GovDeals.com
A Liquidity Services Marketplace

Online Auctioneering Services

Jefferson Parish, Louisiana

This proposal is offered in response to the following solicitation:

Request for Bids #50-00132716

January 5, 2021

Point of Contact:

Alicia Andrews, Senior Proposal Writer

Office: 334-274-3846 ❖ Email: vendor@govdeals.com

Toll-Free: 1-800-613-0156 Ext. 4470

Liquidity Services Operations LLC

Providing government-exclusive online auction services since 2001

www.GovDeals.com

Toll-Free: 1-800-613-0156 ❖ Fax: 334-387-0519

100 Capitol Commerce Blvd., Suite 110, Montgomery, AL 36117

Table of Contents

Cover Letter **3**

Section 4.1 Auctioneer License **4**

Section 6.0 Specifications **5**

Training and Auction Support 8

Reporting Capabilities 12

Features and Capabilities of the GovDeals System 20

Payment Collection & Pickup 23

System Security & Reliability 27

Bidding Made Simple and Reliable 29

Section 6.1 Promotion and Advertising **32**

Section 7.0 Manner of Payment to Jefferson Parish **36**

References 37

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Liquidity Services Operations LLC
Providing government-exclusive online auction services since 2001
100 Capitol Commerce Blvd., Suite 110, Montgomery, AL 36117
Steve Kranzusch, Vice President and General Manager
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Daphne Nelson, Buyer
Jefferson Parish Purchasing Department
200 Derbigny Street
Gretna, LA 70053

January 5, 2021

Reference: Request for Bids for Online Auctioneering Services

Dear Ms. Nelson & Evaluation Committee:

GovDeals is pleased to have this opportunity to submit a proposal for Online Auctioneering Services to Jefferson Parish. Having thoroughly read your RFB, we commend Jefferson Parish for understanding the most important aspects of choosing an auction service to dispose of the Parish's out-of-service assets: proven experience and knowledge resulting in delivering quality service.

To make a smooth transition into online auctions, the Parish will need an expert in the industry to guide your team, provide hands-on service, and successfully sell your surplus goods in the most efficient manner. Many in your position – particularly since the onset of the COVID-19 pandemic – have found that GovDeals has the experience to lead this process without providing disruption to everyday government operations.

More than 100 Louisiana government agencies have found GovDeals to be the most efficient, effective way to dispose of surplus assets. These Florida public agencies have sold over 144,300 surplus assets on GovDeals.com for total sales exceeding $172 million. This includes over 30,000 vehicles and nearly 4,800 pieces of heavy equipment, as well as computers, furnishings, machinery, specialty equipment, etc.

Having a partner in GovDeals means that you don't have to be an expert at auction strategy to get the most money for your surplus assets. While our platform is designed for the efficiency of self-service, your Client Account Manager will be glad to provide hands-on service appointments a few times a year as needed for GovDeals to take photos and write descriptions of surplus assets being sold by Jefferson Parish.

GovDeals is committed to sharing our strategy knowledge with the Parish through very interactive and hands-on service. GovDeals will be a true partner with your team to enable effective management of the Parish's surplus assets. Your local Client Account Manager will be on-call 24/7, and our Accounting team, Marketing Department, and Client Services Help Desk stand ready to answer questions or provide solutions whenever an issue arises.

Your local GovDeals team is eager for an opportunity to provide the evaluation committee with an on-site demonstration of the GovDeals system. Our entire organization will work hard to exceed Jefferson Parish's expectations, and to be individually and collectively accountable for making this happen if we are awarded as your Online Auctioneering Services provider.

Very respectfully submitted,

Steve Kranzusch, Vice President and General Manager
skranzusch@govdeals.com | Cell: 334-462-3962 | Office: 1-800-613-0156 Ext. 4455

Section 4.1 Auctioneer License

Louisiana
Office of the Governor
Auctioneers Licensing Board

11736 Newcastle Avenue, Bldg. 2, Suite C
Baton Rouge, LA 70816

Telephone 225.295.8420 Fax 225.372.8584
Website: www.lalb.org Email: admin@lalb.org

An Equal Opportunity Employer

01/02/2021

Congratulations! The Louisiana Auctioneers Licensing Board approved your application for an Auction Business license.

Please use this letter as proof of licensure.

Visit our website to familiarize yourself with all provisions of the Auctioneer Statutes and Rules and Regulations of the board. It is your responsibility to be aware of and follow these laws.

You must list your Auction Business licensing number in ALL advertisements. You are required by law to have a licensed Louisiana Auctioneer conduct all auctions. You are responsible for verifying their credentials prior to any auctions.

In order to hold an auction in East Baton Rouge City/Parish, you must also apply for an auction license directly from their sales tax office. You can find the application, checklist, and ordinances on www.lalb.org.

If you have any questions regarding your license, please contact the Board office.

Congratulations!
The Louisiana Auctioneers Licensing Board

Louisiana
Auctioneers Licensing Board

Liquidity Services Operations LLC /
GovDeals

License #: AB-517
Valid until: 12/31/2020

AUCTION BUSINESS LICENSE

Section 6.0 Specifications

Auctioneering Company shall supply the following at no extra cost to Jefferson Parish:

- **A fully functional web-based/on-line internet auctioneering service for the sale of vehicles, equipment, office furniture, sporting goods, computers and other miscellaneous items.**
- **A 24 hours a day, 7 days a week, 365 days a year on-line bidding.**
- **All items will be sold as is where is.**

Agreed. The GovDeals system and service meets all above requirements.

GovDeals is thoroughly prepared to immediately provide our online auction system and hands-on customer service to Jefferson Parish. Dedicated GovDeals staff members will serve Jefferson Parish on a regular and ongoing basis through on-site service, consultations, marketing planning, and payment collection.

GovDeals will provide Jefferson Parish with a turnkey approach to selling government surplus assets via our web-based auction system, www.GovDeals.com, to include self-service ability to post auctions, respond to inquiries, and creating/accessing detailed reports of auction activities and revenue. Jefferson Parish may have unlimited user accounts, and access to the GovDeals system can be tailored to the job duties of Jefferson Parish employees through the use of five security levels, including the ability to require approval from a supervisor before auctions may go live, as well as a "view only" setting that is useful for accounting staff to access sales and reconciliation reports.

Our specialized auction website allows prospective buyers to view unlimited photographs, videos, and thorough descriptions, ask questions, and enter bids for Jefferson Parish's surplus property. The items will be auctioned under your Terms and Conditions, including Jefferson Parish-dictated time frames for payment and pickup.

GovDeals' online auction platform and service includes, at no additional cost:

- Turnkey auction functionality with unlimited user accounts
- Real-time reporting tools within secure account
- Nearly 1 million active GovDeals bidders – verified through GovDeals' multi-layer registration process that includes vetting against the anti-terrorist watch list by global trade management software
- Extensive marketing outreach to targeted bidders at GovDeals' expense – drives competitive bidding, increasing the final selling price of auctioned assets!
- Hands-on training for as many employees as desired; initial and ongoing training and updates

Personal service by Jefferson Parish's locally based Client Account Manager with 24/7 on-call availability; on-site and remote support will be provided on demand.

GovDeals' Capabilities

GovDeals' capability and capacity as an organization to successfully provide our auction platform, personal service, and payment collection and remittance services to Jefferson Parish is underscored and demonstrated daily, as we provide these very services to more than 14,000 government entities throughout the U.S. and Canada (over 100 governments in Louisiana) as our only business. Government is the only market GovDeals serves.

These thousands of government agencies have found GovDeals to be the most efficient, lucrative, and transparent online surplus solution. Underscoring the experience, service, and results we provide is

an end-to-end process and system that provides a secure, redundant, and transparent environment to feed real-time and archival data to Jefferson Parish personnel.

GovDeals successfully completed nearly 255,000 auctions during the past 12 months for total sales surpassing $310 million. This includes nearly 53,000 vehicles and over 9,300 pieces of heavy equipment. Over 6,500 government entities sold surplus on GovDeals during this 12-month timeframe, and over 123,000 unique bidders participated in the auctions, placing over 4.6 million bids.

- GovDeals auctions are conducted in a totally transparent environment with terms and conditions, bid history, and results easily accessible by the public during the auction and for one full year after auction completion.
- Robust reporting and a perpetual audit trail are readily accessible within each GovDeals client's account in perpetuity.
- Our clients have access to consultative service and proven online auction best practices, as well as auction strategies that have been developed and fine-tuned during GovDeals' 19 years in the government-exclusive online auction business.
- GovDeals is a financially strong vendor that remits payments to clients weekly, and GovDeals shoulders liability for chargebacks or fraud that may occur.
- Extensive marketing outreach will be provided to reach targeted bidders at GovDeals' expense. This drives competitive bidding, increasing the final selling price of your auctioned assets. Marketing efforts provided by GovDeals include niche print and online publications, email marketing, local advertising, press releases, and more. Additional information about GovDeals' marketing outreach component is provided on ***Pages 31-34***.

Vitally, GovDeals is built to provide personal, hands-on service to each government client locally though an assigned Client Account Manager and Regional Business Development Representative, as well as a deep commitment to support from our corporate offices. Your Client Account Manager will schedule an on-site appointment with Jefferson Parish to train one or more Jefferson Parish employees how to operate the user-friendly GovDeals platform, including creating auction listings and running reports. Jefferson Parish will be able to monitor its online auctions in real time and answer questions from bidders. Auctions can be withdrawn at any time by Jefferson Parish or by GovDeals at Jefferson Parish's request.

When the auction closes, GovDeals will provide documentation of the sale and will collect payment from buyers. Buyers will then schedule removal appointments directly with Jefferson Parish. Throughout the auction cycle, GovDeals will also provide dedicated service for problem solving and case-by-case strategy recommendations, including marketing, best practices, remittance and recordkeeping services, and technical support.

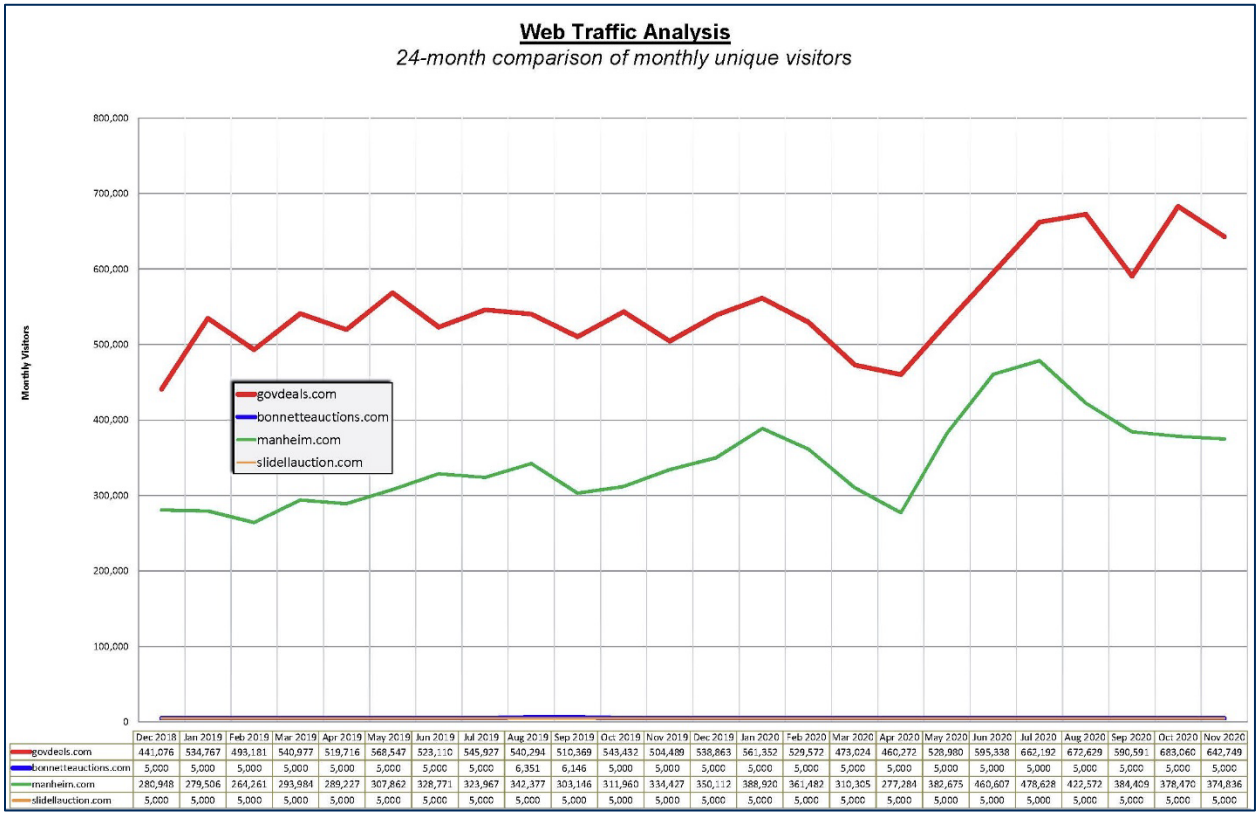
We back up our hands-on, local relationship with a large and experienced staff in all functional areas located at GovDeals' headquarters. Jefferson Parish will have direct access to our accounting, marketing, and bidder support teams, as well as to our Client Help Desk and executive management. GovDeals will support Jefferson Parish by phone, email, in-person meetings, live chat, and webinars. There will be no additional cost for any of these services.

GovDeals' management team believes in developing skills throughout our organization and not to be reliant on managers alone to resolve time-sensitive questions or infrequent issues. Therefore, your Client Account Manager is armed with the knowledge and the authority to make most decisions, preventing a delay in service as management is consulted. However, our senior managers are available to Jefferson Parish at any time by phone and email, and we will provide on-site meetings for problem solving and strategy development as needed.

Website Traffic Comparison

According to independent, third-party measurement tools, GovDeals.com consistently has the highest web traffic of any national or regional government online auction provider. We encourage the evaluation committee to review the below data from Similar Web, an independent analysis company, showing web traffic for the past two years for GovDeals.com and our competitors.

Independent Website Traffic Analysis of Online Government Auction Services



	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020
govdeals.com	441,076	534,767	493,181	540,977	519,716	568,547	523,110	545,927	540,294	510,369	543,432	504,489	538,863	561,352	529,572	473,024	460,272	528,980	595,338	662,192	672,629	590,591	683,060	642,749
bonnetteauctions.com	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	6,351	6,146	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
manheim.com	280,948	279,506	264,261	293,984	289,227	307,862	328,771	323,967	342,377	303,146	311,960	334,427	350,112	388,920	361,482	310,305	277,284	382,675	460,607	478,628	422,572	384,409	378,470	374,836
slidellauction.com	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000

The data above, provided by industry-leading website traffic analyst SimilarWeb, indicates website monthly visitors for each of 24 months, from Oct 2018 to Nov 2020, for the websites listed in the chart above. Data shown may not exactly match individual internal traffic measurement tools; however, all websites listed undergo the same evaluation techniques, resulting in fair comparison methods.

- **Provide and absorb all costs of securing a host facility to operate the web-based/on-line auction system.**

  Agreed. There will be no additional charge for operation, maintenance, and upgrades to the web-based GovDeals auction system.

- **Jefferson Parish will not pay for freight or shipping on any items sold.**
- **Jefferson Parish will not pay for any title transfer charges.**

  Agreed. Charges such as shipping and title transfer fees, if applicable, can be charged to the winning bidder within the GovDeals system.

