

Attachment H

Value Added Plan

This template must be used. The Value Added Plan should identify any **value added options or ideas that may benefit the State**. Use this area to show how your company is different from others, what value can you bring to the State if awarded. The value added claims should be prioritized (identify the most important claims first). The Respondent may add or delete Value Added Claim table templates, but do not exceed the **2-page** limit for this section. Do NOT include any identifying information in the Plan. Information listed under the “Documented Performance” line may describe where the Respondent has used the approach or solution previously, and what the results were in terms of verifiable metrics.

Example (this example can be deleted to accommodate more claims)

Item Claim: *This would be the place to offer service/package/optional remittance method (etc) not requested in the solicitation-insert description here*

How will this add value? *How would the item described above add value to the State's contract?*

Documented Performance: *State in general terms where offered and the results*

Cost Impact (%): *What is cost or hourly rate?*

Item #1 Claim: Six state dedicated Sales Representatives

How will this add value? Assist State Customers with their lighting needs at their own job sites

Documented Performance: Almost 50 years of experience serving State of Oklahoma entities

Cost Impact (%): no cost

Item #2 Claim: Web Ordering

How will this add value? Shopping lists are customizable for each individual entity's needs.

Documented Performance: Reduced incorrect product ordering and a modern ordering process for all customers.

Cost Impact (%): No cost

Item #3 Claim: LESG – Lighting & Energy Services Group

How will this add value? Reduced maintenance costs, lighting design, specification, and installation services

Documented Performance: OU Health Sciences center - LED Fixture and lamp retrofit of Library, Police station, Student Union, Family Medicine building and Lecture halls.

Cost Impact (%): Material and Labor

Item #4 Claim: Rebate Services

How will this add value? Receive money back for the state of Oklahoma.

Documented Performance: \$250,000 gain for Voss Lighting customers in 2022.

Cost Impact (%): No Cost

Item #5 Claim: Customer Education

How will this add value? Keeping our customers up-to-date on lighting products and technology

Documented Performance: Lunch and Learns with manufacturing representatives at our facility or customer location.

Cost Impact (%): no cost