

#### **IDOC Bid True Cost**

- **Constant Clean:** \$28.00 but cut in half twice so true cost is \$7.0/gal or \$38,640 for the 5520 gallons (instead of our \$154,560 sticker price)
- **Industrial Liquid Laundry Sour:** \$8.79/gal but cut in half once (you currently don't cut) so true cost is \$4.40/gal or \$11,616 for the 2640 gallons (instead of our \$23,206.00 sticker price)
- **Cloud Soft Liquid Softener:** \$11.60/gal but cut in half once (you currently don't cut) so true cost is \$5.80/gal or \$12,876 for the 2220 gallons (instead of our \$25,752 sticker price)
- **Pot & Pan Cleaner:** \$13.49/gal but cut in half twice (you currently don't cut) so true cost is \$3.37/gal or \$43,642 for the 12,950 gallons (instead of our \$174,696 sticker price).

**Sticker price = \$658,958.66** but your true cost will be \$131,024 less on Pot & Pan cleaner, \$12,876 less on Liquid Softener, \$11,616 less on Laundry Sour, and \$115,920 less on the constant clean which equals **\$271,436**. **Sticker price \$658,958.66 - \$271,436 = \$387,522.66 true expected cost to IDOA for this contract**