58,268,250
13	23,448,831	(12,579,587)	17,717,319	83,844,770	140,309,744	75,985,569
14	33,707,797	(15,714,861)	20,482,642	117,552,567	124,594,883	96,468,211
15	79,050,737	(15,795,915)	9,865,991	196,603,304	108,798,968	106,334,202
16	14,731,295	(9,148,048)	9,311,586	211,334,599	99,650,920	115,645,788
17	6,541,802	(1,815,247)	7,124,289	217,876,401	97,835,673	122,770,077
18	(7,655,100)	14,359,109	6,454,063	210,221,301	112,194,782	129,224,140
19	(11,731,039)	20,580,207	11,246	198,490,262	132,774,989	129,235,386
20	(16,656,339)	24,180,927	(5,765,046)	181,833,923	156,955,916	123,470,340
21	(30,047,112)	14,650,198	(3,512,626)	151,786,811	171,606,114	119,957,714
22	(22,144,283)	10,999,248	(3,222,612)	129,642,528	182,605,362	116,735,102
23	(20,510,126)	(2,365,663)	1,497,451	109,132,402	180,239,699	118,232,553
24	(40,703,850)	(9,460,897)	3,304,800	68,428,552	170,778,802	121,537,353
25	22,595,928	(14,998,298)	8,399,173	91,024,480	155,780,504	129,936,526
26	33,007,162	(17,387,888)	12,954,926	124,031,642	138,392,616	142,891,452
27	79,029,259	(17,862,847)	1,443,416	203,060,901	120,529,769	144,334,868
28	14,021,285	(10,909,722)	4,139,804	217,082,186	109,620,047	148,474,672
29	5,658,996	(3,809,989)	3,746,271	222,741,182	105,810,058	152,220,943
30	(8,338,742)	13,829,113	2,751,789	214,402,440	119,639,171	154,972,732
31	(12,267,456)	20,254,503	(3,388,665)	202,134,984	139,893,674	151,584,067
32	(16,623,952)	22,875,643	(7,675,193)	185,511,032	162,769,317	143,908,874
33	(30,523,010)	14,357,046	(5,931,226)	154,988,022	177,126,363	137,977,648
34	(21,619,992)	9,875,967	(5,974,104)	133,368,030	187,002,330	132,003,544
35	(21,453,965)	(2,285,013)	477,830	111,914,065	184,717,317	132,481,374
36	(40,694,595)	(8,976,881)	2,091,937	71,219,470	175,740,436	134,573,311

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(20 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	34,475,501	(12,164)	0	34,475,501	(12,164)	0
2	38,970,912	1,642,327	(6,734)	73,446,413	1,630,163	(6,734)
3	79,563,418	3,755,559	32,750	153,009,831	5,385,722	26,016
4	17,795,841	10,410,323	200,191	170,805,672	15,796,045	226,207
5	7,678,807	14,453,306	1,193,124	178,484,479	30,249,351	1,419,331
6	(5,657,526)	25,154,365	4,744,250	172,826,953	55,403,716	6,163,581
7	(9,368,735)	29,827,664	2,795,174	163,458,218	85,231,380	8,958,755
8	(13,196,370)	26,863,275	4,115,784	150,261,848	112,094,655	13,074,539
9	(26,982,487)	17,714,501	5,987,985	123,279,361	129,809,156	19,062,524
10	(20,066,460)	14,680,314	9,534,497	103,212,901	144,489,470	28,597,021
11	(17,974,241)	1,042,817	11,800,032	85,238,660	145,532,287	40,397,053
12	(35,541,559)	(6,647,497)	13,709,210	49,697,101	138,884,790	54,106,263
13	22,716,634	(12,361,844)	16,019,649	72,413,735	126,522,946	70,125,912
14	32,507,792	(14,584,503)	18,744,507	104,921,527	111,938,443	88,870,419
15	74,042,065	(15,496,299)	8,788,914	178,963,592	96,442,144	97,659,333
16	13,447,795	(8,441,946)	8,336,546	192,411,387	88,000,198	105,995,879
17	4,975,235	(1,913,797)	6,235,102	197,386,622	86,086,401	112,230,981
18	(9,093,608)	13,874,658	5,998,243	188,293,014	99,961,059	118,229,224
19	(11,740,726)	18,554,126	(638,652)	176,552,288	118,515,185	117,590,572
20	(16,113,862)	21,423,901	(5,635,670)	160,438,426	139,939,086	111,954,902
21	(28,436,803)	13,684,179	(3,663,800)	132,001,623	153,623,265	108,291,102
22	(21,553,958)	9,855,284	(2,929,683)	110,447,665	163,478,549	105,361,419
23	(18,939,051)	(2,099,518)	850,391	91,508,614	161,379,031	106,211,810
24	(36,751,294)	(8,859,186)	2,762,075	54,757,320	152,519,845	108,973,885
25	21,912,675	(14,422,698)	7,484,009	76,669,995	138,097,147	116,457,894
26	32,179,419	(16,397,794)	11,744,912	108,849,414	121,699,353	128,202,806
27	74,155,347	(16,950,152)	1,149,900	183,004,761	104,749,201	129,352,706
28	13,106,299	(9,654,406)	3,634,425	196,111,060	95,094,795	132,987,131
29	4,433,178	(3,955,819)	3,415,610	200,544,238	91,138,976	136,402,741
30	(9,687,282)	13,608,164	2,714,844	190,856,956	104,747,140	139,117,585
31	(11,988,719)	18,348,984	(3,494,160)	178,868,237	123,096,124	135,623,425
32	(15,977,390)	20,560,094	(7,935,103)	162,890,847	143,656,218	127,688,322
33	(28,665,704)	13,426,768	(5,752,770)	134,225,143	157,082,986	121,935,552
34	(20,917,463)	8,907,956	(5,421,215)	113,307,680	165,990,942	116,514,337
35	(19,820,706)	(1,817,401)	306,770	93,486,974	164,173,541	116,821,107
36	(36,852,365)	(8,323,822)	1,659,919	56,634,609	155,849,719	118,481,026

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(30 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	32,082,790	(13,487)	0	32,082,790	(13,487)	0
2	35,871,698	1,592,624	(6,734)	67,954,488	1,579,137	(6,734)
3	74,298,922	3,481,463	28,064	142,253,410	5,060,600	21,330
4	16,035,379	9,616,476	178,698	158,288,789	14,677,076	200,078
5	6,520,770	13,290,329	1,082,556	164,809,559	27,967,405	1,282,584
6	(6,846,658)	23,192,610	4,630,893	157,962,901	51,160,015	5,913,477
7	(9,271,274)	27,635,234	2,504,078	148,691,627	78,795,249	8,417,555
8	(12,571,970)	25,012,085	3,607,163	136,119,657	103,807,334	12,024,718
9	(25,405,572)	16,286,872	5,399,138	110,714,085	120,094,206	17,423,856
10	(18,635,496)	12,838,728	8,771,029	92,078,589	132,932,934	26,194,885
11	(16,226,236)	9,334	10,849,016	75,852,353	132,942,268	37,043,901
12	(32,696,605)	(6,971,293)	12,604,790	43,155,748	125,970,975	49,648,691
13	21,446,957	(11,313,109)	15,025,842	64,602,705	114,657,866	64,674,533
14	30,063,046	(13,441,935)	17,553,137	94,665,751	101,215,931	82,227,670
15	69,623,737	(13,985,866)	7,667,992	164,289,488	87,230,065	89,895,662
16	12,431,513	(7,986,707)	7,236,156	176,721,001	79,243,358	97,131,818
17	4,018,268	(2,276,224)	5,616,762	180,739,269	76,967,134	102,748,580
18	(9,917,556)	13,276,053	5,616,972	170,821,713	90,243,187	108,365,552
19	(11,398,675)	17,456,585	(742,926)	159,423,038	107,699,772	107,622,626
20	(15,233,805)	20,155,291	(5,323,175)	144,189,233	127,855,063	102,299,451
21	(26,527,365)	12,556,751	(3,788,902)	117,661,868	140,411,814	98,510,549
22	(19,963,953)	8,337,852	(2,938,486)	97,697,915	148,749,666	95,572,063
23	(16,891,004)	(2,598,834)	937,405	80,806,911	146,150,832	96,509,468
24	(33,720,215)	(9,042,074)	2,508,910	47,086,696	137,108,758	99,018,378
25	20,737,378	(13,098,776)	6,946,762	67,824,074	124,009,982	105,965,140
26	30,030,443	(14,644,506)	11,333,251	97,854,517	109,365,476	117,298,391
27	69,656,208	(15,498,663)	658,511	167,510,725	93,866,813	117,956,902
28	12,065,960	(8,923,252)	2,592,050	179,576,685	84,943,561	120,548,952
29	3,581,336	(4,027,876)	2,988,186	183,158,021	80,915,685	123,537,138
30	(10,370,083)	13,190,593	2,650,882	172,787,938	94,106,278	126,188,020
31	(11,534,010)	17,319,792	(3,336,904)	161,253,928	111,426,070	122,851,116
32	(15,140,273)	19,320,919	(7,462,360)	146,113,655	130,746,989	115,388,756
33	(26,747,725)	12,448,089	(5,445,695)	119,365,930	143,195,078	109,943,061
34	(19,302,388)	7,420,675	(5,233,506)	100,063,542	150,615,753	104,709,555
35	(17,710,581)	(2,270,959)	598,658	82,352,961	148,344,794	105,308,213
36	(33,663,522)	(8,457,167)	1,576,963	48,689,439	139,887,627	106,885,176

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(40 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	29,944,104	(6,625)	0	29,944,104	(6,625)	0
2	33,708,269	1,527,542	(6,734)	63,652,373	1,520,917	(6,734)
3	68,095,657	3,257,073	34,670	131,748,030	4,777,990	27,936
4	14,933,345	9,181,417	136,231	146,681,375	13,959,407	164,167
5	4,777,517	12,418,150	1,036,513	151,458,892	26,377,557	1,200,680
6	(6,979,339)	21,831,241	4,555,709	144,479,553	48,208,798	5,756,389
7	(9,359,471)	25,240,717	2,280,389	135,120,082	73,449,515	8,036,778
8	(11,804,357)	22,736,705	3,349,506	123,315,725	96,186,220	11,386,284
9	(23,601,418)	14,893,950	4,926,937	99,714,307	111,080,170	16,313,221
10	(17,287,863)	12,205,523	8,122,091	82,426,444	123,285,693	24,435,312
11	(14,961,948)	(757,923)	9,660,614	67,464,496	122,527,770	34,095,926
12	(29,553,408)	(6,797,139)	11,737,091	37,911,088	115,730,631	45,833,017
13	20,120,132	(10,722,186)	14,120,651	58,031,220	105,008,445	59,953,668
14	28,789,298	(12,976,301)	16,135,319	86,820,518	92,032,144	76,088,987
15	63,841,628	(13,633,032)	7,092,789	150,662,146	78,399,112	83,181,776
16	11,810,757	(7,546,480)	6,550,350	162,472,903	70,852,632	89,732,126
17	2,472,854	(1,903,489)	4,762,198	164,945,757	68,949,143	94,494,324
18	(9,501,371)	13,109,371	5,250,323	155,444,386	82,058,514	99,744,647
19	(11,350,136)	15,955,422	(394,235)	144,094,250	98,013,936	99,350,412
20	(14,253,525)	18,624,360	(5,061,285)	129,840,725	116,638,296	94,289,127
21	(24,439,535)	11,721,067	(3,400,593)	105,401,190	128,359,363	90,888,534
22	(18,489,444)	7,939,123	(2,797,424)	86,911,746	136,298,486	88,091,110
23	(15,338,505)	(3,058,165)	47,661	71,573,241	133,240,321	88,138,771
24	(30,565,193)	(8,371,210)	2,361,325	41,008,048	124,869,111	90,500,096
25	19,523,173	(12,298,893)	6,457,832	60,531,221	112,570,218	96,957,928
26	28,803,727	(13,896,952)	10,357,451	89,334,948	98,673,266	107,315,379
27	63,898,492	(14,906,651)	571,593	153,233,440	83,766,615	107,886,972
28	11,632,120	(8,289,793)	2,189,479	164,865,560	75,476,822	110,076,451
29	2,095,042	(3,347,379)	2,427,940	166,960,602	72,129,443	112,504,391
30	(9,952,501)	13,103,918	2,360,576	157,008,101	85,233,361	114,864,967
31	(11,469,993)	16,032,949	(2,671,130)	145,538,108	101,266,310	112,193,837
32	(14,095,527)	17,645,617	(7,036,380)	131,442,581	118,911,927	105,157,457
33	(24,499,735)	11,750,492	(5,233,679)	106,942,846	130,662,419	99,923,778
34	(17,844,548)	7,021,773	(4,779,687)	89,098,298	137,684,192	95,144,091
35	(16,164,136)	(2,671,191)	(292,153)	72,934,162	135,013,001	94,851,938
36	(30,479,283)	(7,815,425)	1,423,228	42,454,879	127,197,576	96,275,166

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(50 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	27,239,933	(9,165)	0	27,239,933	(9,165)	0
2	31,660,810	1,501,721	(6,734)	58,900,743	1,492,556	(6,734)
3	63,557,352	3,130,838	27,318	122,458,095	4,623,394	20,584
4	14,197,868	8,585,309	166,762	136,655,963	13,208,703	187,346
5	4,216,577	11,732,979	839,982	140,872,540	24,941,682	1,027,328
6	(6,976,075)	20,582,758	4,480,851	133,896,465	45,524,440	5,508,179
7	(9,225,240)	23,272,779	2,135,149	124,671,225	68,797,219	7,643,328
8	(11,153,487)	21,157,084	3,171,823	113,517,738	89,954,303	10,815,151
9	(22,119,643)	12,774,120	4,363,222	91,398,095	102,728,423	15,178,373
10	(15,857,514)	11,439,336	7,702,173	75,540,581	114,167,759	22,880,546
11	(14,159,276)	(784,496)	8,681,891	61,381,305	113,383,263	31,562,437
12	(27,529,720)	(6,509,537)	10,790,012	33,851,585	106,873,726	42,352,449
13	18,241,208	(10,147,157)	13,352,051	52,092,793	96,726,569	55,704,500
14	27,213,717	(12,488,680)	15,225,448	79,306,510	84,237,889	70,929,948
15	59,862,202	(12,018,602)	6,591,179	139,168,712	72,219,287	77,521,127
16	11,670,067	(7,330,102)	6,513,221	150,838,779	64,889,185	84,034,348
17	1,859,576	(1,662,084)	4,173,665	152,698,355	63,227,101	88,208,013
18	(9,145,798)	12,522,816	4,147,906	143,552,557	75,749,917	92,355,919
19	(10,998,907)	14,800,291	(399,626)	132,553,650	90,550,208	91,956,293
20	(13,285,240)	17,700,890	(4,341,422)	119,268,410	108,251,098	87,614,871
21	(22,870,444)	9,889,029	(3,226,436)	96,397,966	118,140,127	84,388,435
22	(17,272,903)	7,313,549	(2,798,824)	79,125,063	125,453,676	81,589,611
23	(14,672,564)	(2,591,955)	(473,529)	64,452,499	122,861,721	81,116,082
24	(28,376,040)	(7,962,150)	1,468,724	36,076,459	114,899,571	82,584,806
25	17,910,304	(11,463,435)	6,007,169	53,986,763	103,436,136	88,591,975
26	27,257,690	(13,357,540)	10,350,364	81,244,453	90,078,596	98,942,339
27	59,868,235	(13,227,470)	712,442	141,112,688	76,851,126	99,654,781
28	11,540,106	(8,156,562)	2,485,066	152,652,794	68,694,564	102,139,847
29	1,640,291	(2,801,470)	2,167,421	154,293,085	65,893,094	104,307,268
30	(9,378,068)	12,464,354	1,422,437	144,915,017	78,357,448	105,729,705
31	(11,082,070)	14,852,985	(2,839,084)	133,832,947	93,210,433	102,890,621
32	(13,203,410)	16,704,558	(5,871,960)	120,629,537	109,914,991	97,018,661
33	(22,946,924)	9,994,539	(4,704,590)	97,682,613	119,909,530	92,314,071
34	(16,628,650)	6,644,163	(4,843,006)	81,053,963	126,553,693	87,471,065
35	(15,217,462)	(2,150,775)	(836,473)	65,836,501	124,402,918	86,634,592
36	(28,301,450)	(7,487,697)	695,939	37,535,051	116,915,221	87,330,531

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(20 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOURS SAVED	MANHOURS SAVED
1	(263)	71	92	79	21	0	436	436
2	(295)	95	86	92	22	0	498	934
3	(368)	53	42	210	63	0	1,191	2,125
4	(370)	100	57	120	15	(78)	493	2,618
5	(361)	85	37	128	17	(94)	517	3,135
6	(743)	165	113	154	14	(297)	366	3,501
7	(732)	(113)	(131)	58	8	(910)	(837)	2,664
8	(863)	(181)	(119)	38	1	(1,124)	(1,219)	1,446
9	(1,022)	(241)	(276)	(26)	6	(1,559)	(2,014)	(568)
10	(1,069)	(231)	(243)	(3)	1	(1,545)	(1,918)	(2,486)
11	(1,094)	(246)	(223)	(22)	0	(1,585)	(2,055)	(4,541)
12	(1,829)	(542)	(514)	(75)	(14)	(2,974)	(4,064)	(8,605)
13	(954)	(112)	(130)	55	22	(1,119)	(1,047)	(9,652)
14	(1,000)	(96)	(92)	82	16	(1,090)	(919)	(10,571)
15	(929)	(92)	(113)	200	63	(871)	71	(10,500)
16	(1,009)	(5)	(65)	88	17	(974)	(745)	(11,245)
17	(856)	(35)	(85)	118	15	(843)	(461)	(11,706)
18	(1,312)	89	20	143	11	(1,049)	(624)	(12,331)
19	(1,042)	(172)	(200)	41	8	(1,365)	(1,473)	(13,804)
20	(1,138)	(250)	(183)	31	2	(1,538)	(1,757)	(15,560)
21	(1,304)	(300)	(332)	(34)	6	(1,964)	(2,549)	(18,110)
22	(1,265)	(265)	(300)	(2)	4	(1,828)	(2,250)	(20,360)
23	(1,207)	(287)	(263)	(26)	2	(1,781)	(2,306)	(22,666)
24	(1,997)	(597)	(542)	(79)	(12)	(3,227)	(4,385)	(27,051)
25	(1,113)	(130)	(175)	47	22	(1,349)	(1,366)	(28,417)
26	(1,087)	(124)	(110)	79	15	(1,227)	(1,106)	(29,523)
27	(1,131)	(108)	(121)	192	64	(1,104)	(247)	(29,770)
28	(1,125)	(12)	(97)	88	18	(1,128)	(931)	(30,701)
29	(875)	(49)	(109)	116	15	(902)	(543)	(31,244)
30	(1,418)	78	7	147	10	(1,176)	(768)	(32,012)
31	(1,105)	(174)	(224)	39	8	(1,456)	(1,594)	(33,606)
32	(1,167)	(256)	(196)	31	2	(1,586)	(1,816)	(35,422)
33	(1,392)	(309)	(340)	(35)	4	(2,072)	(2,696)	(38,118)
34	(1,233)	(262)	(314)	0	4	(1,805)	(2,213)	(40,331)
35	(1,347)	(285)	(269)	(26)	2	(1,925)	(2,484)	(42,815)
36	(2,127)	(598)	(551)	(82)	(15)	(3,373)	(4,592)	(47,407)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(30 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOURS SAVED	MANHOURS SAVED
1	(213)	42	83	67	21	0	384	384
2	(228)	57	64	85	22	0	467	851
3	(292)	30	18	186	58	0	1,065	1,916
4	(305)	80	30	108	15	(72)	448	2,364
5	(292)	60	13	111	17	(91)	446	2,810
6	(592)	116	72	126	12	(266)	274	3,083
7	(572)	(119)	(135)	46	7	(773)	(724)	2,359
8	(660)	(170)	(114)	24	1	(919)	(1,027)	1,333
9	(772)	(221)	(248)	(25)	3	(1,263)	(1,657)	(324)
10	(804)	(209)	(226)	(6)	1	(1,244)	(1,559)	(1,883)
11	(823)	(216)	(212)	(28)	1	(1,278)	(1,697)	(3,580)
12	(1,364)	(451)	(454)	(69)	(15)	(2,353)	(3,274)	(6,855)
13	(693)	(125)	(109)	40	23	(864)	(793)	(7,648)
14	(727)	(107)	(99)	74	16	(843)	(649)	(8,297)
15	(724)	(81)	(128)	175	57	(701)	146	(8,150)
16	(782)	(9)	(82)	77	17	(779)	(552)	(8,703)
17	(643)	(43)	(94)	98	15	(667)	(331)	(9,034)
18	(982)	66	(19)	118	9	(808)	(444)	(9,478)
19	(783)	(174)	(195)	25	7	(1,120)	(1,244)	(10,723)
20	(819)	(227)	(175)	16	2	(1,203)	(1,408)	(12,131)
21	(972)	(261)	(296)	(31)	3	(1,557)	(2,046)	(14,177)
22	(957)	(234)	(277)	(7)	4	(1,471)	(1,831)	(16,008)
23	(891)	(252)	(248)	(36)	3	(1,424)	(1,904)	(17,912)
24	(1,498)	(492)	(482)	(72)	(14)	(2,558)	(3,536)	(21,448)
25	(814)	(139)	(146)	32	23	(1,044)	(1,050)	(22,498)
26	(759)	(130)	(114)	69	15	(919)	(769)	(23,268)
27	(866)	(94)	(135)	166	58	(871)	(99)	(23,366)
28	(833)	(15)	(109)	77	18	(862)	(651)	(24,017)
29	(684)	(52)	(110)	96	15	(735)	(424)	(24,441)
30	(1,065)	53	(28)	121	8	(911)	(563)	(25,004)
31	(806)	(172)	(219)	23	7	(1,167)	(1,311)	(26,315)
32	(841)	(232)	(186)	16	2	(1,241)	(1,455)	(27,770)
33	(1,014)	(269)	(299)	(32)	2	(1,612)	(2,123)	(29,893)
34	(938)	(234)	(288)	(5)	3	(1,462)	(1,815)	(31,709)
35	(1,012)	(251)	(252)	(37)	3	(1,549)	(2,063)	(33,771)
36	(1,565)	(491)	(487)	(75)	(17)	(2,635)	(3,658)	(37,429)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(40 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(163)	16	69	57	21	0	340	340
2	(184)	31	51	82	20	0	445	786
3	(232)	11	(1)	168	54	0	969	1,754
4	(253)	57	16	101	14	(65)	422	2,176
5	(242)	47	(8)	100	17	(86)	404	2,580
6	(488)	80	45	104	12	(247)	201	2,781
7	(437)	(119)	(136)	39	5	(648)	(609)	2,173
8	(510)	(168)	(116)	21	1	(772)	(858)	1,315
9	(590)	(191)	(241)	(29)	3	(1,048)	(1,409)	(94)
10	(632)	(194)	(214)	(8)	0	(1,048)	(1,330)	(1,424)
11	(656)	(176)	(206)	(25)	0	(1,063)	(1,423)	(2,847)
12	(1,070)	(395)	(408)	(70)	(17)	(1,960)	(2,802)	(5,649)
13	(510)	(133)	(112)	33	21	(701)	(631)	(6,279)
14	(576)	(108)	(98)	66	14	(702)	(518)	(6,798)
15	(534)	(83)	(132)	153	53	(543)	228	(6,570)
16	(605)	(13)	(86)	75	15	(614)	(366)	(6,936)
17	(503)	(30)	(112)	90	15	(540)	(209)	(7,145)
18	(778)	41	(33)	95	8	(667)	(375)	(7,520)
19	(604)	(167)	(191)	22	5	(935)	(1,038)	(8,557)
20	(619)	(214)	(168)	12	2	(987)	(1,159)	(9,716)
21	(745)	(225)	(283)	(36)	3	(1,286)	(1,733)	(11,449)
22	(728)	(219)	(261)	(8)	3	(1,213)	(1,521)	(12,970)
23	(692)	(203)	(240)	(33)	2	(1,166)	(1,576)	(14,546)
24	(1,189)	(429)	(429)	(72)	(16)	(2,135)	(3,022)	(17,569)
25	(610)	(145)	(147)	25	21	(856)	(857)	(18,426)
26	(595)	(126)	(113)	60	13	(761)	(622)	(19,048)
27	(644)	(94)	(137)	144	54	(677)	27	(19,020)
28	(627)	(18)	(110)	74	16	(665)	(429)	(19,449)
29	(510)	(38)	(127)	88	15	(572)	(257)	(19,707)
30	(840)	27	(41)	98	7	(749)	(467)	(20,174)
31	(615)	(166)	(212)	21	5	(967)	(1,082)	(21,256)
32	(636)	(218)	(180)	12	2	(1,020)	(1,199)	(22,455)
33	(788)	(232)	(286)	(38)	2	(1,342)	(1,816)	(24,270)
34	(726)	(221)	(270)	(6)	2	(1,221)	(1,526)	(25,797)
35	(774)	(202)	(245)	(34)	2	(1,253)	(1,688)	(27,485)
36	(1,222)	(427)	(433)	(75)	(19)	(2,176)	(3,099)	(30,584)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(50 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOURS SAVED	MANHOURS SAVED
1	(134)	8	51	54	21	0	327	327
2	(149)	12	42	76	19	0	415	742
3	(187)	(7)	(18)	158	54	0	925	1,667
4	(208)	33	3	96	13	(63)	398	2,065
5	(207)	37	(20)	92	16	(82)	370	2,435
6	(382)	18	25	88	10	(241)	130	2,565
7	(354)	(113)	(136)	32	4	(567)	(544)	2,021
8	(414)	(152)	(110)	10	1	(665)	(774)	1,247
9	(462)	(171)	(230)	(34)	3	(894)	(1,240)	7
10	(498)	(173)	(211)	(10)	(1)	(893)	(1,152)	(1,144)
11	(522)	(157)	(190)	(26)	(1)	(896)	(1,225)	(2,369)
12	(840)	(348)	(385)	(67)	(17)	(1,657)	(2,414)	(4,784)
13	(400)	(127)	(121)	31	21	(596)	(510)	(5,293)
14	(453)	(111)	(95)	61	13	(585)	(400)	(5,693)
15	(423)	(79)	(147)	145	53	(451)	307	(5,386)
16	(491)	(29)	(91)	70	14	(527)	(285)	(5,671)
17	(416)	(30)	(114)	81	14	(465)	(160)	(5,831)
18	(597)	(15)	(43)	77	6	(572)	(345)	(6,176)
19	(473)	(152)	(188)	17	4	(792)	(887)	(7,063)
20	(486)	(190)	(162)	0	3	(835)	(1,019)	(8,082)
21	(608)	(194)	(266)	(42)	3	(1,107)	(1,538)	(9,620)
22	(553)	(192)	(251)	(14)	2	(1,008)	(1,298)	(10,918)
23	(565)	(179)	(225)	(34)	1	(1,002)	(1,382)	(12,300)
24	(925)	(373)	(401)	(68)	(17)	(1,784)	(2,576)	(14,876)
25	(485)	(134)	(152)	22	21	(728)	(712)	(15,588)
26	(457)	(125)	(108)	55	12	(623)	(478)	(16,065)
27	(508)	(88)	(149)	136	54	(555)	143	(15,922)
28	(500)	(34)	(110)	68	15	(561)	(331)	(16,253)
29	(409)	(37)	(127)	79	14	(480)	(187)	(16,441)
30	(669)	(28)	(50)	81	5	(661)	(442)	(16,882)
31	(484)	(150)	(207)	16	4	(821)	(927)	(17,809)
32	(513)	(196)	(173)	0	3	(879)	(1,073)	(18,883)
33	(625)	(199)	(269)	(44)	1	(1,136)	(1,592)	(20,474)
34	(539)	(195)	(259)	(12)	1	(1,004)	(1,289)	(21,763)
35	(603)	(177)	(231)	(35)	1	(1,045)	(1,440)	(23,203)
36	(939)	(371)	(405)	(70)	(20)	(1,805)	(2,623)	(25,826)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(BASELINE SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	12,458,302	4,818	0	12,458,302	4,818	0
2	13,388,556	428,348	0	25,846,858	433,166	0
3	33,533,307	1,821,594	0	59,380,165	2,254,760	0
4	15,007,307	2,906,499	50,082	74,387,472	5,161,259	50,082
5	13,822,230	5,923,227	214,938	88,209,702	11,084,486	265,020
6	17,000,612	8,945,193	510,820	105,210,314	20,029,679	775,840
7	3,038,809	15,055,960	1,190,173	108,249,123	35,085,639	1,966,013
8	458,845	15,666,749	2,093,762	108,707,968	50,752,388	4,059,775
9	(7,165,962)	16,902,135	2,911,351	101,542,006	67,654,523	6,971,126
10	(7,132,651)	14,006,921	4,850,181	94,409,355	81,661,444	11,821,307
11	(7,876,198)	5,994,351	5,681,976	86,533,157	87,655,795	17,503,283
12	(23,908,868)	1,437,602	9,059,869	62,624,289	89,093,397	26,563,152
13	5,218,116	1,879,125	9,871,425	67,842,405	90,972,522	36,434,577
14	5,878,736	(5,569,773)	8,943,975	73,721,141	85,402,749	45,378,552
15	27,049,446	(9,206,271)	6,625,590	100,770,587	76,196,478	52,004,142
16	9,239,403	(5,811,209)	10,037,741	110,009,990	70,385,269	62,041,883
17	8,605,236	42,031	7,140,105	118,615,226	70,427,300	69,181,988
18	11,775,526	480,266	3,794,759	130,390,752	70,907,566	72,976,747
19	(483,018)	8,183,984	1,600,003	129,907,734	79,091,550	74,576,750
20	(2,108,339)	11,702,898	1,255,638	127,799,395	90,794,448	75,832,388
21	(10,017,863)	12,313,271	1,174,370	117,781,532	103,107,719	77,006,758
22	(8,681,934)	8,858,292	(1,250,663)	109,099,598	111,966,011	75,756,095
23	(9,413,925)	1,750,461	(201,251)	99,685,673	113,716,472	75,554,844
24	(25,229,987)	(1,784,654)	4,591,221	74,455,686	111,931,818	80,146,065
25	3,578,208	(356,714)	3,875,441	78,033,894	111,575,104	84,021,506
26	4,613,920	(7,574,296)	3,488,627	82,647,814	104,000,808	87,510,133
27	26,534,860	(11,346,117)	2,526,047	109,182,674	92,654,691	90,036,180
28	8,583,234	(7,870,005)	7,478,952	117,765,908	84,784,686	97,515,132
29	7,937,716	(1,676,772)	3,088,161	125,703,624	83,107,914	100,603,293
30	11,480,683	(1,062,530)	(408,074)	137,184,307	82,045,384	100,195,219
31	(749,532)	6,722,895	(778,117)	136,434,775	88,768,279	99,417,102
32	(2,565,821)	10,910,567	(1,277,337)	133,868,954	99,678,846	98,139,765
33	(10,289,453)	11,567,277	(1,597,008)	123,579,501	111,246,123	96,542,757
34	(8,850,506)	8,226,304	(3,207,980)	114,728,995	119,472,427	93,334,777
35	(9,918,152)	884,097	(2,259,934)	104,810,843	120,356,524	91,074,843
36	(26,470,148)	(2,010,061)	4,023,761	78,340,695	118,346,463	95,098,604