Training and Auction Support

- **On-Site, one on one and on-line training of Jefferson Parish employees throughout the contract.**
- **On-Site, one on one and on-line support for Jefferson Parish employees throughout the contract.**

Agreed. GovDeals will provide one-on-one and on-line training and support for Jefferson Parish employees throughout the contract.

Commitment to Personal Service

Properly managing the sale of government assets and ensuring maximum ROI requires a great deal of knowledge and expertise. Although our platform is designed for the efficiency of self-service, GovDeals is committed to sharing our strategy knowledge with Jefferson Parish through very interactive and hands-on service. We combine an easy-to-use website, a large and targeted bidder audience, knowledge of auction best practice, a robust marketing program, and a history of compliance with government requirements and regulations, to offer a service that is unequaled by other vendors.

GovDeals will provide easily accessible, highly responsive technical support and customer service to Jefferson Parish. Typical response time is under an hour, and we commit to always respond within 24 hours. Your Client Account Manager may be reached by cell phone or email 24 hours a day, 7 days a week. If for any reason, your Client Account Manager is not immediately available, you may contact GovDeals' Client Help Desk. Staffed by fully trained Client Services Representatives, the Help Desk provides technical support and problem-solving by toll-free phone, live chat, and email.

Setting GovDeals apart from the competition, we continue to properly and proactively scale our business so that we may deliver on our promises by hiring and retaining solid, hardworking, and dedicated employees in all regions of the U.S. and Canada that believe in what we do. Our extremely low turnover has allowed GovDeals to create a strong culture of shared success and ownership in the best practices that make us a committed partner in success.

Your GovDeals Team

GovDeals will provide easily accessible, highly responsive technical support and customer service to Jefferson Parish. Jefferson Parish will be given direct phone numbers and email addresses for each person on the account team. This team is comprised of the following:

- A dedicated Client Account Manager who will be Jefferson Parish's primary point of contact for any technical questions, advice, training, assistance loading auctions, etc., throughout the duration of the business relationship. Your Client Account Manager may be reached by cell phone or email 24 hours a day, 7 days a week and will provide on-site support whenever needed.
- A customer support help desk team to provide additional service and support.
- A regional representative to confirm that the service provided by GovDeals meets Jefferson Parish's specific needs and requirements and to ensure contract compliance.
- A marketing support team to market Jefferson Parish's assets to targeted bidders to maximize competition and return on investment.
- A bidder help desk team to ensure bidders comply with the terms and conditions of Jefferson Parish's auctions.
- An accounting team to ensure Jefferson Parish's auction sales and proceeds are properly reconciled and remitted weekly.

- **Provide Jefferson Parish fair market value/cost of all items before items are placed out for bidding.**

  Agreed. Your GovDeals Client Account Manager will advise Jefferson Parish on best auction listing strategies, including evaluating fair market value/cost of surplus items.

- **Recommendations on items that have not sold after 60 days.**

  Agreed. GovDeals will provide recommendations for items that have not sold after 60 days.

  In the event a Jefferson Parish-owned asset does not sell at auction after a thorough effort, the Parish will be in control of destruction or disposal of the unsold asset according to your policies. Consistently throughout our 19 years in this business, 97% of all assets listed on GovDeals are successfully sold. There is no charge to relist an unsold asset.

  GovDeals will maintain complete records of all items loaded into our system and records for each auction conducted, whether or not the asset was successfully sold. Therefore, if ever a question should arise as to why an asset was disposed of rather than sold at public auction, the Parish will have records of the repeated attempts to sell the asset. Additionally, GovDeals has a scrap metal asset category under which these items can be auctioned, if desired.

  Several factors can contribute to assets not selling, such as:
  - Reserve amount may be set too high
  - Opening bid price may be set too high
  - Seller may decide to scrap asset rather than re-auction
  - Item may sell in a later auction as part of a larger lot

  Implementation of GovDeals' best practices recommendations has been proven to lower the rate of unsold assets. Our team will work closely with Jefferson Parish staff to form auction strategies based on GovDeals' past successes and best practices guidelines.

  Items that do not sell in the first auction attempt may be relisted at no additional charge and with a single click. There is no limit to the number of times an item may be relisted, and there is no waiting period for relisting an auction item/lot.

- **Instructions and assistance on how to perform the following:**
  - **Insert descriptions and photographs of items on the site.**
  - **Payments from bidders are accepted.**
  - **Jefferson Parish will receive payments.**
  - **Items will be picked up from Jefferson Parish.**

Agreed. GovDeals will provide instructions and assistance on how to perform the above-listed tasks. As a value-added service, GovDeals will be available to provide on-site assistance to take photos and create auction listings when the Parish has vehicles, equipment, or other high-value surplus assets to be auctioned. We encourage Jefferson Parish to contact its Client Account Manager to schedule a service appointment at no additional charge.

Implementation

- At time of account creation, GovDeals' Client Account Manager and Regional Rep will immediately meet with Jefferson Parish to discuss particulars for account establishment.
- After Jefferson Parish's account is set up, training will be held at a time and place agreed upon by Jefferson Parish. Jefferson Parish's personnel will be thoroughly trained through the full auction cycle, including an overview of the bidder-facing website and the seller-facing auction creation

platform. Training will be held within Jefferson Parish's live GovDeals account to provide your team with hands-on experience interacting with the system.

- New user training can be completed in about an hour and includes an overview of the GovDeals system from the seller's and the buyer's perspective. Jefferson Parish's users will be shown how to access real-time, interactive, exportable reporting tools, how to load and manage auctions, and how to harness GovDeals' industry knowledge and marketing strategies to obtain the highest possible return on each of Jefferson Parish's surplus assets. Training will be held within Jefferson Parish's live account to provide your team with hands-on experience interacting with the system.
- During training, Jefferson Parish's first auctions may be posted. During the 7-10 days these auctions are live, GovDeals' Client Account Manager will communicate with Jefferson Parish's team regularly to keep track of how the auctions are performing, answering questions Jefferson Parish may have, and guiding the team through the auction cycle, including auction close and property removal.
- Jefferson Parish's Client Account Manager will be available for on-site and web-based support and training at no additional cost. Your Client Account Manager will visit periodically to promote best practices and provide training for new employees or existing users. GovDeals' representatives will meet with Jefferson Parish's management upon request to review GovDeals' performance.

- **Appropriate staff to perform successful on-line auctions.**

Agreed. GovDeals will provide experienced staff to foster the success of Jefferson Parish's online auctions.

Key personnel directly serving Jefferson Parish will be a Client Account Manager and a regional Business Development Representative. Your Client Account Manager will provide on-site consultations, 24/7 on-call support by phone and email, hands-on training, and dedicated service to Jefferson Parish.

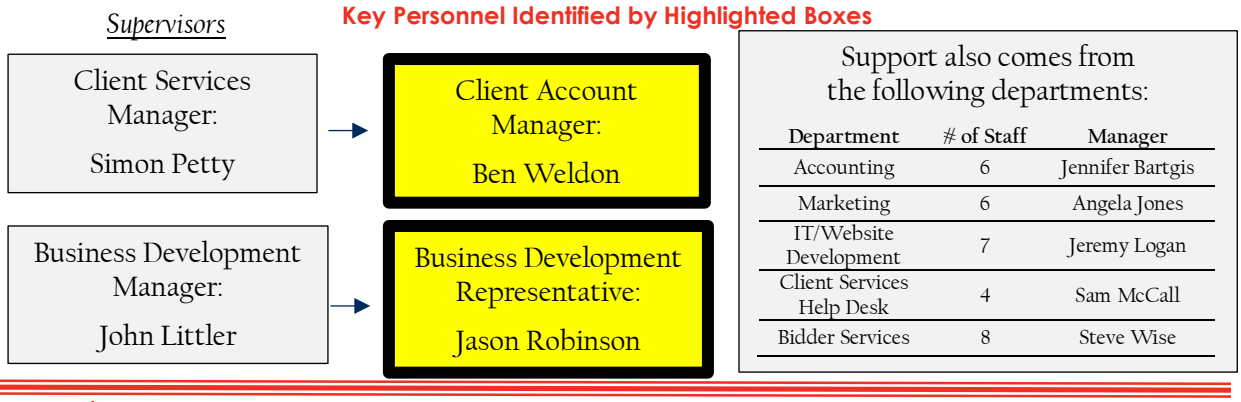
GovDeals is committed to sharing our strategy knowledge with Jefferson Parish through very interactive and hands-on service. GovDeals will be a true partner with Jefferson Parish to enable effective management of Jefferson Parish's surplus assets.

In addition to the project team dedicated to Jefferson Parish, we back up this hands-on, local relationship with robust and experienced staffing in all functional departments located at GovDeals' corporate offices. Jefferson Parish will have direct access to our accounting, marketing, and bidder support teams, as well as to our Client Help Desk and executive management. GovDeals will support Jefferson Parish by phone, email, live chat, webinars, and in-person meetings.

Your local Client Account Manager will be on-call 24/7, and our Accounting team, Marketing Department, and Client Services Help Desk stand ready to answer questions or provide solutions whenever an issue arises.

GovDeals' organizational chart identifying key personnel who will be assigned to deliver the services required is provided below.

Organization Chart for Jefferson Parish's Account



Department	# of Staff	Manager
Accounting	6	Jennifer Bartgis
Marketing	6	Angela Jones
IT/Website Development	7	Jeremy Logan
Client Services Help Desk	4	Sam McCall
Bidder Services	8	Steve Wise

Following are professional summaries for each member of Jefferson Parish's account team, as well as other key personnel that will make an impact on the overall success of Jefferson Parish's surplus auctions.

Ben Weldon, Client Account Manager

Cell: 334-322-7285 | Email: bweldon@govdeals.com

As Jefferson Parish's Client Account Manager, Ben will be your primary contact for day-to-day auction operation needs. When requested by Jefferson Parish (at minimum, once per quarter), Ben will schedule an on-site service appointment with Jefferson Parish to process surplus assets, including taking photographs and creating auction listings. He will be responsible providing support to Jefferson Parish as well as monitoring Jefferson Parish's auctions for quality assurance. He will also work closely with GovDeals' marketing representatives to curate promotion strategies to ensure competitive bidding for Jefferson Parish's surplus assets. Ben may be reached by cell phone or email 24 hours a day, 7 days a week. Ben is armed with in-depth knowledge of the GovDeals online auction system and how to maximize return of value for all asset types, particularly heavy equipment, vehicles, and miscellaneous furniture, technology, and specialty equipment and tools. He will be readily available to Jefferson Parish for support by phone, email, and on-site meetings for coordination of auction strategies. Ben has been providing support to GovDeals' clients since 2013 and has earned a reputation for professional and timely service.

Jason Robinson, Business Development Representative

Cell: 334-300-9591 | Email: jrobinson@govdeals.com

Committed to the overall success of Jefferson Parish's liquidation goals, Jason Robinson is able to examine an agency's processes and evaluate its needs to recommend strategies to ensure GovDeals meets the demands of its government sellers throughout Alabama. Jason has served clients in the Southeast for five years, working together with the region's Client Account Manager, Ben Weldon, to reach the goals of each client. He also promotes our service to other government entities, which expands the local bidder database. Jason strives to see all of his clients succeed, continuously going to extra mile to ensure contract terms are met. After five years with GovDeals, Jason has in-depth knowledge of the state and region's surplus market. He will be a valuable resource for consultation, data-driven analysis, and specific local knowledge.

Angela Jones, Digital Marketing Supervisor

Toll-Free: 1-800-613-0156 Ext. 4515 | Email: ajones@govdeals.com

Responsible for all advertising and promotion of assets being auctioned on GovDeals, Angela Jones supervises a team of 6 full-time marketing specialists and graphic designers. This team places ads, writes press releases, and designs custom marketing plans for our clients' specialty assets. You are encouraged to contact your Client Account Manager or the Marketing Department when high-value, specialty, or unique assets will be auctioned so that Angela and her team can develop and execute marketing campaigns designed to drive targeted bidders to your auctions and increase the selling price of your assets. Angela has been a valuable member of the GovDeals team since 2008.

Simon Petty, Client Services Manager

Cell: 512-971-9299 | Email: spetty@govdeals.com

Simon Petty provides oversight and management of 8 regionally based Client Account Managers throughout the Western U.S. Hired in 2008 as the Client Services Representative for Texas and Louisiana, Simon has worked closely with more than 600 government clients to implement and operate the GovDeals platform and increase Return on Investment through surplus sales. In his role as a Client Account Manager, Simon provided excellent on-site service, auction strategy advice, and on-call consultations for his clients, and this dedication to service resulted in his 2019 promotion to one of two Client Service Manager positions, with the goal of guiding his team of Client Account Managers to provide excellent service to their clients. Simon works with his team daily to help the Client Account Managers handle current projects and challenges, as well as to develop methods to continually improve the service provided to clients.

Sam McCall, Manager, Client Success Operations

Cell: 334-301-9529 | Email: smccall@govdeals.com

Samantha McCall manages GovDeals' Client Services Help Desk and Asset Entry team. The Client Services Help Desk provides on-call support by toll-free phone, live chat, and email. Jefferson Parish can access the Help Desk at any time from within their GovDeals account. This service is helpful if Jefferson Parish needs technical support, auction guidance, etc., at a moment's notice. The Asset Entry team is available to help our clients create auction listings whenever a government agency is short-staffed or otherwise does not have the time to upload their own photos and descriptions. There are no additional charges for use of these services. If Jefferson Parish wishes to utilize the services of the Asset Entry team, we recommend you reach out to either your Client Account Manager or contact Sam directly. Sam has worked for GovDeals for 4 years, first as conference coordinator before her promotion to Client Services Supervisor in 2017, and to Manager of Client Success Operations in 2019.

Scott Starcher, Senior Director of Client Success

Cell: 919-802-6800 | Office: 1-800-613-0156 Ext. 4511 | Email: sstarcher@govdeals.com

Scott Starcher has provided management and oversight of GovDeals' Client Services team since 2011. In his current role as Senior Director of Client Success, Scott is responsible for a 30-person team based remotely throughout the U.S. and Canada, including Client Account Managers, Client Services Managers, and the Client Help Desk. Scott aims to visit as many clients as possible on a regular basis, ensuring each agency's GovDeals representation is providing the highest level of service possible. Whether providing clients with on-site service, email correspondence, or behind-the-scenes upgrades, Scott is continually looking for ways to advance the GovDeals platform, service, support, and performance to better serve our government clients. Originally hired in 2006 as GovDeals' Client Services Representative serving the Mid-Atlantic region, Scott Starcher worked closely with his clients to implement best practices strategies and to innovate ways he and the GovDeals team could best support our client agency staff members. This included hands-on training, "elbow grease" customer service, and developing and implementing efficiency tools within the GovDeals system to provide a more user-friendly platform to government clients nationwide. Scott's interdepartmental improvement efforts have been invaluable to the GovDeals team, resulting in promotions to Client Services Supervisor in 2011, Director of Client Services in 2014, and Senior Director of Client Success in 2019.

