

## Appendix 30: Vendor Form - Top Selling Products/Services for Cost Avoidance

### COST AVOIDANCE (Provided by Vendor)

Based on Top Products Sold per Monthly Sales Reporting

\*DIR CUSTOMER PRICE contains 0.75% DIR Administrative Fee and it will be AUTOMATICALLY calculated once all other cells are filled.

For reference purposes, the formula to calculate DIR Customer Price is:  $DIR\ Customer\ Price = MSRP \times (1 - DIR\ Discount\%) \times (1 + 0.75\%)$

		Reporting Period:		Oct-17	to	Jul-18		
	Manufacturer/ Brand	Product Description	Manufacturer's Part Number	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price *		
1	Rugged Protection	DELL 11- RUGGED CASE FOR 3180	RPDELL3180	\$49.95	55.00%	\$22.65		
2	Rugged Protection	DELL 11- RUGGED CASE FOR 3120	RPDELLN	\$49.95	55.00%	\$22.65		
3	Rugged Protection	APPLE iPad 6 Generation Rugged Case	RPPREVTIP	\$59.95	62.00%	\$22.95		
4	Rugged Protection	APPLE iPad MINI 4 Rugged Case	RPMINIIP4	\$39.95	55.00%	\$18.11		
5	rugged Protection	Lenovo 100e Custom Molded Snap On Rugged Case	RPLEN100E	\$43.95	55.00%	\$19.93		
6	Rugged Protection	Lenovo 300e Custom Molded Snap On Rugged Case	RPLEN300E	\$43.95	55.00%	\$19.93		
7	Rugged Protection	Lenovo N23 Custom Molded Snap On Rugged Case silicone bumper	RPLEN23	\$49.95	55.00%	\$22.65		
8	Rugged Protection	HP G6EE Custom Molded Snap On Rugged Case	RPHPG6EE	\$43.95	55.00%	\$19.93		
9	Rugged Protection	DELL 11 5190 Custom Molded Snap on rugged case	RPDELL5190	\$49.95	55.00%	\$22.65		
10	Rugged Protection	KID PROOF RUGGED BOX CASE	RPBOX11	\$49.95	55.00%	\$22.65		
11						\$0.00		
12						\$0.00		