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(10 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	11,967,003	4,314	0	11,967,003	4,314	0
2	12,593,490	410,563	0	24,560,493	414,877	0
3	31,165,869	1,702,644	0	55,726,362	2,117,521	0
4	14,289,254	2,740,312	41,678	70,015,616	4,857,833	41,678
5	13,015,565	5,068,582	210,158	83,031,181	9,926,415	251,836
6	15,709,487	8,166,702	475,287	98,740,668	18,093,117	727,123
7	2,255,308	13,725,786	1,137,296	100,995,976	31,818,903	1,864,419
8	121,293	14,882,477	1,913,108	101,117,269	46,701,380	3,777,527
9	(7,159,120)	15,662,305	2,684,051	93,958,149	62,363,685	6,461,578
10	(7,236,156)	13,289,511	4,358,673	86,721,993	75,653,196	10,820,251
11	(7,579,580)	5,649,629	5,275,785	79,142,413	81,302,825	16,096,036
12	(22,495,015)	1,373,238	8,656,119	56,647,398	82,676,063	24,752,155
13	4,856,311	1,649,265	8,871,730	61,503,709	84,325,328	33,623,885
14	5,525,901	(4,937,810)	8,515,264	67,029,610	79,387,518	42,139,149
15	25,240,345	(9,147,315)	5,879,392	92,269,955	70,240,203	48,018,541
16	9,126,326	(5,623,313)	9,606,515	101,396,281	64,616,890	57,625,056
17	8,336,417	(592,277)	6,617,284	109,732,698	64,024,613	64,242,340
18	10,774,192	116,547	3,691,130	120,506,890	64,141,160	67,933,470
19	(1,095,111)	6,913,586	1,364,220	119,411,779	71,054,746	69,297,690
20	(2,053,562)	11,470,008	1,182,599	117,358,217	82,524,754	70,480,289
21	(9,810,638)	11,355,668	868,516	107,547,579	93,880,422	71,348,805
22	(8,505,312)	8,391,607	(1,435,364)	99,042,267	102,272,029	69,913,441
23	(9,017,196)	1,805,198	(610,742)	90,025,071	104,077,227	69,302,699
24	(23,626,397)	(1,585,345)	4,495,410	66,398,674	102,491,882	73,798,109
25	3,309,442	(290,052)	2,757,528	69,708,116	102,201,830	76,555,637
26	4,350,811	(6,700,108)	2,981,829	74,058,927	95,501,722	79,537,466
27	24,989,892	(11,206,104)	1,785,921	99,048,819	84,295,618	81,323,387
28	8,488,759	(7,419,731)	7,590,888	107,537,578	76,875,887	88,914,275
29	7,725,752	(2,049,213)	3,298,981	115,263,330	74,826,674	92,213,256
30	10,525,742	(1,276,927)	(262,388)	125,789,072	73,549,747	91,950,868
31	(1,214,472)	5,517,935	(851,283)	124,574,600	79,067,682	91,099,585
32	(2,474,474)	10,755,639	(1,195,256)	122,100,126	89,823,321	89,904,329
33	(9,994,674)	10,726,465	(1,816,563)	112,105,452	100,549,786	88,087,766
34	(8,565,460)	7,790,660	(2,939,852)	103,539,992	108,340,446	85,147,914
35	(9,485,055)	1,090,555	(2,442,912)	94,054,937	109,431,001	82,705,002
36	(24,774,834)	(1,728,406)	4,013,943	69,280,103	107,702,595	86,718,945

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(20 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	10,804,513	4,314	0	10,804,513	4,314	0
2	11,664,074	356,211	0	22,468,587	360,525	0
3	28,704,827	1,349,354	0	51,173,414	1,709,879	0
4	12,543,168	2,227,802	34,224	63,716,582	3,937,681	34,224
5	11,665,002	4,386,549	171,254	75,381,584	8,324,230	205,478
6	13,044,083	7,362,251	383,575	88,425,667	15,686,481	589,053
7	1,501,847	11,969,047	1,011,684	89,927,514	27,655,528	1,600,737
8	(787,878)	13,230,654	1,659,949	89,139,636	40,886,182	3,260,686
9	(7,297,338)	14,081,372	2,134,923	81,842,298	54,967,554	5,395,609
10	(6,757,191)	11,999,969	3,846,839	75,085,107	66,967,523	9,242,448
11	(6,862,520)	4,627,371	4,525,602	68,222,587	71,594,894	13,768,050
12	(19,896,940)	1,101,202	7,892,433	48,325,647	72,696,096	21,660,483
13	4,342,911	1,492,352	7,860,631	52,668,558	74,188,448	29,521,114
14	5,604,667	(4,460,502)	7,150,397	58,273,225	69,727,946	36,671,511
15	23,453,489	(8,412,311)	5,057,296	81,726,714	61,315,635	41,728,807
16	7,855,031	(5,582,932)	9,006,892	89,581,745	55,732,703	50,735,699
17	7,348,648	(484,859)	6,050,381	96,930,393	55,247,844	56,786,080
18	8,722,143	62,634	2,869,326	105,652,536	55,310,478	59,655,406
19	(1,255,481)	5,904,271	1,123,480	104,397,055	61,214,749	60,778,886
20	(2,696,802)	10,373,237	1,003,027	101,700,253	71,587,986	61,781,913
21	(9,538,143)	10,475,415	708,205	92,162,110	82,063,401	62,490,118
22	(7,497,421)	7,306,657	(1,280,899)	84,664,689	89,370,058	61,209,219
23	(7,972,098)	701,378	(558,598)	76,692,591	90,071,436	60,650,621
24	(20,795,682)	(1,096,634)	3,852,209	55,896,909	88,974,802	64,502,830
25	2,998,295	(374,796)	2,148,083	58,895,204	88,600,006	66,650,913
26	4,560,527	(6,024,937)	2,110,562	63,455,731	82,575,069	68,761,475
27	23,517,674	(10,106,892)	934,576	86,973,405	72,468,177	69,696,051
28	7,366,656	(6,924,040)	7,420,024	94,340,061	65,544,137	77,116,075
29	6,769,260	(1,752,113)	3,539,308	101,109,321	63,792,024	80,655,383
30	8,526,679	(1,028,784)	(917,815)	109,636,000	62,763,240	79,737,568
31	(1,264,314)	4,645,135	(761,332)	108,371,686	67,408,375	78,976,236
32	(2,966,085)	10,028,451	(971,461)	105,405,601	77,436,826	78,004,775
33	(9,725,112)	9,961,522	(1,856,873)	95,680,489	87,398,348	76,147,902
34	(7,558,525)	6,773,405	(2,782,741)	88,121,964	94,171,753	73,365,161
35	(8,237,388)	145,228	(1,875,270)	79,884,576	94,316,981	71,489,891
36	(21,809,697)	(1,298,285)	3,306,886	58,074,879	93,018,696	74,796,777

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(30 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	9,996,409	2,264	0	9,996,409	2,264	0
2	10,738,611	303,699	0	20,735,020	305,963	0
3	25,809,893	1,144,352	0	46,544,913	1,450,315	0
4	11,423,503	1,769,272	21,982	57,968,416	3,219,587	21,982
5	10,346,236	3,768,747	159,347	68,314,652	6,988,334	181,329
6	10,866,509	6,134,505	301,687	79,181,161	13,122,839	483,016
7	308,756	10,483,024	845,027	79,489,917	23,605,863	1,328,043
8	(962,719)	11,055,464	1,359,883	78,527,198	34,661,327	2,687,926
9	(6,623,097)	13,239,142	1,887,562	71,904,101	47,900,469	4,575,488
10	(6,135,429)	11,026,378	2,986,780	65,768,672	58,926,847	7,562,268
11	(6,162,802)	4,368,901	3,920,684	59,605,870	63,295,748	11,482,952
12	(17,477,585)	913,611	7,333,284	42,128,285	64,209,359	18,816,236
13	4,503,120	1,434,041	6,895,063	46,631,405	65,643,400	25,711,299
14	5,325,068	(3,351,311)	6,618,228	51,956,473	62,292,089	32,329,527
15	21,120,262	(7,404,714)	4,417,095	73,076,735	54,887,375	36,746,622
16	7,334,895	(5,693,436)	8,724,207	80,411,630	49,193,939	45,470,829
17	6,498,937	(365,764)	4,885,886	86,910,567	48,828,175	50,356,715
18	7,167,886	(428,459)	2,531,580	94,078,453	48,399,716	52,888,295
19	(2,247,740)	5,200,595	1,058,649	91,830,713	53,600,311	53,946,944
20	(2,617,887)	8,804,938	560,523	89,212,826	62,405,249	54,507,467
21	(8,420,119)	9,967,526	589,483	80,792,707	72,372,775	55,096,950
22	(6,745,257)	6,766,549	(1,790,385)	74,047,450	79,139,324	53,306,565
23	(7,277,400)	710,284	(106,398)	66,770,050	79,849,608	53,200,167
24	(18,480,525)	(1,149,496)	4,010,784	48,289,525	78,700,112	57,210,951
25	3,369,985	(307,767)	1,386,909	51,659,510	78,392,345	58,597,860
26	4,313,054	(4,710,041)	2,188,022	55,972,564	73,682,304	60,785,882
27	21,017,271	(8,871,969)	807,513	76,989,835	64,810,335	61,593,395
28	7,000,063	(7,111,309)	7,287,357	83,989,898	57,699,026	68,880,752
29	6,040,876	(1,479,467)	2,682,724	90,030,774	56,219,559	71,563,476
30	7,027,163	(1,478,065)	(1,097,927)	97,057,937	54,741,494	70,465,549
31	(2,184,073)	4,082,128	(419,519)	94,873,864	58,823,622	70,046,030
32	(2,837,271)	8,305,551	(1,213,722)	92,036,593	67,129,173	68,832,308
33	(8,199,997)	9,627,158	(1,767,989)	83,836,596	76,756,331	67,064,319
34	(6,970,594)	6,373,896	(3,125,175)	76,866,002	83,130,227	63,939,144
35	(7,525,882)	8,563	(997,417)	69,340,120	83,138,790	62,941,727
36	(19,341,678)	(1,514,337)	3,382,440	49,998,442	81,624,453	66,324,167

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(40 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	9,204,882	2,264	0	9,204,882	2,264	0
2	9,592,790	251,926	0	18,797,672	254,190	0
3	24,139,833	953,622	0	42,937,505	1,207,812	0
4	10,686,191	1,463,487	17,850	53,623,696	2,671,299	17,850
5	9,446,981	3,289,074	145,775	63,070,677	5,960,373	163,625
6	9,431,993	5,391,195	248,545	72,502,670	11,351,568	412,170
7	(151,162)	9,662,891	695,252	72,351,508	21,014,459	1,107,422
8	(957,322)	10,420,555	1,198,065	71,394,186	31,435,014	2,305,487
9	(6,146,046)	11,911,018	1,632,075	65,248,140	43,346,032	3,937,562
10	(5,843,709)	9,720,406	2,664,787	59,404,431	53,066,438	6,602,349
11	(5,689,268)	4,013,843	3,466,154	53,715,163	57,080,281	10,068,503
12	(16,140,966)	806,423	6,433,919	37,574,197	57,886,704	16,502,422
13	4,088,371	1,967,419	6,325,123	41,662,568	59,854,123	22,827,545
14	4,621,271	(2,902,347)	6,146,128	46,283,839	56,951,776	28,973,673
15	19,758,461	(6,750,695)	3,701,686	66,042,300	50,201,081	32,675,359
16	7,084,277	(5,532,994)	8,330,355	73,126,577	44,668,087	41,005,714
17	6,123,080	(771,170)	4,414,376	79,249,657	43,896,917	45,420,090
18	6,102,979	(695,000)	2,635,706	85,352,636	43,201,917	48,055,796
19	(2,387,616)	4,799,968	846,681	82,965,020	48,001,885	48,902,477
20	(2,318,131)	8,412,322	714,321	80,646,889	56,414,207	49,616,798
21	(7,750,949)	8,994,820	929,822	72,895,940	65,409,027	50,546,620
22	(6,277,446)	5,711,662	(1,930,793)	66,618,494	71,120,689	48,615,827
23	(6,647,686)	444,346	(550,134)	59,970,808	71,565,035	48,065,693
24	(16,875,120)	(743,526)	3,528,294	43,095,688	70,821,509	51,593,987
25	2,979,739	280,665	1,098,284	46,075,427	71,102,174	52,692,271
26	3,634,108	(4,146,216)	2,258,242	49,709,535	66,955,958	54,950,513
27	19,755,686	(7,965,351)	165,354	69,465,221	58,990,607	55,115,867
28	6,814,253	(6,864,118)	6,924,169	76,279,474	52,126,489	62,040,036
29	5,751,548	(1,877,843)	2,508,406	82,031,022	50,248,646	64,548,442
30	6,025,943	(1,524,199)	(616,941)	88,056,965	48,724,447	63,931,501
31	(2,229,798)	3,859,729	(719,432)	85,827,167	52,584,176	63,212,069
32	(2,538,722)	8,059,955	(932,572)	83,288,445	60,644,131	62,279,497
33	(7,612,544)	8,760,141	(1,153,198)	75,675,901	69,404,272	61,126,299
34	(6,516,812)	5,447,952	(3,090,237)	69,159,089	74,852,224	58,036,062
35	(6,887,089)	(242,016)	(1,370,616)	62,272,000	74,610,208	56,665,446
36	(17,647,638)	(1,071,721)	2,976,176	44,624,362	73,538,487	59,641,622

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(50 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	8,729,787	2,158	0	8,729,787	2,158	0
2	8,959,593	217,784	0	17,689,380	219,942	0
3	22,786,616	819,683	0	40,475,996	1,039,625	0
4	9,855,081	1,141,087	17,850	50,331,077	2,180,712	17,850
5	8,632,298	2,878,035	137,484	58,963,375	5,058,747	155,334
6	8,188,080	4,994,560	192,182	67,151,455	10,053,307	347,516
7	(515,483)	8,965,222	594,866	66,635,972	19,018,529	942,382
8	(1,087,674)	9,684,974	1,047,256	65,548,298	28,703,503	1,989,638
9	(5,783,275)	10,323,686	1,383,304	59,765,023	39,027,189	3,372,942
10	(5,513,757)	9,426,569	2,428,974	54,251,266	48,453,758	5,801,916
11	(5,257,034)	3,686,282	3,076,841	48,994,232	52,140,040	8,878,757
12	(14,845,582)	1,139,865	5,951,105	34,148,650	53,279,905	14,829,862
13	4,038,981	1,781,254	5,929,732	38,187,631	55,061,159	20,759,594
14	4,419,873	(2,468,922)	5,643,912	42,607,504	52,592,237	26,403,506
15	18,775,092	(6,074,237)	3,421,666	61,382,596	46,518,000	29,825,172
16	6,551,719	(5,496,238)	8,313,897	67,934,315	41,021,762	38,139,069
17	5,610,538	(952,354)	3,829,276	73,544,853	40,069,408	41,968,345
18	5,022,684	(427,253)	2,603,160	78,567,537	39,642,155	44,571,505
19	(2,482,780)	4,561,689	827,766	76,084,757	44,203,844	45,399,271
20	(2,273,329)	7,893,529	794,278	73,811,428	52,097,373	46,193,549
21	(7,238,160)	7,513,373	(141,385)	66,573,268	59,610,746	46,052,164
22	(5,850,604)	5,662,705	(1,820,890)	60,722,664	65,273,451	44,231,274
23	(6,219,332)	386,411	(250,890)	54,503,332	65,659,862	43,980,384
24	(15,463,298)	(461,156)	3,468,515	39,040,034	65,198,706	47,448,899
25	2,997,740	113,544	832,102	42,037,774	65,312,250	48,281,001
26	3,510,775	(3,755,236)	2,019,124	45,548,549	61,557,014	50,300,125
27	18,868,974	(7,114,403)	214,326	64,417,523	54,442,611	50,514,451
28	6,341,060	(6,658,582)	6,806,939	70,758,583	47,784,029	57,321,390
29	5,306,373	(2,066,896)	1,965,692	76,064,956	45,717,133	59,287,082
30	5,029,252	(1,172,349)	(55,129)	81,094,208	44,544,784	59,231,953
31	(2,303,379)	3,667,323	(748,843)	78,790,829	48,212,107	58,483,110
32	(2,505,328)	7,584,825	(764,643)	76,285,501	55,796,932	57,718,467
33	(7,280,610)	7,321,224	(1,976,721)	69,004,891	63,118,156	55,741,746
34	(6,056,104)	5,475,385	(2,967,101)	62,948,787	68,593,541	52,774,645
35	(6,388,210)	(167,098)	(954,197)	56,560,577	68,426,443	51,820,448
36	(16,143,875)	(733,174)	2,941,799	40,416,702	67,693,269	54,762,247