Steve Kranzusch, Vice President and General Manager

Cell: 334-462-3962 | Office: 1-800-613-0156 Ext. 4455 | Email: skranzusch@govdeals.com

Since Steve Kranzusch joined GovDeals in 2004 as Vice President of Business Development, he has led the company's growth in number of clients from less than 200 government agencies to more than 14,000 today. Steve's Business Development team partners with state and local government entities, delivering experienced insight into selling surplus and end-of-life assets, giving the government sellers complete control of their surplus process through a vitally transparent platform. Under his leadership, the Business Development team expanded nationwide and throughout Canada, working with public agencies at all levels of government and of all sizes. Appointed Vice President and General Manager in 2019, Steve is currently leading the company through a new era of innovation in the logistics and reverse supply chain industry. Steve's primary goal is that GovDeals continues to deliver efficient online auction solutions and proven results in fiscal transparency of government liquidation to each of the company's government clients, evolving with technology and industry trends to develop strategies that foster success for all government agencies.

Reporting Capabilities

- **Detailed financial and summary reports of all transaction to Jefferson Parish.**
- **At the 1st of each month, provide a "monthly report" in Microsoft Excel containing the following information:**
    - **Description of each item sold.**

- **Price of each item sold.**
- **Date of each item sold.**
- **Reserve price of each item sold.**
- **Plus or minus of awarded bid price for each item sold compared to the reserve cost.**
- **Date each item sold was placed out for auction.**
- **Duration of time each item was placed out for auction.**
- **Second highest bid on each item.**
- **Name and country of origin on winning bidder and second highest bidder for each item.**
- **Description and length of time each un-sold item has been listed on the auction site.**
- **Total amount of all awarded bids for the month.**
- **Total amount of all items still out for auction.**

Agreed. GovDeals will provide an array of real-time reports to Jefferson Parish.

Detailed Reporting to Ensure Compliance with Jefferson Parish's Surplus Policy

Just as procurement departments routinely use modern procurement portals for contracts, purchasing, and vendor communication on the front end (and often utilize asset management software while items are in service), procurement officials need transparency and detailed reporting on the back end as they dispose of surplus assets. The use of technology enables procurement officials to operate and monitor the entirety of their purchasing and disposition processes while spending taxpayer dollars efficiently and transparently.

Through GovDeals' robust online platform, your procurement department and end users will have full transparency through secure auditable reporting of surplus sale items, the number of bids received, date and time of each bid, and the names of winning bidders, as well as cumulative data in any date range chosen. These real-time reports will provide purchasing officials with peace of mind that their processes are indeed compliant with their surplus disposition policies. Additionally, the most recent 12 months of GovDeals' online auction results may be viewed by anyone searching at GovDeals.com, providing transparency to the general public.

GovDeals will record all bids and provide real-time reporting and summary reports within your account. Users will have 24/7 access to an array of real-time reports, as well as the ability to view a detailed bid history and audit trail of all Jefferson Parish's auctions at any time during the auction or after its close, without expiration or archiving.

GovDeals' interactive reports are accurate and detailed, enabling Jefferson Parish's to track all assets from the time they are loaded into the GovDeals system until they are sold and proceeds are collected. GovDeals' reports can be viewed online, sorted, printed, and/or exported to Microsoft Excel. Many reports can be customized to unique needs Jefferson Parish may have. Whether under contract with GovDeals or not, you will continue to have perpetual access to its GovDeals reports without limitation or expiration – ever.

Invoicing Report

The Invoicing Report, also referred to as the reconciliation statement, details all assets sold each month. This statement is available to the seller to summarize the month's financial transactions. The report, available in PDF and hard copy, displays item description, inventory ID number, date sold, sold amount, fee percentage and amount, seller/buyer certificate ID number, and credit details if any.

Total sold amount for the month is also included on this report, as well as the total fee amount. While the vast majority of selling governments elect GovDeals to withhold our fees and remit the net proceeds, this report also serves as the monthly invoice for sellers that collect their own buyer payments or prefer to receive gross proceeds. In these cases, the Invoicing Report will provide a calculation of total fee amount due to GovDeals with terms of net 30 days.

GovDeals
A Liquidity Services Marketplace

Agency Contact:
Invoice #:
Invoice Date: 1/1/2017-1/31/2017
Due Date: 3/2/2017

Asset Description	Inventory ID	Date Sold	Sold $	Fee %	Fee $	Certificate ID	Credit Date	Credit $
Street Broom-Pull Behind / Used / DS16-0251-1	DS16-0251-15 / WKCC /	11/14/16	$27.00	0	$0.00*	199-1114161930-6897	Credit	Reversal
Hunter Wheel Balance Machine / Used / DS17-00	DS17-0088-1 / Bullitt	1/16/17	$152.00	MIN	$0.00*	215-0116171930-6897		
2006 EX GO Golf Cart / Usable / Unit 15 / DS1	Unit 15 / DS17-0085-1	1/16/17	$2,130.00	MIN	$0.00*	217-0116171954-6897		
Cushman 5th Wheel Top Dresser / Used But Read	DS16-0259-2 / Top Dre	1/19/17	$750.00	MIN	$0.00*	214-0119172000-6897		
2004 EZ GO Golf Cart / Usable / Unit 5 / DS17	DS17-0085-2 / Unit 5	1/23/17	$1,527.00	MIN	$0.00*	218-0123171939-6897		
Snap-On Tire Changer / Used / Works / DS17-00	DS17-0088-2 / Tire Ch	1/23/17	$877.00	MIN	$0.00*	216-0123172000-6897		
2004 EZ GO Golf Cart / Usable / Good / DS17-0	DS17-0085-5 / Unit 38	1/30/17	$2,070.00	MIN	$0.00*	219-0130171954-6897		
			$7,506.00		$0.00			$0.00

No money is due; this statement is for your records only. Credit will be applied in the same month they are entered in the GovDeals system.
If you have any problems or questions, please contact Accounting at 1-800-613-0156 option 4.
Thank you!
* denotes fee was withheld by GovDeals

Total Fees: $0.00
Prior Sales Credits: $0.00
Current Credits: $0.00
Fees Withheld: $0.00

The Invoicing Report can be departmentalized. Even if proceeds are sent to a general fund, departmental invoicing is available, wherein invoices are separated by department to facilitate efficient reconciliation.

Current Bid Report

The Current Bid Report allows the seller to manage its current live auctions, with visibility of high bid amounts, reserve pricing, number of bids, auction end date and time, website traffic (hits and visitors), and the number of users who have added each auction to their watch lists.

This is an ad hoc report that may be customized and may be exported to Microsoft Excel.

Current Bid Report

☑ Asset ID ☑ Inventory ID ☑ Description ☑ # Visitors
☑ Current Bid ☑ # Bids ☑ Auction End ☑ # Hits
☑ Reserve ☑ Watchers
☐ Include Assets with no Bids
☐ Export to Excel
Continue

7 auctions returned.

ID	Inventory ID	Description	Reserve	Current Bid	# Bids	Auction End	# Visitors	# Hits	# Watchers
844	844	Apple iPad	$0.00	$65.00	7	7/13/16 10:00 AM	204	291	14
845	845	Apple Shuffles	$0.00	$43.00	5	7/13/16 10:30 AM	87	119	5
846	846	Apple iPod Classic	$0.00	$116.00	10	7/13/16 11:00 AM	123	184	14
847	847	Multimedia LCD Projector & Projector Screen	$0.00	$50.00	1	7/13/16 11:30 AM	102	131	4
849	849	Exercise Station	$0.00	$330.00	15	7/13/16 12:30 PM	264	333	8
850	850	Weight Station Frame	$0.00	$10.00	1	7/13/16 1:00 PM	150	180	5
851	851	Weight Lifting Equipment	$0.00	$95.00	3	7/13/16 1:30 PM	271	314	6
			$0.00	**$709.00**					

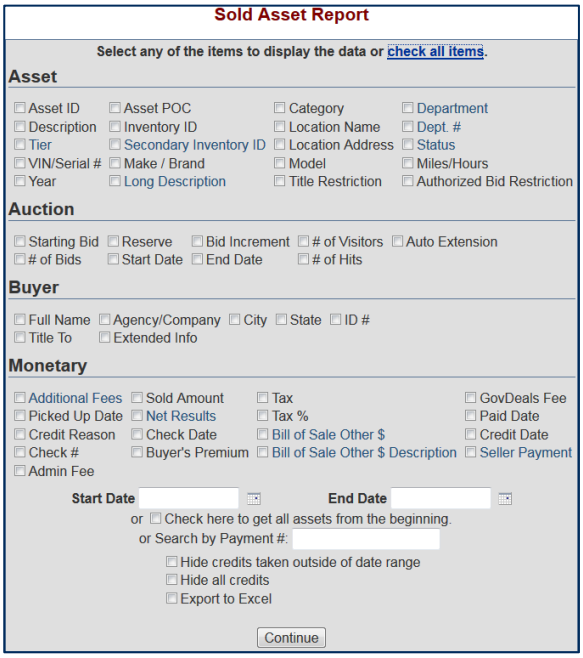
Sold Assets Report

Ad hoc reporting options and example report shown

Our clients' most-utilized tool, the Sold Assets Report provides detailed data of all assets sold within any selected date range. With the ability to export to Microsoft Excel with a single click, this report can be easily imported into the seller's other recordkeeping systems, merged with additional inventory data, or filtered by department, category, etc.

More than 45 data fields can be reported with this ad hoc reporting tool, such as:

- Asset details: *description, inventory ID, make/brand, model, VIN, mileage, category, status, tier (internal reallocation), etc.*
- Seller filters: *department, name/address of asset's physical location, seller's POC for the asset, etc.*
- Auction data: *starting bid, reserve amount, bid increment, number of hits to the auction page, number of bids placed, etc.*
- Buyer info: *name, company, city, state, and extended info (buyer's user ID, name for vehicle title, full address)*
- Monetary data: *sold amount, fee, net results, buyer's premium amount, tax amount and percentage if applicable, additional fee info (such as shipping/storage fee paid to seller by buyer), remittance payment number; and total sold amount, total fee, total net results, total taxes, etc.*
- Timeline: *auction start/end dates and times, buyer payment date, asset pick up date, remittance payment date*
- Credits: *credit date, reason, & ability to filter out credits*



Miami-Dade County, FL
Date range: 06/10/2015 - 06/30/2015

ID	Description	Category	Buyer	Sold Amount	Bids	Auction Ended	Status
1	2004 Eurocopter (Airbus) AS350B2 Helicopter	Aircraft and Av	Michael	$818,000.00	3	6/11/15 3:00 PM	PU
38	One Lot of Assorted Video and Photography Equipment.	Photographic Eq	michael	$615.00	26	6/11/15 6:06 AM	PU
48	One Lot of (8) Kooltronic Air Conditioners Model: KA4C1.5NMVX	Industrial Equi	rafael	$160.00	7	6/11/15 8:06 PM	PU
49	13-2184/2001 Lanco Law Enforcement Armored Vehicle, Bearcom	Automobiles (Re	Dennis	$23,500.00	0	6/12/15 3:35 PM	PU
52	Merits Electric Powered Wheel Chair Atlantis 1	Health and Beau	LOUISE	$265.00	15	6/26/15 8:12 PM	PU
66	Lot of 16 Refrigeration Compressors	Compressors	Ronald	$210.00	11	6/26/15 8:00 PM	PU
68	One lot of (9) Used Turbo Units	Vehicle Equipme	JOSEPH	$150.00	1	6/12/15 5:01 PM	PU
74	One lot of dive equipment	Boats and Marin	James	$120.99	5	6/16/15 11:55 AM	PU
77	One lot of 2 Junkin MC-100 mortuary cots	Mortuary Items	Robert	$200.00	3	6/26/15 8:00 PM	PU
78	595692/One Peak Beam high intensity searchlight	Sporting Equipm	Eduardo	$110.01	6	6/26/15 8:00 PM	PU
79	One lot of plastic interlocking paver mats.	Outdoor Living	Charles	$2,010.00	67	6/26/15 8:24 PM	PU
80	811647/One Hewlett Packard Design jet T610	Computers, Part	roberto	$100.00	2	6/26/15 8:00 PM	PU
81	586843/ Engle Dental system/dental chair and dental light	Medical/Dental	Aida	$305.00	8	6/26/15 8:12 PM	PU
82	Generac Centurion 15000 watt electric generator	Generators	Michael	$1,300.00	26	6/26/15 8:06 PM	PU
84	One lot of metal pipe	Pipe, Valves, a	Mohammed	$4,475.00	134	6/26/15 8:27 PM	PU
86	701842/ Steam Kettle	Cafeteria and K	Manuel	$630.00	7	6/26/15 8:03 PM	PU
				$852,151.00			

Bill of Sale

A Bill of Sale will be automatically populated with the seller's information (including Jefferson Parish logo/seal if desired); the winning bidder's name; all of the information regarding the asset sold, such as inventory number, VIN, make, model, etc.; sale price, tax amount if applicable; payment date and method; and the date sold. The Bill of Sale can be emailed to the winning bidder or printed and given to the bidder when he/she arrives to pick up the item won at auction.

The Bill of Sale contains a disclaimer: "Asset is sold as is, where is, and without warranty. Once the asset is removed from the seller's premises, there is no refund of monies previously paid." This language may be customized. Jefferson Parish is encouraged to obtain a Bill of Sale for every item picked up in order to retain a document the buyer has signed agreeing that no money will be refunded. The signed Bill of Sale may be uploaded to the completed auction.

Bill of Sale Date: 01/27/2017 **Bill of Sale Number:** 1272017
Asset ID: 6636 **Inventory ID:** 0294

Description of Property	Award Amount
ASSORTED MONITORS ****PICK UP ONLY****	606.00

Asset Information

Year: **Make/Brand:** **Model:** **VIN/Serial:**
Meter: **Title Restriction:**

Sale Information

Actual Sold Amount:	$606.00	**Paid On:**	01/27/2017 by PayPal
Other Amount:	$0.00	**Other Amount Description:**	
Buyer's Premium:	$60.60	**Tax Rate:**	0%
Tax Amount:	$0.00		
Total Amount:	$666.60		*** Taxable Items**

Newark, NJ 07112-1128
USA
@hotmail.com
973-

Asset is sold as is, where is and without warranty. Once the asset is removed from the seller's premises there is no refund of monies previously paid.

Buyer/Agent Signature:_____
Print Name:_____
Date:_____

Paid For/Picked Up Reports

Paid For/Picked Up Reports can be generated within a seller's GovDeals account to display all items sold at auction, separated by status. These reports are exportable to Microsoft Excel.

This three-part "PPU Report" provides real-time status lists of items that have not been paid for; those that have been paid for but have not yet been picked up; and those that have been paid for and have been picked up.

All of the PPU reports include the asset ID, inventory number, description, auction end date and time, high bid amount, sales taxes, seller-imposed fees to buyer, GovDeals fee amount, and buyer's total payment amount. Date of payment is also included on the "Paid" and "Paid & Picked Up" reports."

The "Not Paid" and "Paid, Not Picked Up" reports include a reminder feature that enables the seller to, with a single click, send a notification to the winning bidder reminding him or her that the payment or pick-up deadline has passed.

The payment reminder email includes payment instructions and a link to the auction won, as well as amount due. All reminder emails also include a direct link to the specific seller's Terms and Conditions that outline the payment terms and default penalties.

The "Paid & Picked Up" report also indicates the status of the seller's remittance payment from GovDeals, including the number of the GovDeals payment to the seller.

