

## Texas Smart Buy Participation Justification

### Price Comparisons Between Library Distributors and Amazon\*

Library collection development staff chose ten select titles and compared the prices from the different options. \*Each cart features one copy of ten titles the staff anticipates buying in the coming months and copies of each cart are included at the end of the document.

The discounts compared between Smart Buy and Amazon are apparent. The discounts vary among the library distributors participating in the Smart Buy contract. With this in mind, collection development staff check for the best price when building carts. The overall total for the Children’s cart is lowest for Baker & Taylor, compared to Brodart and then compared to Amazon. Fiscal year 2021 is the second year the Library is utilizing multiple distributors for the Children’s collection. The goal is to get the lowest price for all materials in all collections. The following table shows the discount from Baker & Taylor compared to Amazon.

	Baker & Taylor (Smart Buy)	Amazon (City Account)	Smart Buy Savings Based on Lowest Option	Percent Discount Compared to Amazon
Adult Fiction & Nonfiction	\$ <b>178.82</b>	\$ 255.12	\$ 76.30	<b>30%</b>
Teen Fiction & Nonfiction	\$ <b>99.95</b>	\$ 167.20	\$ 67.25	<b>40%</b>
Children's Fiction & Nonfiction	\$ <b>98.56</b>	\$ 134.19	\$ 35.63	<b>27%</b>

Collection development staff also compared the same ten titles using the manufacturer’s suggested retail price versus the discount offered by Baker & Taylor through the Smart Buy contract. Library materials distributors can indicate how much we save as we build carts. The following table shows the Smart Buy contract discount from Baker & Taylor.

	Baker & Taylor (List Price or MSRP Amount)	Baker & Taylor (Smart Buy Net Price Amount)	Smart Buy Savings with Baker & Taylor*	Percent Discount from Smart Buy Contract
Adult Fiction & Nonfiction	\$ 294.91	\$ <b>178.82</b>	\$ 116.09	<b>39%</b>
Teen Fiction & Nonfiction	\$ 186.86	\$ <b>99.95</b>	\$ 86.91	<b>47%</b>
Children's Fiction & Nonfiction	\$ 169.90	\$ <b>98.56</b>	\$ 71.34	<b>42%</b>

\*Under State Smart Buy Contract