Appendix C

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES GENERAL COMMODITY (BASELINE SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(332)	68	123	119	22	0	615	615
2	(385)	57	165	132	30	(1)	706	1,321
3	(479)	(25)	223	228	43	(10)	1,170	2,491
4	(575)	(61)	268	137	38	(193)	525	3,017
5	(594)	69	78	73	33	(341)	41	3,058
6	(831)	(37)	(4)	28	13	(831)	(848)	2,210
7	(763)	20	(8)	(14)	9	(756)	(956)	1,254
8	(828)	(212)	(100)	(7)	(12)	(1,159)	(1,515)	(261)
9	(945)	(262)	(129)	(23)	(20)	(1,379)	(1,892)	(2,153)
10	(1,042)	(252)	(108)	(60)	(21)	(1,483)	(2,186)	(4,339)
11	(1,002)	(236)	(124)	(34)	(15)	(1,411)	(1,958)	(6,297)
12	(1,436)	(444)	(219)	(118)	(43)	(2,260)	(3,496)	(9,793)
13	(941)	(77)	52	101	18	(847)	(527)	(10,320)
14	(951)	(73)	85	109	26	(804)	(404)	(10,724)
15	(1,073)	(105)	156	186	28	(808)	(65)	(10,789)
16	(1,140)	(143)	255	120	34	(874)	(408)	(11,197)
17	(935)	7	54	75	33	(766)	(475)	(11,672)
18	(1,341)	(79)	(35)	27	20	(1,408)	(1,535)	(13,207)
19	(1,002)	(36)	(30)	(4)	13	(1,059)	(1,269)	(14,477)
20	(1,248)	(274)	(116)	(38)	(19)	(1,695)	(2,343)	(16,820)
21	(1,163)	(295)	(143)	(31)	(33)	(1,665)	(2,337)	(19,157)
22	(1,153)	(274)	(99)	(43)	(10)	(1,579)	(2,183)	(21,340)
23	(1,116)	(259)	(130)	(11)	(7)	(1,523)	(1,961)	(23,300)
24	(1,701)	(480)	(233)	(118)	(46)	(2,578)	(3,902)	(27,202)
25	(1,135)	(101)	31	70	5	(1,130)	(1,069)	(28,271)
26	(1,089)	(100)	90	114	22	(963)	(597)	(28,868)
27	(1,335)	(112)	178	207	37	(1,025)	(202)	(29,069)
28	(1,243)	(154)	243	116	36	(1,002)	(575)	(29,644)
29	(1,048)	(5)	42	72	40	(899)	(622)	(30,266)
30	(1,540)	(78)	(40)	11	13	(1,634)	(1,915)	(32,181)
31	(1,169)	(44)	(27)	(5)	6	(1,239)	(1,527)	(33,708)
32	(1,265)	(281)	(103)	(20)	(12)	(1,681)	(2,217)	(35,925)
33	(1,202)	(292)	(138)	(4)	(24)	(1,660)	(2,174)	(38,098)
34	(1,158)	(276)	(117)	(31)	(8)	(1,590)	(2,135)	(40,234)
35	(1,311)	(274)	(135)	(70)	(28)	(1,818)	(2,674)	(42,908)
36	(1,947)	(485)	(233)	(131)	(53)	(2,849)	(4,324)	(47,232)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(10 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(289)	50	107	110	22	0	576	576
2	(338)	34	154	119	30	(1)	649	1,225
3	(404)	(49)	199	206	42	(6)	1,075	2,300
4	(474)	(73)	242	127	37	(141)	541	2,841
5	(496)	49	56	71	28	(292)	71	2,913
6	(626)	(78)	(30)	15	14	(705)	(745)	2,168
7	(622)	(4)	(9)	(18)	7	(646)	(846)	1,322
8	(666)	(200)	(106)	(8)	(15)	(995)	(1,330)	(8)
9	(713)	(264)	(133)	(33)	(18)	(1,161)	(1,657)	(1,666)
10	(828)	(241)	(108)	(54)	(21)	(1,252)	(1,875)	(3,540)
11	(815)	(224)	(123)	(37)	(14)	(1,213)	(1,722)	(5,262)
12	(1,072)	(414)	(208)	(119)	(40)	(1,853)	(2,984)	(8,246)
13	(733)	(86)	32	89	20	(678)	(362)	(8,608)
14	(764)	(86)	73	101	25	(651)	(255)	(8,862)
15	(808)	(120)	137	167	27	(597)	109	(8,754)
16	(847)	(146)	222	111	34	(626)	(141)	(8,894)
17	(726)	(12)	38	66	28	(606)	(339)	(9,233)
18	(960)	(115)	(68)	14	20	(1,109)	(1,222)	(10,455)
19	(781)	(48)	(30)	(11)	10	(860)	(1,067)	(11,522)
20	(957)	(252)	(129)	(33)	(22)	(1,393)	(1,962)	(13,484)
21	(862)	(303)	(154)	(43)	(29)	(1,391)	(2,033)	(15,517)
22	(892)	(256)	(104)	(44)	(9)	(1,305)	(1,844)	(17,361)
23	(841)	(244)	(123)	(17)	(7)	(1,232)	(1,627)	(18,988)
24	(1,204)	(445)	(222)	(122)	(43)	(2,036)	(3,236)	(22,224)
25	(882)	(106)	11	62	7	(908)	(821)	(23,045)
26	(856)	(105)	73	107	21	(760)	(381)	(23,426)
27	(920)	(131)	145	183	36	(687)	107	(23,319)
28	(931)	(161)	210	105	36	(741)	(300)	(23,620)
29	(795)	(21)	29	61	35	(691)	(435)	(24,055)
30	(1,040)	(118)	(74)	(2)	13	(1,221)	(1,461)	(25,516)
31	(886)	(52)	(25)	(11)	4	(970)	(1,229)	(26,745)
32	(979)	(253)	(119)	(20)	(15)	(1,386)	(1,866)	(28,610)
33	(825)	(309)	(148)	(20)	(22)	(1,324)	(1,819)	(30,430)
34	(867)	(264)	(120)	(31)	(7)	(1,289)	(1,759)	(32,189)
35	(1,008)	(259)	(128)	(71)	(27)	(1,493)	(2,273)	(34,461)
36	(1,342)	(455)	(226)	(131)	(49)	(2,203)	(3,508)	(37,969)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(20 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOURS SAVED	MANHOURS SAVED
1	(241)	40	85	97	19	0	506	506
2	(279)	21	131	98	28	(1)	549	1,055
3	(303)	(69)	151	180	39	(2)	953	2,008
4	(364)	(76)	181	107	33	(119)	464	2,472
5	(402)	28	45	54	28	(247)	53	2,525
6	(480)	(91)	(49)	3	11	(606)	(688)	1,837
7	(450)	(34)	(23)	(15)	6	(516)	(677)	1,160
8	(515)	(184)	(98)	(12)	(16)	(825)	(1,142)	18
9	(531)	(241)	(127)	(37)	(19)	(955)	(1,425)	(1,406)
10	(630)	(200)	(114)	(51)	(20)	(1,015)	(1,564)	(2,971)
11	(591)	(191)	(98)	(45)	(14)	(939)	(1,418)	(4,388)
12	(769)	(365)	(193)	(118)	(38)	(1,483)	(2,514)	(6,902)
13	(538)	(72)	16	77	16	(501)	(213)	(7,115)
14	(563)	(67)	66	75	22	(467)	(154)	(7,269)
15	(606)	(110)	95	139	25	(457)	151	(7,118)
16	(633)	(148)	162	97	30	(492)	(54)	(7,172)
17	(526)	(5)	29	52	30	(420)	(161)	(7,333)
18	(724)	(113)	(80)	(1)	17	(901)	(1,044)	(8,377)
19	(547)	(66)	(34)	(13)	7	(653)	(833)	(9,210)
20	(664)	(220)	(119)	(41)	(24)	(1,068)	(1,604)	(10,813)
21	(630)	(268)	(145)	(46)	(30)	(1,119)	(1,715)	(12,528)
22	(650)	(207)	(108)	(45)	(8)	(1,018)	(1,489)	(14,017)
23	(629)	(202)	(108)	(28)	(6)	(973)	(1,351)	(15,368)
24	(863)	(398)	(203)	(121)	(41)	(1,626)	(2,716)	(18,084)
25	(653)	(77)	1	49	3	(677)	(610)	(18,694)
26	(646)	(80)	73	85	19	(549)	(225)	(18,919)
27	(637)	(120)	100	154	34	(469)	241	(18,678)
28	(654)	(162)	145	91	31	(549)	(146)	(18,824)
29	(569)	(18)	28	46	35	(478)	(237)	(19,061)
30	(762)	(115)	(84)	(21)	10	(972)	(1,249)	(20,310)
31	(617)	(66)	(28)	(11)	2	(720)	(929)	(21,239)
32	(682)	(215)	(112)	(25)	(15)	(1,049)	(1,471)	(22,710)
33	(612)	(265)	(145)	(24)	(22)	(1,068)	(1,521)	(24,231)
34	(658)	(230)	(119)	(33)	(7)	(1,047)	(1,468)	(25,699)
35	(737)	(209)	(113)	(82)	(27)	(1,168)	(1,919)	(27,618)
36	(937)	(407)	(205)	(130)	(49)	(1,728)	(2,917)	(30,535)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(30 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOURS SAVED	MANHOURS SAVED
1	(186)	23	61	85	17	0	445	445
2	(207)	0	90	90	26	(1)	505	950
3	(235)	(70)	113	153	37	(2)	827	1,777
4	(288)	(66)	139	86	31	(98)	390	2,166
5	(317)	11	33	38	28	(207)	32	2,199
6	(373)	(86)	(68)	(2)	12	(517)	(595)	1,603
7	(328)	(42)	(35)	(13)	3	(415)	(556)	1,047
8	(396)	(171)	(92)	(19)	(17)	(695)	(1,016)	31
9	(395)	(203)	(128)	(32)	(20)	(778)	(1,188)	(1,158)
10	(489)	(162)	(107)	(53)	(19)	(830)	(1,340)	(2,497)
11	(422)	(170)	(90)	(40)	(13)	(735)	(1,140)	(3,637)
12	(578)	(306)	(176)	(114)	(36)	(1,210)	(2,150)	(5,787)
13	(397)	(67)	2	70	14	(378)	(101)	(5,888)
14	(410)	(84)	33	72	20	(369)	(55)	(5,942)
15	(474)	(106)	57	111	26	(386)	121	(5,821)
16	(462)	(130)	124	72	29	(367)	(13)	(5,834)
17	(364)	(19)	19	41	31	(292)	(47)	(5,881)
18	(544)	(103)	(95)	(4)	17	(729)	(844)	(6,725)
19	(398)	(73)	(46)	(13)	2	(528)	(701)	(7,425)
20	(504)	(205)	(110)	(49)	(26)	(894)	(1,432)	(8,857)
21	(461)	(227)	(142)	(37)	(29)	(896)	(1,395)	(10,253)
22	(476)	(164)	(101)	(46)	(5)	(792)	(1,201)	(11,454)
23	(467)	(174)	(100)	(25)	(6)	(772)	(1,089)	(12,543)
24	(636)	(332)	(185)	(119)	(40)	(1,312)	(2,315)	(14,859)
25	(488)	(79)	(17)	42	1	(541)	(481)	(15,340)
26	(470)	(90)	40	80	17	(423)	(99)	(15,439)
27	(461)	(111)	67	124	35	(346)	266	(15,173)
28	(485)	(145)	110	70	30	(420)	(83)	(15,255)
29	(385)	(33)	12	37	37	(332)	(87)	(15,343)
30	(593)	(105)	(99)	(27)	11	(813)	(1,075)	(16,417)
31	(470)	(69)	(37)	(12)	(3)	(591)	(796)	(17,213)
32	(509)	(199)	(106)	(31)	(17)	(862)	(1,275)	(18,488)
33	(457)	(223)	(146)	(19)	(23)	(868)	(1,256)	(19,744)
34	(476)	(183)	(110)	(35)	(7)	(811)	(1,186)	(20,929)
35	(524)	(185)	(105)	(74)	(25)	(913)	(1,560)	(22,490)
36	(685)	(338)	(184)	(128)	(45)	(1,380)	(2,460)	(24,950)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(40 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOURS SAVED	MANHOURS SAVED
1	(156)	14	60	66	16	0	358	358
2	(165)	(5)	67	76	26	(1)	444	802
3	(184)	(61)	83	126	34	(2)	696	1,498
4	(218)	(66)	102	76	28	(78)	357	1,855
5	(265)	4	28	23	26	(184)	(14)	1,842
6	(296)	(90)	(59)	(5)	9	(441)	(528)	1,314
7	(246)	(49)	(31)	(17)	2	(341)	(487)	827
8	(300)	(139)	(92)	(15)	(18)	(564)	(841)	(14)
9	(321)	(180)	(109)	(35)	(20)	(665)	(1,062)	(1,076)
10	(395)	(139)	(83)	(46)	(19)	(682)	(1,126)	(2,202)
11	(329)	(140)	(76)	(39)	(15)	(599)	(976)	(3,178)
12	(438)	(254)	(159)	(106)	(35)	(992)	(1,841)	(5,019)
13	(294)	(61)	1	53	13	(288)	(68)	(5,087)
14	(309)	(70)	18	65	20	(276)	30	(5,057)
15	(377)	(93)	36	86	24	(324)	80	(4,978)
16	(364)	(119)	89	68	26	(300)	39	(4,938)
17	(305)	(19)	19	26	28	(251)	(75)	(5,013)
18	(420)	(103)	(85)	(5)	14	(599)	(701)	(5,714)
19	(310)	(75)	(43)	(16)	1	(443)	(613)	(6,327)
20	(381)	(168)	(101)	(44)	(26)	(720)	(1,195)	(7,522)
21	(365)	(198)	(119)	(39)	(29)	(750)	(1,224)	(8,746)
22	(371)	(138)	(81)	(43)	(7)	(640)	(1,009)	(9,755)
23	(358)	(140)	(88)	(23)	(8)	(617)	(898)	(10,652)
24	(486)	(277)	(171)	(107)	(39)	(1,080)	(1,972)	(12,624)
25	(377)	(75)	(9)	27	1	(433)	(413)	(13,037)
26	(363)	(73)	26	71	17	(322)	(14)	(13,051)
27	(355)	(95)	41	97	31	(281)	211	(12,840)
28	(380)	(126)	75	68	27	(336)	(1)	(12,840)
29	(311)	(32)	7	23	34	(279)	(96)	(12,936)
30	(468)	(108)	(84)	(26)	9	(677)	(911)	(13,847)
31	(371)	(75)	(35)	(12)	(4)	(497)	(684)	(14,531)
32	(383)	(157)	(103)	(29)	(18)	(690)	(1,058)	(15,589)
33	(363)	(190)	(125)	(22)	(23)	(723)	(1,090)	(16,679)
34	(354)	(158)	(89)	(31)	(9)	(641)	(967)	(17,646)
35	(417)	(145)	(90)	(66)	(26)	(744)	(1,321)	(18,967)
36	(517)	(281)	(170)	(117)	(44)	(1,129)	(2,098)	(21,064)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(50 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(116)	(1)	43	58	16	0	323	323
2	(147)	2	55	64	25	(1)	387	710
3	(151)	(67)	74	110	32	(2)	617	1,327
4	(174)	(67)	81	62	27	(71)	301	1,628
5	(217)	(9)	23	21	22	(160)	(10)	1,618
6	(243)	(92)	(58)	(7)	9	(391)	(474)	1,144
7	(204)	(48)	(31)	(18)	2	(299)	(439)	704
8	(233)	(122)	(95)	(19)	(17)	(486)	(758)	(54)
9	(260)	(162)	(96)	(37)	(19)	(574)	(954)	(1,007)
10	(311)	(125)	(73)	(47)	(17)	(573)	(987)	(1,995)
11	(264)	(125)	(70)	(35)	(15)	(509)	(847)	(2,842)
12	(357)	(221)	(140)	(101)	(33)	(852)	(1,638)	(4,480)
13	(249)	(68)	(9)	46	13	(267)	(72)	(4,552)
14	(259)	(53)	10	53	19	(230)	30	(4,522)
15	(290)	(95)	32	71	22	(260)	85	(4,438)
16	(287)	(110)	70	53	24	(250)	27	(4,410)
17	(255)	(27)	17	23	24	(218)	(64)	(4,475)
18	(335)	(101)	(75)	(7)	14	(504)	(592)	(5,067)
19	(246)	(73)	(44)	(17)	1	(379)	(538)	(5,605)
20	(318)	(148)	(104)	(48)	(24)	(642)	(1,108)	(6,713)
21	(299)	(174)	(113)	(42)	(28)	(656)	(1,116)	(7,829)
22	(298)	(125)	(71)	(44)	(7)	(545)	(896)	(8,725)
23	(288)	(121)	(76)	(22)	(8)	(515)	(767)	(9,492)
24	(393)	(241)	(150)	(101)	(35)	(920)	(1,730)	(11,223)
25	(294)	(82)	(21)	21	2	(374)	(362)	(11,585)
26	(296)	(58)	17	58	17	(262)	4	(11,581)
27	(291)	(93)	37	81	28	(238)	182	(11,400)
28	(297)	(113)	60	52	23	(275)	(13)	(11,412)
29	(263)	(40)	6	19	29	(249)	(98)	(11,510)
30	(385)	(109)	(77)	(26)	9	(588)	(801)	(12,311)
31	(289)	(72)	(39)	(12)	(3)	(415)	(578)	(12,890)
32	(306)	(136)	(105)	(34)	(16)	(597)	(956)	(13,846)
33	(296)	(167)	(115)	(27)	(22)	(627)	(989)	(14,834)
34	(289)	(139)	(77)	(34)	(9)	(548)	(865)	(15,699)
35	(325)	(128)	(80)	(62)	(25)	(620)	(1,146)	(16,845)
36	(399)	(247)	(147)	(110)	(41)	(944)	(1,826)	(18,671)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(BASELINE SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	15,955,234	25,974	0	15,955,234	25,974	0
2	17,994,117	487,100	20,345	33,949,351	513,074	20,345
3	33,061,489	4,447,060	18,594	67,010,840	4,960,134	38,939
4	22,572,092	10,867,467	198,650	89,582,932	15,827,601	237,589
5	20,738,252	16,819,035	1,170,134	110,321,184	32,646,636	1,407,723
6	7,731,294	19,564,179	3,421,581	118,052,478	52,210,815	4,829,304
7	70,756	16,693,378	4,756,833	118,123,234	68,904,193	9,586,137
8	(7,738,895)	11,126,550	5,017,145	110,384,339	80,030,743	14,603,282
9	(11,630,681)	12,718,400	10,117,086	98,753,658	92,749,143	24,720,368
10	(17,396,117)	5,288,397	8,988,167	81,357,541	98,037,540	33,708,535
11	(12,500,561)	(116,993)	7,813,941	68,856,980	97,920,547	41,522,476
12	(27,179,724)	(4,513,845)	10,076,478	41,677,256	93,406,702	51,598,954
13	11,783,393	(10,349,342)	6,766,319	53,460,649	83,057,360	58,365,273
14	11,851,794	(12,249,319)	6,676,091	65,312,443	70,808,041	65,041,364
15	20,574,712	(8,082,349)	3,945,540	85,887,155	62,725,692	68,986,904
16	18,054,903	(2,329,025)	1,456,683	103,942,058	60,396,667	70,443,587
17	22,333,015	7,673,793	1,124,719	126,275,073	68,070,460	71,568,306
18	8,227,916	15,153,892	2,552,323	134,502,989	83,224,352	74,120,629
19	912,993	7,616,757	1,172,723	135,415,982	90,841,109	75,293,352
20	(17,718,734)	5,989,487	(2,802,310)	117,697,248	96,830,596	72,491,042
21	(16,293,086)	13,961,080	5,748,415	101,404,162	110,791,676	78,239,457
22	(9,585,203)	3,803,456	3,977,870	91,818,959	114,595,132	82,217,327
23	(9,301,176)	(2,721,276)	2,301,478	82,517,783	111,873,856	84,518,805
24	(30,353,870)	(11,123,266)	4,231,224	52,163,913	100,750,590	88,750,029
25	2,428,908	(11,200,833)	(54,356)	54,592,821	89,549,757	88,695,673
26	10,502,722	(10,444,066)	2,237,342	65,095,543	79,105,691	90,933,015
27	27,218,667	(7,232,044)	3,551,665	92,314,210	71,873,647	94,484,680
28	18,814,902	(3,673,607)	(1,281,338)	111,129,112	68,200,040	93,203,342
29	24,686,807	4,404,108	(5,304,538)	135,815,919	72,604,148	87,898,804
30	1,231,796	15,208,232	(1,082,676)	137,047,715	87,902,380	86,816,128
31	(2,197,934)	9,674,804	(1,646,976)	134,849,781	97,577,184	85,169,152
32	(11,051,615)	7,274,802	(2,118,866)	123,798,166	104,851,986	83,050,286
33	(12,854,212)	11,346,673	7,107,455	110,943,954	116,198,659	90,157,741
34	(9,235,062)	(794,570)	1,704,072	101,708,892	115,404,089	91,861,813
35	(22,549,867)	(3,779,295)	469,672	79,159,025	111,624,794	92,331,485
36	(31,635,183)	(4,550,398)	4,853,527	47,523,842	107,074,396	97,185,012

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(10 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	15,242,891	25,974	0	15,242,891	25,974	0
2	17,178,398	468,069	20,345	32,421,289	494,043	20,345
3	30,322,242	4,301,036	18,405	62,743,531	4,795,079	38,750
4	21,663,536	10,631,900	195,928	84,407,067	15,426,979	234,678
5	19,337,917	16,191,127	1,159,931	103,744,984	31,618,106	1,394,609
6	6,048,753	17,293,816	3,363,108	110,693,737	48,911,922	4,757,717
7	(943,422)	15,872,092	4,665,512	109,750,315	64,784,014	9,423,229
8	(8,067,429)	10,150,182	4,865,379	101,682,886	74,934,196	14,288,608
9	(11,424,515)	12,258,843	9,807,371	90,258,371	87,193,039	24,095,979
10	(16,586,675)	4,062,121	8,812,774	73,671,696	91,255,160	32,908,753
11	(11,675,067)	(768,511)	6,615,972	61,996,629	90,486,649	39,524,725
12	(25,650,172)	(4,544,492)	9,527,059	36,346,457	85,942,157	49,051,784
13	11,493,619	(10,179,775)	5,827,296	47,840,076	75,762,382	54,879,080
14	11,641,600	(12,229,008)	5,671,238	59,481,676	63,533,374	60,550,318
15	18,614,786	(7,088,587)	3,698,398	78,096,462	56,444,787	64,248,716
16	17,772,421	(1,537,940)	1,130,556	95,868,883	54,906,847	65,379,272
17	20,989,239	7,521,244	335,764	116,858,122	62,428,091	65,715,036
18	7,676,121	13,478,474	2,361,400	124,534,243	75,906,565	68,076,436
19	(540,072)	7,232,967	1,313,188	123,994,171	83,139,532	69,389,624
20	(17,396,509)	5,294,385	(1,736,909)	106,597,662	88,433,917	67,652,715
21	(15,583,414)	14,184,241	5,041,573	91,014,248	102,618,158	72,694,288
22	(9,000,028)	2,663,963	3,650,458	82,014,220	105,282,121	76,344,746
23	(8,350,097)	(3,156,511)	1,323,037	73,664,123	102,125,610	77,667,783
24	(28,596,434)	(10,996,195)	3,706,405	45,067,689	91,129,415	81,374,188
25	2,506,233	(10,935,572)	(786,865)	47,573,922	80,193,843	80,587,323
26	10,044,340	(10,608,847)	1,579,025	57,618,262	69,584,996	82,166,348
27	25,057,140	(6,068,337)	3,464,400	82,675,402	63,516,659	85,630,748
28	18,784,067	(2,365,548)	(835,248)	101,459,469	61,151,111	84,795,500
29	23,327,943	4,231,483	(5,707,135)	124,787,412	65,382,594	79,088,365
30	993,714	13,672,759	(1,018,639)	125,781,126	79,055,353	78,069,726
31	(3,265,158)	9,518,950	(1,005,951)	122,515,968	88,574,303	77,063,775
32	(11,050,193)	6,500,154	(817,732)	111,465,775	95,074,457	76,246,043
33	(12,837,679)	11,161,002	6,168,893	98,628,096	106,235,459	82,414,936
34	(8,589,018)	(1,745,051)	1,591,350	90,039,078	104,490,408	84,006,286
35	(20,792,831)	(3,924,742)	8,205	69,246,247	100,565,666	84,014,491
36	(29,489,124)	(4,263,130)	4,079,646	39,757,123	96,302,536	88,094,137

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(20 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	13,911,801	25,974	0	13,911,801	25,974	0
2	15,813,670	445,738	20,345	29,725,471	471,712	20,345
3	27,989,983	4,007,760	18,405	57,715,454	4,479,472	38,750
4	19,302,742	10,306,170	188,646	77,018,196	14,785,642	227,396
5	18,419,504	14,890,867	1,128,756	95,437,700	29,676,509	1,356,152
6	5,792,058	15,739,690	3,266,790	101,229,758	45,416,199	4,622,942
7	(1,213,754)	13,798,729	4,275,888	100,016,004	59,214,928	8,898,830
8	(7,775,663)	8,737,282	4,606,299	92,240,341	67,952,210	13,505,129
9	(11,266,757)	11,546,327	9,230,990	80,973,584	79,498,537	22,736,119
10	(16,187,725)	3,511,434	8,305,074	64,785,859	83,009,971	31,041,193
11	(10,840,199)	(1,281,319)	5,722,124	53,945,660	81,728,652	36,763,317
12	(23,911,090)	(4,437,082)	8,506,726	30,034,570	77,291,570	45,270,043
13	10,667,691	(9,095,829)	5,127,290	40,702,261	68,195,741	50,397,333
14	10,861,218	(11,780,805)	5,127,640	51,563,479	56,414,936	55,524,973
15	16,849,830	(6,365,076)	3,246,352	68,413,309	50,049,860	58,771,325
16	15,897,275	(1,123,687)	885,297	84,310,584	48,926,173	59,656,622
17	21,750,803	6,425,435	(105,726)	106,061,387	55,351,608	59,550,896
18	6,877,898	12,187,717	2,331,071	112,939,285	67,539,325	61,881,967
19	(968,334)	5,529,243	1,160,959	111,970,951	73,068,568	63,042,926
20	(16,860,494)	4,414,852	(1,949,097)	95,110,457	77,483,420	61,093,829
21	(15,135,083)	13,913,678	4,663,854	79,975,374	91,397,098	65,757,683
22	(9,327,158)	2,575,285	3,575,331	70,648,216	93,972,383	69,333,014
23	(7,630,886)	(3,263,343)	480,703	63,017,330	90,709,040	69,813,717
24	(25,927,983)	(9,630,975)	2,399,007	37,089,347	81,078,065	72,212,724
25	1,948,454	(9,861,190)	(1,331,477)	39,037,801	71,216,875	70,881,247
26	9,636,572	(10,066,047)	1,530,520	48,674,373	61,150,828	72,411,767
27	23,450,508	(5,493,655)	3,262,255	72,124,881	55,657,173	75,674,022
28	16,903,944	(2,050,001)	(695,018)	89,028,825	53,607,172	74,979,004
29	23,114,947	2,261,026	(5,555,337)	112,143,772	55,868,198	69,423,667
30	202,508	12,701,533	(669,488)	112,346,280	68,569,731	68,754,179
31	(2,572,904)	8,873,492	7,900	109,773,376	77,443,223	68,762,079
32	(10,083,009)	5,751,840	(1,099,374)	99,690,367	83,195,063	67,662,705
33	(12,440,856)	11,235,560	5,831,460	87,249,511	94,430,623	73,494,165
34	(9,263,061)	(1,893,442)	1,695,733	77,986,450	92,537,181	75,189,898
35	(19,932,115)	(3,885,102)	(353,217)	58,054,335	88,652,079	74,836,681
36	(27,694,569)	(3,960,517)	1,886,513	30,359,766	84,691,562	76,723,194

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(30 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	12,649,877	22,366	0	12,649,877	22,366	0
2	14,547,319	413,283	20,345	27,197,196	435,649	20,345
3	25,798,871	3,783,862	14,372	52,996,067	4,219,511	34,717
4	17,433,857	9,606,478	183,765	70,429,924	13,825,989	218,482
5	17,769,051	13,616,568	1,065,945	88,198,975	27,442,557	1,284,427
6	5,356,182	14,414,018	3,171,588	93,555,157	41,856,575	4,456,015
7	(1,779,530)	12,285,529	4,024,554	91,775,627	54,142,104	8,480,569
8	(8,107,404)	7,860,314	4,113,837	83,668,223	62,002,418	12,594,406
9	(10,631,443)	11,267,361	8,289,473	73,036,780	73,269,773	20,883,879
10	(15,335,639)	2,974,482	7,880,425	57,701,141	76,244,261	28,764,304
11	(9,746,504)	(1,773,782)	5,155,289	47,954,637	74,470,479	33,919,593
12	(22,205,079)	(3,594,306)	7,386,962	25,749,558	70,876,173	41,306,555
13	10,113,341	(8,932,161)	4,321,472	35,862,899	61,944,012	45,628,027
14	10,140,717	(11,322,211)	5,030,523	46,003,616	50,621,801	50,658,550
15	15,313,598	(5,626,605)	2,837,300	61,317,214	44,995,196	53,495,850
16	14,445,010	(1,356,814)	1,106,154	75,762,224	43,638,382	54,602,004
17	21,766,763	5,856,231	(208,166)	97,528,987	49,494,613	54,393,838
18	6,670,000	11,428,129	2,021,882	104,198,987	60,922,742	56,415,720
19	(2,048,976)	4,512,789	1,459,698	102,150,011	65,435,531	57,875,418
20	(17,217,259)	4,157,166	(2,288,735)	84,932,752	69,592,697	55,586,683
21	(13,809,692)	13,886,047	3,883,133	71,123,060	83,478,744	59,474,816
22	(8,032,408)	2,490,253	3,947,666	63,090,652	85,968,997	63,422,482
23	(6,744,282)	(3,757,522)	446,871	56,346,370	82,211,475	63,869,353
24	(24,333,418)	(8,656,839)	1,615,273	32,012,952	73,554,636	65,484,626
25	1,375,183	(9,587,420)	(1,751,002)	33,388,135	63,967,216	63,733,624
26	8,893,730	(9,690,720)	1,430,721	42,281,865	54,276,496	65,164,345
27	22,046,309	(4,574,543)	2,996,140	64,328,174	49,701,953	68,160,485
28	15,701,481	(2,159,448)	(183,345)	80,029,655	47,542,505	67,977,140
29	23,305,784	1,957,872	(5,269,552)	103,335,439	49,500,377	62,707,588
30	41,482	12,100,359	(583,800)	103,376,921	61,600,736	62,123,788
31	(3,623,930)	7,609,058	162,135	99,752,991	69,209,794	62,285,923
32	(10,313,027)	5,511,503	(1,313,714)	89,439,964	74,721,297	60,972,209
33	(11,747,653)	11,159,502	5,112,878	77,692,311	85,880,799	66,085,087
34	(8,528,297)	(2,097,033)	2,020,223	69,164,014	83,783,766	68,105,310
35	(18,330,321)	(3,947,650)	(195,876)	50,833,693	79,836,116	67,909,434
36	(25,454,490)	(3,059,524)	1,006,149	25,379,203	76,776,592	68,915,583

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(40 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	11,699,924	22,366	0	11,699,924	22,366	0
2	13,776,894	385,333	20,345	25,476,818	407,699	20,345
3	23,962,294	3,644,927	14,372	49,439,112	4,052,626	34,717
4	15,668,340	9,274,847	194,094	65,107,452	13,327,473	228,811
5	15,231,121	12,668,046	1,016,570	80,338,573	25,995,519	1,245,381
6	4,956,938	13,226,552	3,116,006	85,295,511	39,222,071	4,361,387
7	(1,869,768)	11,439,668	3,761,883	83,425,743	50,661,739	8,123,270
8	(7,651,993)	6,649,432	3,854,550	75,773,750	57,311,171	11,977,820
9	(10,175,771)	8,781,844	7,911,610	65,597,979	66,093,015	19,889,430
10	(13,329,101)	2,737,483	7,380,321	52,268,878	68,830,498	27,269,751
11	(9,339,368)	(1,530,080)	4,750,297	42,929,510	67,300,418	32,020,048
12	(20,713,345)	(3,279,227)	6,470,109	22,216,165	64,021,191	38,490,157
13	9,485,115	(8,376,777)	2,611,493	31,701,280	55,644,414	41,101,650
14	10,054,116	(9,684,263)	4,397,547	41,755,396	45,960,151	45,499,197
15	14,918,167	(5,363,975)	2,383,142	56,673,563	40,596,176	47,882,339
16	13,153,510	(844,964)	1,100,772	69,827,073	39,751,212	48,983,111
17	18,260,861	5,279,189	174,323	88,087,934	45,030,401	49,157,434
18	6,438,701	10,690,483	2,861,075	94,526,635	55,720,884	52,018,509
19	(2,095,704)	5,212,557	1,236,534	92,430,931	60,933,441	53,255,043
20	(15,493,906)	3,301,439	(2,386,921)	76,937,025	64,234,880	50,868,122
21	(13,115,978)	10,479,949	3,927,309	63,821,047	74,714,829	54,795,431
22	(7,369,320)	2,371,388	3,723,994	56,451,727	77,086,217	58,519,425
23	(6,262,775)	(3,284,800)	1,214,534	50,188,952	73,801,417	59,733,959
24	(22,662,841)	(6,978,454)	1,011,862	27,526,111	66,822,963	60,745,821
25	2,025,623	(9,100,899)	(4,264,154)	29,551,734	57,722,064	56,481,667
26	8,729,888	(9,190,239)	1,349,053	38,281,622	48,531,825	57,830,720
27	20,362,243	(4,323,394)	2,684,907	58,643,865	44,208,431	60,515,627
28	14,541,103	(1,608,935)	879,589	73,184,968	42,599,496	61,395,216
29	19,861,386	2,572,242	(4,627,975)	93,046,354	45,171,738	56,767,241
30	930,246	11,387,874	(798,923)	93,976,600	56,559,612	55,968,318
31	(3,601,959)	7,369,869	62,039	90,374,641	63,929,481	56,030,357
32	(9,731,295)	4,736,457	(1,469,222)	80,643,346	68,665,938	54,561,135
33	(11,109,408)	7,661,893	6,395,306	69,533,938	76,327,831	60,956,441
34	(7,784,745)	(1,104,049)	2,124,204	61,749,193	75,223,782	63,080,645
35	(16,469,895)	(3,506,645)	(473,967)	45,279,298	71,717,137	62,606,678
36	(23,782,753)	(2,692,523)	506,720	21,496,545	69,024,614	63,113,398