Examples of reports shown are, top to bottom:
"Not Paid," "Paid, Not Picked Up," & "Paid & Picked Up"

Paid For & Picked Up Report

Filter by: Not Paid (Not Paid / Paid, Not Picked Up / Paid, Picked Up) Submit

ID	Inv ID	Description	Buyer Name	End Date/Time	High Bid	Tax	Add'l Fees	Total	GovDeals Fee	Net Pay	Status	Reminder (?)
61	350	2006 Ford Expedition XLT 4WD	David Uche	10/30/15 2:00 PM	$3,960.00*	$0.00		$3,960.00	-$0.00	$3,960.00	Not Paid	Reminder
63	381	2006 Chevrolet TrailBlazer LS 4WD	ron mcmahon	10/30/15 2:20 PM	$4,190.00*	$0.00		$4,190.00	-$0.00	$4,190.00	Not Paid	Reminder
68	66	1994 Ford F-350 XL Reg. Cab DRW 2WD	David Mayo	10/30/15 3:10 PM	$6,010.00*	$300.00		$6,310.00	-$0.00	$6,310.00	Not Paid	Reminder
					$14,160.00	$300.00	$0.00	$14,460.00	$0.00	$14,460.00		

Paid For & Picked Up Report

Filter by: Paid, Not Picked Up Submit Export to Excel

ID	Inv ID	Description	Buyer Name	End Date/Time	High Bid	Tax	Add'l Fees	Total	GovDeals Fee	Net Pay	Paid	Status	Reminder
6344	7D06 01	50 PIECES OF GUARDRAIL		5/10/16 6:30 PM	$2,162.00*	$0.00		$2,162.00	-$162.15	$1,999.85	5/10/16		06/20/16
6345	7D06 02	50 PIECES OF GUARDRAIL		5/10/16 6:35 PM	$2,203.00*	$0.00		$2,203.00	-$165.22	$2,037.78	5/10/16		06/20/16
6347	7D06 04	25 PIECES OF GUARDRAIL		5/10/16 6:45 PM	$1,257.00*	$0.00		$1,257.00	-$94.27	$1,162.73	5/10/16		06/20/16
6348	7D06 05	60 PIECES OF GUARDRAIL		5/10/16 6:50 PM	$1,304.00*	$0.00		$1,304.00	-$97.80	$1,206.20	5/10/16		06/20/16
6349	7D06 06	100 PIECES OF GUARDRAIL		5/10/16 6:55 PM	$2,257.00*	$0.00		$2,257.00	-$169.27	$2,087.73	5/10/16		
6375	7D47 01	5,000 GALLON ASPHALT TANK		6/9/16 6:45 PM	$9.00*	$0.00		$9.00	-$0.0				Reminder
6376	7D47 02	10,000 GALLON ASPHALT TANK		6/9/16 6:50 PM	$9.00*	$0.00		$9.00	-$0.0				
6377	7D47 03	15,000 GALLON ASPHALT TANK		6/9/16 6:55 PM	$7.00*	$0.00		$7.00	-$0.0				Reminder
6378	7DGS 01	FILE CABINET - 5 DRAWER		6/9/16 7:00 PM	$7.00*	$0.00		$7.00	-$5.00	$2.00	6/23/16		Reminder
6384	7D31 01	SCAG WALK BEHIND LAWN MOWER		6/20/16 6:15 PM	$779.00*	$0.00		$779.00	-$58.42	$720.58	6/24/16		Reminder
6385	7D31 02	SCAG WALK BEHIND LAWN MOWER		6/20/16 6:20 PM	$793.00*	$0.00		$793.00	-$59.47	$733.53	6/24/16		Reminder
6386	7D22 01	1,550 Gallon Tank		6/20/16 6:25 PM	$135.01*	$0.00		$135.01	-$10.13	$124.88	6/21/16		Reminder
6387	7D22 02	10,000 Gallon Tank		6/20/16 6:30 PM	$173.01*	$0.00		$173.01	-$12.98	$160.03	6/21/16		Reminder
6388	7D31 03	CONCRETE SAW		6/20/16 6:35 PM	$72.00*	$0.00		$72.00	-$5.40	$66.60	6/21/16		Reminder
					$11,167.02	$0.00	$0.00	$11,167.02	$855.11	$10,311.91			

Update Assets

Remind Buyers with a Single Click

Paid For & Picked Up Report

Filter by: Paid, Picked Up

Search by Payment#: Or

Auction ended between: Start Date: 6/1/2016 End Date: 6/30/2016

Submit Export to Excel

ID	Inv ID	Description	Buyer Name	End Date/Time	High Bid	Tax	Add'l Fees	Total	GovDeals Fee	Net Pay	Picked Up	Payment #	Payment Date
Electronic Payments Received from GovDeals													
827	827	Alamo Auto Lifts	Jeremiah	6/1/16 11:00 AM	$1,275.00*	$105.19		$1,380.19	-$95.62	$1,284.57	6/20/2016	81098	6/30/16
828	828	Overhead Doors	Garry	6/1/16 11:30 AM	$105.00*	$8.66		$113.66	-$7.87	$105.79	6/29/2016	81540	7/7/16
829	829	Exercise Station	Caesar	6/1/16 12:09 PM	$660.00*	$54.45		$714.45	-$49.50	$664.95	6/15/2016	80687	6/22/16
830	830	Weight Rack	Justin	6/1/16 12:30 PM	$385.00*	$31.76		$416.76	-$28.87	$387.89	6/3/2016	79809	6/9/16
831	831	Weight Lifting Equipment	Jesus	6/1/16 1:00 PM	$290.00*	$23.92		$313.92	-$21.75	$292.17	6/9/2016	80231	6/15/16
832	832	1999 Buick Regal GS	Herbert	6/15/16 10:09 AM	$550.00*	$0.00		$550.00	-$41.25	$508.75	6/20/2016	81098	6/30/16
833	833	1990 Nisan Stanza XE	Roberto	6/15/16 10:30 AM	$70.00*	$0.00		$70.00	-$5.25	$64.75	6/20/2016	81098	6/30/16
834	834	1999 Ford Escort ZX2	Juan	6/15/16 11:00 AM	$220.00*	$0.00		$220.00	-$16.50	$203.50	6/29/2016	81540	7/7/16
835	835	1999 Ford Explorer XL 2WD	cobra	6/15/16 11:36 AM	$710.00*	$0.00		$710.00	-$53.25	$656.75	6/21/2016	81098	6/30/16
840	840	Wall Mirrors	Jason	6/29/16 12:00 PM	$35.00*	$2.89		$37.89	-$5.00	$32.89	6/30/2016	81540	7/7/16
					$4,300.00	$226.87	$0.00	$4,526.87	$324.86	$4,202.01			

Total Received from GovDeals: $4,202.01
*Total GovDeals Fees Withheld: $324.86

Electronic Payments Owed by GovDeals

ID	Inv ID	Description	Buyer Name	End Date/Time	High Bid	Tax	Add'l Fees	Total	GovDeals Fee	Net to Pay	Picked Up
815	815	Safety Switch boxes	rogelio	6/1/16 10:30 AM	$55.00 *	$4.54		$59.54	-$5.00	$54.54	7/6/2016
836	836	Exercise Station	ernesto	6/29/16 10:09 AM	$660.00 *	$54.45		$714.45	-$49.50	$664.95	7/6/2016
					$715.00	$58.99	$0.00	$773.99	$54.50	$719.49	

Total Owed by GovDeals: $719.49
* Total GovDeals Fees to Withhold: $54.50

Status Report

The Status Report provides the ability to quickly display asset auction data according to current status, such as those at auction, items sold, and auctions listed as inactive (on hold), as well as auctions that closed with no bids or those that did not meet reserve. These reports are easily exported to Microsoft Excel with a single click.

Asset Statuses

Ready for Auction | Continue

Export results to a tab delimited text file

ID	Inv ID	# Photos	Description	Action Date	Start Date/Time	End Date/Time	Open	Increment	Reserve/Strike	# Bids	High Bid	Auto Extension
6701	16933	1	2 Skids Misc Clothing #16933 697 LBS ****PICK UP ONLY****	2/6/17 10:46 AM	2/8/17 10:56 AM	2/15/17 10:05 AM	$50.00	$2.00	$0.00	0	$50.00	
6703	16944	1	Approx 3 LB Gold Tone Jewelry #16944	2/6/17 10:48 AM	2/8/17 10:59 AM	2/15/17 10:15 AM	$25.00	$5.00	$0.00	0	$25.00	
6704	16841	1	Misc Electronics 8 lbs #16841	2/6/17 10:49 AM	2/8/17 11:00 AM	2/15/17 10:00 AM	$10.00	$2.00	$0.00	0	$10.00	
6706	16956	1	Approx 13 lbs Assorted Multitools #16956	2/6/17 10:52 AM	2/10/17 11:02 AM	2/17/17 10:10 AM	$25.00	$2.00	$0.00	0	$25.00	
6708	16894	1	Approx 10 Assorted Leatherman Multitools Approx 5 lbs. 16894	2/6/17 10:55 AM	2/10/17 11:05 AM	2/17/17 10:05 AM	$25.00	$5.00	$0.00	0	$25.00	
6710	16848	1	Approx 16 lbs Assorted Victorinox Knives #16848	2/6/17 10:57 AM	2/10/17 11:07 AM	2/17/17 10:15 AM	$25.00	$5.00	$0.00	0	$25.00	
6711	16898	0	Approx 10 Assorted Gerber Multitools 6 lbs #16898	2/6/17 10:58 AM			$0.00	$0.00	$0.00		$0.00	
6712	16898	1	Approx 10 Assorted Gerber Multitools 6 lbs #16898	2/6/17 10:58 AM	2/8/17 11:09 AM	2/15/17 10:10 AM	$25.00	$5.00	$0.00	0	$25.00	
6713	16855	1	Approx 5 Assorted Purses #16855 5 lbs	2/6/17 11:00 AM	2/8/17 11:10 AM	2/15/17 10:20 AM	$15.00	$1.00	$0.00	0	$15.00	
6714	16887	1	Assorted Lighters #16887 ****PICK UP ONLY****	2/6/17 11:01 AM	2/10/17 11:11 AM	2/17/17 10:00 AM	$25.00	$2.00	$0.00	0	$25.00	
6715	16940	1	Approx 5 lbs Silver Tone Jewelry #16940	2/6/17 11:02 AM	2/10/17 11:13 AM	2/17/17 10:20 AM	$25.00	$2.00	$0.00	0	$25.00	

Asset Statuses

Sent to Auction | Continue

Export results to a tab delimited text file

ID	Inv ID	# Photos	Description	Action Date	Start Date/Time	End Date/Time	Open	Increment	Reserve/Strike	# Bids	High Bid	Auto Extension
6688	16880	1	Approx 14 lbs Assorted Multitools #16880	2/1/17 9:52 AM	2/1/17 9:52 AM	2/8/17 10:15 AM	$25.00	$2.00	$0.00	1	$25.00	
6689	16919	1	Approx 10 lbs Assorted Box Cutters #16919	2/3/17 9:53 AM	2/3/17 9:53 AM	2/10/17 10:20 AM	$10.00	$1.00	$0.00	0	$10.00	
6690	16835	1	Approx 15 lbs Assorted Victorinox Knives #16835	2/1/17 9:54 AM	2/1/17 9:54 AM	2/8/17 10:00 AM	$25.00	$5.00	$0.00	11	$405.00	
6691	16824	1	Approx 10 Assorted Gerber Multitools 4 lbs #16824	2/3/17 9:55 AM	2/3/17 9:55 AM	2/10/17 10:00 AM	$25.00	$5.00	$0.00	1	$25.00	
6694	16830	1	Approx 12 lbs Assorted Black Knives #16830	2/1/17 10:38 AM	2/1/17 10:38 AM	2/8/17 10:10 AM	$25.00	$5.00	$0.00	11	$206.00	
6695	16827	1	Approx 1 lbs Assorted Reading Glasses #16827	2/3/17 10:39 AM	2/3/17 10:39 AM	2/10/17 10:05 AM	$10.00	$1.00	$0.00	0	$10.00	
6696	16904	1	Approx 9 lbs Assorted Fixed Blade Knives #16904	2/3/17 10:40 AM	2/3/17 10:40 AM	2/10/17 10:10 AM	$15.00	$2.00	$0.00	7	$42.00	
6697	16939	1	Approx 5 LB Silver Tone Jewelry #16939	2/3/17 10:41 AM	2/3/17 10:41 AM	2/10/17 10:15 AM	$25.00	$5.00	$0.00	3	$30.00	
6698	16886	1	Assorted Lighters #16886 ****PICK UP ONLY****	2/1/17 10:43 AM	2/1/17 10:43 AM	2/8/17 10:20 AM	$15.00	$5.00	$0.00	6	$55.00	
6699	16930	1	Approx 2 lbs. Assorted Sunglasses #16930	2/1/17 10:44 AM	2/1/17 10:44 AM	2/8/17 10:05 AM	$10.00	$1.00	$0.00	3	$36.00	
6702	16924	1	Approx 7 lbs. of Assorted Belts #16924	2/6/17 10:58 AM	2/6/17 10:58 AM	2/13/17 10:00 AM	$10.00	$1.00	$0.00	0	$10.00	
6705	16849	1	Approx 11 lbs Assorted Black Knives #16849	2/6/17 11:01 AM	2/6/17 11:01 AM	2/13/17 10:05 AM	$25.00	$5.00	$0.00	0	$25.00	
6707	16874	1	Approx 1 lbs Assorted Reading Glasses #16874	2/6/17 11:04 AM	2/6/17 11:04 AM	2/13/17 10:15 AM	$10.00	$1.00	$0.00	0	$10.00	
6709	16920	1	Approx 10 lbs Assorted Box Cutters #16920	2/6/17 11:06 AM	2/6/17 11:06 AM	2/13/17 10:10 AM	$10.00	$1.00	$0.00	0	$10.00	
6716	16948	1	Approx 5 lbs Costume Jewelry #16948	2/6/17 11:14 AM	2/6/17 11:14 AM	2/13/17 10:20 AM	$25.00	$2.00	$0.00	0	$25.00	

Buyer's and Seller's Certificates

When an auction closes, a Buyer's Certificate will automatically be sent to the winning bidder via email, and a matching Seller's Certificate will be sent to the seller's POC.

These certificates contain the bidder's name, company name if applicable, address, telephone number, bidder ID number, item description, asset ID, and sold amount.

This notification of award also includes the seller's terms and conditions. Contact information for the seller is also provided to the buyer, as well as payment and asset removal instructions.

A PDF of the Bill of Sale will be included in the Seller's Certificate email.

GovDeals Seller's Certificate: 2-0126151849-7248

Congratulations, Trinity County Health and Human Services, CA has sold another item on the GovDeals Auction Services.

BUYER (#716433)	
Name:	DAVID [redacted]
Company:	na
Title To:	DAVID [redacted]
Phone:	530-[redacted]
Email:	[redacted]@trinit[redacted]ty.org
Address:	104 [redacted] CA [redacted]

SELLER (#7248)	
Agency:	Trinity County Health and Human Services, CA
Contact:	Dave [redacted]
Phone:	530-[redacted]
Fax:	530-[redacted]
Email:	[redacted] org
Address:	[redacted] Weaverville, CA 96093

ITEM INFORMATION FOR ASSET ID: 2			
Item:	2001 Ford Expedition XLT 4WD		
Pick Up Location:	51 Industrial Pk Way, Weaverville, CA 96093		
Inventory ID:	2	Account ID:	7248
Condition:	See Description	Quantity:	1 each
Make/Brand:	Ford	Model:	Expedition
VIN/Serial:	1FMRU16W31LB44912	Model Year:	2001
Meter:	132,438 Miles	Title Restrictions:	No

Date	Item		Amount
01/26/2015 6:49 PM	2001 Ford Expedition XLT 4WD		$1,710.00
	Tax	7.5000%	$128.25
	Buyer's Premium	10.00%	$171.00
		Total	$2,009.25

Payment Instructions:

Payment methods for this item are Wire Transfer, PayPal, or credit cards (Visa, Mastercard, American Express*, Discover) only. * American Express is not available for buyers on probation. PayPal and credit card purchases are limited to below $5,000.00 and Bidders residing in the United States, Canada and Mexico Only. If the winning bid plus applicable taxes, if any indicated, plus the buyer's premium equals to $5,000.00 or more, Wire Transfer must be used. If Wire Transfer is chosen, a Wire Transfer Transaction Summary page will provide payment and account information. The Wire Transfer must be completed within 5 days.