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(50 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	11,157,183	15,599	0	11,157,183	15,599	0
2	12,867,499	361,595	20,345	24,024,682	377,194	20,345
3	22,272,233	3,533,563	7,604	46,296,915	3,910,757	27,949
4	14,453,259	9,038,978	176,919	60,750,174	12,949,735	204,868
5	14,268,230	11,699,213	991,148	75,018,404	24,648,948	1,196,016
6	4,880,075	12,247,150	3,081,671	79,898,479	36,896,098	4,277,687
7	(1,747,659)	10,731,341	3,712,181	78,150,820	47,627,439	7,989,868
8	(7,517,138)	5,869,638	3,529,401	70,633,682	53,497,077	11,519,269
9	(9,558,637)	8,347,542	7,624,801	61,075,045	61,844,619	19,144,070
10	(12,342,483)	2,244,231	6,841,360	48,732,562	64,088,850	25,985,430
11	(8,667,916)	(1,358,319)	4,493,470	40,064,646	62,730,531	30,478,900
12	(19,509,624)	(3,086,116)	6,086,278	20,555,022	59,644,415	36,565,178
13	9,155,232	(7,919,918)	1,542,795	29,710,254	51,724,497	38,107,973
14	9,387,147	(8,798,642)	4,063,476	39,097,401	42,925,855	42,171,449
15	13,781,648	(4,757,746)	2,691,909	52,879,049	38,168,109	44,863,358
16	11,842,752	(649,066)	683,219	64,721,801	37,519,043	45,546,577
17	17,177,629	4,999,257	85,930	81,899,430	42,518,300	45,632,507
18	6,627,841	10,218,942	2,850,005	88,527,271	52,737,242	48,482,512
19	(1,946,340)	4,675,466	1,724,038	86,580,931	57,412,708	50,206,550
20	(15,001,370)	2,267,889	(2,508,889)	71,579,561	59,680,597	47,697,661
21	(12,569,786)	9,983,257	4,610,660	59,009,775	69,663,854	52,308,321
22	(6,862,804)	1,928,310	3,270,139	52,146,971	71,592,164	55,578,460
23	(5,560,212)	(2,846,385)	758,495	46,586,759	68,745,779	56,336,955
24	(21,026,469)	(6,544,310)	697,991	25,560,290	62,201,469	57,034,946
25	2,114,015	(8,957,433)	(5,183,481)	27,674,305	53,244,036	51,851,465
26	8,438,648	(8,227,035)	1,576,574	36,112,953	45,017,001	53,428,039
27	18,780,845	(3,373,990)	3,180,230	54,893,798	41,643,011	56,608,269
28	12,711,521	(1,301,184)	175,798	67,605,319	40,341,827	56,784,067
29	18,595,623	2,163,734	(4,343,768)	86,200,942	42,505,561	52,440,299
30	1,312,260	10,579,771	(697,950)	87,513,202	53,085,332	51,742,349
31	(3,163,559)	6,779,848	1,141,432	84,349,643	59,865,180	52,883,781
32	(9,431,061)	3,769,145	(1,529,641)	74,918,582	63,634,325	51,354,140
33	(10,613,951)	7,447,388	6,667,271	64,304,631	71,081,713	58,021,411
34	(7,335,273)	(1,402,881)	1,503,430	56,969,358	69,678,832	59,524,841
35	(15,292,502)	(2,950,129)	(997,723)	41,676,856	66,728,703	58,527,118
36	(21,864,154)	(2,476,620)	486,587	19,812,702	64,252,083	59,013,705

Appendix D

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(BASELINE SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(469)	66	239	134	30	0	716	716
2	(512)	76	269	133	34	0	729	1,445
3	(664)	10	292	277	44	(41)	1,350	2,795
4	(930)	(263)	329	466	113	(285)	2,175	4,969
5	(907)	(208)	522	73	19	(501)	(218)	4,752
6	(1,420)	121	138	102	20	(1,039)	(752)	4,000
7	(1,332)	168	31	59	7	(1,067)	(1,031)	2,970
8	(1,506)	(439)	(337)	(118)	(10)	(2,410)	(3,537)	(567)
9	(1,285)	(515)	(47)	(21)	5	(1,863)	(2,372)	(2,939)
10	(1,728)	(570)	(103)	(32)	(3)	(2,436)	(3,163)	(6,102)
11	(1,571)	(494)	(122)	(23)	4	(2,206)	(2,809)	(8,912)
12	(2,565)	(1,068)	(530)	(208)	(30)	(4,401)	(6,477)	(15,389)
13	(1,384)	(319)	162	114	33	(1,394)	(1,081)	(16,470)
14	(1,740)	(236)	200	112	37	(1,627)	(1,360)	(17,831)
15	(1,625)	(362)	195	275	45	(1,472)	(423)	(18,253)
16	(2,018)	(520)	296	444	117	(1,681)	371	(17,882)
17	(1,508)	(260)	474	50	22	(1,222)	(1,196)	(19,078)
18	(2,426)	(46)	116	96	19	(2,241)	(2,268)	(21,346)
19	(1,743)	58	(15)	48	9	(1,643)	(1,782)	(23,127)
20	(2,236)	(688)	(364)	(109)	(10)	(3,407)	(4,730)	(27,857)
21	(1,883)	(632)	(61)	(34)	1	(2,609)	(3,368)	(31,225)
22	(2,143)	(508)	(129)	(31)	(3)	(2,814)	(3,626)	(34,851)
23	(1,708)	(550)	(146)	(29)	5	(2,428)	(3,105)	(37,956)
24	(3,135)	(1,128)	(540)	(203)	(27)	(5,033)	(7,224)	(45,180)
25	(1,986)	(485)	147	114	31	(2,179)	(2,060)	(47,240)
26	(1,788)	(333)	184	111	38	(1,788)	(1,559)	(48,799)
27	(2,082)	(224)	186	281	45	(1,794)	(794)	(49,594)
28	(2,318)	(528)	292	443	117	(1,994)	(20)	(49,614)
29	(1,840)	(282)	468	52	21	(1,581)	(1,635)	(51,249)
30	(2,887)	(189)	101	107	19	(2,849)	(2,971)	(54,220)
31	(1,969)	5	(23)	45	9	(1,933)	(2,153)	(56,373)
32	(2,437)	(548)	(369)	(113)	(9)	(3,476)	(4,828)	(61,201)
33	(2,047)	(629)	(70)	(33)	0	(2,779)	(3,578)	(64,779)
34	(2,067)	(527)	(135)	(30)	(3)	(2,762)	(3,557)	(68,337)
35	(2,316)	(690)	(153)	(29)	5	(3,183)	(4,038)	(72,375)
36	(3,479)	(1,163)	(547)	(202)	(27)	(5,418)	(7,695)	(80,070)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(10 HTTS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOURS SAVED	MANHOURS SAVED
1	(441)	60	223	130	28	0	690	690
2	(464)	54	252	124	34	0	690	1,379
3	(565)	8	256	254	41	(6)	1,280	2,659
4	(637)	(251)	294	440	107	(47)	2,329	4,988
5	(727)	(202)	478	74	18	(359)	(42)	4,946
6	(971)	91	108	82	19	(671)	(388)	4,558
7	(1,040)	112	22	54	6	(846)	(784)	3,774
8	(1,005)	(429)	(335)	(112)	(10)	(1,891)	(2,869)	905
9	(935)	(501)	(59)	(21)	5	(1,511)	(1,937)	(1,032)
10	(1,184)	(563)	(103)	(35)	(4)	(1,889)	(2,505)	(3,537)
11	(1,189)	(477)	(128)	(26)	5	(1,815)	(2,335)	(5,872)
12	(1,780)	(975)	(511)	(198)	(29)	(3,493)	(5,307)	(11,179)
13	(983)	(330)	146	109	31	(1,027)	(658)	(11,837)
14	(1,277)	(246)	173	99	38	(1,213)	(901)	(12,738)
15	(1,167)	(353)	154	250	42	(1,074)	(53)	(12,791)
16	(1,343)	(491)	255	417	111	(1,051)	1,005	(11,786)
17	(1,052)	(257)	424	51	20	(814)	(696)	(12,482)
18	(1,547)	(71)	77	72	18	(1,451)	(1,400)	(13,882)
19	(1,217)	9	(24)	43	8	(1,181)	(1,237)	(15,119)
20	(1,389)	(661)	(364)	(102)	(10)	(2,526)	(3,610)	(18,730)
21	(1,242)	(618)	(83)	(31)	1	(1,973)	(2,569)	(21,299)
22	(1,340)	(501)	(125)	(37)	(4)	(2,007)	(2,659)	(23,958)
23	(1,135)	(525)	(151)	(34)	6	(1,839)	(2,395)	(26,353)
24	(2,024)	(1,036)	(526)	(192)	(27)	(3,805)	(5,658)	(32,011)
25	(1,372)	(494)	129	108	29	(1,600)	(1,379)	(33,390)
26	(1,155)	(333)	157	98	39	(1,194)	(878)	(34,268)
27	(1,352)	(222)	145	251	40	(1,138)	(136)	(34,404)
28	(1,447)	(503)	248	417	111	(1,174)	853	(33,551)
29	(1,160)	(284)	415	51	19	(959)	(880)	(34,430)
30	(1,826)	(213)	62	82	18	(1,877)	(1,883)	(36,313)
31	(1,265)	(35)	(28)	42	8	(1,278)	(1,361)	(37,675)
32	(1,411)	(530)	(368)	(105)	(9)	(2,423)	(3,492)	(41,166)
33	(1,234)	(621)	(96)	(30)	0	(1,981)	(2,579)	(43,745)
34	(1,151)	(516)	(134)	(36)	(4)	(1,841)	(2,450)	(46,195)
35	(1,525)	(653)	(157)	(32)	6	(2,361)	(3,031)	(49,226)
36	(2,212)	(1,074)	(533)	(191)	(27)	(4,037)	(5,940)	(55,167)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(20 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(386)	41	199	118	28	0	637	637
2	(401)	23	229	115	34	0	650	1,287
3	(470)	(8)	224	217	35	(2)	1,097	2,385
4	(522)	(243)	228	406	101	(30)	2,176	4,560
5	(604)	(221)	417	64	18	(326)	(45)	4,515
6	(814)	70	89	57	14	(584)	(412)	4,103
7	(848)	39	3	46	5	(755)	(710)	3,393
8	(814)	(421)	(320)	(120)	(10)	(1,685)	(2,650)	743
9	(768)	(452)	(68)	(27)	4	(1,311)	(1,721)	(977)
10	(960)	(518)	(111)	(31)	(8)	(1,628)	(2,182)	(3,159)
11	(950)	(461)	(127)	(27)	5	(1,560)	(2,024)	(5,183)
12	(1,436)	(848)	(468)	(179)	(27)	(2,958)	(4,555)	(9,738)
13	(779)	(305)	105	94	31	(854)	(510)	(10,247)
14	(1,045)	(238)	150	95	36	(1,002)	(667)	(10,914)
15	(933)	(336)	137	205	35	(892)	(55)	(10,969)
16	(1,070)	(450)	186	384	106	(844)	1,095	(9,874)
17	(840)	(266)	366	43	18	(679)	(573)	(10,446)
18	(1,208)	(67)	57	52	14	(1,152)	(1,136)	(11,582)
19	(950)	(58)	(39)	33	7	(1,007)	(1,070)	(12,652)
20	(1,057)	(636)	(347)	(114)	(10)	(2,164)	(3,215)	(15,867)
21	(1,011)	(548)	(99)	(38)	1	(1,695)	(2,256)	(18,123)
22	(1,031)	(456)	(134)	(35)	(8)	(1,664)	(2,244)	(20,368)
23	(869)	(509)	(148)	(34)	6	(1,554)	(2,043)	(22,410)
24	(1,626)	(896)	(478)	(178)	(25)	(3,203)	(4,844)	(27,254)
25	(1,090)	(455)	83	94	30	(1,338)	(1,112)	(28,367)
26	(890)	(309)	136	94	37	(932)	(580)	(28,947)
27	(1,032)	(217)	127	202	33	(887)	(71)	(29,017)
28	(1,140)	(470)	179	383	106	(942)	970	(28,047)
29	(919)	(286)	359	42	17	(787)	(715)	(28,762)
30	(1,429)	(195)	47	58	14	(1,505)	(1,546)	(30,308)
31	(960)	(89)	(43)	30	7	(1,055)	(1,142)	(31,450)
32	(1,067)	(519)	(350)	(117)	(9)	(2,062)	(3,098)	(34,548)
33	(937)	(552)	(110)	(38)	0	(1,637)	(2,189)	(36,737)
34	(878)	(472)	(142)	(35)	(8)	(1,535)	(2,085)	(38,822)
35	(1,208)	(634)	(153)	(32)	6	(2,021)	(2,611)	(41,433)
36	(1,710)	(917)	(484)	(178)	(25)	(3,314)	(4,981)	(46,414)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(30 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(323)	14	175	107	27	0	585	585
2	(337)	(11)	209	107	32	0	607	1,191
3	(410)	(16)	204	186	35	(1)	963	2,155
4	(459)	(240)	207	372	94	(26)	2,002	4,156
5	(507)	(227)	358	57	17	(302)	(50)	4,106
6	(697)	46	76	38	14	(523)	(419)	3,687
7	(718)	(4)	(7)	44	5	(680)	(626)	3,060
8	(672)	(418)	(302)	(119)	(10)	(1,521)	(2,443)	617
9	(624)	(421)	(85)	(33)	4	(1,159)	(1,559)	(941)
10	(826)	(474)	(104)	(33)	(6)	(1,443)	(1,953)	(2,895)
11	(800)	(409)	(140)	(34)	5	(1,378)	(1,829)	(4,724)
12	(1,202)	(778)	(420)	(168)	(28)	(2,596)	(4,064)	(8,788)
13	(623)	(306)	74	78	30	(747)	(452)	(9,240)
14	(864)	(226)	137	90	33	(830)	(489)	(9,729)
15	(745)	(315)	122	169	35	(734)	(17)	(9,745)
16	(881)	(413)	165	353	98	(678)	1,130	(8,615)
17	(704)	(266)	313	33	16	(608)	(538)	(9,152)
18	(999)	(77)	42	34	13	(987)	(1,015)	(10,167)
19	(752)	(77)	(47)	25	7	(844)	(903)	(11,070)
20	(900)	(595)	(328)	(112)	(10)	(1,945)	(2,936)	(14,007)
21	(840)	(495)	(115)	(43)	1	(1,492)	(2,027)	(16,034)
22	(839)	(421)	(126)	(34)	(7)	(1,427)	(1,942)	(17,976)
23	(677)	(455)	(155)	(43)	6	(1,324)	(1,798)	(19,774)
24	(1,342)	(814)	(431)	(165)	(26)	(2,778)	(4,267)	(24,040)
25	(875)	(440)	56	79	29	(1,151)	(951)	(24,991)
26	(730)	(284)	127	89	33	(765)	(413)	(25,404)
27	(835)	(207)	115	164	33	(730)	(42)	(25,447)
28	(941)	(431)	159	352	98	(763)	1,021	(24,426)
29	(744)	(278)	306	33	15	(668)	(616)	(25,042)
30	(1,178)	(197)	33	40	13	(1,289)	(1,362)	(26,403)
31	(738)	(102)	(55)	22	7	(866)	(944)	(27,347)
32	(897)	(491)	(328)	(115)	(9)	(1,840)	(2,815)	(30,162)
33	(750)	(501)	(124)	(44)	0	(1,419)	(1,946)	(32,108)
34	(721)	(432)	(134)	(33)	(7)	(1,327)	(1,814)	(33,922)
35	(955)	(570)	(161)	(41)	6	(1,721)	(2,280)	(36,202)
36	(1,386)	(825)	(435)	(165)	(26)	(2,837)	(4,340)	(40,541)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(40 HTTS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	COM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(288)	7	157	99	25	0	541	541
2	(287)	(16)	176	96	31	0	554	1,095
3	(347)	(33)	180	167	33	0	873	1,968
4	(389)	(246)	174	350	90	(21)	1,894	3,863
5	(432)	(227)	307	51	16	(285)	(60)	3,803
6	(592)	29	53	29	14	(467)	(389)	3,413
7	(601)	(38)	(23)	37	5	(620)	(583)	2,830
8	(561)	(405)	(293)	(115)	(9)	(1,383)	(2,250)	580
9	(520)	(378)	(94)	(33)	4	(1,021)	(1,388)	(808)
10	(709)	(430)	(106)	(33)	(6)	(1,284)	(1,757)	(2,565)
11	(664)	(377)	(133)	(37)	5	(1,206)	(1,630)	(4,195)
12	(987)	(716)	(390)	(163)	(27)	(2,283)	(3,651)	(7,846)
13	(499)	(276)	59	69	27	(620)	(347)	(8,193)
14	(700)	(204)	102	77	33	(692)	(375)	(8,568)
15	(640)	(291)	102	149	33	(647)	(5)	(8,573)
16	(739)	(381)	131	332	92	(565)	1,152	(7,421)
17	(574)	(270)	263	26	15	(540)	(488)	(7,910)
18	(818)	(84)	24	21	14	(843)	(889)	(8,799)
19	(618)	(97)	(61)	16	7	(753)	(830)	(9,629)
20	(761)	(555)	(316)	(107)	(9)	(1,748)	(2,666)	(12,295)
21	(685)	(437)	(122)	(41)	1	(1,284)	(1,761)	(14,057)
22	(685)	(387)	(125)	(36)	(7)	(1,240)	(1,720)	(15,777)
23	(534)	(427)	(148)	(46)	6	(1,149)	(1,595)	(17,371)
24	(1,095)	(740)	(401)	(156)	(27)	(2,419)	(3,788)	(21,159)
25	(730)	(378)	42	70	25	(971)	(785)	(21,944)
26	(592)	(253)	96	75	33	(641)	(321)	(22,265)
27	(713)	(207)	94	144	31	(651)	(41)	(22,306)
28	(785)	(401)	124	332	92	(638)	1,062	(21,244)
29	(603)	(271)	256	27	14	(577)	(534)	(21,778)
30	(965)	(178)	17	26	14	(1,086)	(1,168)	(22,946)
31	(597)	(112)	(70)	13	6	(760)	(856)	(23,802)
32	(749)	(472)	(318)	(109)	(8)	(1,656)	(2,557)	(26,359)
33	(593)	(449)	(129)	(42)	1	(1,212)	(1,677)	(28,036)
34	(584)	(388)	(131)	(34)	(7)	(1,144)	(1,593)	(29,629)
35	(781)	(513)	(153)	(46)	6	(1,487)	(2,012)	(31,641)
36	(1,155)	(748)	(406)	(156)	(27)	(2,492)	(3,878)	(35,519)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(50 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(251)	0	137	91	23	0	498	498
2	(244)	(30)	159	85	30	0	502	999
3	(302)	(33)	152	150	33	0	799	1,798
4	(334)	(225)	136	319	86	(18)	1,745	3,543
5	(387)	(197)	262	43	16	(263)	(68)	3,476
6	(519)	21	35	25	11	(427)	(371)	3,105
7	(513)	(54)	(26)	31	5	(557)	(531)	2,574
8	(468)	(378)	(274)	(109)	(10)	(1,239)	(2,050)	523
9	(448)	(339)	(90)	(36)	4	(909)	(1,263)	(740)
10	(616)	(387)	(106)	(31)	(8)	(1,148)	(1,589)	(2,328)
11	(564)	(346)	(129)	(37)	3	(1,073)	(1,474)	(3,803)
12	(853)	(635)	(368)	(153)	(27)	(2,036)	(3,302)	(7,104)
13	(409)	(258)	48	62	25	(532)	(278)	(7,382)
14	(585)	(197)	90	69	30	(593)	(301)	(7,683)
15	(541)	(270)	75	131	33	(572)	9	(7,674)
16	(640)	(351)	94	305	87	(505)	1,087	(6,587)
17	(526)	(233)	215	20	15	(509)	(476)	(7,064)
18	(681)	(78)	6	18	11	(724)	(768)	(7,832)
19	(527)	(105)	(59)	13	7	(671)	(742)	(8,574)
20	(656)	(504)	(295)	(102)	(10)	(1,567)	(2,425)	(10,999)
21	(581)	(397)	(112)	(46)	1	(1,135)	(1,599)	(12,598)
22	(561)	(350)	(125)	(33)	(9)	(1,078)	(1,515)	(14,114)
23	(447)	(380)	(140)	(46)	4	(1,009)	(1,430)	(15,544)
24	(940)	(653)	(379)	(147)	(27)	(2,146)	(3,411)	(18,955)
25	(623)	(342)	35	64	24	(842)	(656)	(19,612)
26	(509)	(242)	83	67	30	(571)	(282)	(19,894)
27	(606)	(199)	71	125	31	(578)	(33)	(19,928)
28	(679)	(363)	88	305	87	(562)	1,016	(18,911)
29	(513)	(235)	209	21	15	(503)	(464)	(19,376)
30	(844)	(158)	0	23	11	(968)	(1,048)	(20,424)
31	(500)	(123)	(67)	10	6	(674)	(763)	(21,187)
32	(613)	(433)	(298)	(103)	(10)	(1,457)	(2,294)	(23,480)
33	(529)	(403)	(119)	(46)	1	(1,096)	(1,551)	(25,031)
34	(490)	(347)	(131)	(31)	(9)	(1,008)	(1,420)	(26,452)
35	(678)	(457)	(144)	(46)	4	(1,321)	(1,816)	(28,267)
36	(962)	(665)	(384)	(147)	(27)	(2,185)	(3,460)	(31,727)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(BASELINE SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	15,724,730	0	0	15,724,730	0	0
2	17,883,721	984,375	0	33,608,451	984,375	0
3	23,623,851	3,151,019	6,394	57,232,302	4,135,394	6,394
4	52,468,067	5,758,118	40,596	109,700,369	9,893,512	46,990
5	10,868,869	10,198,358	156,823	120,569,238	20,091,870	203,813
6	10,418,896	12,398,738	440,610	130,988,134	32,490,608	644,423
7	1,975,441	15,588,015	1,029,748	132,963,575	48,078,623	1,674,171
8	(17,902,420)	21,008,874	2,611,763	115,061,155	69,087,497	4,285,934
9	(5,721,791)	14,683,001	4,980,288	109,339,364	83,770,498	9,266,222
10	(10,845,058)	13,852,364	6,670,558	98,494,306	97,622,862	15,936,780
11	(8,961,221)	3,954,340	7,183,894	89,533,085	101,577,202	23,120,674
12	(37,463,365)	(933,562)	10,837,567	52,069,720	100,643,640	33,958,241
13	10,188,741	(5,041,657)	11,087,311	62,258,461	95,601,983	45,045,552
14	11,293,206	(6,418,472)	7,610,004	73,551,667	89,183,511	52,655,556
15	17,243,654	(7,953,667)	10,021,995	90,795,321	81,229,844	62,677,551
16	47,284,753	(8,113,342)	6,979,747	138,080,074	73,116,502	69,657,298
17	8,388,294	2,320,272	4,843,008	146,468,368	75,436,774	74,500,306
18	6,282,758	2,728,290	1,617,486	152,751,126	78,165,064	76,117,792
19	287,496	9,479,152	463,728	153,038,622	87,644,216	76,581,520
20	(20,588,228)	17,544,584	(422,476)	132,450,394	105,188,800	76,159,044
21	(8,501,267)	8,936,086	(972,365)	123,949,127	114,124,886	75,186,679
22	(11,493,505)	9,748,685	2,933,360	112,455,622	123,873,571	78,120,039
23	(9,218,206)	25,833	2,074,272	103,237,416	123,899,404	80,194,311
24	(38,512,657)	(3,076,785)	4,849,228	64,724,759	120,822,619	85,043,539
25	6,763,879	(7,182,879)	7,873,274	71,488,638	113,639,740	92,916,813
26	11,081,768	(8,576,250)	5,699,390	82,570,406	105,063,490	98,616,203
27	17,353,506	(10,459,213)	5,433,290	99,923,912	94,604,277	104,049,493
28	46,660,643	(9,503,784)	789,211	146,584,555	85,100,493	104,838,704
29	7,774,961	1,870,145	725,793	154,359,516	86,970,638	105,564,497
30	4,604,360	2,669,021	(746,409)	158,963,876	89,639,659	104,818,088
31	(641,473)	8,463,222	(2,391,178)	158,322,403	98,102,881	102,426,910
32	(20,171,002)	16,633,794	(2,728,235)	138,151,401	114,736,675	99,698,675
33	(8,309,284)	7,993,903	(3,879,612)	129,842,117	122,730,578	95,819,063
34	(10,946,743)	9,727,069	976,337	118,895,374	132,457,647	96,795,400
35	(11,943,877)	142,442	(524,946)	106,951,497	132,600,089	96,270,454
36	(39,408,134)	(3,802,766)	3,650,767	67,543,363	128,797,323	99,921,221

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(10 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	14,962,146	0	0	14,962,146	0	0
2	17,159,271	954,175	0	32,121,417	954,175	0
3	21,858,427	3,093,836	4,774	53,979,844	4,048,011	4,774
4	49,543,998	5,456,615	40,524	103,523,842	9,504,626	45,298
5	10,271,326	9,828,734	150,224	113,795,168	19,333,360	195,522
6	9,166,087	11,659,245	421,660	122,961,255	30,992,605	617,182
7	1,511,792	14,282,617	905,631	124,473,047	45,275,222	1,522,813
8	(17,124,072)	19,969,486	2,546,919	107,348,975	65,244,708	4,069,732
9	(5,464,795)	13,246,643	4,873,939	101,884,180	78,491,351	8,943,671
10	(10,706,493)	13,085,142	6,254,532	91,177,687	91,576,493	15,198,203
11	(8,594,477)	3,552,417	6,888,819	82,583,210	95,128,910	22,087,022
12	(35,011,932)	(1,121,065)	10,434,489	47,571,278	94,007,845	32,521,511
13	9,629,822	(5,150,033)	10,461,454	57,201,100	88,857,812	42,982,965
14	10,855,103	(6,301,405)	7,099,298	68,056,203	82,556,407	50,082,263
15	15,749,543	(6,858,472)	9,146,350	83,805,746	75,697,935	59,228,613
16	44,733,869	(7,772,140)	6,360,645	128,539,615	67,925,795	65,589,258
17	7,784,427	1,903,521	4,526,629	136,324,042	69,829,316	70,115,887
18	5,447,036	2,415,261	1,282,513	141,771,078	72,244,577	71,398,400
19	(83,560)	8,551,317	(42,869)	141,687,518	80,795,894	71,355,531
20	(19,463,709)	16,613,220	(180,616)	122,223,809	97,409,114	71,174,915
21	(7,956,041)	8,013,913	(959,078)	114,267,768	105,423,027	70,215,837
22	(11,317,831)	9,404,168	2,136,585	102,949,937	114,827,195	72,352,422
23	(8,901,699)	(317,577)	2,260,906	94,048,238	114,509,618	74,613,328
24	(35,942,080)	(3,093,703)	4,711,035	58,106,158	111,415,915	79,324,363
25	6,347,170	(6,985,341)	6,837,369	64,453,328	104,430,574	86,161,732
26	10,620,535	(8,260,089)	5,414,154	75,073,863	96,170,485	91,575,886
27	15,732,102	(9,335,794)	4,991,576	90,805,965	86,834,691	96,567,462
28	44,215,027	(9,174,832)	218,033	135,020,992	77,659,859	96,785,495
29	7,243,239	1,629,147	662,551	142,264,231	79,289,006	97,448,046
30	3,775,455	2,298,967	(758,799)	146,039,686	81,587,973	96,689,247
31	(681,679)	7,693,826	(2,503,710)	145,358,007	89,281,799	94,185,537
32	(18,883,925)	15,566,468	(2,347,436)	126,474,082	104,848,267	91,838,101
33	(7,870,104)	7,289,224	(3,588,178)	118,603,978	112,137,491	88,249,923
34	(10,852,939)	9,545,993	242,712	107,751,039	121,683,484	88,492,635
35	(11,185,769)	(32,622)	(240,419)	96,565,270	121,650,862	88,252,216
36	(36,829,993)	(4,003,747)	3,720,595	59,735,277	117,647,115	91,972,811

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(20 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	14,034,967	0	0	14,034,967	0	0
2	16,418,290	954,418	0	30,453,257	954,418	0
3	18,960,195	2,987,981	4,774	49,413,452	3,942,399	4,774
4	46,248,938	5,183,346	39,487	95,662,390	9,125,745	44,261
5	9,244,603	9,450,517	129,275	104,906,993	18,576,262	173,536
6	6,677,507	10,571,910	412,350	111,584,500	29,148,172	585,886
7	790,997	12,932,430	793,202	112,375,497	42,080,602	1,379,088
8	(16,831,996)	18,325,129	2,449,597	95,543,501	60,405,731	3,828,685
9	(5,284,429)	11,274,016	4,632,962	90,259,072	71,679,747	8,461,647
10	(10,429,057)	11,847,590	5,882,413	79,830,015	83,527,337	14,344,060
11	(7,756,886)	2,222,759	6,644,702	72,073,129	85,750,096	20,988,762
12	(31,125,724)	(1,352,053)	9,730,300	40,947,405	84,398,043	30,719,062
13	8,948,359	(4,830,988)	9,551,551	49,895,764	79,567,055	40,270,613
14	10,900,571	(6,614,393)	6,465,307	60,796,335	72,952,662	46,735,920
15	13,257,416	(6,286,417)	8,727,581	74,053,751	66,666,245	55,463,501
16	42,304,302	(7,027,812)	5,322,228	116,358,053	59,638,433	60,785,729
17	6,648,051	2,400,846	4,057,766	123,006,104	62,039,279	64,843,495
18	4,077,777	2,463,208	1,006,909	127,083,881	64,502,487	65,850,404
19	(640,914)	7,386,657	(938,871)	126,442,967	71,889,144	64,911,533
20	(18,818,623)	15,381,280	(404,176)	107,624,344	87,270,424	64,507,357
21	(7,524,908)	6,742,070	(941,404)	100,099,436	94,012,494	63,565,953
22	(10,968,833)	8,885,592	1,634,485	89,130,603	102,898,086	65,200,438
23	(7,896,960)	(1,352,568)	1,753,799	81,233,643	101,545,518	66,954,237
24	(31,938,256)	(3,200,866)	4,218,453	49,295,387	98,344,652	71,172,690
25	6,099,673	(6,357,637)	6,161,667	55,395,060	91,987,015	77,334,357
26	10,862,933	(8,537,346)	5,010,117	66,257,993	83,449,669	82,344,474
27	13,227,055	(8,101,002)	5,004,618	79,485,048	75,348,667	87,349,092
28	41,804,537	(8,101,553)	(170,458)	121,289,585	67,247,114	87,178,634
29	6,225,710	2,140,474	611,578	127,515,295	69,387,588	87,790,212
30	2,585,082	2,462,782	(1,048,314)	130,100,377	71,850,370	86,741,898
31	(1,127,432)	6,916,343	(3,402,582)	128,972,945	78,766,713	83,339,316
32	(18,288,974)	14,399,196	(2,855,874)	110,683,971	93,165,909	80,483,442
33	(7,302,241)	6,147,454	(3,238,204)	103,381,730	99,313,363	77,245,238
34	(10,667,893)	9,132,969	(50,563)	92,713,837	108,446,332	77,194,675
35	(9,954,479)	(965,659)	(107,592)	82,759,358	107,480,673	77,087,083
36	(32,437,534)	(4,017,065)	3,624,267	50,321,824	103,463,608	80,711,350

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(30 HTTS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	13,113,625	0	0	13,113,625	0	0
2	15,150,551	937,411	0	28,264,176	937,411	0
3	17,434,648	2,867,345	2,495	45,698,824	3,804,756	2,495
4	43,247,693	5,016,361	25,270	88,946,517	8,821,117	27,765
5	8,310,711	8,947,980	122,821	97,257,228	17,769,097	150,586
6	5,913,033	9,776,682	337,668	103,170,261	27,545,779	488,254
7	602,660	11,528,477	716,826	103,772,921	39,074,256	1,205,080
8	(16,372,161)	16,964,706	2,350,042	87,400,760	56,038,962	3,555,122
9	(5,127,847)	9,959,340	4,271,349	82,272,913	65,998,302	7,826,471
10	(9,537,731)	11,275,465	5,630,157	72,735,182	77,273,767	13,456,628
11	(7,486,317)	1,630,218	6,239,870	65,248,865	78,903,985	19,696,498
12	(28,928,427)	(1,618,263)	9,383,337	36,320,438	77,285,722	29,079,835
13	8,112,505	(4,931,892)	8,531,869	44,432,943	72,353,830	37,611,704
14	10,431,034	(6,373,813)	5,971,034	54,863,977	65,980,017	43,582,738
15	12,245,356	(5,163,002)	8,026,840	67,109,333	60,817,015	51,609,578
16	39,852,457	(6,347,240)	5,126,334	106,961,790	54,469,775	56,735,912
17	5,682,025	2,311,195	3,689,567	112,643,815	56,780,970	60,425,479
18	3,469,228	2,045,503	888,370	116,113,043	58,826,473	61,313,849
19	(719,654)	6,348,555	(1,226,277)	115,393,389	65,175,028	60,087,572
20	(18,016,910)	14,735,663	(668,454)	97,376,479	79,910,691	59,419,118
21	(7,210,262)	5,824,126	(846,039)	90,166,217	85,734,817	58,573,079
22	(9,935,381)	8,461,779	1,826,353	80,230,836	94,196,596	60,399,432
23	(7,445,399)	(1,757,463)	1,141,860	72,785,437	92,439,133	61,541,292
24	(29,494,715)	(3,511,389)	4,072,051	43,290,722	88,927,744	65,613,343
25	5,678,025	(6,139,268)	4,769,079	48,968,747	82,788,476	70,382,422
26	10,339,979	(8,266,212)	4,303,528	59,308,726	74,522,264	74,685,950
27	12,096,458	(6,781,982)	4,403,682	71,405,184	67,740,282	79,089,632
28	39,413,562	(7,124,056)	250,532	110,818,746	60,616,226	79,340,164
29	5,465,223	2,186,930	842,205	116,283,969	62,803,156	80,182,369
30	2,201,217	2,022,818	(908,533)	118,485,186	64,825,974	79,273,836
31	(1,153,124)	5,915,534	(3,524,449)	117,332,062	70,741,508	75,749,387
32	(17,502,547)	14,151,005	(3,120,748)	99,829,515	84,892,513	72,628,639
33	(7,012,031)	5,440,552	(2,915,368)	92,817,484	90,333,065	69,713,271
34	(9,675,232)	8,756,486	585,620	83,142,252	99,089,551	70,298,891
35	(9,242,619)	(1,423,128)	(516,064)	73,899,633	97,666,423	69,782,827
36	(29,794,441)	(4,321,312)	3,398,015	44,105,192	93,345,111	73,180,842

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(40 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	12,330,974	0	0	12,330,974	0	0
2	14,154,043	921,592	0	26,485,017	921,592	0
3	16,085,603	2,737,737	0	42,570,620	3,659,329	0
4	40,830,548	4,699,600	23,639	83,401,168	8,358,929	23,639
5	7,383,445	8,503,122	91,107	90,784,613	16,862,051	114,746
6	5,092,270	9,201,513	309,782	95,876,883	26,063,564	424,528
7	178,386	10,631,914	622,530	96,055,269	36,695,478	1,047,058
8	(15,587,681)	15,591,673	2,242,747	80,467,588	52,287,151	3,289,805
9	(4,635,950)	8,996,559	3,923,736	75,831,638	61,283,710	7,213,541
10	(9,212,591)	10,208,806	5,373,525	66,619,047	71,492,516	12,587,066
11	(6,894,024)	1,300,684	5,669,638	59,725,023	72,793,200	18,256,704
12	(27,046,160)	(1,608,352)	8,783,060	32,678,863	71,184,848	27,039,764
13	7,627,237	(4,518,740)	8,036,304	40,306,100	66,666,108	35,076,068
14	10,015,035	(6,138,997)	5,600,694	50,321,135	60,527,111	40,676,762
15	11,277,919	(4,630,149)	7,622,121	61,599,054	55,896,962	48,298,883
16	37,643,832	(5,794,334)	4,768,457	99,242,886	50,102,628	53,067,340
17	4,830,300	2,403,467	3,602,393	104,073,186	52,506,095	56,669,733
18	2,998,755	1,985,034	682,738	107,071,941	54,491,129	57,352,471
19	(1,032,333)	5,490,433	(1,158,721)	106,039,608	59,981,562	56,193,750
20	(16,915,696)	13,709,372	(997,144)	89,123,912	73,690,934	55,196,606
21	(6,343,682)	5,072,120	(1,118,016)	82,780,230	78,763,054	54,078,590
22	(9,612,778)	7,484,761	1,663,655	73,167,452	86,247,815	55,742,245
23	(6,870,932)	(1,723,809)	1,049,657	66,296,520	84,524,006	56,791,902
24	(27,525,373)	(3,233,010)	3,292,170	38,771,147	81,290,996	60,084,072
25	5,348,197	(5,575,901)	4,655,330	44,119,344	75,715,095	64,739,402
26	9,880,860	(7,821,133)	3,825,593	54,000,204	67,893,962	68,564,995
27	11,007,416	(5,982,841)	4,203,358	65,007,620	61,911,121	72,768,353
28	37,316,740	(6,450,525)	490,168	102,324,360	55,460,596	73,258,521
29	4,417,264	2,216,886	1,062,093	106,741,624	57,677,482	74,320,614
30	1,962,652	2,023,115	(1,036,412)	108,704,276	59,700,597	73,284,202
31	(1,544,233)	5,221,792	(3,418,943)	107,160,043	64,922,389	69,865,259
32	(16,444,447)	13,111,511	(3,440,335)	90,715,596	78,033,900	66,424,924
33	(6,015,956)	4,514,356	(3,117,173)	84,699,640	82,548,256	63,307,751
34	(9,279,639)	7,578,679	646,329	75,420,001	90,126,935	63,954,080
35	(8,436,182)	(1,446,599)	(196,121)	66,983,819	88,680,336	63,757,959
36	(27,894,714)	(3,862,354)	2,643,828	39,089,105	84,817,982	66,401,787

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(50 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	11,565,506	0	0	11,565,506	0	0
2	13,391,740	899,961	0	24,957,246	899,961	0
3	14,943,707	2,672,183	0	39,900,953	3,572,144	0
4	38,536,600	4,570,869	22,553	78,437,553	8,143,013	22,553
5	6,635,699	8,095,146	86,595	85,073,252	16,238,159	109,148
6	4,372,768	8,629,684	298,466	89,446,020	24,867,843	407,614
7	48,223	9,648,250	549,406	89,494,243	34,516,093	957,020
8	(14,740,673)	14,838,078	2,125,495	74,753,570	49,354,171	3,082,515
9	(4,273,518)	7,822,543	3,529,952	70,480,052	57,176,714	6,612,467
10	(8,863,709)	9,759,676	5,037,940	61,616,343	66,936,390	11,650,407
11	(6,567,897)	804,977	5,368,369	55,048,446	67,741,367	17,018,776
12	(25,309,425)	(1,559,744)	8,315,926	29,739,021	66,181,623	25,334,702
13	7,222,793	(4,433,425)	7,542,055	36,961,814	61,748,198	32,876,757
14	9,621,300	(5,800,605)	5,329,264	46,583,114	55,947,593	38,206,021
15	10,353,972	(4,324,976)	7,207,923	56,937,086	51,622,617	45,413,944
16	35,474,552	(5,202,597)	4,615,925	92,411,638	46,420,020	50,029,869
17	4,158,637	2,694,024	3,306,634	96,570,275	49,114,044	53,336,503
18	2,644,221	1,862,728	724,448	99,214,496	50,976,772	54,060,951
19	(890,624)	4,895,803	(1,155,169)	98,323,872	55,872,575	52,905,782
20	(15,912,248)	12,994,657	(921,458)	82,411,624	68,867,232	51,984,324
21	(6,444,860)	3,840,949	(1,843,660)	75,966,764	72,708,181	50,140,664
22	(9,122,245)	7,214,004	1,376,059	66,844,519	79,922,185	51,516,723
23	(6,422,726)	(1,826,677)	1,208,502	60,421,793	78,095,508	52,725,225
24	(25,713,149)	(3,068,626)	2,921,947	34,708,644	75,026,882	55,647,172
25	5,545,547	(5,649,853)	4,148,113	40,254,191	69,377,029	59,795,285
26	9,366,994	(7,127,902)	3,674,448	49,621,185	62,249,127	63,469,733
27	10,011,754	(5,589,353)	4,148,662	59,632,939	56,659,774	67,618,395
28	35,234,131	(6,180,574)	722,466	94,867,070	50,479,200	68,340,861
29	4,137,177	2,590,245	939,009	99,004,247	53,069,445	69,279,870
30	1,673,551	1,957,341	(839,422)	100,677,798	55,026,786	68,440,448
31	(1,383,826)	4,745,723	(3,094,392)	99,293,972	59,772,509	65,346,056
32	(15,520,656)	12,863,362	(3,286,064)	83,773,316	72,635,871	62,059,992
33	(6,224,508)	3,364,334	(3,753,817)	77,548,808	76,000,205	58,306,175
34	(8,872,298)	7,272,970	542,152	68,676,510	83,273,175	58,848,327
35	(7,839,636)	(1,761,120)	(434,738)	60,836,874	81,512,055	58,413,589
36	(25,956,918)	(3,290,658)	2,336,225	34,879,956	78,221,397	60,749,814

Appendix E

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES ALL COMMODITIES (BASELINE SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(1,870)	277	788	645	160	0	3,513	3,513
2	(2,027)	272	906	684	164	(1)	3,700	7,213
3	(2,894)	(193)	1,229	1,407	358	(93)	7,588	14,801
4	(3,192)	(323)	867	873	224	(1,551)	2,871	17,671
5	(3,108)	(99)	727	415	104	(1,961)	(158)	17,513
6	(5,615)	444	310	327	56	(4,478)	(3,862)	13,651
7	(5,114)	(279)	(252)	80	30	(5,535)	(6,360)	7,291
8	(5,768)	(1,278)	(724)	(106)	(26)	(7,902)	(10,341)	(3,051)
9	(6,594)	(1,830)	(838)	(231)	(20)	(9,513)	(12,852)	(15,902)
10	(7,093)	(1,722)	(737)	(212)	(34)	(9,798)	(13,182)	(29,084)
11	(6,848)	(1,620)	(777)	(152)	(20)	(9,417)	(12,388)	(41,473)
12	(11,405)	(3,280)	(1,830)	(640)	(114)	(17,269)	(24,632)	(66,104)
13	(6,509)	(849)	204	522	153	(6,479)	(5,061)	(71,165)
14	(6,879)	(738)	428	602	160	(6,427)	(4,617)	(75,782)
15	(7,155)	(1,070)	779	1,334	345	(5,767)	201	(75,581)
16	(7,382)	(986)	567	774	231	(6,796)	(4,012)	(79,594)
17	(6,217)	(536)	456	384	105	(5,808)	(5,043)	(84,637)
18	(9,339)	(3)	121	295	58	(8,918)	(9,480)	(94,118)
19	(7,199)	(650)	(453)	53	37	(8,212)	(9,756)	(103,873)
20	(8,444)	(1,769)	(902)	(142)	(34)	(11,291)	(14,722)	(118,595)
21	(8,843)	(2,137)	(938)	(255)	(36)	(12,209)	(16,358)	(134,953)
22	(8,735)	(1,820)	(838)	(198)	(20)	(11,611)	(15,300)	(150,253)
23	(7,928)	(1,804)	(883)	(157)	(6)	(10,778)	(14,031)	(164,284)
24	(13,419)	(3,479)	(1,879)	(638)	(112)	(19,527)	(27,405)	(191,688)
25	(8,107)	(1,140)	108	469	144	(8,526)	(7,861)	(199,549)
26	(7,622)	(903)	381	595	159	(7,390)	(5,842)	(205,391)
27	(9,002)	(999)	801	1,365	358	(7,477)	(1,721)	(207,112)
28	(8,498)	(1,056)	512	776	233	(8,033)	(5,524)	(212,636)
29	(7,260)	(618)	412	381	110	(6,975)	(6,477)	(219,113)
30	(10,775)	(188)	86	290	50	(10,537)	(11,538)	(230,650)
31	(8,036)	(730)	(487)	44	30	(9,179)	(11,020)	(241,671)
32	(9,079)	(1,653)	(909)	(122)	(25)	(11,788)	(15,209)	(256,880)
33	(9,686)	(2,149)	(955)	(225)	(30)	(13,045)	(17,234)	(274,114)
34	(8,791)	(1,858)	(869)	(182)	(16)	(11,716)	(15,343)	(289,457)
35	(9,272)	(1,974)	(917)	(224)	(28)	(12,415)	(16,442)	(305,899)
36	(14,699)	(3,533)	(1,892)	(648)	(120)	(20,892)	(29,170)	(335,069)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(10 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(1,738)	225	748	608	157	0	3,339	3,339
2	(1,849)	198	848	643	159	(1)	3,499	6,837
3	(2,547)	(229)	1,099	1,321	336	(20)	7,207	14,044
4	(2,532)	(355)	774	811	214	(1,088)	3,129	17,173
5	(2,576)	(130)	643	390	96	(1,577)	172	17,345
6	(4,392)	281	189	276	55	(3,591)	(2,993)	14,352
7	(4,227)	(372)	(274)	52	26	(4,795)	(5,585)	8,767
8	(4,440)	(1,257)	(745)	(104)	(32)	(6,578)	(8,723)	44
9	(5,238)	(1,791)	(847)	(243)	(19)	(8,138)	(11,200)	(11,156)
10	(5,556)	(1,679)	(732)	(214)	(39)	(8,220)	(11,262)	(22,419)
11	(5,515)	(1,546)	(767)	(170)	(19)	(8,017)	(10,732)	(33,151)
12	(8,858)	(3,039)	(1,768)	(619)	(110)	(14,394)	(20,970)	(54,121)
13	(5,073)	(852)	172	480	148	(5,125)	(3,593)	(57,713)
14	(5,418)	(740)	354	566	152	(5,086)	(3,152)	(60,865)
15	(5,393)	(1,086)	657	1,244	322	(4,256)	1,575	(59,290)
16	(5,469)	(974)	464	716	220	(5,043)	(2,147)	(61,438)
17	(4,586)	(553)	382	354	96	(4,307)	(3,359)	(64,796)
18	(6,919)	(147)	(19)	240	56	(6,789)	(7,098)	(71,894)
19	(5,570)	(709)	(469)	23	32	(6,693)	(8,031)	(79,926)
20	(6,114)	(1,700)	(921)	(134)	(40)	(8,909)	(11,769)	(91,695)
21	(6,622)	(2,091)	(974)	(273)	(32)	(9,992)	(13,679)	(105,374)
22	(6,520)	(1,753)	(830)	(208)	(24)	(9,335)	(12,549)	(117,923)
23	(5,972)	(1,721)	(864)	(176)	(7)	(8,740)	(11,600)	(129,522)
24	(9,866)	(3,231)	(1,826)	(627)	(110)	(15,660)	(22,569)	(152,091)
25	(6,155)	(1,112)	75	431	138	(6,623)	(5,701)	(157,793)
26	(5,693)	(882)	301	556	151	(5,567)	(3,794)	(161,587)
27	(6,373)	(1,004)	651	1,263	332	(5,131)	620	(160,967)
28	(6,109)	(1,047)	406	713	222	(5,815)	(3,106)	(164,072)
29	(5,111)	(639)	335	344	101	(4,970)	(4,200)	(168,272)
30	(7,629)	(325)	(54)	234	48	(7,726)	(8,317)	(176,589)
31	(5,884)	(769)	(500)	15	26	(7,112)	(8,610)	(185,199)
32	(6,406)	(1,583)	(926)	(120)	(31)	(9,066)	(11,863)	(197,062)
33	(6,860)	(2,124)	(993)	(251)	(29)	(10,257)	(13,898)	(210,960)
34	(6,301)	(1,784)	(866)	(191)	(20)	(9,162)	(12,243)	(223,203)
35	(6,909)	(1,874)	(891)	(237)	(28)	(9,939)	(13,439)	(236,642)
36	(10,609)	(3,287)	(1,849)	(635)	(117)	(16,497)	(23,669)	(260,311)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(20 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(1,460)	125	635	550	150	0	3,055	3,055
2	(1,579)	114	733	575	156	(1)	3,189	6,244
3	(2,068)	(284)	879	1,146	320	(7)	6,389	12,633
4	(2,040)	(382)	542	714	199	(967)	2,789	15,423
5	(2,096)	(241)	505	332	90	(1,410)	99	15,522
6	(3,496)	84	37	186	45	(3,144)	(2,877)	12,645
7	(3,284)	(496)	(333)	30	18	(4,065)	(4,814)	7,831
8	(3,543)	(1,191)	(736)	(142)	(36)	(5,648)	(7,757)	74
9	(4,089)	(1,627)	(824)	(270)	(24)	(6,834)	(9,729)	(9,655)
10	(4,315)	(1,489)	(737)	(220)	(46)	(6,807)	(9,573)	(19,227)
11	(4,206)	(1,390)	(726)	(193)	(19)	(6,534)	(9,000)	(28,227)
12	(6,677)	(2,626)	(1,634)	(596)	(106)	(11,639)	(17,447)	(45,675)
13	(3,744)	(815)	77	413	139	(3,930)	(2,448)	(48,122)
14	(4,115)	(651)	281	494	144	(3,847)	(1,970)	(50,092)
15	(4,022)	(1,006)	480	1,052	305	(3,191)	1,979	(48,113)
16	(4,164)	(915)	280	617	206	(3,976)	(1,322)	(49,435)
17	(3,410)	(555)	267	293	88	(3,317)	(2,436)	(51,871)
18	(5,260)	(259)	(151)	152	47	(5,471)	(5,893)	(57,764)
19	(4,092)	(779)	(488)	(11)	22	(5,348)	(6,561)	(64,325)
20	(4,547)	(1,570)	(892)	(183)	(47)	(7,239)	(9,950)	(74,275)
21	(4,964)	(1,870)	(947)	(303)	(37)	(8,121)	(11,520)	(85,795)
22	(4,783)	(1,515)	(828)	(223)	(33)	(7,382)	(10,240)	(96,034)
23	(4,449)	(1,527)	(818)	(193)	(8)	(6,995)	(9,522)	(105,556)
24	(7,333)	(2,792)	(1,683)	(608)	(106)	(12,522)	(18,591)	(124,147)
25	(4,483)	(1,029)	(11)	364	128	(5,031)	(4,070)	(128,217)
26	(4,250)	(776)	247	493	144	(4,142)	(2,339)	(130,556)
27	(4,545)	(922)	470	1,063	315	(3,619)	1,542	(129,014)
28	(4,474)	(983)	220	613	207	(4,417)	(1,880)	(130,894)
29	(3,718)	(619)	229	280	91	(3,737)	(2,999)	(133,893)
30	(5,711)	(413)	(181)	135	39	(6,131)	(6,817)	(140,710)
31	(4,187)	(821)	(515)	(17)	17	(5,523)	(6,825)	(147,536)
32	(4,671)	(1,456)	(897)	(168)	(36)	(7,228)	(9,823)	(157,358)
33	(5,025)	(1,898)	(970)	(281)	(33)	(8,207)	(11,513)	(168,871)
34	(4,609)	(1,558)	(859)	(209)	(30)	(7,265)	(10,021)	(178,892)
35	(5,155)	(1,669)	(840)	(254)	(30)	(7,948)	(11,062)	(189,954)
36	(7,800)	(2,829)	(1,703)	(621)	(115)	(13,068)	(19,361)	(209,315)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(30 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOURS SAVED	MANHOURS SAVED
1	(1,189)	42	514	490	143	0	2,763	2,763
2	(1,260)	(11)	600	521	149	(1)	2,923	5,685
3	(1,703)	(303)	701	993	308	(4)	5,673	11,358
4	(1,699)	(374)	411	627	189	(846)	2,516	13,874
5	(1,694)	(291)	369	279	87	(1,250)	53	13,926
6	(2,836)	(19)	(68)	116	43	(2,764)	(2,722)	11,205
7	(2,615)	(519)	(361)	5	15	(3,475)	(4,207)	6,997
8	(2,793)	(1,137)	(701)	(171)	(37)	(4,839)	(6,888)	110
9	(3,170)	(1,463)	(802)	(269)	(28)	(5,732)	(8,380)	(8,270)
10	(3,426)	(1,317)	(697)	(227)	(43)	(5,710)	(8,235)	(16,505)
11	(3,245)	(1,227)	(707)	(196)	(16)	(5,391)	(7,587)	(24,092)
12	(5,191)	(2,271)	(1,480)	(575)	(106)	(9,623)	(14,864)	(38,956)
13	(2,820)	(790)	10	348	134	(3,118)	(1,750)	(40,706)
14	(3,134)	(671)	184	446	135	(3,040)	(1,221)	(41,927)
15	(3,146)	(921)	325	892	295	(2,555)	2,023	(39,904)
16	(3,208)	(816)	168	530	196	(3,130)	(700)	(40,604)
17	(2,608)	(554)	157	236	84	(2,685)	(1,922)	(42,526)
18	(4,094)	(295)	(256)	85	43	(4,517)	(5,023)	(47,549)
19	(3,140)	(758)	(505)	(48)	17	(4,434)	(5,615)	(53,164)
20	(3,495)	(1,458)	(844)	(213)	(50)	(6,060)	(8,637)	(61,801)
21	(3,833)	(1,649)	(910)	(293)	(39)	(6,724)	(9,758)	(71,559)
22	(3,699)	(1,336)	(778)	(229)	(29)	(6,071)	(8,629)	(80,188)
23	(3,335)	(1,341)	(783)	(203)	(6)	(5,668)	(7,917)	(88,104)
24	(5,634)	(2,394)	(1,534)	(587)	(108)	(10,257)	(15,709)	(103,813)
25	(3,370)	(981)	(71)	298	123	(4,001)	(3,107)	(106,920)
26	(3,188)	(770)	163	446	134	(3,215)	(1,442)	(108,362)
27	(3,484)	(840)	322	894	305	(2,803)	1,769	(106,593)
28	(3,421)	(877)	117	527	197	(3,457)	(1,112)	(107,706)
29	(2,841)	(604)	121	227	88	(3,009)	(2,344)	(110,050)
30	(4,433)	(439)	(281)	64	36	(5,053)	(5,808)	(115,858)
31	(3,194)	(783)	(525)	(55)	12	(4,545)	(5,804)	(121,662)
32	(3,571)	(1,359)	(849)	(196)	(39)	(6,014)	(8,458)	(130,120)
33	(3,804)	(1,669)	(932)	(278)	(36)	(6,719)	(9,674)	(139,793)
34	(3,523)	(1,365)	(807)	(216)	(30)	(5,941)	(8,415)	(148,209)
35	(3,861)	(1,475)	(807)	(260)	(26)	(6,429)	(9,193)	(157,402)
36	(5,919)	(2,414)	(1,542)	(598)	(114)	(10,587)	(16,191)	(173,593)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(40 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOURS SAVED	MANHOURS SAVED
1	(988)	(4)	435	417	140	0	2,431	2,431
2	(1,049)	(42)	478	469	143	(1)	2,670	5,101
3	(1,391)	(322)	563	863	285	(2)	5,008	10,108
4	(1,386)	(389)	295	568	180	(732)	2,360	12,468
5	(1,411)	(319)	281	234	80	(1,135)	(32)	12,436
6	(2,358)	(76)	(111)	76	39	(2,430)	(2,501)	9,935
7	(2,099)	(506)	(369)	(22)	11	(2,985)	(3,737)	6,198
8	(2,254)	(1,037)	(674)	(174)	(36)	(4,175)	(6,076)	122
9	(2,529)	(1,288)	(748)	(265)	(31)	(4,861)	(7,299)	(7,177)
10	(2,783)	(1,163)	(647)	(225)	(43)	(4,861)	(7,177)	(14,354)
11	(2,604)	(1,075)	(663)	(194)	(18)	(4,554)	(6,553)	(20,907)
12	(4,160)	(1,987)	(1,343)	(550)	(105)	(8,145)	(12,924)	(33,831)
13	(2,208)	(727)	(44)	279	128	(2,572)	(1,402)	(35,234)
14	(2,483)	(601)	101	393	131	(2,459)	(752)	(35,986)
15	(2,520)	(850)	224	762	272	(2,112)	1,903	(34,083)
16	(2,544)	(737)	72	481	184	(2,544)	(242)	(34,325)
17	(2,083)	(536)	85	193	75	(2,266)	(1,631)	(35,955)
18	(3,299)	(308)	(278)	45	39	(3,801)	(4,331)	(40,286)
19	(2,522)	(704)	(506)	(72)	12	(3,792)	(4,948)	(45,234)
20	(2,784)	(1,303)	(795)	(216)	(48)	(5,146)	(7,512)	(52,746)
21	(3,041)	(1,429)	(843)	(287)	(42)	(5,642)	(8,408)	(61,154)
22	(2,923)	(1,180)	(723)	(229)	(32)	(5,087)	(7,426)	(68,579)
23	(2,610)	(1,175)	(735)	(197)	(8)	(4,725)	(6,734)	(75,313)
24	(4,517)	(2,083)	(1,397)	(550)	(110)	(8,657)	(13,579)	(88,892)
25	(2,644)	(881)	(115)	231	117	(3,292)	(2,550)	(91,441)
26	(2,545)	(680)	88	388	130	(2,619)	(976)	(92,417)
27	(2,764)	(785)	217	761	280	(2,291)	1,712	(90,705)
28	(2,693)	(782)	24	483	185	(2,783)	(524)	(91,229)
29	(2,232)	(573)	45	186	79	(2,495)	(1,927)	(93,156)
30	(3,580)	(430)	(298)	25	33	(4,250)	(4,999)	(98,155)
31	(2,549)	(722)	(524)	(75)	6	(3,864)	(5,076)	(103,231)
32	(2,826)	(1,219)	(808)	(200)	(38)	(5,091)	(7,330)	(110,562)
33	(2,992)	(1,449)	(862)	(272)	(38)	(5,613)	(8,289)	(118,851)
34	(2,776)	(1,200)	(749)	(214)	(33)	(4,972)	(7,222)	(126,073)
35	(3,040)	(1,275)	(758)	(251)	(27)	(5,351)	(7,826)	(133,899)
36	(4,716)	(2,097)	(1,402)	(564)	(116)	(8,895)	(13,960)	(147,859)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(50 HITS/YEAR SCENARIO)