PAYMENT MUST BE MADE ONLINE - To make an online payment, log into your GovDeals account and select My Bids. Please follow the instructions there. Payment in full is due not later than five (5) business days from the time and date of the Buyers Certificate. Payment must be made electronically through the GovDeals Website. NO CASH, CHECKS, OR MONEY ORDER WILL BE ACCEPTED!

PAYMENT MUST BE MADE ONLINE -- To make online payment, log into your GovDeals account and select 'My Bids'. Please follow the instructions there.

Payment in full is due not later than five (5) business days from the time and date of the Buyer's Certificate. Payment must be made electronically through the GovDeals Website. Payment Methods are listed above.

TAX EXEMPTION: Where taxes are applicable (see the Buyer's Certificate), Tax Exempt documents must be provided to this seller within 24 hours of the auctions close and before payment is made. Please see the contact below for any questions.

Removal Instructions:

Property may be removed by appointment only and appointments must be made at least 24 hours in advance. All items must be removed within ten (10) business days from the time and date of issuance of the Buyer's Certificate.

The Buyer will make all arrangements and perform all work necessary, including packing, loading and transportation of the property. No Assistance will be provided. A daily storage fee of $10.00 may be charged for any item not removed within the 10 business days allowed and stated on the Buyer's Certificate.

Special Instructions:

NOTICE: If you are the winning bidder and default by failing to adhere to this sellers terms and conditions your account with GovDeals WILL BE LOCKED.

Guaranty Waiver. All property is offered for sale 'AS IS, WHERE IS.' Trinity County Health and Human Services, CA makes no warranty, guaranty or representation of any kind, expressed or implied, as to the merchantability or fitness for any purpose of the property offered for sale. Please note that upon removal of the property, all sales are final.

Description Warranty. Seller warrants to the Buyer that the property offered for sale will conform to its description. Any claim for misdescription must be made prior to removal of the property. If Seller confirms that the property does not conform to the description, Seller will keep the property and refund any money paid. The liability of the seller shall not exceed the actual purchase price of the property.

Description:

2001 Ford Expedition XLT 4WD SPORT UTILITY 4-DR, 4.6L V8 SOHC 16V.

Vehicle Starts and Runs

Automatic Transmission, AM/FM cassette, Power windows/locks, Cruise Control, 3rd Row Seating

Regularly serviced

No other known mechanical problems.

Minor dings and dents to body consistent with normal use

Faded paint on hood and top of truck. Rust on windshield wipers.

Please see photos for more details

Payment Confirmation

After a successful transaction, buyers will receive an email receipt confirming their online payment has been received by GovDeals.

Notification will also be sent to the seller regarding the payment receipt, and the seller may release the asset to the buyer.

From: Accounting@Govdeals.com
Sent: Wednesday, July 06, 2016 3:44 PM
To: ***@gmail.com
Subject: GovDeals.com Payment Received

Your payment has been received for Invoice ID 393765. Promptly contact the seller(s) to discuss times and location for pickup. Please present the certificate(s) to the seller to receive the item(s) purchased. Thank you for using GovDeals.

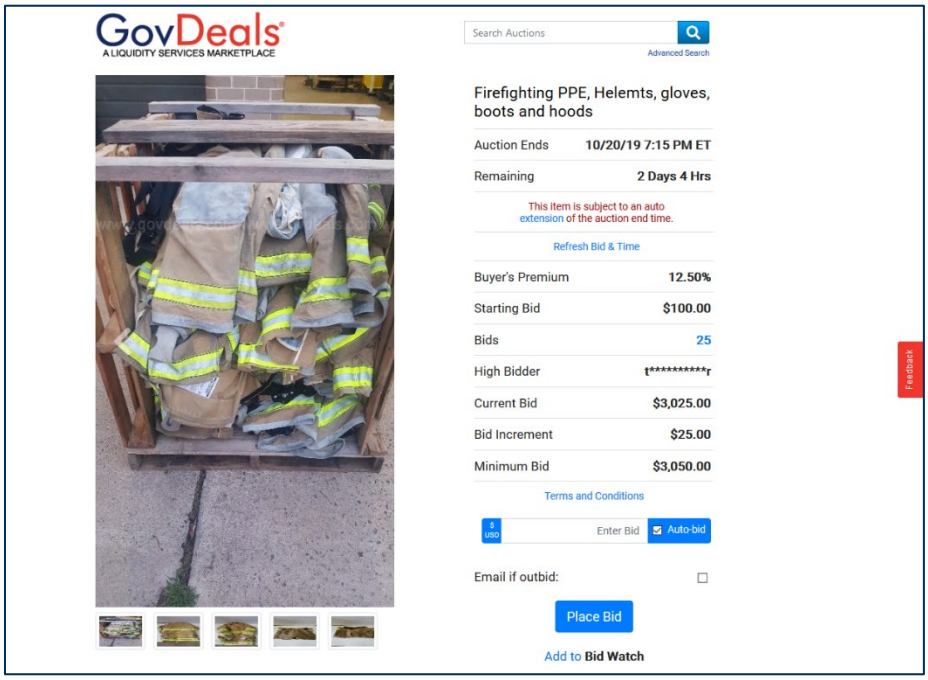
The following assets are ready for pickup:

Certificate ID: 45-0706161642-8245
Description: 1999 Ford Taurus
Sold Amount: $2,500.00
Buyer's Premium: $275.00
Tax: * $156.25
Additional Fees: $0.00
Subtotal: $2,931.25
Total: $2,931.25

Features and Capabilities of the GovDeals System

- **Displaying date and time the bid will end.**
  Agreed. The date and time of auction close will be shown on each auction listing. See example below.

Auction Page - Bid Box



- **Internal method of recording all bids, identifying the winning bidder, and the second highest bidder.**

  Agreed. The GovDeals system is built to record all bids and identify the winning bidder and the second-highest bidder.

- **System shall be capable of adding, withdrawing, and cancelling auctions without penalty to Jefferson Parish.**

  Agreed. All auctions can be added and removed at any time by Jefferson Parish, or by your Client Account Manager, as desired.

- **Website shall be capable of loading and removing auction items at any time which best suits the schedule of Jefferson Parish.**

  Agreed. The GovDeals system has many features that will enable Jefferson Parish to upload and remove auctions as needed. For instance, with the Single Page Load feature, creating an online auction has never been easier! With GovDeals' simple one-page auction creation functionality, all details regarding an asset auction (such as photos and descriptive information) can be entered on a single page, without the hassle of multiple steps and page load delays. The data can be saved and finished later if the item is not yet ready for auction.

- **System for collecting payments from bidders.**

Agreed. The GovDeals system can collect payments from bidders via credit card, PayPal, or wire transfer.

- **System for setting reserve pricing (minimum price) on items.**

  Agreed. The GovDeals system has the ability for setting reserve pricing. For more System Features, see ***pages 20-22***.

- **Jefferson Parish shall set the final reserve pricing (minimum price) on all items.**

  Agreed. Jefferson Parish will have full control to determine factors such as Minimum Bid, Bid Increments, and Reserve Pricing. If desired, your Client Account Manager can give advice based on past successes with similar government-owned assets. Optionally, Jefferson Parish may utilize GovDeals' Dynamic Bid Increment feature.

- **A Microsoft Excel spreadsheet (collection tool) for loading assets to the web site.**

  Agreed. Our system has a Bulk Upload Tool that allows a large number of auction listings to be quickly uploaded via Excel spreadsheet

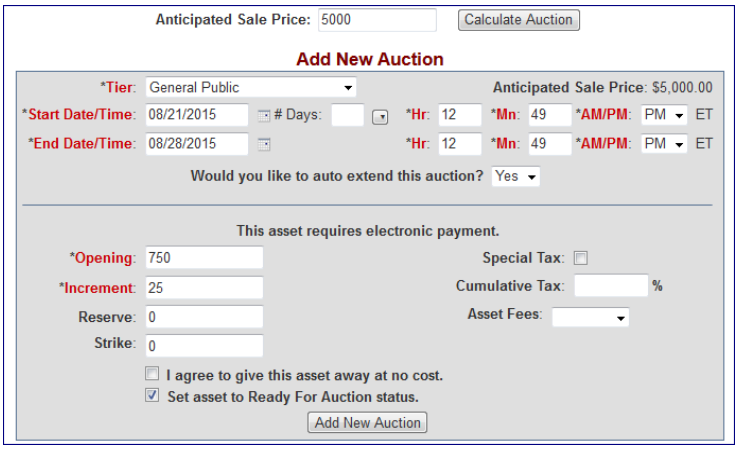
System Features: Maximizing Seller Efficiency & Profitability

Throughout 19 years of conducting online auctions for government entities across the United States and Canada, we have developed features that increase our sellers' efficiency and ease of use for their staff members, as well as to positively impact our government clients' surplus disposition success and ROI. Some of the features that are most popular among our selling agencies are described below.

- Single Page Load: Creating an online auction has never been easier! With GovDeals' simple one-page auction creation functionality, all details regarding an asset auction (such as photos and descriptive information) can be entered on a single page, without the hassle of multiple steps and page load delays. The data can be saved and finished later if the item is not yet ready for auction.
- Responsive Design: GovDeals' website was redesigned in 2019 to be more accessible on all devices, including desktops, laptops, smartphones, and tablets/iPads. This responsive design enables web pages to render well on any device, orientation, and screen size, making for a better experience for all users.
- New! Tax Collection & Remittance: In full compliance with the recent Marketplace Facilitator regulations, GovDeals will take ownership of the tax calculation and collection process and will remit applicable taxes to appropriate taxing authorities. This process also includes saving documentation/status of buyers' tax exemption.
- Asset Inspection Forms: GovDeals will provide a document that can be utilized to collect descriptive information about assets, such as make/model/VIN, condition, unique details, etc. Many of our clients find this form useful to document asset-specific information while on the lot or in the warehouse, and later transcribe the information into an auction creation template. Sample forms are available upon request.
- VIN Decoder: A useful tool built into the GovDeals system, this enables users to input the VIN and automatically populate the year, make, and model of each vehicle.

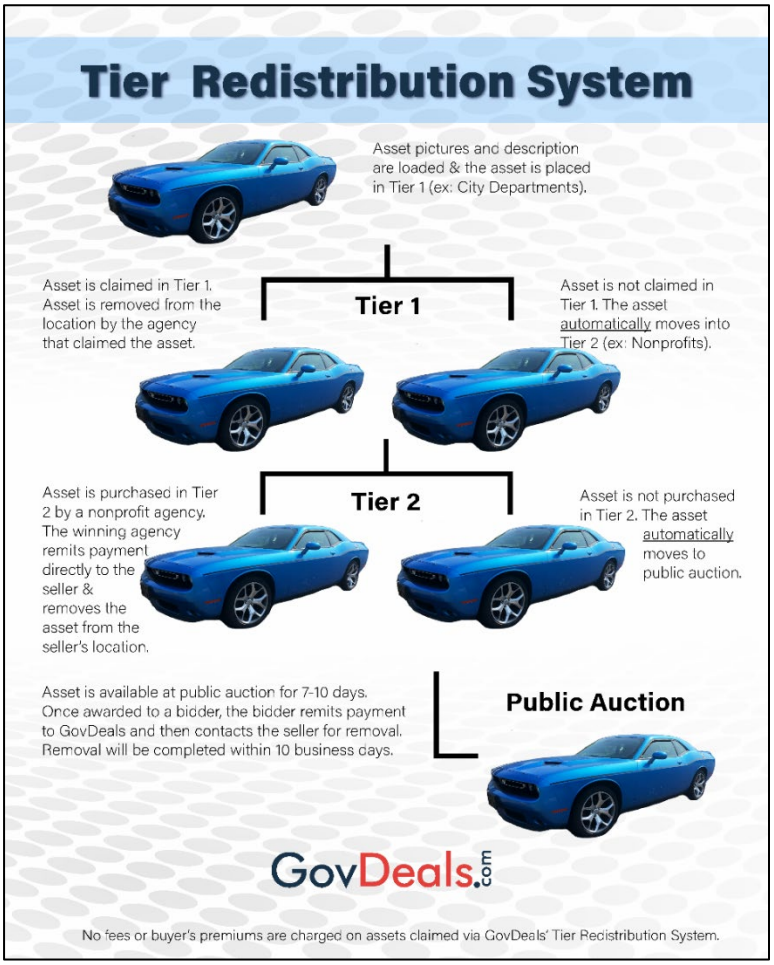
- Automated Auction Calculator: This unique, time-saving feature assists Jefferson Parish's staff members in automatically setting the starting price, bid increment, and auction start date and time, as well as the ending date, for each auction. An optional dynamic bid increment feature is also available. If Jefferson Parish doesn't agree with some of the automatically entered data, the employee may override any populated field. Jefferson Parish may also simply bypass the automated calculator and enter the data manually.

Automated Auction Calculator



- Extension of Bid: This extends auctions by a few minutes when a bid is placed in the final minutes of an auction's end time. This feature is optional.
- Question & Answer: The Q&A functionality within Jefferson Parish's GovDeals account will allow prospective bidders to submit questions via the auction page, allowing Jefferson Parish to answer either privately by email or publicly on the auction page for all bidders to view.
- Security Levels: Access to the GovDeals system can be tailored to the job duties of your employees. Your Client Account Manager will discuss ways to best utilize these 5 security levels to fit into Jefferson Parish's existing or desired processes. Security levels include the ability to require approval from a supervisor before auctions may go live, as well as a "view only" setting that is useful for accounting purposes.
- Second-Chance Offer: Jefferson Parish may offer an asset to the second-highest bidder with a single click if the highest bidder defaults on completing a sale. This feature is also useful if a reserve price is not met but Jefferson Parish wishes to offer the asset to the highest bidder.
- Minimum Bid, Bid Increments, and Reserve Pricing: Jefferson Parish will have full control to determine these factors. If desired, your Client Account Manager can give advice based on past successes with similar government-owned assets. Optionally, Jefferson Parish may utilize GovDeals' Dynamic Bid Increment feature.
- Departmental Billing: Jefferson Parish's remittance payment may be sent to individual selling departments or to a general fund. Even if sent to a general fund, data can easily be separated out for auditing purposes using a department code, and all reports are exportable to Excel.
- Bid Deposits: Jefferson Parish may require bidders to make a deposit for certain assets if desired. Jefferson Parish will have the authority to determine the bid deposit amount, and prospective buyers must make this deposit before placing a bid on the designated auctions. Once GovDeals receives the bidder's deposit, his/her account will be approved to bid on the asset. The winning bidder's deposit may be applied to the final amount due; unsuccessful bidders will have their deposit returned in full.
- Microsite for your Agency's assets: GovDeals will create a "microsite" for Jefferson Parish's contract. This would enable bidders to browse and search only Jefferson Parish's auctions. The microsite will be hosted at an easy-to-use custom URL, such as www.govdeals.com/JeffersonParish, on which all current auctions from Jefferson Parish will always be showcased. Jefferson Parish's logo and custom information can be added to the site. A link to this URL can be added to Jefferson Parish's website, in efforts to drive visitors to purchase its surplus.

- Custom URL for Jefferson Parish's assets: GovDeals will create an easy-to-use custom URL, such as www.govdeals.com/JeffersonParish, on which all current auctions from Jefferson Parish will always be showcased. Your logo and custom information can be added to the site. A link to this URL can be added to Jefferson Parish's website, in efforts to drive visitors to purchase its surplus.
- Bidder Restrictions: Jefferson Parish may limit the types of bidders who are allowed to place bids on certain assets, but these assets may still be viewed by the general public to maximize the marketing exposure of the auctions. Information on types of restrictions is available upon request.
- Reallocation Tiers: GovDeals' patented Tier Redistribution System allows Jefferson Parish to offer its surplus assets between departments, to area schools, to other government entities, or to nonprofit organizations before sending the assets to our regular public auction. Assets not claimed during the reallocation process may automatically be moved to public auction if desired. No fee is charged for our clients' use of our reallocation system.



Payment Collection & Pickup

- **Responsible for the collection of payment of all items sold.**
- **Auctioneer agrees to accept electronic payments, cash, or wire transfers.**
- **All bid award payments must be collected by the auctioneer firm within three (3) days of the close of each auction.**

GovDeals agrees to the above payment collection and pickup provisions, with the exception of accepting cash payments from bidders. As an online-only auction platform, GovDeals accepts payments from winning bidders by credit/debit card, PayPal, and wire transfer. Our bidders appreciate the convenience of paying online, and PayPal is often viewed as a cash alternative.

The winning bidder is responsible for making payment on GovDeals.com within 3 business days after auction close (this time period may be shortened or lengthened by Jefferson Parish if desired). GovDeals will collect payments from winning bidders via credit/debit card, PayPal, and wire transfer. (All payments over $4,999 must be paid by wire transfer.)

Vitally, GovDeals will shoulder all liability for fraudulent payment and chargebacks, as well as disputes after the buyer has removed the asset from Jefferson Parish's facility. GovDeals will remit proceeds to Jefferson Parish the week following the asset's removal from Jefferson Parish property. GovDeals does not wait for the 30-day chargeback window to elapse prior to remitting proceeds to our clients. GovDeals may request a copy of the signed Bill of Sale in the event of a dispute after buyer removal. GovDeals is PCI-compliant to ensure payment security and identity protection.

- **Winning bidder of each item will have seven (7) working days to retrieve their items.**

  The buyer is required to pick up assets within 7 business days after auction close (this time period may also be adjusted by Jefferson Parish if desired). The winning bidder is responsible for scheduling an asset removal appointment with Jefferson Parish. At pickup/removal, the winning bidder must present photo ID and their GovDeals Buyer's Certificate, and Jefferson Parish should verify the bidder's documentation. After both the buyer and Jefferson Parish representative sign the GovDeals Bill of Sale, the asset may be released to the winning bidder. The signed Bill of Sale, and any other documentation as desired, may be uploaded to the closed auction for recordkeeping purposes.

- **After the seventh (7th) day the item becomes property of Jefferson Parish and the bidder relinquishes all rights and payments of the item.**

  Agreed. Before a bidder can place his or her initial bid on an asset being auctioned by Jefferson Parish, the bidder will be required to agree to your Terms and Conditions, which will explain payment and pickup terms, as well as the penalty for not paying and picking up on time.

  If a bidder does not pay or pick up on time, Jefferson Parish will have the ability to immediately offer the asset to the second-highest bidder or repost the asset for auction. Both of these options are built-in functions of the GovDeals platform and can be accomplished in a single click. As soon as a bidder defaults, Jefferson Parish will have the capability to lock the bidder from participating in any future auctions, not only from Jefferson Parish's account but all GovDeals auctions.

  GovDeals agrees that items that are not picked up after the removal deadline will become property of Jefferson Parish; however, due to agreements with our credit card processor, payments made to GovDeals by the winning bidder that defaults on pickup will be returned to the bidder. We are happy to speak to this issue if Jefferson Parish has any concerns about this procedure.

  For more information on Bidder Default prevention, see ***pages 25-26***.

Auction Timeline

GovDeals offers a comprehensive, turnkey, live web-based auction platform for Jefferson Parish's surplus sales needs. We will provide online auction services, recordkeeping, server security and auction website reliability, marketing services, payment collection, and hands-on training and support in order to ensure the successful operation of your government's surplus property auctions. The GovDeals auction platform can be used on an ongoing, as-needed basis, and assets are auctioned as-is, where-is, and without warranty.

Although our platform is designed for the efficiency of self-service, GovDeals is committed to sharing our strategy knowledge with Jefferson Parish through very interactive and hands-on service. We combine an easy-to-use website, a large and targeted bidder audience, knowledge of auction best practices, a robust marketing program, and a history of compliance with government requirements and regulations, to offer a service that is unequaled by other vendors.

More than 100 Louisiana municipalities and other government entities have found GovDeals to be the most efficient, effective way to dispose of surplus assets. These Louisiana public agencies have sold over

13,000 surplus assets on GovDeals.com for total sales exceeding $25 million. This includes nearly 2,500 vehicles and nearly 600 pieces of heavy equipment, as well as computers, furnishings, machinery, specialty equipment, etc.

During auctions, Jefferson Parish will be able to monitor its online auctions and answer questions from bidders. Auctions can be withdrawn at any time by Jefferson Parish or by GovDeals at Jefferson Parish's request.

When the auction closes, GovDeals will provide documentation of the sale and will collect payment from buyers. Buyers will then schedule removal appointments with Jefferson Parish. Throughout the auction cycle, GovDeals will also provide dedicated service for problem solving and case-by-case strategy recommendations, including marketing, best practices, remittance and recordkeeping services, and technical support.

The general timeline of the online auction process is as follows:

Conducting Auctions During the COVID-19 Pandemic

- *GovDeals eliminates the need for a crowd to gather*
- *Only winning bidders are required to come on-site to pick up property*
- *Pickup can easily be scheduled around Jefferson Parish's restricted office hours & visitor procedures*
- *Posting a video of an asset (i.e. vehicle motor running) serves as "virtual inspection"*
- *Electronic transfer of Bill of Sale*
- *Option to send title to buyer by mail*

After an asset is declared surplus, Jefferson Parish should take photographs and enter descriptive details on an asset inspection form provided by GovDeals.

As a value-added service, GovDeals will be available to provide on-site assistance to take photos and create auction listings when the Parish has vehicles, equipment, or other high-value surplus assets to be auctioned. We encourage Jefferson Parish to contact its Client Account Manager to schedule a service appointment at no additional charge.

Jefferson Parish will upload photos and transcribe information from the asset inspection forms into the simple, one-page auction creation template within Jefferson Parish's GovDeals account. GovDeals' auction calculator can recommend starting bid, bid increment, and auction dates for the auctions; these values can also be input manually.

For high-value and particularly specialized assets, a marketing plan will be developed by GovDeals' Marketing Department and, upon request, will be presented to Jefferson Parish for advance review and approval prior to auction. Marketing campaigns will run while the auction is open for online bidding.

The auction(s) will be open for bidding for 7-10 days, in most cases. While the auction is live, Jefferson Parish can monitor progress of its auctions at www.GovDeals.com. Jefferson Parish should answer any bidder questions that may be posted via the GovDeals Q&A system. Jefferson Parish's Client Account Manager will also monitor auctions for quality assurance.

After the auction has ended, Jefferson Parish will automatically be emailed a Seller's Certificate with details of the sale and contact information for the winning bidder; and the winning bidder will automatically be emailed a Buyer's Certificate with sale and payment details.

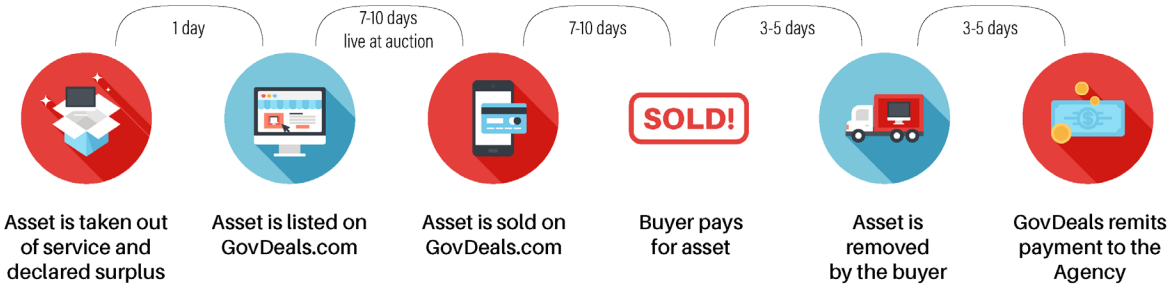
The winning bidder is responsible for making payment on GovDeals.com within 3 business days after auction close (this time period may be shortened or lengthened by Jefferson Parish if desired). Upon the buyer's successful payment by credit/debit card (Visa, MasterCard, Discover, and American Express are accepted), PayPal, or wire transfer, Jefferson Parish will receive notification that payment has been made, along with the Bill of Sale.

The buyer is required to pick up assets within 7 business days after auction close (this time period may also be adjusted by Jefferson Parish if desired). The winning bidder is responsible for scheduling an asset removal appointment with Jefferson Parish. At pickup/removal, the winning bidder must present photo ID and their GovDeals Buyer's Certificate, and Jefferson Parish should verify the bidder's documentation. After both the buyer and Jefferson Parish representative sign the GovDeals Bill of Sale, the asset may be released to the winning bidder. The signed Bill of Sale, and any other documentation as desired, may be uploaded to the closed auction for recordkeeping purposes.

When Jefferson Parish marks the asset "Picked Up" in the GovDeals system, GovDeals will remit payment for the asset. Assets marked "Picked Up" by Friday will be included in the next week's payment cycle. GovDeals will withhold the agreed-upon fee and will electronically remit the balance to Jefferson Parish. GovDeals will also remit applicable taxes to the appropriate taxing authorities.

Jefferson Parish's remittance payment may be sent to multiple accounts as desired, such as individual selling departments. Even if sent to a general fund, data can easily be separated out for auditing purposes using a department code, and all reports are exportable to Excel.

GovDeals accepts responsibility for chargebacks and fraud that may occur, so Jefferson Parish will not be liable for any payment disputes. GovDeals may request a copy of the signed Bill of Sale from Jefferson Parish in the case of a payment dispute after an asset has been removed by the buyer.



Minimizing Bidder Default

After the allotted payment deadline has passed, if payment has not been made, the winning bidder will be deemed in default. This user's account may be locked so that he or she will not be able to partake in future auctions.

Bidder default prevention has always been a priority at GovDeals, and we use real-time metrics to closely monitor default rates. Given the remarkably dynamic prevalence of credit card fraud and general climate of fraudulent behavior on the Internet and in society, GovDeals continues to innovate and maintain the industry standard regarding a low percentage of defaults. GovDeals' bidder default rate is consistently between 3% and 4%, a figure we have reason to believe to be the lowest in the

industry. Our low number of defaults is accomplished through a combination of our Bidder Verification process and enforcement of our stringent default policy, described below.

- **Terms and Conditions for Default:** Before a bidder can place his or her initial bid on an asset being auctioned by Jefferson Parish, the bidder will be required to agree to your Terms and Conditions, which will explain payment and pickup terms, as well as the penalty for not paying and picking up on time.

  If a bidder does not pay or pick up on time, Jefferson Parish should immediately offer the asset to the second-highest bidder or repost the asset for auction. Both of these options are built-in functions of the GovDeals platform and can be accomplished in a single click. As soon as a bidder defaults, Jefferson Parish will have the capability to lock the bidder from participating in any future auctions, not only from Jefferson Parish's account but all GovDeals auctions.

- **Bidder Verification:** GovDeals' dedicated 8-member Bidder Services Department verifies every user who registers to our website, ensuring that the registration information matches a real person to a valid phone number and address. The GovDeals proprietary bidder registration process identifies bidders who have defaulted on previous auctions and locked from our system, preventing them from re-registering to become a bidder. This effectively prevents them from submitting bids on any subsequent GovDeals auctions. This verification function is key to maintaining our low default rate.

- **Bidder Probation:** GovDeals' bidder probation program was implemented in 2012 to limit new buyers during their first 90 days. During the first 30 days of probation, a bidder may only have three transactions open at any one time. As soon as a transaction has been completed, another transaction may be opened. During the second 30-day period, a probationary bidder may have six transactions open; and during the final 30-day period, these bidders may have nine transactions open at one time. Our bidder probation program has been a great success and reduced the number of defaulting buyers by 20% in the first 12 months of the program. If needed, there is a process to allow highly qualified bidders to bypass some or all of the probation process, such as by submitting an appropriate bid deposit.

- **Aggressive Risk Mitigation**: Registering bidders are screened using our company's subscription access to a trade data base that identifies individuals classified by the US government as being potentially high risk in order to mitigate the opportunity for our sellers' assets to be purchased and then used for nefarious purposes.

System Security & Reliability

- **All hardware, software, servers and all other services, peripherals, etc. needed to operate the web based/on-line internet auctioneering service.**
- **Security system, anti-virus, and firewalls capable of preventing hacking of auction information.**
- **All maintenance and upgrades to the hardware, software, servers, peripherals, etc. for the length of the contract.**
- **All support and maintenance shall be available via email, on-line and by telephone as needed to operate the auction site throughout the contract.**

GovDeals provides security, antivirus, and firewalls capable of preventing the hacking of any auction information from the servers, and capable of preventing any bidder from learning the identity of another bidder. Since GovDeals' launch in 1999, our website has been up and running 99.99% of the time.

Multiple security procedures are in place to provide data security and website reliability for GovDeals' clients. All traffic is encrypted via verified certificate authority (CA) certificate providing HTTP/S tunnels and guarding all customer data in transmission. In addition, all passwords and sensitive data are stored in a well-guarded facility that is staffed 24 hours a day, 7 days a week, providing access to the datacenter only with prior approval, biometric PIN and government-issued identification.

GovDeals employs many systems to ensure that its operations are secure from hacking or other disruption. These security systems include:

- LANDesk integrated with Kaspersky Anti-Virus, providing system patching and antivirus protection
- AlertLogic Log Manager and Threat Manager, providing daily analysis of infrastructure data and intrusion-detection systems backed up by a 24/7 Security Operations Center for constant monitoring
- Nessus and Qualys, providing internal weekly and monthly scans

The GovDeals system and website exist in a fully redundant environment. The site is load-balanced across multiple servers and is a true four-tier architecture. The infrastructure is hosted on the Microsoft Azure cloud platform, ensuring all data is replicated 3 times and there are no single points of failure in the underlying infrastructure. Application and infrastructure testing are done prior to releases in development, test, and stage environments to ensure the stability of the site and the infrastructure.

GovDeals utilizes multiple internal and external notification systems to ensure that the appropriate people are notified if there are any warnings, critical issues, or other matters that need immediate attention 24 hours a day, 7 days a week, and 365 days a year.