MONTH	DOLLAR VALUE OF PROCUREMENT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(822)	(47)	371	365	133	0	2,173	2,173
2	(883)	(82)	402	427	135	(1)	2,451	4,625
3	(1,168)	(312)	436	769	273	(2)	4,545	9,170
4	(1,162)	(385)	212	508	172	(655)	2,158	11,328
5	(1,215)	(310)	209	210	74	(1,032)	(36)	11,292
6	(1,947)	(149)	(166)	54	32	(2,176)	(2,314)	8,978
7	(1,756)	(479)	(361)	(34)	9	(2,621)	(3,348)	5,630
8	(1,851)	(945)	(648)	(183)	(36)	(3,663)	(5,482)	148
9	(2,078)	(1,141)	(698)	(268)	(30)	(4,215)	(6,509)	(6,362)
10	(2,291)	(1,037)	(606)	(222)	(41)	(4,197)	(6,334)	(12,696)
11	(2,149)	(964)	(629)	(191)	(21)	(3,954)	(5,812)	(18,508)
12	(3,398)	(1,730)	(1,251)	(527)	(103)	(7,009)	(11,411)	(29,919)
13	(1,822)	(691)	(69)	232	122	(2,228)	(1,208)	(31,127)
14	(2,029)	(566)	49	355	121	(2,070)	(481)	(31,608)
15	(2,072)	(773)	109	670	262	(1,804)	1,838	(29,770)
16	(2,085)	(700)	10	426	175	(2,174)	(64)	(29,834)
17	(1,788)	(485)	28	164	68	(2,013)	(1,475)	(31,309)
18	(2,656)	(344)	(306)	19	33	(3,254)	(3,794)	(35,103)
19	(2,076)	(650)	(486)	(80)	10	(3,282)	(4,361)	(39,465)
20	(2,296)	(1,164)	(766)	(226)	(45)	(4,497)	(6,740)	(46,205)
21	(2,503)	(1,255)	(783)	(294)	(42)	(4,877)	(7,493)	(53,698)
22	(2,354)	(1,053)	(675)	(230)	(34)	(4,346)	(6,523)	(60,221)
23	(2,164)	(1,033)	(694)	(196)	(12)	(4,099)	(5,973)	(66,194)
24	(3,670)	(1,807)	(1,295)	(525)	(107)	(7,404)	(11,908)	(78,102)
25	(2,175)	(815)	(136)	188	114	(2,824)	(2,172)	(80,274)
26	(2,083)	(635)	38	350	120	(2,210)	(680)	(80,954)
27	(2,283)	(713)	112	666	268	(1,950)	1,666	(79,288)
28	(2,185)	(727)	(29)	426	174	(2,341)	(274)	(79,562)
29	(1,850)	(517)	(10)	158	72	(2,147)	(1,649)	(81,212)
30	(2,969)	(452)	(329)	5	28	(3,717)	(4,449)	(85,661)
31	(2,079)	(668)	(503)	(81)	5	(3,326)	(4,442)	(90,103)
32	(2,296)	(1,093)	(778)	(210)	(37)	(4,414)	(6,533)	(96,636)
33	(2,475)	(1,267)	(798)	(280)	(39)	(4,859)	(7,397)	(104,033)
34	(2,240)	(1,066)	(697)	(217)	(35)	(4,255)	(6,358)	(110,391)
35	(2,493)	(1,124)	(718)	(244)	(29)	(4,608)	(6,886)	(117,277)
36	(3,773)	(1,826)	(1,300)	(537)	(114)	(7,550)	(12,171)	(129,448)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(BASELINE SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	81,622,948	30,655	0	81,622,948	30,655	0
2	91,837,290	3,605,135	13,611	173,460,238	3,635,790	13,611
3	180,735,406	13,571,986	71,053	354,195,644	17,207,776	84,664
4	111,782,059	30,716,207	534,240	465,977,703	47,923,983	618,904
5	55,963,120	49,059,584	2,816,775	521,940,823	96,983,567	3,435,679
6	32,276,080	68,865,165	9,378,490	554,216,903	165,848,732	12,814,169
7	(3,672,150)	81,709,062	10,184,982	550,544,753	247,557,794	22,999,151
8	(38,542,059)	79,694,539	14,274,284	512,002,694	327,252,333	37,273,435
9	(53,338,470)	65,643,987	24,592,253	458,664,224	392,896,320	61,865,688
10	(56,062,260)	50,249,292	31,044,307	402,601,964	443,145,612	92,909,995
11	(48,582,835)	12,580,835	33,799,240	354,019,129	455,726,447	126,709,235
12	(129,977,565)	(10,688,412)	45,499,929	224,041,564	445,038,035	172,209,164
13	51,229,447	(25,449,193)	45,972,448	275,271,011	419,588,842	218,181,612
14	63,851,766	(40,620,109)	44,407,845	339,122,777	378,968,733	262,589,457
15	148,832,000	(41,431,364)	31,551,972	487,954,777	337,537,369	294,141,429
16	90,633,881	(25,944,547)	28,660,810	578,588,658	311,592,822	322,802,239
17	46,000,260	7,802,079	20,553,154	624,588,918	319,394,901	343,355,393
18	18,551,556	33,426,158	15,575,887	643,140,474	352,821,059	358,931,280
19	(11,561,531)	47,432,039	3,814,186	631,578,943	400,253,098	362,745,466
20	(57,482,786)	60,965,466	(7,490,855)	574,096,157	461,218,564	355,254,611
21	(65,940,793)	51,389,116	2,574,635	508,155,364	512,607,680	357,829,246
22	(52,403,510)	33,617,170	2,879,385	455,751,854	546,224,850	360,708,631
23	(49,010,728)	(2,921,589)	5,653,641	406,741,126	543,303,261	366,362,272
24	(137,124,168)	(25,961,687)	17,208,802	269,616,958	517,341,574	383,571,074
25	35,687,925	(33,373,368)	20,340,685	305,304,883	483,968,206	403,911,759
26	60,361,116	(45,051,093)	24,701,498	365,665,999	438,917,113	428,613,257
27	155,074,419	(47,572,928)	13,730,545	520,740,418	391,344,185	442,343,802
28	89,264,200	(32,570,640)	12,343,791	610,004,618	358,773,545	454,687,593
29	46,172,287	155,839	2,401,184	656,176,905	358,929,384	457,088,777
30	8,561,561	30,930,538	1,186,571	664,738,466	389,859,922	458,275,348
31	(16,538,618)	46,863,624	(7,894,570)	648,199,848	436,723,546	450,380,778
32	(50,856,381)	59,136,518	(13,897,162)	597,343,467	495,860,064	436,483,616
33	(62,984,666)	46,757,876	(4,011,933)	534,358,801	542,617,940	432,471,683
34	(51,153,885)	27,112,913	(6,378,210)	483,204,916	569,730,853	426,093,473
35	(66,592,930)	(4,806,068)	(2,397,094)	416,611,986	564,924,785	423,696,379
36	(140,652,757)	(20,127,109)	14,265,995	275,959,229	544,797,676	437,962,374

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(10 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	78,631,739	29,700	0	78,631,739	29,700	0
2	87,971,697	3,507,938	13,611	166,603,436	3,537,638	13,611
3	168,840,506	13,089,666	68,502	335,443,942	16,627,304	82,113
4	105,752,068	29,761,841	499,008	441,196,010	46,389,145	581,121
5	52,377,009	46,859,958	2,782,358	493,573,019	93,249,103	3,363,479
6	28,411,904	63,905,643	9,124,595	521,984,923	157,154,746	12,488,074
7	(5,985,476)	76,400,324	9,844,053	515,999,447	233,555,070	22,332,127
8	(38,473,840)	75,148,148	13,768,785	477,525,607	308,703,218	36,100,912
9	(52,241,589)	60,762,055	23,814,761	425,284,018	369,465,273	59,915,673
10	(55,175,039)	46,768,012	29,751,367	370,108,979	416,233,285	89,667,040
11	(46,861,128)	10,234,304	31,500,476	323,247,851	426,467,589	121,167,516
12	(122,286,779)	(10,952,193)	43,426,184	200,961,072	415,515,396	164,593,700
13	49,428,583	(26,260,130)	42,877,799	250,389,655	389,255,266	207,471,499
14	61,730,401	(39,183,084)	41,768,442	312,120,056	350,072,182	249,239,941
15	138,655,411	(38,890,289)	28,590,131	450,775,467	311,181,893	277,830,072
16	86,363,911	(24,081,441)	26,409,302	537,139,378	287,100,452	304,239,374
17	43,651,885	7,017,241	18,603,966	580,791,263	294,117,693	322,843,340
18	16,242,249	30,369,391	13,789,106	597,033,512	324,487,084	336,632,446
19	(13,449,782)	43,278,077	2,645,785	583,583,730	367,765,161	339,278,231
20	(55,570,119)	57,558,540	(6,499,972)	528,013,611	425,323,701	332,778,259
21	(63,397,205)	48,204,020	1,438,385	464,616,406	473,527,721	334,216,644
22	(50,967,454)	31,458,986	1,129,067	413,648,952	504,986,707	335,345,711
23	(46,779,118)	(4,034,553)	4,470,652	366,869,834	500,952,154	339,816,363
24	(128,868,761)	(25,136,140)	16,217,650	238,001,073	475,816,014	356,034,013
25	34,758,773	(33,209,263)	17,207,205	272,759,846	442,606,751	373,241,218
26	58,022,848	(42,956,932)	22,929,934	330,782,694	399,649,819	396,171,152
27	144,808,393	(44,473,082)	11,685,313	475,591,087	355,176,737	407,856,465
28	85,509,138	(29,869,833)	11,113,477	561,100,225	325,306,904	418,969,942
29	43,955,930	1,428	2,000,668	605,056,155	325,308,332	420,970,610
30	6,956,169	28,523,912	711,963	612,012,324	353,832,244	421,682,573
31	(17,428,765)	42,985,214	(7,749,609)	594,583,559	396,817,458	413,932,964
32	(49,032,544)	55,697,904	(12,035,617)	545,551,015	452,515,362	401,897,347
33	(61,225,467)	43,533,737	(5,167,074)	484,325,548	496,049,099	396,730,273
34	(49,627,409)	25,467,569	(7,079,894)	434,698,139	521,516,668	389,650,379
35	(62,917,620)	(5,151,822)	(2,197,296)	371,780,519	516,364,846	387,453,083
36	(131,788,546)	(18,972,164)	13,906,121	239,991,973	497,392,682	401,359,204

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(20 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	73,226,782	18,124	0	73,226,782	18,124	0
2	82,866,946	3,398,694	13,611	156,093,728	3,416,818	13,611
3	155,218,423	12,100,654	55,929	311,312,151	15,517,472	69,540
4	95,890,689	28,127,641	462,548	407,202,840	43,645,113	532,088
5	47,007,916	43,181,239	2,622,409	454,210,756	86,826,352	3,154,497
6	19,856,122	58,828,216	8,806,965	474,066,878	145,654,568	11,961,462
7	(8,289,645)	68,527,870	8,875,948	465,777,233	214,182,438	20,837,410
8	(38,591,907)	67,156,340	12,831,629	427,185,326	281,338,778	33,669,039
9	(50,831,011)	54,616,216	21,986,860	376,354,315	335,954,994	55,655,899
10	(53,440,433)	42,039,307	27,568,823	322,913,882	377,994,301	83,224,722
11	(43,433,846)	6,611,628	28,692,460	279,480,036	384,605,929	111,917,182
12	(110,475,313)	(11,335,430)	39,838,669	169,004,723	373,270,499	151,755,851
13	46,675,595	(24,796,309)	38,559,121	215,680,318	348,474,190	190,314,972
14	59,874,248	(37,440,203)	37,487,851	275,554,566	311,033,987	227,802,823
15	127,602,800	(36,560,103)	25,820,143	403,157,366	274,473,884	253,622,966
16	79,504,403	(22,176,377)	23,550,963	482,661,769	252,297,507	277,173,929
17	40,722,737	6,427,625	16,237,523	523,384,506	258,725,132	293,411,452
18	10,584,210	28,588,217	12,205,549	533,968,716	287,313,349	305,617,001
19	(14,605,455)	37,374,297	706,916	519,363,261	324,687,646	306,323,917
20	(54,489,781)	51,593,270	(6,985,916)	464,873,480	376,280,916	299,338,001
21	(60,634,937)	44,815,342	766,855	404,238,543	421,096,258	300,104,856
22	(49,347,370)	28,622,818	999,234	354,891,173	449,719,076	301,104,090
23	(42,438,995)	(6,014,051)	2,526,295	312,452,178	443,705,025	303,630,385
24	(115,413,215)	(22,787,661)	13,231,744	197,038,963	420,917,364	316,862,129
25	32,959,097	(31,016,321)	14,462,282	229,998,060	389,901,043	331,324,411
26	57,239,451	(41,026,124)	20,396,111	287,237,511	348,874,919	351,720,522
27	134,350,584	(40,651,701)	10,351,349	421,588,095	308,223,218	362,071,871
28	79,181,436	(26,730,000)	10,188,973	500,769,531	281,493,218	372,260,844
29	40,543,095	(1,306,432)	2,011,159	541,312,626	280,186,786	374,272,003
30	1,626,987	27,743,695	79,227	542,939,613	307,930,481	374,351,230
31	(16,953,369)	38,783,954	(7,650,174)	525,986,244	346,714,435	366,701,056
32	(47,315,458)	50,739,581	(12,861,812)	478,670,786	397,454,016	353,839,244
33	(58,133,913)	40,771,304	(5,016,387)	420,536,873	438,225,320	348,822,857
34	(48,406,942)	22,920,888	(6,558,786)	372,129,931	461,146,208	342,264,071
35	(57,944,688)	(6,522,934)	(2,029,309)	314,185,243	454,623,274	340,234,762
36	(118,794,165)	(17,599,689)	10,477,585	195,391,078	437,023,585	350,712,347

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(30 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	67,842,701	11,143	0	67,842,701	11,143	0
2	76,308,179	3,247,017	13,611	144,150,880	3,258,160	13,611
3	143,342,334	11,277,022	44,931	287,493,214	14,535,182	58,542
4	88,140,432	26,008,587	409,715	375,633,646	40,543,769	468,257
5	42,946,768	39,623,624	2,430,669	418,580,414	80,167,393	2,898,926
6	15,289,066	53,517,815	8,441,836	433,869,480	133,685,208	11,340,762
7	(10,139,388)	61,932,264	8,090,485	423,730,092	195,617,472	19,431,247
8	(38,014,254)	60,892,569	11,430,925	385,715,838	256,510,041	30,862,172
9	(47,787,959)	50,752,715	19,847,522	337,927,879	307,262,756	50,709,694
10	(49,644,295)	38,115,053	25,268,391	288,283,584	345,377,809	75,978,085
11	(39,621,859)	4,234,671	26,164,859	248,661,725	349,612,480	102,142,944
12	(101,307,696)	(11,270,251)	36,708,373	147,354,029	338,342,229	138,851,317
13	44,175,923	(23,743,121)	34,774,246	191,529,952	314,599,108	173,625,563
14	55,959,865	(34,489,270)	35,172,922	247,489,817	280,109,838	208,798,485
15	118,302,953	(32,180,187)	22,949,227	365,792,770	247,929,651	231,747,712
16	74,063,875	(21,384,197)	22,192,851	439,856,645	226,545,454	253,940,563
17	37,965,993	5,525,438	13,984,049	477,822,638	232,070,892	267,924,612
18	7,389,558	26,321,226	11,058,804	485,212,196	258,392,118	278,983,416
19	(16,415,045)	33,518,524	549,144	468,797,151	291,910,642	279,532,560
20	(53,085,861)	47,853,058	(7,719,841)	415,711,290	339,763,700	271,812,719
21	(55,967,438)	42,234,450	(157,325)	359,743,852	381,998,150	271,655,394
22	(44,676,999)	26,056,433	1,045,148	315,066,853	408,054,583	272,700,542
23	(38,358,085)	(7,403,535)	2,419,738	276,708,768	400,651,048	275,120,280
24	(106,028,873)	(22,359,798)	12,207,018	170,679,895	378,291,250	287,327,298
25	31,160,571	(29,133,231)	11,351,748	201,840,466	349,158,019	298,679,046
26	53,577,206	(37,311,479)	19,255,522	255,417,672	311,846,540	317,934,568
27	124,816,246	(35,727,157)	8,865,846	380,233,918	276,119,383	326,800,414
28	74,181,066	(25,318,065)	9,946,594	454,414,984	250,801,318	336,747,008
29	38,393,219	(1,362,541)	1,243,563	492,808,203	249,438,777	337,990,571
30	(1,100,221)	25,835,705	60,622	491,707,982	275,274,482	338,051,193
31	(18,495,137)	34,926,512	(7,118,737)	473,212,845	310,200,994	330,932,456
32	(45,793,118)	47,288,978	(13,110,544)	427,419,727	357,489,972	317,821,912
33	(53,707,406)	38,675,301	(5,016,174)	373,712,321	396,165,273	312,805,738
34	(44,476,511)	20,454,024	(5,752,838)	329,235,810	416,619,297	307,052,900
35	(52,809,403)	(7,633,174)	(1,110,699)	276,426,407	408,986,123	305,942,201
36	(108,254,131)	(17,352,340)	9,363,567	168,172,276	391,633,783	315,305,768

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(40 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	63,179,884	18,005	0	63,179,884	18,005	0
2	71,231,996	3,086,393	13,611	134,411,880	3,104,398	13,611
3	132,283,387	10,593,359	49,042	266,695,267	13,697,757	62,653
4	82,118,424	24,619,351	371,814	348,813,691	38,317,108	434,467
5	36,839,064	36,878,392	2,289,965	385,652,755	75,195,500	2,724,432
6	12,501,862	49,650,501	8,230,042	398,154,617	124,846,001	10,954,474
7	(11,202,015)	56,975,190	7,360,054	386,952,602	181,821,191	18,314,528
8	(36,001,353)	55,398,365	10,644,868	350,951,249	237,219,556	28,959,396
9	(44,559,185)	44,583,371	18,394,358	306,392,064	281,802,927	47,353,754
10	(45,673,264)	34,872,218	23,540,724	260,718,800	316,675,145	70,894,478
11	(36,884,608)	3,026,524	23,546,703	223,834,192	319,701,669	94,441,181
12	(93,453,879)	(10,878,295)	33,424,179	130,380,313	308,823,374	127,865,360
13	41,320,855	(21,650,284)	31,093,571	171,701,168	287,173,090	158,958,931
14	53,479,720	(31,701,908)	32,279,688	225,180,888	255,471,182	191,238,619
15	109,796,175	(30,377,851)	20,799,738	334,977,063	225,093,331	212,038,357
16	69,692,376	(19,718,772)	20,749,934	404,669,439	205,374,559	232,788,291
17	31,687,095	5,007,997	12,953,290	436,356,534	210,382,556	245,741,581
18	6,039,064	25,089,888	11,429,842	442,395,598	235,472,444	257,171,423
19	(16,865,789)	31,458,380	530,259	425,529,809	266,930,824	257,701,682
20	(48,981,258)	44,047,493	(7,731,029)	376,548,551	310,978,317	249,970,653
21	(51,650,144)	36,267,956	338,522	324,898,407	347,246,273	250,309,175
22	(41,748,988)	23,506,934	659,432	283,149,419	370,753,207	250,968,607
23	(35,119,898)	(7,622,428)	1,761,718	248,029,521	363,130,779	252,730,325
24	(97,628,527)	(19,326,200)	10,193,651	150,400,994	343,804,579	262,923,976
25	29,876,732	(26,695,028)	7,947,292	180,277,726	317,109,551	270,871,268
26	51,048,583	(35,054,540)	17,790,339	231,326,309	282,055,011	288,661,607
27	115,023,837	(33,178,237)	7,625,212	346,350,146	248,876,774	296,286,819
28	70,304,216	(23,213,371)	10,483,405	416,654,362	225,663,403	306,770,224
29	32,125,240	(436,094)	1,370,464	448,779,602	225,227,309	308,140,688
30	(1,033,660)	24,990,708	(91,700)	447,745,942	250,218,017	308,048,988
31	(18,845,983)	32,484,339	(6,747,466)	428,899,959	282,702,356	301,301,522
32	(42,809,991)	43,553,540	(12,878,509)	386,089,968	326,255,896	288,423,013
33	(49,237,643)	32,686,882	(3,108,744)	336,852,325	358,942,778	285,314,269
34	(41,425,744)	18,944,355	(5,099,391)	295,426,581	377,887,133	280,214,878
35	(47,957,302)	(7,866,451)	(2,332,857)	247,469,279	370,020,682	277,882,021
36	(99,804,388)	(15,442,023)	7,549,952	147,664,891	354,578,659	285,431,973

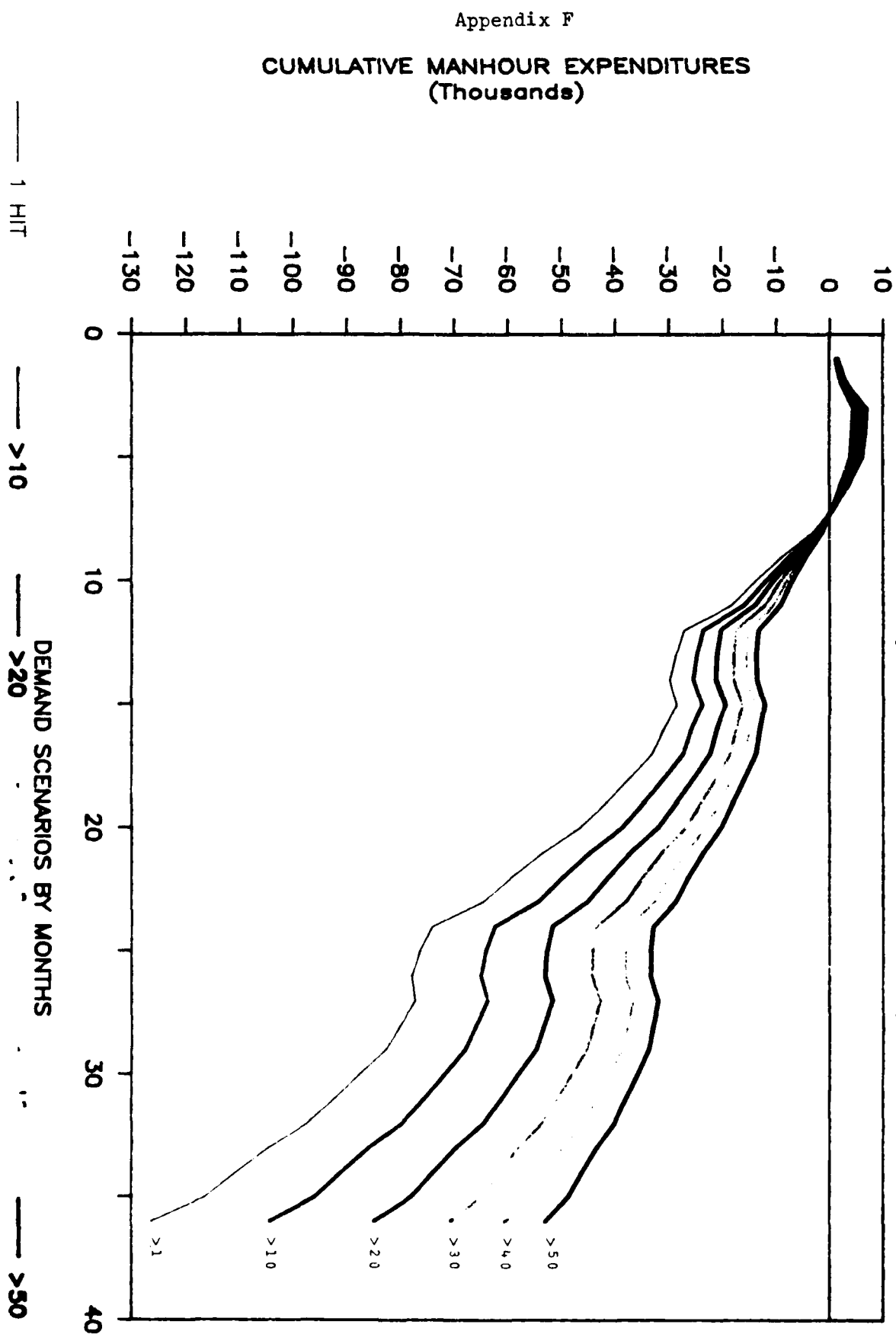
NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(50 HITS/YEAR SCENARIO)

DOLLAR VALUE OF PROCUREMENTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	58,692,409	8,592	0	58,692,409	8,592	0
2	66,879,642	2,981,061	13,611	125,572,051	2,989,653	13,611
3	123,559,908	10,156,267	34,922	249,131,959	13,145,920	48,533
4	77,042,808	23,336,243	384,084	326,174,767	36,482,163	432,617
5	33,752,804	34,405,373	2,055,209	359,927,571	70,887,536	2,487,826
6	10,464,848	46,454,152	8,053,170	370,392,419	117,341,688	10,540,996
7	(11,440,159)	52,617,592	6,991,602	358,952,260	169,959,280	17,532,598
8	(34,498,972)	51,549,774	9,873,975	324,453,288	221,509,054	27,406,573
9	(41,735,073)	39,267,891	16,901,279	282,718,215	250,776,945	44,307,852
10	(42,577,463)	32,869,812	22,010,447	240,140,752	293,646,757	66,318,299
11	(34,652,123)	2,348,444	21,620,571	205,488,629	295,995,201	87,938,870
12	(87,194,351)	(10,015,532)	31,143,321	118,294,278	285,979,669	119,082,191
13	38,658,214	(20,719,246)	28,366,633	156,952,492	265,260,423	147,448,824
14	50,642,037	(29,556,849)	30,262,100	207,594,529	235,703,574	177,710,924
15	102,772,914	(27,175,561)	19,912,677	310,367,443	208,528,013	197,623,601
16	65,539,090	(18,678,003)	20,126,262	375,906,533	189,850,010	217,749,863
17	28,806,380	5,078,843	11,395,505	404,712,913	194,928,853	229,145,368
18	5,148,948	24,177,233	10,325,519	409,861,861	219,106,086	239,470,887
19	(16,318,651)	28,933,249	997,009	393,543,210	248,039,335	240,467,896
20	(46,472,187)	40,856,965	(6,977,491)	347,071,023	288,896,300	233,490,405
21	(49,123,250)	31,226,608	(600,821)	297,947,773	320,122,908	232,889,584
22	(39,108,556)	22,118,558	26,484	258,839,217	342,241,476	232,916,068
23	(32,874,834)	(6,878,606)	1,242,578	225,964,383	335,362,870	234,158,646
24	(90,578,956)	(18,036,242)	8,557,177	135,385,427	317,326,628	242,715,823
25	28,567,606	(25,957,177)	5,803,903	163,953,033	291,369,451	248,519,726
26	48,574,107	(32,467,713)	17,620,510	212,527,140	258,901,738	266,140,236
27	107,529,808	(29,305,216)	8,255,660	320,056,948	229,596,522	274,395,896
28	65,826,818	(22,296,902)	10,190,269	385,883,766	207,299,620	284,586,165
29	29,679,464	(114,387)	728,354	415,563,230	207,185,233	285,314,519
30	(1,363,005)	23,829,117	(170,064)	414,200,225	231,014,350	285,144,455
31	(17,932,834)	30,045,879	(5,540,887)	396,267,391	261,060,229	279,603,568
32	(40,660,455)	40,921,890	(11,452,308)	355,606,936	301,982,119	268,151,260
33	(47,065,993)	28,127,485	(3,767,857)	308,540,943	330,109,604	264,383,403
34	(38,892,325)	17,989,637	(5,764,525)	269,648,618	348,099,241	258,618,878
35	(44,737,810)	(7,029,122)	(3,223,131)	224,910,808	341,070,119	255,395,747
36	(92,266,397)	(13,988,149)	6,460,550	132,644,411	327,081,970	261,856,297

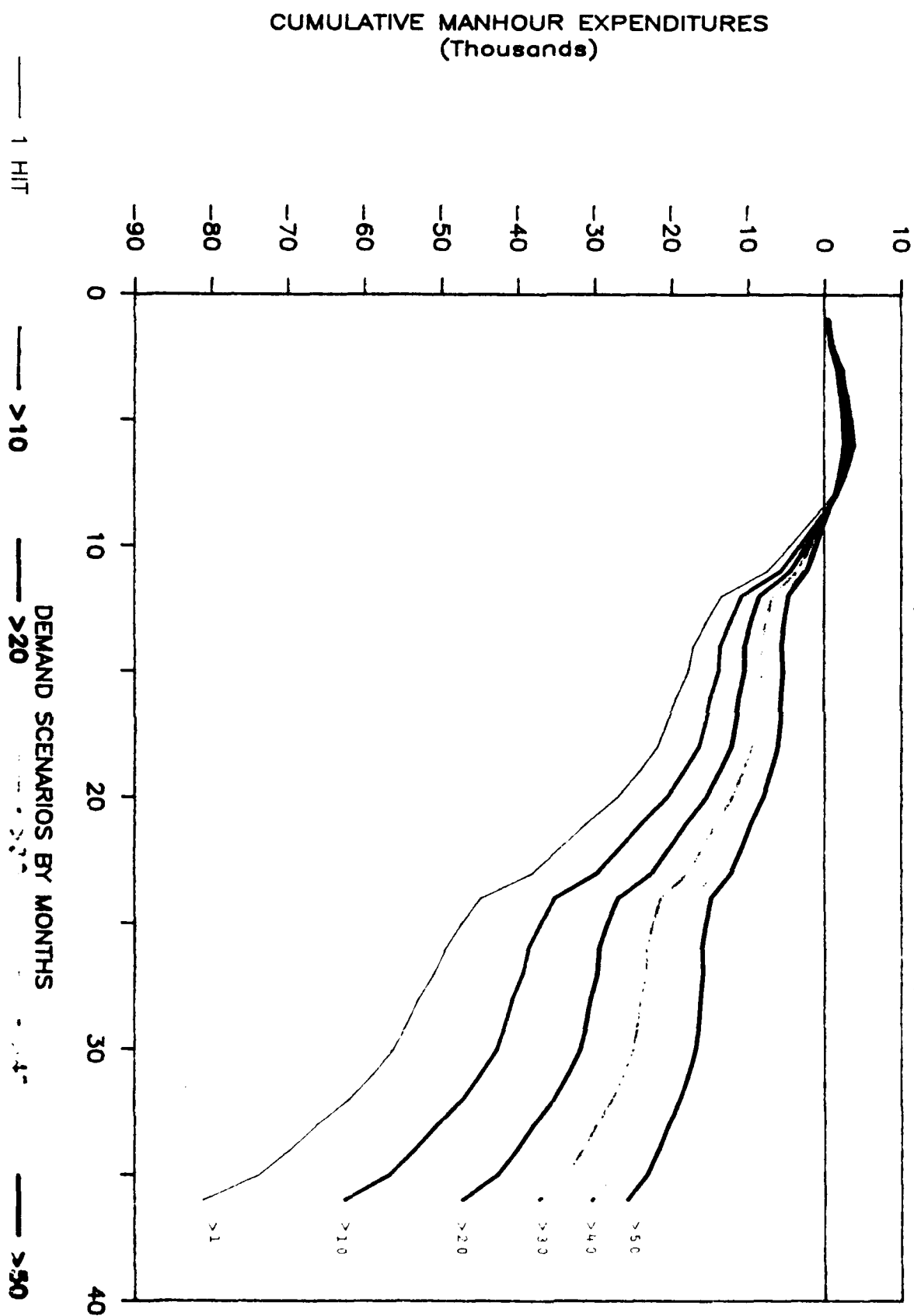
DCSC CONTRACTING WORKLOAD SHIFTS

(WITH 12 MONTH MINIMUM PCPS)



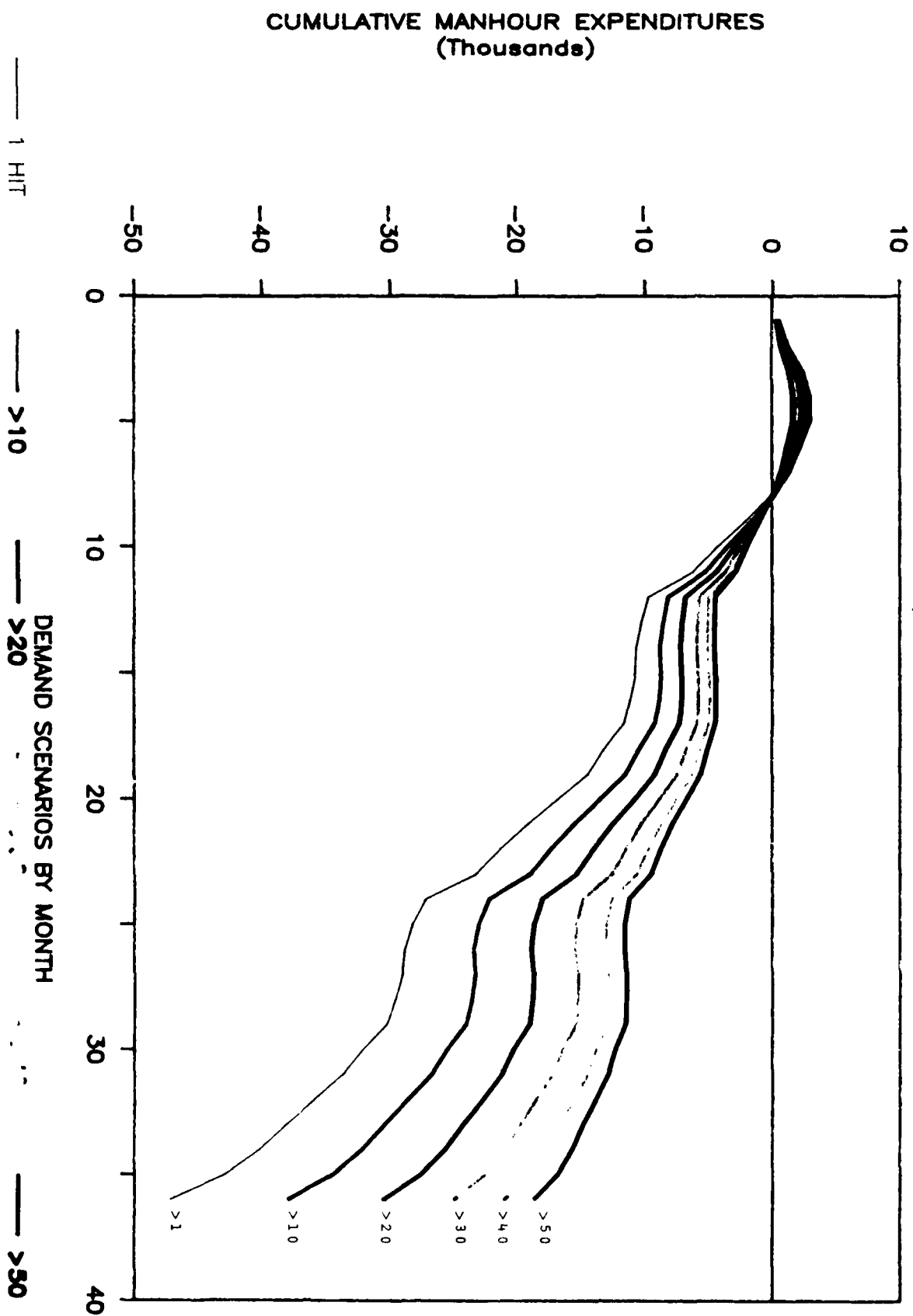
DESC CONTRACTING WORKLOAD SHIFTS

(WITH 12 MONTH MINIMUM PCPS)

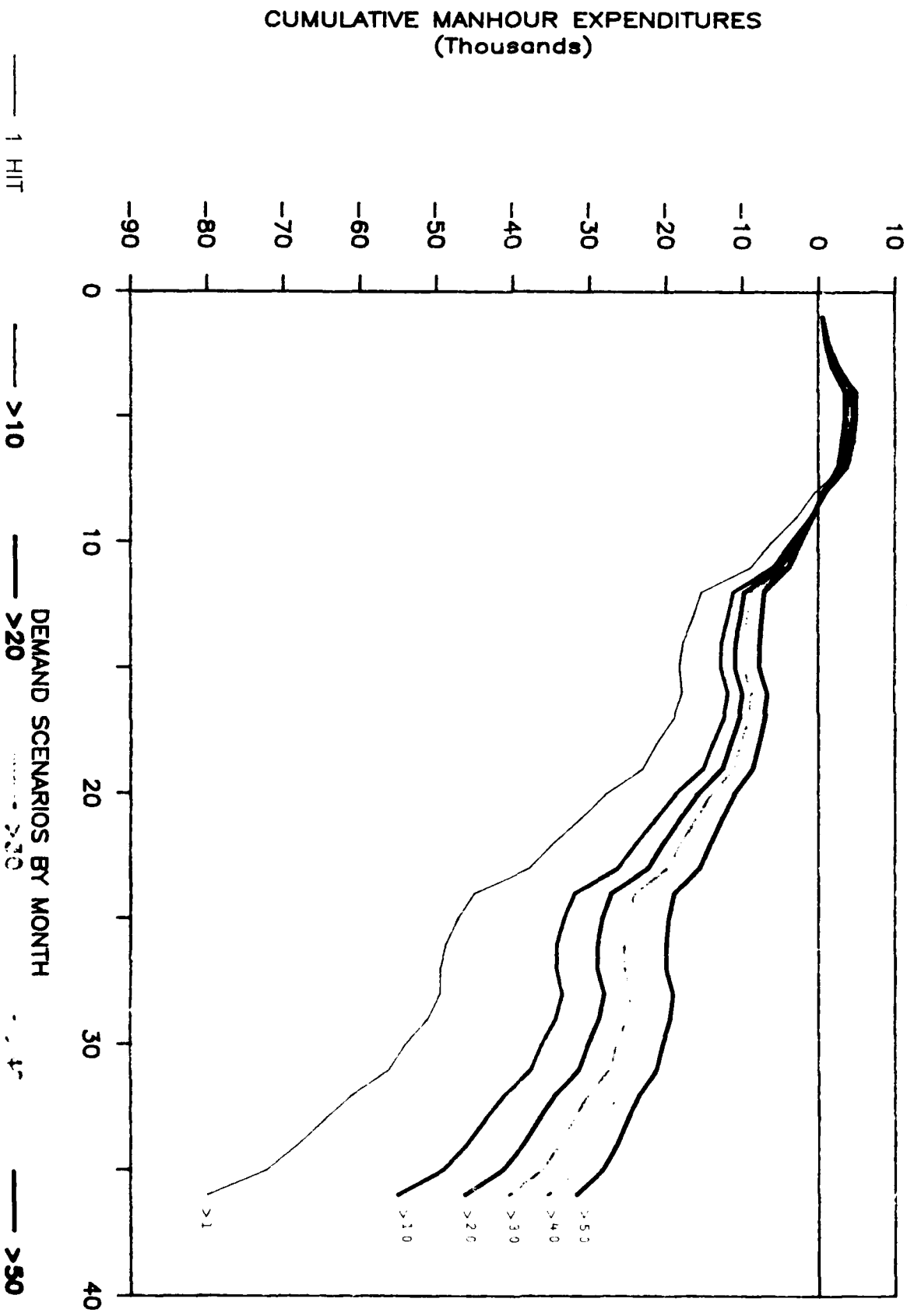


DGSC CONTRACTING WORKLOAD SHIFTS

(WITH 12 MONTH MINIMUM PCPS)



DISC CONTRACTING WORKLOAD SHIFTS (WITH 12 MONTH MINIMUM PCPS)



Appendix G

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES CONSTRUCTION COMMODITY (QTY PRICE BREAK SCENARIO)

MONTH	DOLLAR VALUE OF CONTRACT					TOTAL BUYS SAVED	TOTAL MANHOOURS SAVED	CUM MANHOOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(487)	(38)	271	198	56	0	1,109	1,109
2	(516)	(32)	276	222	50	0	1,187	2,296
3	(860)	(215)	468	465	122	(20)	2,537	4,833
4	(822)	(111)	74	75	42	(742)	(406)	4,426
5	(753)	(147)	23	56	29	(792)	(608)	3,818
6	(1,558)	(63)	(71)	(35)	8	(1,719)	(2,242)	1,576
7	(1,373)	(398)	(171)	(51)	6	(1,987)	(2,652)	(1,076)
8	(1,493)	(461)	(165)	(47)	(3)	(2,169)	(2,899)	(3,974)
9	(1,970)	(735)	(375)	(134)	(8)	(3,222)	(4,601)	(8,576)
10	(2,022)	(569)	(258)	(119)	(8)	(2,976)	(4,232)	(12,808)
11	(1,863)	(550)	(245)	(88)	(3)	(2,749)	(3,794)	(16,602)
12	(3,206)	(972)	(487)	(196)	(11)	(4,872)	(6,924)	(23,526)
13	(1,780)	(415)	94	130	49	(1,922)	(1,594)	(25,120)
14	(1,771)	(343)	159	185	47	(1,723)	(1,117)	(26,237)
15	(1,869)	(463)	348	434	125	(1,425)	679	(25,559)
16	(1,773)	(321)	(5)	37	44	(2,018)	(2,140)	(27,699)
17	(1,522)	(312)	(27)	41	30	(1,790)	(1,902)	(29,601)
18	(2,401)	(219)	(124)	(59)	9	(2,794)	(3,671)	(33,272)
19	(1,901)	(539)	(215)	(61)	5	(2,711)	(3,595)	(36,867)
20	(2,053)	(564)	(222)	(60)	(5)	(2,904)	(3,872)	(40,739)
21	(2,469)	(822)	(396)	(142)	(7)	(3,836)	(5,391)	(46,130)
22	(2,354)	(658)	(283)	(120)	(6)	(3,421)	(4,778)	(50,908)
23	(2,150)	(631)	(273)	(97)	(6)	(3,157)	(4,351)	(55,258)
24	(3,665)	(1,034)	(479)	(208)	(11)	(5,397)	(7,625)	(62,884)
25	(2,132)	(479)	78	119	52	(2,362)	(2,173)	(65,057)
26	(1,969)	(374)	149	181	50	(1,963)	(1,418)	(66,474)
27	(2,212)	(498)	355	443	127	(1,785)	282	(66,193)
28	(2,061)	(362)	(22)	36	43	(2,366)	(2,579)	(68,772)
29	(1,771)	(350)	(31)	28	29	(2,095)	(2,340)	(71,112)
30	(2,622)	(235)	(135)	(61)	8	(3,045)	(3,994)	(75,106)
31	(2,043)	(551)	(214)	(66)	5	(2,869)	(3,812)	(78,918)
32	(2,255)	(580)	(224)	(58)	(5)	(3,122)	(4,133)	(83,051)
33	(2,651)	(842)	(409)	(138)	(7)	(4,047)	(5,634)	(88,685)
34	(2,433)	(672)	(280)	(123)	(6)	(3,514)	(4,906)	(93,591)
35	(2,362)	(636)	(286)	(101)	(7)	(3,392)	(4,663)	(98,254)
36	(3,883)	(1,054)	(466)	(204)	(9)	(5,616)	(7,870)	(106,124)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
CONSTRUCTION COMMODITY
(QTY PRICE BREAK SCENARIO)

DOLLAR VALUE OF CONTRACTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	24,659,277	14,673	0	24,659,277	14,673	0
2	26,992,595	361,653	18,288	51,651,872	376,326	18,288
3	58,835,114	1,738,233	2,029	110,486,986	2,114,559	20,317
4	13,722,686	7,258,665	231,240	124,209,672	9,373,224	251,557
5	6,052,594	11,756,776	435,712	130,262,266	21,110,000	687,269
6	(5,422,778)	17,417,979	2,046,349	124,839,488	38,547,979	2,733,618
7	(8,887,322)	20,301,384	1,850,310	115,952,166	58,849,363	4,583,928
8	(11,802,729)	21,324,958	3,117,389	104,149,437	80,174,321	7,701,317
9	(24,283,519)	13,208,314	4,527,002	79,865,918	93,382,635	12,228,319
10	(18,532,542)	9,060,759	6,802,417	61,333,376	102,443,394	19,030,736
11	(16,073,341)	1,542,354	8,634,525	45,260,035	103,785,748	27,665,261
12	33,602,789	7,168,068	10,914,517	11,657,246	96,617,680	38,579,778
13	11,936,810	11,741,030	11,205,808	23,594,056	84,876,650	49,785,586
14	16,869,948	16,785,066	13,260,048	40,464,004	68,091,584	63,045,634
15	52,388,928	15,147,558	6,843,837	94,852,932	52,944,026	69,889,471
16	1,932,914	10,682,041	4,043,057	102,783,846	42,261,985	74,932,528
17	1,545,225	5,178,252	2,401,276	105,199,071	37,083,633	77,333,804
18	1,166,647	4,015,506	1,514,322	95,032,424	42,002,229	75,814,482
19	1,221,775	10,112,542	1,633,193	82,796,649	52,112,781	73,181,289
20	1,157,885	14,684,946	2,880,459	67,638,761	66,798,737	66,294,830
21	26,121,814	7,541,224	1,147,493	41,047,947	74,342,961	61,147,437
22	21,421,847	1,441,467	1,154,148	10,963,284	77,785,322	55,993,289
23	14,111,340	1,621,642	1,625,117	2,799,801	75,183,682	53,368,179
24	10,114,894	1,235,211	251,125	31,414,999	64,233,472	53,649,364
25	10,145,711	14,211,065	1,872,261	21,766,226	50,002,409	55,521,625
26	15,417,465	12,124,539	1,473,973	13,356,776	30,076,870	61,095,598
27	1,221,324	17,372,879	126,917	49,874,548	13,605,991	60,968,681
28	6,722,437	13,214,707	587,933	55,664,978	591,284	60,380,748
29	1,545,244	7,402,689	2,722,270	57,223,222	(6,811,405)	57,658,478
30	11,216,114	4,997,320	5,204,993	46,007,108	(2,814,085)	52,453,485
31	12,711,236	9,884,394	6,319,635	33,296,072	7,070,309	46,133,850
32	14,611,095	13,214,151	9,899,017	17,644,787	20,284,460	36,234,833
33	25,682,505	7,336,612	7,859,851	(9,038,021)	27,623,072	28,374,982
34	21,124,614	1,122,366	7,599,643	(29,128,640)	29,745,438	20,775,339
35	11,134,860	3,260,911	4,466,236	(48,263,500)	26,484,527	16,307,103
36	1,129,722	10,464,481	1,120,614	(83,493,222)	16,020,066	15,136,489

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ANALYSIS OF ANNUAL BUYS(U) DEFENSE LOGISTICS AGENCY
ALEXANDRIA VA OPERATIONS RESEARCH AND ECONOMIC ANALY
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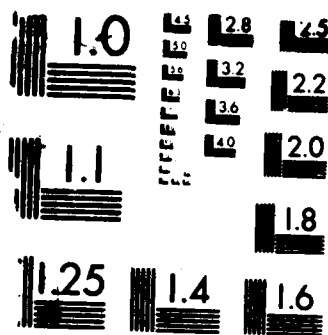
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MICROCOPY RESOLUTION TEST CHART

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(QTY PRICE BREAK SCENARIO)