As with all software and hardware, maintenance downtime is periodically required to upgrade existing software with new versions and to load new enhancements to the production environment. Also, periodically new hardware is added to enhance the system and stay on the cutting edge of technology. Scheduled maintenance is usually performed on Thursday or Saturday mornings, when traffic to the website is minimal (generally around 6 a.m. ET). Clients will be notified prior to scheduled maintenance.

If a bidder was to log on to the website during the maintenance window, a message would appear explaining that the system is temporarily down for maintenance. All maintenance and upgrades to the GovDeals hardware and software provided over the term of the contract will be made at no additional cost to Jefferson Parish.

In the rare event a website outage occurs that is not scheduled, the GovDeals system has the ability to extend auctions for a given period agreed upon by the selling agency, or to withdraw the assets from auction and repost them if so desired. In either case, automatic system notifications will be emailed to any bidders and watchers of the auctions affected, letting them know the change in auction schedule.

GovDeals' Client Account Managers are also directly involved in ensuring their clients' auctions are restored and procedure is followed through by the GovDeals system. Your Client Account Manager will work with you directly as soon as feasibly possible to resolve any issue that may arise from system downtime. It is worth noting that throughout GovDeals' 19-year history, none of our clients have lost any money due to system downtime.

In addition, GovDeals' Bidder Services Help Desk receives all bidder calls, including regarding system availability or technical issues. If the influx of bidder calls causes the Bidder Services Help Desk phone lines to be busy, calls are automatically redirected to our Client Services Help Desk, which is trained to support bidders in these cases, as well. Therefore, in no instance should bidders be required to contact Jefferson Parish due to website disruptions, should such an event occur.

- **Maintenance and support shall be available Monday-Friday between the hours of 8:00 a.m. and 5:00 p.m. CST.**

GovDeals will provide easily accessible, highly responsive technical support and customer service to Jefferson Parish. Typical response time is under an hour, and we commit to always respond within 24

hours. Your Client Account Manager may be reached by cell phone or email 24 hours a day, 7 days a week. If for any reason, your Client Account Manager is not immediately available, you may contact GovDeals' Client Help Desk. Staffed by fully trained Client Services Representatives, the Help Desk provides technical support and problem-solving by toll-free phone, live chat, and email.

- **Disaster recovery plan that covers security and system failures.**

The GovDeals auction website is available 24 hours a day, 7 days a week, and 365 days a year. GovDeals strives to limit downtime as to have zero impact on our clients' auctions. GovDeals performs scheduled system releases on a monthly basis, typically the last Thursday of the month. The releases begin at 4 a.m. CT and normally take an hour or less. Major upgrades to the application or infrastructure are performed, on average, twice a year depending on current requirements, backlog, and infrastructure needs.

Since its launch, the GovDeals auction system has maintained system uptime of 99.99%, and extensive provisions are in place to prevent a system outage, electricity failure, or internet failure.

GovDeals is a fully redundant suite of applications that exists on the Microsoft Azure cloud infrastructure. Each application has multiple servers load balanced along with redundant database servers performing real-time replication. The model allows the sites to handle traffic to the pages as well as failover/disaster recovery. Electricity and internet backup systems are provided by Microsoft to ensure service is not affected by utility outages.

In addition to redundant servers within the live application, these are also backed up within the cloud for simply recovery within minutes if needed. The database performs log shipping backups to a physical machine as well as a cloud copy of the server backed up daily, and a backup rotation via MSSQL with differentials is performed on a routine basis for recovery also.

GovDeals utilizes a third-party image caching service to increase productivity and page delivery times without constant server retrieves that could cost delivery time delays. GovDeals also has internal and external monitoring on all segments of the hardware to ensure the appropriate individuals/teams are notified immediately in the event of an issue. There are rules within the system to automatically remove troubled hardware as not to impact the site or users.

In the case of a database failure, the site would go offline for approximately 15 minutes to cutover to the backup, during which time decisions are being made about any possible data loss depending on the nature of the failure.

In the rare event of unscheduled downtime, GovDeals will ensure all client auctions are restored and procedure is followed through by the GovDeals system. GovDeals contacts affected clients within 1 hour of detection and works directly with the clients to resolve any issue that may arise from system downtime.

In addition, GovDeals' Bidder Services Help Desk receives all bidder calls, including regarding system availability or technical issues. If the influx of bidder calls causes the Bidder Services Help Desk phone lines to be busy, calls are automatically redirected to our Client Services Help Desk, which is trained to support bidders in these cases, as well. Therefore, in no instance should bidders be required to contact clients due to website disruptions, should such an event occur.

Bidding Made Simple and Reliable

- **Simple and uniform methods for bidders to submit bids and have the highest bid price to date posted on the bidding site for all bidders to view.**
- **Internal method of processing complaints or disputes for bidding and payments.**

Since launching the GovDeals online auction service 19 years ago, our bidder database has grown to nearly 1 million people throughout the United States as well as foreign countries. We have incorporated an array of bidder-friendly features that keep our buyers returning to GovDeals again and again.

- Email Notifications: GovDeals' bidders may elect to receive email notifications when they have been outbid on an auction, as well as when an asset is posted matching the bidder's selected "favorites" (described below). Winning bidders will always receive automatic email notification of auction award (Buyer's Certificate).
- Favorites: GovDeals' "favorites" feature allows bidders to be notified by email when new items from any selected category or search criteria are sent to auction. Examples of favorites could include heavy equipment auctioned in Louisiana; Ford trucks within 50 miles of Gretna; or all assets auctioned by Jefferson Parish.
- Proxy Bid (Auto Bid): The GovDeals online auction system includes an optional proxy bidding (Auto Bid) feature that enables bidders to enter the maximum price they are willing to pay, and the auction system will automatically place incremental bids until the bidder's maximum bid is reached, or until the asset is won. The bidder can choose to receive email notification if outbid.
- Identity Protection: GovDeals provides security, antivirus, and firewalls to prevent hacking of any auction information from the servers, and to prevent any bidder from learning the identity of another bidder. Also, GovDeals is PCI-compliant and does not store buyers' payment information.
- Bidder Support: GovDeals provides bidder support from a dedicated service center staffed by 7 experienced GovDeals employees. Bidder support is available by live chat, email, and toll-free phone, as well as Frequently Asked Questions (FAQ) available on GovDeals.com. The Bidder Services Help Desk receives more than 200 calls, emails, and live chats daily, and this team has a stellar 97% first-call resolution rate. The Bidder Services team endeavors to respond to bidder inquiries immediately, or as quickly as possible (in no more than one business day for non-urgent matters). The Bidder Services Help Desk has employees who are fluent in Spanish, and we have a language service available if we need assistance communicating with a prospective bidder who does not speak English or Spanish.

Example Auction Listing

About Us | Help | Contact Us | Searches User: Alicia Andrews

GovDeals provides services to government agencies allowing them to sell surplus assets via the Internet. Each agency has its own auction rules and may be subject to government ordinances.

GovDeals
A LIQUIDITY SERVICES MARKETPLACE

Search Auctions
Advanced Search

2004 GMC Savana G2500

Auction Ends	10/18/19 7:15 PM ET
Remaining	4 Hrs 39 Mins

This item is subject to an auto extension of the auction end time.

Refresh Bid & Time

Buyer's Premium	12.50%
Starting Bid	$2,000.00
Bids	19
High Bidder	w****n
Current Bid	$4,900.99
Bid Increment	$100.00
Minimum Bid	$5,000.99

Terms and Conditions

$ USD Enter Bid Auto-bid

Email if outbid:

Place Bid

Add to **Bid Watch**

587 visitors

Year	Make/Brand	Model	VIN/Serial	Miles	Title Restriction
2004	GMC	Savana	1GJGG25U241224560	69,177	No Title Restriction

Condition	Category	Inventory ID
Used/See Description	Vans	RE4560

2004 GMC Savana G2500 SPORTS VAN, 6.0L V8 OHV 16V. 12 passenger Starts with a boost & ru
Needs new battery; Maintained every 5000 miles; Removed from service 10/04/19; 2 Wheel Driv
automatic transmission, operable; White exterior, needs paint and rust repair; no cracked glass; N
scratches, dent, and dings; Decals have been removed; The gray vinyl seats and interior are impe
No damage or wear; Stock radio Rear heating Ac is cold

Questions and Answers

Ask a question

There are currently no questions posted for this asset.

Seller Information

Campbell County Virginia

Seller Name	Campbell County, VA [view seller's other assets]
Asset Contact:	Anita Dragan (Phone: 434-332-9670)
Asset Location:	47 Court House Ln Rustburg, Virginia 24588-9701 Map to this location

Inspection

Most items offered for sale are used and may contain defects not immediately detectable. Bidders may inspect the property prior to bidding by appointment only. Inspection location: Kabler Lane Parking Lot on the corner of Kabler Lane and Village Highway in Rustburg, VA Please see the contact above to schedule an inspection.

Payment

Wire Transfer PayPal VISA MasterCard DISCOVER AMERICAN EXPRESS

Payment methods for this item are Wire Transfer, PayPal, or credit cards (Visa, Mastercard, American Express*, Discover) only. * American Express is not available for buyers on probation. PayPal and credit card purchases are limited to below $5,000.00 and Bidders residing in the United States, Canada and Mexico Only. If the winning bid plus applicable taxes, if any indicated, plus the buyer's premium equals to $5,000.00 or more, Wire Transfer must be used. Buyers on level one probation have a PayPal and Credit Card limit of $1,000. If Wire Transfer is chosen, a Wire Transfer Transaction Summary page will provide payment and account information. The Wire Transfer must be completed within 5 days unless otherwise specified below.
PAYMENT MUST BE MADE ONLINE -- To make online payment, log into your GovDeals account and select 'My Bids'. Please follow the instructions there.

Payment in full is due not later than five (5) business days from the time and date of the Buyer's Certificate. Payment must be made electronically through the GovDeals Website. Payment Methods are listed above.
TAX EXEMPTION: Where taxes are applicable (see the Buyer's Certificate), Tax Exempt documents must be provided to this seller within 24 hours of the auctions close and before payment is made. Please see the contact below for any questions.

Removal

Property may be removed by appointment only and appointments must be made at least 24 hours in advance. All items must be removed within ten (10) business days from the time and date of issuance of the Buyer's Certificate.

The Buyer will make all arrangements and perform all work necessary, including packing, loading and transportation of the property. No Assistance will be provided. A daily storage fee of $10.00 may be charged for any item not removed within the 10 business days allowed and stated on the Buyer's Certificate.

Media

Special Instructions

NOTICE: If you are the winning bidder and default by failing to adhere to this sellers terms and conditions your account with GovDeals WILL BE LOCKED.

Guaranty Waiver. All property is offered for sale 'AS IS, WHERE IS.' Campbell County, VA makes no warranty, guaranty or representation of any kind, expressed or implied, as to the merchantability or fitness for any purpose of the property offered for sale. Please note that upon removal of the property, all sales are final.

Description Warranty. Seller warrants to the Buyer that the property offered for sale will conform to its description. Any claim for misdescription must be made prior to removal of the property. If Seller confirms that the property does not conform to the description, Seller will keep the property and refund any money paid. The liability of the seller shall not exceed the actual purchase price of the property.

Quick Asset Lookup (QAL) #: 7867-345 (GD)

Help Desk Hours: Monday - Friday, 8 am - 7 pm ET.
Contact us with any questions, comments or concerns.

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Section 6.1 Promotion and Advertising

Auctioneering company shall perform and/or provide the following:

- **Auctioneering firm shall provide monthly advertising of the availability of all items being auctioned at a minimum of once a month.**
- **All advertising shall be able to attract a minimum of fifty-thousand viewers at any time.**
- **For items valued at $4,000.00 or greater the successful bidder shall provide a marketing team to contact potential bidders who has shown expressed interest in specific items.**

GovDeals agrees to provide comprehensive marketing and outreach to both current and prospective bidders for all assets valued at $4,000 or greater. Niche advertising, bidder e-mail blasts, and press releases are just some of the ways GovDeals attracts targeted buyers to our clients' assets. Our marketing outreach plans are based proven ability to reach buyers interested in the specific assets to be sold, so Jefferson County can rest assured a large number of prospective bidders will see the relevant advertising Your Client Account Manager and our Marketing team will meet with Jefferson Parish at implementation and as needed throughout the contract to discuss strategies to best promote and successfully sell the Parish's surplus assets.

Marketing Outreach to Bring the Highest ROI

A major part of GovDeals' service and ultimate success is the promotion of assets through advertising and marketing. We expend significant effort and funding to maximize competitive bidding for our clients' assets, since competition for surplus assets is directly tied to the revenue the selling governments obtain for these assets. Jefferson Parish will not be charged a fee for any marketing efforts provided by GovDeals; last year, GovDeals placed more than 42,000 online and print ads for our clients' assets at no additional charge.

Our time-tested and proven approach to marketing government surplus goods for online auction is unparalleled. We know from research and experience how to develop and implement customized marketing plans for our government clients, and our 6-person Marketing Department has the expertise to create effective ads, press releases, mailings, etc., and utilize the right combination of these in order to consistently bring a steady stream of targeted website traffic to our government clients' surplus assets.

As marketing plans are developed for Jefferson Parish's assets, your GovDeals Client Account Manager and our Marketing Department will communicate regularly with your team to ensure Jefferson Parish is always involved in decision-making, such as approving ads or press releases.

Overview of Marketing Strategies

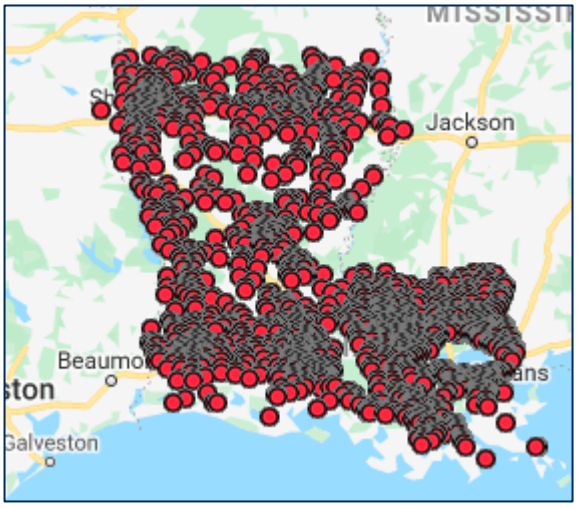
- **Niche Marketing:** Running vehicles, heavy equipment, unique, and high-value assets that Jefferson Parish wishes to sell on the GovDeals auction website will be advertised or listed on niche websites that will expose your assets to targeted buyers. For example:
  - Heavy trucks and highway equipment are advertised in *Rock and Dirt* and www.MyLittleSalesman.com, as well as other trade publications.
  - Cars, trucks, and vans are advertised at www.CarDaddy.com.
  - Medical and laboratory items are promoted at www.DotMed.com, www.LabX.com and www.EquipMatching.com.
  - Transit and school buses are advertised at www.BusesOnline.com and www.BusNut.com.
  - Garbage trucks are advertised at www.TrashTrucksOnline.com, and fire trucks, ambulances, and other rescue equipment are advertised on www.1stResponder.com.

- **Email Marketing to Targeted Bidders:** GovDeals has bidders in all 50 U.S. states and in 160 foreign countries for a total of nearly 1 million registered and verified bidders. We have over 7,300 active bidders in Louisiana, and over 15,700 within 200 miles of Gretna (see maps at below).

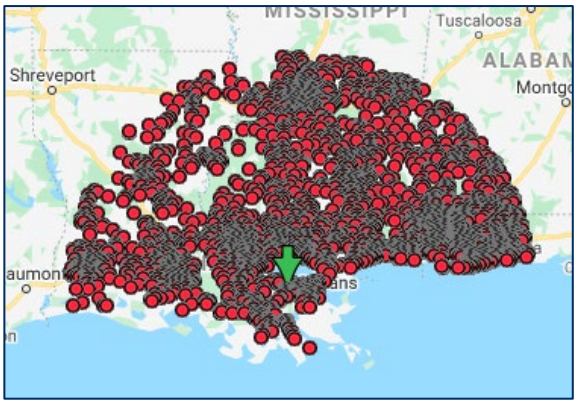
  To harness the strength of this extensive bidder base for asset marketing, email blasts (e-Flyers) are sent to previous bidders and buyers of relevant categories. This has repeatedly proven one of our most successful marketing strategies.

- **Local Marketing:** As shown on the maps on this page, GovDeals already has a large and active bidder base in the Gretna area. In order to further make local residents aware of Jefferson Parish's auctions. GovDeals' Marketing Department will implement strategies to inform the public of Jefferson Parish's GovDeals auctions, including preparing press releases and placing ads as needed. Strategic marketing efforts, such as outdoor signage and public access TV ads, may be utilized as needed. GovDeals can also provide outdoor banners for high-traffic areas, as well as flyers for bulletin boards and to pass out to local businesses and residents.

Over 7,300 Active GovDeals Bidders in Louisiana



Over 15,700 Active GovDeals Bidders within 200 Miles of Gretna



- **Notifying Your Previous Bidders:** If desired by Jefferson Parish, GovDeals will notify Jefferson Parish's previous auction and/or sealed bid participants that Jefferson Parish is now selling surplus on GovDeals.com. This can be accomplished by postcard or email blast, depending on Jefferson Parish's wishes and the contact methods available to reach past participants.

- **Custom Marketing Plans:** When Jefferson Parish has specialty assets to auction, GovDeals' Marketing Department will develop custom promotion and advertising strategies designed to bring the highest dollar amount possible for each asset. Various types of assets considered unique, high-value, or specialty may be considered for this custom marketing, which involves identification of target audiences and niche media.

  Such assets may include, but are not limited to, helicopters and aircraft; classic/custom automobiles; specialty equipment; firearms and accessories; jewelry and collectibles; real estate properties; machinery and industrial equipment; and cost avoidance/demolition projects.

- **News Coverage:** GovDeals periodically receives local, regional, and national broadcast, online, and print media coverage. This not only results in promotion for specific assets, but also drives bidder sign-up. For example, a news report by MSN Money resulted in a 250% increase in daily registrations.

2016 Chevrolet Malibu

Louisiana State Surplus, LA
$10,092.50

Advertised with

Cardaddy
ClassifiedAds.com

- Auction Dates: Nov 23, 2020 - Nov 30, 2020
- Auction began with an opening bid of $6,000 and no reserve
- Seven participants placed 22 bids
- Auction page had 1,559 visitors
- 19 bidders came from Classifiedads.com and 14 came from CarDaddy.com*

**Google Analytics*

Lot of Macbooks in various conditions

Iberville Parish School Board, LA
$64,743.75

Advertised with

EquipMatching
ClassifiedAds.com

- Auction Dates: Jan 22, 2020 - Jan 31, 2020
- Auction began with an opening bid of $10,250 and no reserve
- Six participants placed 59 bids
- Auction page had 1,749 visitors
- 11 bidders came from Classifiedads.com and 10 came from Equipmatching.com*

**Google Analytics*

GovDeals.com®
Online Government Surplus Auctions

1996 Kenworth W900

Louisiana Parish Sheriff's Office LA

$32,062.50

Advertised with

ROCK & DIRT THE EQUIPMENT MARKETPLACE

Cardaddy

- Auction Dates: Apr 13, 2020 - May 12, 2020
- Auction began with an opening bid of $6,666 and a $7,000 reserve
- Six participants placed 28 bids
- Auction page had 8,137 visitors
- 222 bidders came from RockandDirt.com and 46 came from CarDaddy.com*

**Google Analytics*

2011 JOHN DEERE 700J LDG DOZER

Calcasieu Parish Police, LA

$75,000

Advertised with

ROCK & DIRT THE EQUIPMENT MARKETPLACE

MY LITTLE SALESMAN

- Auction Dates: Jul 15, 2020 - Jul 30, 2020
- Auction began with an opening bid of $1,000 and no reserve
- 19 participants placed 76 bids
- Auction page had 2,300 visitors
- 459 bidders came from MyLittleSales-man.com and 182 came from RockandDirt.com*

GovDeals.com®
Online Government Surplus Auctions

Section 7.0 Manner of Payment to Jefferson Parish

Jefferson Parish shall receive a wire transfer payment on the first day of each month for all items sold the previous month.

GovDeals' efficient payment remittance process is generally much faster than a monthly payment.

GovDeals will remit payment for the asset once the Parish has marked it as removed, or "Picked Up", by the winning bidder. Assets marked "Picked Up" by Friday will be included in the next week's payment cycle. GovDeals will withhold the agreed-upon fee and will electronically remit the balance to Jefferson Parish. GovDeals will also remit applicable taxes to the appropriate taxing authorities.

Your Client Account Manager and the GovDeals team will be happy to discuss our weekly and monthly payment options upon request.

References

Government Agency	Louisiana State Surplus
Contact Name & Title	Brian Badin, Compliance Manager
Address	1059 Brickyard Ln., Baton Rouge, LA 70802
Phone Number	(225) 342-6828
Email Address	Brian.babin3@la.gov
GovDeals Client Since	2009
Number of Auctions	5,767
Total Sales	$14.3 million

Government Agency	Gretna Police Department
Contact Name & Title	Gwen Turner, Human Resource Director
Address	740 2nd St., Gretna, LA 70053
Phone Number	(504) 227-7615
Email Address	gturner@gretnala.com
GovDeals Client Since	2012
Number of Auctions	132
Total Sales	$474,172

Government Agency	Louisiana Federal Surplus
Contact Name & Title	Kenny Lee, Manager
Address	1635 Foss St., Baton Rouge, LA 70802
Phone Number	(225) 342-7860
Email Address	Kenny.lee@la.gov
GovDeals Client Since	2011
Number of Auctions	540
Total Sales	$550,034

BID NO.: 50-00132716

BID FORM
Non-Public Works

All Public Work Projects are required to use the Louisiana Uniform Public Work Bid Form

All prices must be held firm unless an escalation provision is requested in this bid. Jefferson Parish will allow one escalation during the term of the contract, which may not exceed the U.S. Bureau of Labor Statistics National Index for all Urban Consumers, unadjusted 12-month figure. The most recently published figure issued at the time an adjustment is requested will be used. A request must be made in writing by the vendor, and the escalation will only be applied to purchases made after the request is made.

Are you requesting an escalation provision?

YES_____ NO X

MAXIMUM ESCALATION PERCENTAGE REQUESTED N/A %

INITIAL BID PRICES WILL REMAIN FIRM THROUGH THE DATE OF End of Contract.

For the purposes of comparison of bids when an escalation provision is requested, Jefferson Parish will apply the maximum escalation percentage quoted by the bidder to the period to which it is applied in the bid. The initial price and the escalation will be used to calculate the total bid price. It will be assumed, for comparison of prices only, that an equal amount of material or labor is purchased each month throughout the entire contract.

DELIVERY: FOB JEFFERSON PARISH

INDICATE DELIVERY DATE ON EQUIPMENT AND SUPPLIES N/A

LOUISIANA CONTRACTOR'S LICENSE NO.: (if applicable) AB-517

THIS SECTION MUST BE COMPLETED BY BIDDER:

FIRM NAME: Liquidity Services Operations, LLC

ADDRESS: 100 Capitol Commerce Blvd., Ste. 110

CITY, STATE: Montgomery, AL ZIP: 36117

TELEPHONE: (800) 613-0156 Ext. 4470 FAX: (334) 387-0519

EMAIL ADDRESS: vendor@govdeals.com

In the event that addenda are issued with this bid, bidders MUST acknowledge all addenda on the bid form. Bidder must acknowledge receipt of an addendum on the bid form by placing the addendum number as indicated. Failure to acknowledge any addendum on the bid form will result in bid rejection.

Acknowledge Receipt of Addenda: NUMBER: 1

NUMBER: 2

NUMBER:

NUMBER:

TOTAL PRICE OF ALL BID ITEMS: $ 0% fee to Jefferson Parish / 12.5% buyer's premium

AUTHORIZED SIGNATURE: Steve Kranzusch

Steve Kranzusch
Printed Name

TITLE: Vice President and General Manager

SIGNING INDICATES YOU HAVE READ AND COMPLY WITH THE INSTRUCTIONS AND CONDITIONS.

NOTE: All bids should be returned with the BID NUMBER and BID OPENING DATE indicated on the outside of the electronic envelope submitted to the Purchasing Department.

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00132716

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
1	1.00	JOB	CONTRACT TO PERFORM INTERNET WEB-BASED/ ON-LINE AUCTIONEERING SERVICES FOR VARIOUS JEFFERSON PARISH SURPLUS EQUIPMENT FOR JEFFERSON PARISH DEPARTMENT OF GENERAL SERVICES 0010 - WEB-BASED/ON-LINE AUCTIONEERING SERVICES	0% fee to Jefferson Parish	0% fee to Jefferson Parish
				12.5% buyer's premium to winning bidders	12.5% buyer's premium to winning bidders
				Optional: 1.25% annual rebate by using available cooperative contract (OMNIA or Sourcewell)	Optional: 1.25% annual rebate by using available cooperative contract (OMNIA or Sourcewell)
				Jefferson Parish effective rate: -1.25%	Jefferson Parish effective rate: -1.25%

DocuSign Envelope ID: 177F4278-2CA6-452E-ACA8-8774C6CF3711

LIQUIDITY SERVICES OPERATIONS LLC

CONSENT OF THE SOLE MEMBER AND MANAGER

March 27, 2020

The undersigned, being the sole member and manager (the "**Member/Manager**") of Liquidity Services Operations LLC, a Delaware limited liability company (the "**Company**"), acting pursuant to Section 18-302 of the Limited Liability Company Act of the State of Delaware, as amended, hereby adopts the following resolutions as though such resolutions had been adopted at a duly convened meeting of the Member/Manager held on the date hereof for such purpose:

RESOLVED, that the following named individuals be, and they hereby are, appointed as officers of the Company, to hold the office set forth opposite such individual's name until his or her successor shall be appointed and qualified or until he or she shall resign or be removed:

Name:	**Title:**
William P. Angrick, III	Chairman and Chief Executive Officer
Jorge A. Celaya	Executive Vice President and Chief Financial Officer
John P. Daunt	Executive Vice President and Chief Commercial Officer
Steven Weiskircher	Senior Vice President and Chief Technology Officer
Mark A. Shaffer	Vice President, General Counsel and Corporate Secretary
Michael Lutz	Vice President, Human Resources
Nicholas Rozdilsky	Vice President and Chief Marketing Officer
Samuel Guzman	Vice President and Chief Accounting Officer
Scott O'Donnell	Vice President
Jeffrey Rechtzigel	Vice President
Steven Kranzusch	Vice President
Elizabeth Maxted	Vice President

FURTHER RESOLVED, that all prior actions and transactions which have been taken or entered into by the officers of the Company in conducting the business of the Company be, and they hereby are, fully ratified, approved and confirmed; and

FINALLY RESOLVED, that the originally executed copy of this Consent shall be filed with the books and records of the Company as the actions of the Member/Manager.

DocuSign Envelope ID: 177F4278-2CA6-452E-ACA8-8774C6CF3711

IN WITNESS WHEREOF, the undersigned Member/Manager has executed this Consent as of the date first set forth above.

Liquidity Services, Inc., as the sole member and manager of the Company

By: DocuSigned by: Mark Shaffer 4AEA468D47EE44C...

Name: Mark A. Shaffer
Title: Vice President, General Counsel and Corporate Secretary

Non-Public Works Bid

AFFIDAVIT

STATE OF Alabama

PARISH/COUNTY OF Montgomery

BEFORE ME, the undersigned authority, personally came and appeared: Steve Kranzusch, (Affiant) who after being by me duly sworn, deposed and said that he/she is the fully authorized VP and General Manager of Liquidity Services Operations, LLC (Entity), the party who submitted a bid in response to Bid Number 50-00132716, to the Parish of Jefferson.

Affiant further said:

Campaign Contribution Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A _____ Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice B X there are **NO** campaign contributions made which would require disclosure under Choice A of this section.

Debt Disclosures

(Choose A <u>or</u> B, if option A is indicated please include the required attachment):

Choice A _____ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B __X__ There are **<u>NO</u>** debts which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

[*The remainder of this page is intentionally left blank.*]

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

Signature of Affiant

Steve Kranzusch

Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME

ON THE 15th DAY OF December, 20 20.

Notary Public

Alicia Andrews

Printed Name of Notary

N/A

Notary/Bar Roll Number

My commission expires April 10, 2022.

ALICIA ANDREWS NOTARY PUBLIC AT LARGE STATE ALABAMA

Updated: 02.27.2014

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

5/1/2021

DATE (MM/DD/YYYY): 9/30/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
Lockton Companies
1801 K Street NW, Suite 200
Washington DC DC 20006
(202) 414-2400

CONTACT NAME:
PHONE (A/C, No, Ext):
FAX (A/C, No):
E-MAIL ADDRESS:

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : Great Northern Insurance Company	20303
INSURER B : Federal Insurance Company	20281
INSURER C :	
INSURER D :	
INSURER E :	
INSURER F :	

INSURED
1331752
Liquidity Services Operations LLC
6931 Arlington Road, Suite 200
Bethesda MD 20814

COVERAGES LIQSE01 **CERTIFICATE NUMBER:** 10651129 **REVISION NUMBER:** XXXXXXX

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY	N	N	3589-49-41	5/1/2020	5/1/2021	EACH OCCURRENCE	$ 1,000,000
	CLAIMS-MADE X OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$ 1,000,000
							MED EXP (Any one person)	$ 10,000
							PERSONAL & ADV INJURY	$ 1,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$ 2,000,000
	POLICY PRO-JECT LOC						PRODUCTS - COMP/OP AGG	$ 2,000,000
	OTHER:							$
B	AUTOMOBILE LIABILITY	N	N	7361-48-52	5/1/2020	5/1/2021	COMBINED SINGLE LIMIT (Ea accident)	$ 1,000,000
	X ANY AUTO						BODILY INJURY (Per person)	$ XXXXXXX
	OWNED AUTOS ONLY / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$ XXXXXXX
	HIRED AUTOS ONLY / NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$ XXXXXXX
	X $1,000 Comp X $1,000 Coll							$ XXXXXXX
B	X UMBRELLA LIAB X OCCUR	N	N	93649206	5/1/2020	5/1/2021	EACH OCCURRENCE	$ 10,000,000
	EXCESS LIAB CLAIMS-MADE						AGGREGATE	$ 10,000,000
	DED RETENTION $							$ XXXXXXX
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY		N	7175-70-51	5/1/2020	5/1/2021	X PER STATUTE OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N N	N/A					E.L. EACH ACCIDENT	$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

10651129
Evidence of Insurance

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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