MONTH	DOLLAR VALUE OF CONTRACT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOOURS SAVED	MANHOOURS SAVED
1	(279)	123	69	66	21	0	380	380
2	(291)	113	80	83	15	0	428	807
3	(424)	137	25	197	51	(14)	1,065	1,872
4	(417)	129	44	108	15	(121)	387	2,260
5	(422)	121	33	122	12	(134)	419	2,679
6	(854)	272	92	123	10	(357)	139	2,818
7	(922)	(42)	(125)	31	14	(1,044)	(1,094)	1,724
8	(1,027)	(158)	(141)	39	3	(1,284)	(1,403)	321
9	(1,373)	(211)	(312)	(23)	6	(1,913)	(2,438)	(2,117)
10	(1,374)	(242)	(261)	(15)	(2)	(1,894)	(2,415)	(4,532)
11	(1,521)	(244)	(242)	(33)	(3)	(2,043)	(2,682)	(7,214)
12	(2,405)	(577)	(553)	(80)	(18)	(3,633)	(4,917)	(12,131)
13	(1,423)	(71)	(163)	24	24	(1,609)	(1,779)	(13,910)
14	(1,385)	(117)	(110)	58	10	(1,544)	(1,611)	(15,522)
15	(1,448)	29	(175)	180	50	(1,364)	(682)	(16,204)
16	(1,428)	9	(86)	74	14	(1,417)	(1,367)	(17,571)
17	(1,381)	(1)	(96)	100	11	(1,367)	(1,205)	(18,775)
18	(1,685)	195	(24)	108	7	(1,399)	(1,227)	(20,002)
19	(1,482)	(112)	(202)	10	13	(1,773)	(2,091)	(22,093)
20	(1,601)	(242)	(194)	22	3	(2,012)	(2,377)	(24,471)
21	(1,943)	(235)	(397)	(25)	6	(2,594)	(3,289)	(27,759)
22	(1,813)	(278)	(316)	(24)	0	(2,431)	(3,109)	(30,868)
23	(1,759)	(277)	(290)	(43)	(1)	(2,370)	(3,121)	(33,989)
24	(2,784)	(631)	(602)	(82)	(15)	(4,114)	(5,507)	(39,496)
25	(1,611)	(119)	(212)	21	23	(1,898)	(2,154)	(41,650)
26	(1,552)	(141)	(128)	51	9	(1,761)	(1,914)	(43,564)
27	(1,908)	15	(201)	170	51	(1,873)	(1,350)	(44,914)
28	(1,705)	10	(108)	74	15	(1,714)	(1,730)	(46,644)
29	(1,474)	(11)	(116)	100	11	(1,490)	(1,357)	(48,001)
30	(1,974)	180	(50)	113	6	(1,725)	(1,612)	(49,614)
31	(1,635)	(117)	(227)	7	13	(1,959)	(2,334)	(51,947)
32	(1,674)	(246)	(209)	19	4	(2,106)	(2,502)	(54,449)
33	(2,137)	(251)	(395)	(30)	4	(2,809)	(3,585)	(58,034)
34	(1,764)	(300)	(328)	(26)	0	(2,418)	(3,102)	(61,136)
35	(1,975)	(286)	(302)	(44)	(1)	(2,608)	(3,419)	(64,555)
36	(2,990)	(625)	(609)	(86)	(17)	(4,327)	(5,797)	(70,352)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ELECTRONICS COMMODITY
(QTY PRICE BREAK SCENARIO)

DOLLAR VALUE OF CONTRACTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	9,367,930	3,870	0	9,367,930	3,870	0
2	9,849,496	305,007	0	19,217,426	308,877	0
3	25,385,570	1,355,342	0	44,602,996	1,664,219	0
4	10,708,525	2,085,089	34,364	55,311,521	3,749,308	34,364
5	10,903,141	4,244,058	132,030	66,214,662	7,993,366	166,394
6	10,776,410	6,916,713	362,344	76,991,072	14,910,079	528,738
7	1,037,292	10,559,656	815,213	78,028,364	25,469,735	1,343,951
8	(1,686,087)	12,256,699	1,711,928	76,342,277	37,726,434	3,055,879
9	(7,903,509)	11,359,594	2,192,020	68,438,768	49,086,028	5,247,899
10	(8,552,074)	9,114,022	3,096,318	59,886,694	58,200,050	8,344,217
11	(9,237,671)	3,101,109	5,041,439	50,649,023	61,301,159	13,385,656
12	(23,027,353)	(444,319)	5,165,470	27,621,670	60,856,840	18,551,126
13	1,502,306	(245,031)	7,414,543	29,123,976	60,611,809	25,965,669
14	2,148,293	(6,915,390)	5,574,188	31,272,269	53,696,419	31,539,857
15	18,072,858	(9,131,671)	5,457,231	49,345,127	44,564,748	36,997,088
16	4,881,806	(7,300,956)	7,706,717	54,226,933	37,263,792	44,703,805
17	5,749,379	(3,186,755)	3,481,119	59,976,312	34,077,037	48,184,924
18	5,136,044	(1,409,872)	2,189,981	65,112,356	32,667,165	50,374,905
19	(2,485,278)	3,282,935	(1,012,396)	62,627,078	35,950,100	49,362,509
20	(4,735,067)	7,929,052	(927,906)	57,892,011	43,879,152	48,434,603
21	(10,789,616)	6,213,710	(947,228)	47,102,395	50,092,862	47,487,375
22	(10,331,785)	3,212,036	(5,048,410)	36,770,610	53,304,898	42,438,965
23	(10,907,496)	(1,579,740)	(988,443)	25,863,114	51,725,158	41,450,522
24	(24,467,353)	(3,785,488)	(688,834)	1,395,761	47,939,670	40,761,688
25	(356,831)	(2,982,217)	595,012	1,038,930	44,957,453	41,356,700
26	986,502	(9,610,298)	(392,065)	2,025,432	35,347,155	40,964,635
27	17,386,968	(11,213,634)	87,365	19,412,400	24,133,521	41,052,000
28	4,276,494	(9,811,377)	5,110,939	23,688,894	14,322,144	46,162,939
29	5,216,026	(5,184,522)	(1,104,385)	28,904,920	9,137,622	45,058,554
30	4,228,487	(3,004,345)	(2,349,813)	33,133,407	6,133,277	42,708,741
31	(2,806,469)	1,713,366	(3,487,754)	30,326,938	7,846,643	39,220,987
32	(5,099,057)	7,023,828	(3,824,475)	25,227,881	14,870,471	35,396,512
33	(11,180,690)	5,624,131	(4,508,644)	14,047,191	20,494,602	30,887,868
34	(10,538,217)	2,308,320	(7,476,380)	3,508,974	22,802,922	23,411,488
35	(11,635,984)	(2,227,747)	(3,192,289)	(8,127,010)	20,575,175	20,219,199
36	(25,471,047)	(4,749,038)	(1,504,497)	(33,598,057)	15,826,137	18,714,702

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(QTY PRICE BREAK SCENARIO)

MONTH	DOLLAR VALUE OF CONTRACT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOOURS SAVED	MANHOOURS SAVED
1	(233)	49	101	62	21	0	362	362
2	(259)	20	130	86	22	(1)	470	832
3	(294)	(48)	169	133	34	(6)	721	1,554
4	(389)	(50)	183	86	31	(139)	339	1,893
5	(412)	30	34	52	20	(276)	(27)	1,866
6	(556)	(94)	9	(1)	11	(631)	(736)	1,130
7	(519)	(53)	(14)	(22)	3	(605)	(831)	299
8	(577)	(205)	(96)	(13)	(8)	(899)	(1,203)	(904)
9	(651)	(276)	(106)	(26)	(15)	(1,074)	(1,506)	(2,410)
10	(733)	(257)	(114)	(60)	(19)	(1,183)	(1,807)	(4,211)
11	(722)	(251)	(101)	(43)	(6)	(1,123)	(1,602)	(5,818)
12	(976)	(415)	(205)	(101)	(32)	(1,729)	(2,717)	(8,535)
13	(684)	(91)	30	40	18	(687)	(596)	(9,131)
14	(653)	(132)	56	65	18	(646)	(436)	(9,567)
15	(692)	(164)	103	105	23	(625)	(214)	(9,781)
16	(752)	(147)	161	74	33	(631)	(313)	(10,094)
17	(653)	(48)	13	39	23	(626)	(503)	(10,597)
18	(879)	(152)	(24)	(10)	17	(1,048)	(1,265)	(11,861)
19	(728)	(101)	(45)	(15)	6	(883)	(1,130)	(12,992)
20	(843)	(279)	(122)	(30)	(16)	(1,290)	(1,795)	(14,787)
21	(799)	(301)	(122)	(38)	(24)	(1,284)	(1,857)	(16,644)
22	(764)	(295)	(105)	(51)	(12)	(1,227)	(1,791)	(18,436)
23	(728)	(277)	(132)	(23)	1	(1,159)	(1,528)	(19,964)
24	(1,171)	(453)	(223)	(106)	(31)	(1,984)	(3,050)	(23,014)
25	(804)	(135)	15	20	8	(896)	(985)	(23,999)
26	(739)	(147)	54	69	16	(747)	(552)	(24,551)
27	(852)	(180)	114	111	30	(777)	(345)	(24,896)
28	(811)	(165)	131	76	31	(738)	(445)	(25,341)
29	(730)	(62)	(6)	41	27	(730)	(605)	(25,946)
30	(1,000)	(177)	(25)	(15)	13	(1,204)	(1,497)	(27,443)
31	(811)	(103)	(39)	(19)	2	(970)	(1,273)	(28,716)
32	(849)	(280)	(104)	(33)	(8)	(1,274)	(1,753)	(30,469)
33	(795)	(305)	(127)	(19)	(18)	(1,264)	(1,724)	(32,193)
34	(779)	(306)	(128)	(38)	(8)	(1,259)	(1,757)	(33,949)
35	(873)	(302)	(137)	(66)	(15)	(1,393)	(2,075)	(36,024)
36	(1,300)	(458)	(220)	(111)	(40)	(2,129)	(3,290)	(39,314)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
GENERAL COMMODITY
(QTY PRICE BREAK SCENARIO)

DOLLAR VALUE OF CONTRACTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	10,778,199	24,280	0	10,778,199	24,280	0
2	11,358,290	397,630	22,838	22,136,489	421,910	22,838
3	22,069,097	2,249,142	(4,914)	44,205,586	2,671,052	17,924
4	15,899,566	4,294,575	187,147	60,105,152	6,965,627	205,071
5	10,801,890	12,880,861	563,096	70,907,042	19,846,488	768,167
6	3,333,109	14,648,235	1,446,685	74,240,151	34,494,723	2,214,852
7	(1,751,561)	12,050,803	2,305,941	72,488,590	46,545,526	4,520,793
8	(6,321,986)	6,243,039	3,222,561	66,166,604	52,788,565	7,743,354
9	(10,695,364)	5,055,837	7,506,372	55,471,240	57,844,402	15,249,726
10	(13,035,744)	2,471,240	6,605,254	42,435,496	60,315,642	21,854,980
11	(9,412,351)	(1,665,579)	6,570,395	33,023,145	58,650,063	28,425,375
12	(22,309,419)	(4,758,905)	6,242,750	10,713,726	53,891,158	34,668,125
13	6,374,033	(8,686,917)	4,285,642	17,087,759	45,204,241	38,953,767
14	5,347,853	(10,031,532)	195,469	22,435,612	35,172,709	39,149,236
15	14,072,311	(8,884,283)	2,218,220	36,507,923	26,288,426	41,367,456
16	13,284,008	(6,290,895)	336,667	49,791,931	19,997,531	41,704,123
17	9,922,873	5,298,395	(427,292)	59,714,804	25,295,926	41,276,831
18	3,725,982	10,724,137	(1,663,235)	63,440,786	36,020,063	39,613,596
19	(2,231,056)	4,918,272	(455,553)	61,209,730	40,938,335	39,158,043
20	(12,039,713)	2,229,913	(3,107,930)	49,170,017	43,168,248	36,050,113
21	(14,211,626)	4,138,099	1,275,079	34,958,391	47,306,347	37,325,192
22	(9,426,692)	1,828,493	(281,093)	25,531,699	49,134,840	37,044,099
23	(6,905,966)	(2,505,858)	2,193,657	18,625,733	46,628,982	39,237,756
24	(25,333,819)	(9,850,100)	1,843,636	(6,708,086)	36,778,882	41,081,392
25	1,527,897	(9,964,474)	(352,266)	(5,180,189)	26,814,408	40,729,126
26	4,877,923	(10,307,242)	(5,739,344)	(302,266)	16,507,166	34,989,782
27	17,100,682	(7,897,902)	2,145,691	16,798,416	8,609,264	37,135,473
28	12,984,616	(7,244,800)	(1,251,225)	29,783,032	1,364,464	35,884,248
29	11,288,502	3,207,407	(4,191,824)	41,071,534	4,571,871	31,692,424
30	590,401	11,065,476	(4,263,593)	41,661,935	15,637,347	27,428,831
31	(4,451,918)	6,875,083	(4,278,186)	37,210,017	22,512,430	23,150,645
32	(9,194,063)	2,501,316	(2,132,099)	28,015,954	25,013,746	21,018,546
33	(12,310,071)	583,885	724,716	15,705,883	25,597,631	21,743,262
34	(8,565,299)	(280,529)	(1,333,172)	7,140,584	25,317,102	20,410,090
35	(14,757,128)	(4,314,852)	1,796,878	(7,616,544)	21,002,250	22,206,968
36	(25,660,159)	(4,922,864)	(101,145)	(33,276,703)	16,079,386	22,105,819

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(QTY PRICE BREAK SCENARIO)

MONTH	DOLLAR VALUE OF CONTRACT					TOTAL	TOTAL	CUM
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K	BUYS SAVED	MANHOOURS SAVED	MANHOOURS SAVED
1	(274)	4	149	105	16	0	528	528
2	(300)	0	178	99	23	0	532	1,061
3	(439)	(6)	208	171	27	(39)	816	1,876
4	(618)	(226)	205	332	74	(233)	1,484	3,360
5	(590)	(169)	282	50	11	(416)	(248)	3,112
6	(899)	(76)	76	60	15	(824)	(691)	2,421
7	(869)	(27)	(13)	12	3	(894)	(1,039)	1,382
8	(1,023)	(456)	(327)	(108)	(12)	(1,926)	(2,904)	(1,522)
9	(927)	(447)	(109)	(19)	3	(1,499)	(1,922)	(3,444)
10	(1,195)	(632)	(134)	(42)	0	(2,003)	(2,659)	(6,103)
11	(1,130)	(526)	(136)	(36)	(2)	(1,830)	(2,427)	(8,530)
12	(1,887)	(965)	(501)	(179)	(26)	(3,558)	(5,292)	(13,822)
13	(961)	(350)	48	90	14	(1,159)	(978)	(14,800)
14	(1,167)	(330)	73	74	26	(1,324)	(1,200)	(16,000)
15	(1,081)	(403)	113	162	28	(1,181)	(630)	(16,630)
16	(1,372)	(520)	142	306	76	(1,368)	(23)	(16,654)
17	(1,008)	(228)	205	34	12	(985)	(1,017)	(17,670)
18	(1,640)	(286)	32	44	12	(1,838)	(2,027)	(19,697)
19	(1,208)	(108)	(64)	4	4	(1,372)	(1,661)	(21,358)
20	(1,539)	(709)	(370)	(114)	(13)	(2,745)	(3,947)	(25,304)
21	(1,346)	(593)	(144)	(37)	1	(2,119)	(2,776)	(28,080)
22	(1,591)	(564)	(169)	(46)	(2)	(2,372)	(3,141)	(31,221)
23	(1,244)	(532)	(162)	(46)	0	(1,984)	(2,653)	(33,873)
24	(2,219)	(1,057)	(522)	(182)	(23)	(4,003)	(5,842)	(39,715)
25	(1,333)	(572)	18	89	11	(1,787)	(1,772)	(41,487)
26	(1,230)	(384)	54	74	26	(1,460)	(1,368)	(42,855)
27	(1,439)	(285)	102	165	25	(1,432)	(940)	(43,795)
28	(1,612)	(535)	133	303	76	(1,635)	(367)	(44,162)
29	(1,236)	(270)	184	32	11	(1,279)	(1,393)	(45,555)
30	(1,950)	(434)	21	50	12	(2,301)	(2,573)	(48,128)
31	(1,337)	(177)	(67)	(2)	2	(1,581)	(1,954)	(50,081)
32	(1,706)	(594)	(381)	(116)	(13)	(2,810)	(4,036)	(54,117)
33	(1,540)	(527)	(143)	(41)	2	(2,249)	(2,950)	(57,066)
34	(1,527)	(570)	(178)	(42)	(2)	(2,319)	(3,058)	(60,124)
35	(1,623)	(733)	(180)	(50)	0	(2,586)	(3,414)	(63,538)
36	(2,459)	(1,107)	(531)	(183)	(23)	(4,303)	(6,217)	(69,755)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
INDUSTRIAL COMMODITY
(QTY PRICE BREAK SCENARIO)

DOLLAR VALUE OF CONTRACTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	10,484,141	0	0	10,484,141	0	0
2	11,079,485	272,118	0	21,563,626	272,118	0
3	14,469,251	2,063,052	5,047	36,032,877	2,335,170	5,047
4	34,574,416	2,992,033	27,413	70,607,293	5,327,203	32,460
5	6,454,349	5,929,153	131,073	77,061,642	11,256,356	163,533
6	4,711,858	7,113,701	291,796	81,773,500	18,370,057	455,329
7	(1,120,418)	10,240,643	608,340	80,653,082	28,610,700	1,063,669
8	(16,937,913)	14,310,792	1,357,710	63,715,169	42,921,492	2,421,379
9	(6,679,359)	8,519,116	3,561,484	57,035,810	51,440,608	5,982,863
10	(10,340,899)	8,749,346	3,462,336	46,694,911	60,189,954	9,445,199
11	(9,409,272)	294,180	4,137,639	37,285,639	60,484,134	13,582,838
12	(28,888,681)	(4,330,274)	6,641,592	8,396,958	56,153,860	20,224,430
13	4,085,513	(6,616,194)	6,613,243	12,482,471	49,537,666	26,837,673
14	4,686,061	(8,417,897)	5,163,660	17,168,532	41,119,769	32,001,333
15	8,691,605	(8,050,684)	5,279,293	25,860,137	33,069,085	37,280,626
16	29,283,705	(8,649,032)	4,727,838	55,143,842	24,420,053	42,008,464
17	3,521,110	(3,192,752)	2,158,779	58,664,952	21,227,301	44,167,243
18	(2,159,498)	(2,182,719)	(1,339,873)	56,505,454	19,044,582	42,827,370
19	(2,908,366)	3,949,871	(3,464,353)	53,597,088	22,994,453	39,363,017
20	(19,659,536)	10,520,495	(2,729,305)	33,937,552	33,514,948	36,633,712
21	(9,846,043)	4,782,976	(3,600,965)	24,091,509	38,297,924	33,032,747
22	(11,624,894)	4,346,798	(2,448,238)	12,466,615	42,644,722	30,584,509
23	(9,850,673)	(3,862,051)	(2,396,193)	2,615,942	38,782,671	28,188,316
24	(30,110,748)	(6,830,363)	(50,994)	(27,494,806)	31,952,308	28,137,322
25	1,012,825	(8,597,959)	1,197,765	(26,481,981)	23,354,349	29,335,087
26	4,401,606	(10,644,117)	870,717	(22,080,375)	12,710,232	30,205,804
27	8,295,810	(11,953,785)	1,390,283	(13,784,565)	756,447	31,596,087
28	28,526,619	(11,122,584)	(847,094)	14,742,054	(10,366,137)	30,748,993
29	2,845,227	(3,603,954)	(1,520,389)	17,587,281	(13,970,091)	29,228,604
30	(3,559,454)	(3,010,462)	(4,242,059)	14,027,827	(16,980,553)	24,986,545
31	(3,711,675)	2,395,991	(4,199,022)	10,316,152	(14,584,562)	20,787,523
32	(19,501,908)	9,040,432	(5,055,624)	(9,185,756)	(5,544,130)	15,731,899
33	(9,503,196)	3,925,279	(6,506,852)	(18,688,952)	(1,618,851)	9,225,047
34	(10,967,166)	4,127,487	(4,413,787)	(29,656,118)	2,508,636	4,811,260
35	(12,536,321)	(3,958,191)	(5,266,295)	(42,192,439)	(1,449,555)	(455,035)
36	(30,895,301)	(7,222,591)	(2,018,359)	(73,087,740)	(8,672,146)	(2,473,394)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(QTY PRICE BREAK SCENARIO)

MONTH	DOLLAR VALUE OF CONTRACT					TOTAL BUYS SAVED	TOTAL MANHOURS SAVED	CUM MANHOURS SAVED
	\$0-5K	\$5-10K	\$10-25K	\$25-100K	>\$100K			
1	(1,273)	138	590	431	114	0	2,378	2,378
2	(1,366)	101	664	490	110	(1)	2,617	4,996
3	(2,017)	(132)	870	966	234	(79)	5,139	10,135
4	(2,246)	(258)	506	601	162	(1,235)	1,804	11,939
5	(2,177)	(165)	372	280	72	(1,618)	(463)	11,476
6	(3,867)	39	106	147	44	(3,531)	(3,530)	7,945
7	(3,683)	(520)	(323)	(30)	26	(4,530)	(5,616)	2,330
8	(4,120)	(1,280)	(729)	(129)	(20)	(6,278)	(8,409)	(6,079)
9	(4,921)	(1,669)	(902)	(202)	(14)	(7,708)	(10,468)	(16,547)
10	(5,324)	(1,700)	(767)	(236)	(29)	(8,056)	(11,112)	(27,659)
11	(5,236)	(1,571)	(724)	(200)	(14)	(7,745)	(10,505)	(38,164)
12	(8,474)	(2,929)	(1,746)	(556)	(87)	(13,792)	(19,850)	(58,015)
13	(4,848)	(927)	9	284	105	(5,377)	(4,947)	(62,962)
14	(4,976)	(922)	178	382	101	(5,237)	(4,364)	(67,326)
15	(5,090)	(1,001)	389	881	226	(4,595)	(847)	(68,173)
16	(5,325)	(979)	212	491	167	(5,434)	(3,844)	(72,017)
17	(4,564)	(589)	95	214	76	(4,768)	(4,627)	(76,644)
18	(6,605)	(462)	(140)	83	45	(7,079)	(8,190)	(84,833)
19	(5,319)	(860)	(526)	(62)	28	(6,739)	(8,476)	(93,310)
20	(6,036)	(1,794)	(908)	(182)	(31)	(8,951)	(11,991)	(105,301)
21	(6,557)	(1,951)	(1,059)	(242)	(24)	(9,833)	(13,312)	(118,613)
22	(6,522)	(1,795)	(873)	(241)	(20)	(9,451)	(12,819)	(131,432)
23	(5,881)	(1,717)	(857)	(209)	(6)	(8,670)	(11,653)	(143,085)
24	(9,839)	(3,175)	(1,826)	(578)	(80)	(15,498)	(22,024)	(165,109)
25	(5,880)	(1,305)	(101)	249	94	(6,943)	(7,083)	(172,192)
26	(5,490)	(1,046)	129	375	101	(5,931)	(5,252)	(177,444)
27	(6,411)	(948)	370	889	233	(5,867)	(2,354)	(179,798)
28	(6,189)	(1,052)	134	489	165	(6,453)	(5,120)	(184,918)
29	(5,211)	(693)	31	201	78	(5,594)	(5,695)	(190,614)
30	(7,546)	(666)	(189)	87	39	(8,275)	(9,676)	(200,290)
31	(5,826)	(948)	(547)	(80)	22	(7,379)	(9,372)	(209,662)
32	(6,484)	(1,700)	(918)	(188)	(22)	(9,312)	(12,424)	(222,086)
33	(7,123)	(1,925)	(1,074)	(228)	(19)	(10,369)	(13,892)	(235,978)
34	(6,503)	(1,848)	(914)	(229)	(16)	(9,510)	(12,822)	(248,800)
35	(6,833)	(1,957)	(905)	(261)	(23)	(9,979)	(13,571)	(262,372)
36	(10,632)	(3,244)	(1,826)	(584)	(89)	(16,375)	(23,173)	(285,545)

NET CHANGE IN USING 12 MONTH PROCUREMENT CYCLES
ALL COMMODITIES
(QTY PRICE BREAK SCENARIO)

DOLLAR VALUE OF CONTRACTS

MONTH	COMMITMENTS	OBLIGATIONS	SPENDING	CUMULATIVE COMMITMENTS	CUMULATIVE OBLIGATIONS	CUMULATIVE SPENDING
1	55,289,547	42,823	0	55,289,547	42,823	0
2	59,279,866	1,336,408	41,126	114,569,413	1,379,231	41,126
3	120,759,032	7,405,769	2,162	235,328,445	8,785,000	43,288
4	74,905,193	16,630,362	480,164	310,233,638	25,415,362	523,452
5	34,211,974	34,810,848	1,261,911	344,445,612	60,226,210	1,785,363
6	13,398,599	46,096,628	4,147,174	357,844,211	106,322,838	5,932,537
7	(10,722,009)	53,152,486	5,579,804	347,122,202	159,475,324	11,512,341
8	(36,748,715)	54,135,488	9,409,588	310,373,487	213,610,812	20,921,929
9	(49,561,751)	38,142,861	17,786,878	260,811,736	251,753,673	38,708,807
10	(50,461,259)	29,395,367	19,966,325	210,350,477	281,149,040	58,675,132
11	(44,132,635)	3,072,064	24,383,998	166,217,842	284,221,104	83,059,130
12	(107,828,242)	(16,701,566)	28,964,329	58,389,600	267,519,538	112,023,459
13	23,898,662	(27,289,172)	29,519,236	82,288,262	240,230,366	141,542,695
14	31,052,155	(42,149,885)	24,193,365	113,340,417	198,080,481	165,736,060
15	93,225,702	(41,214,196)	19,798,581	206,566,119	156,866,285	185,534,641
16	55,380,433	(32,922,924)	17,814,279	261,946,552	123,943,361	203,348,920
17	21,708,587	(6,259,464)	7,613,882	283,655,139	117,683,897	210,962,802
18	(3,564,119)	12,050,142	(2,332,449)	280,091,020	129,734,039	208,630,353
19	(19,860,475)	22,261,630	(7,565,495)	260,230,545	151,995,669	201,064,858
20	(51,592,204)	35,365,416	(13,651,600)	208,638,341	187,361,085	187,413,258
21	(61,438,099)	22,679,009	(8,420,507)	147,200,242	210,040,094	178,992,751
22	(51,468,034)	12,829,688	(12,931,889)	95,732,208	222,869,782	166,060,862
23	(45,827,524)	(10,549,289)	(3,816,089)	49,904,684	212,320,493	162,244,773
24	(115,126,814)	(31,416,161)	1,384,993	(65,222,130)	180,904,332	163,629,766
25	12,832,664	(35,775,713)	3,312,772	(52,389,466)	145,128,619	166,942,538
26	28,675,481	(49,587,196)	313,281	(23,713,985)	95,541,423	167,255,819
27	95,014,784	(48,436,200)	3,496,422	71,300,799	47,105,223	170,752,241
28	52,578,159	(41,193,468)	2,424,687	123,878,958	5,911,755	173,176,928
29	20,907,999	(12,983,758)	(9,538,868)	144,786,957	(7,072,003)	163,638,060
30	(9,956,680)	9,047,989	(16,060,458)	134,830,277	1,975,986	147,577,602
31	(23,681,098)	20,868,834	(18,284,597)	111,149,179	22,844,820	129,293,005
32	(49,446,313)	31,779,727	(20,911,215)	61,702,866	54,624,547	108,381,790
33	(59,676,765)	17,471,907	(18,150,631)	2,026,101	72,096,454	90,231,159
34	(50,161,301)	8,277,644	(20,822,982)	(48,135,200)	80,374,098	69,408,177
35	(58,064,293)	(13,761,701)	(11,129,942)	(106,199,493)	66,612,397	58,278,235
36	(117,256,229)	(27,358,954)	(4,794,619)	(223,455,722)	39,253,443	53,483,616

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