

ATTACHMENT C - PRICE SCHEDULE

A. Tier 1 – Use of Website Only.

1. Contractor / GovDeals offers a success-based fee structure that is charged only on successfully completed auctions. There will be no additional fees or charges for our standard services. There will be no fee if an auction does not result in a completed sale, and there will be no charges to the State or Participating Entity for any marketing efforts, training, software upgrades, or consultation and client support provided on-site or remotely.
2. Tier One enables the Participating Entity to collect its own payments and be invoiced by GovDeals (Non-FSS). If the Entity prefers to utilize GovDeals' system and service with our payment collection and remittance service, Financial Settlement Services (FSS) included, the Entity should utilize our Tier Two services.
3. GovDeals is strongly encouraging use of our Tier Two service for the following reasons:
 - The majority of states now require applicable tax collection on internet purchases, to include the purchase of government-owned surplus assets. Some states extend tax collection to vehicles.
 - This expansion of tax collection creates an added level of responsibility and additional liability for state surplus operations.
 - Tier Two service transfers this responsibility and liability to GovDeals – we become the Marketplace Facilitator for your surplus operation.
 - As your Marketplace Facilitator, GovDeals assumes responsibility and liability for:
 - ✓ Monitoring tax rates and tax law changes to ensure that the proper sales tax is applied to each auction based on the type of asset being sold and its location.
 - ✓ Maintenance and application of tax exemption status – we collect buyers' tax- exempt documents, apply these accordingly, and ensure these remain current.
 - ✓ Remittance of taxes to the proper taxing authorities.
4. Entities already using GovDeals may continue at their current fee structure or adopt the updated pricing and program benefits outlined below. The pricing provided below is GovDeals' ceiling pricing. GovDeals reserves the right to negotiate lower pricing and/or payment terms on a case- by-case basis based on asset type, asset value, or sales volume.

5. Pricing: US- 0% Seller Fee with 12.5% Buyer's Premium

6. Elevated Services Pricing: Offered on a case-by-case basis. GovDeals recognizes that government agencies have different needs. In this spirit, we offer ceiling pricing of an additional 20% fee to accommodate special circumstances warranting that GovDeals provides various additional services.

a. These services may include, in addition to the services offered herein, taking photographs/videos of assets for promotion and sale purposes; uploading descriptive content and media to create auction listings; tasks such as transportation and storage of assets (limited to areas where such service is offered), etc.

b. Note: When a client requests additional services, GovDeals will review the client's specific needs, projected sales volume, and other relevant

details of the prospective account to determine service availability and pricing on a per-case basis.

7. Real Estate related Services Pricing: Real estate category fees are based on the specific type and the potential value of each parcel or the potential aggregated value of the opportunity.

GovDeals’ fee for the auction of real estate assets is lower than the 12.5% ceiling fee proposed.

8. Rebate: Entities may be eligible for GovDeals’ Volume Discount Program (VDP). This program pays a rebate on completed sales. The volume discount payments are applied to each transaction, or if requested, may be remitted annually. If reduced upfront pricing is offered to a specific client for all assets and/or for higher-valued assets such as aviation assets or asset categories such as real estate, a rebate will not be paid on these sales since their fee has already been discounted.

9. TIER ONE: Use of an Offeror’s website as a marketing and/or publicizing tool by a Purchasing Entity:

Item	Description of Commodity and/or Services	Percentage Fee to Buyer	Percentage Fee to Seller
1.	<p>Online Auction Fee</p> <p><i>Entities already using GovDeals may continue at their current fee structure or adopt the updated pricing and program benefits outlined herein. The pricing provided herein is GovDeals’ ceiling pricing. GovDeals reserves the right to negotiate lower pricing and/or payment terms on a case-by- case basis based on asset type, asset value, or sales volume.</i></p> <p><i>*Most often clients have buyers pay GovDeals’ Fee as a Buyer’s Premium, making the percentage fee to the Seller 0%. Or this fee can be paid entirely by the seller or split.</i></p>	12.5%	0%*
2.	<p>Please list any percentage fees that are different from the percentage fee listed above or percentage fees that are specific to an auction category (example: vehicles, heavy equipment, real estate) and/or any additional percentage Fees (charged to either Buyer or Seller)</p>		

2a.	<p>Volume Discount Program/Fee Rebate**</p> <p><i>The Percentage of the standard auction fee proposed that is returned to sellers is determined on a case-by-case basis with a minimum rebate of 1.25%.</i></p> <p><i>Entities who use GovDeals or begin using GovDeals at a fee that is below 12.5% based on asset type, asset value, or their aggregated sales volume are already receiving a rebate in the form of a fee reduction and are therefore not eligible for an additional rebate.</i></p>	0%	-1.25%**
2b.	Additional Services (Customized Services to meet specific client needs) This additional fee may be split between buyer and seller.	Additional Fee determined on a case-by-case basis with a 20% Ceiling	

TIER ONE

		Unit of Measure	Total Cost/% (if applicable)
3.	Value Added Services: (Any services not specified above. If the price for these services is included in above charges, mark Total Cost field, INCL.)		
3a.	Training (On-Site or Remote)		INCL
3b.	On-Call Support, & Auction Guidance/Best Practices		INCL
3c.	Asset Marketing Services		INCL
3d.	Custom Landing Page and Custom-Built Templates		INCL
3e.	Real-Time, Audit-Level Reporting Tools & Accounting Support		INCL
3f.	Asset Redistribution Functionality		INCL

B. Tier 2 – Use of Website and Accounting.

1. GovDeals offers a success-based fee structure that is charged only on successfully completed auctions. There will be no additional fees or charges for our standard services. There will be no fee if an auction does not result in a completed sale, and there will be no charges to the State or Participating Entity for any marketing efforts, training, software upgrades, or consultation and client support provided on-site or remotely.
2. Tier Two enables the Participating Entity to utilize GovDeals' system and service with our payment collection and remittance service, Financial Settlement Service (FSS) included. If the Entity elects to collect its own payments and be invoiced by GovDeals (Non-FSS), the Entity should utilize our Tier One services.
3. GovDeals is strongly encouraging use of our Tier Two service for the following reasons:
 - The majority of states now require applicable tax collection on internet purchases, to include the purchase of government-owned surplus assets. Some states extend tax collection to vehicles.
 - This expansion of tax collection creates an added level of responsibility and additional liability for state surplus operations.
 - Tier Two service transfers this responsibility and liability to GovDeals – we

become the Marketplace Facilitator for your surplus operation.

- As your Marketplace Facilitator, GovDeals assumes responsibility and liability for:
 - ✓ Monitoring tax rates and tax law changes to ensure that the proper sales tax is applied to each auction based on the type of asset being sold and its location.
 - ✓ Maintenance and application of tax exemption status – we collect buyers’ tax- exempt documents, apply these accordingly, and ensure these remain current.
 - ✓ Remittance of taxes to the proper taxing authorities.

4. Entities already using GovDeals may continue at their current fee structure or adopt the updated pricing and program benefits outlined below. The pricing provided below is GovDeals’ ceiling pricing. GovDeals reserves the right to negotiate lower pricing and/or payment terms on a case- by-case basis based on asset type, asset value, or sales volume.

5. Pricing: US- 0% Seller Fee with 12.5% Buyer's Premium

6. Elevated Services Pricing: Offered on a case-by-case basis. GovDeals recognizes that government agencies have different needs. In this spirit, we offer ceiling pricing of an additional 20% fee to accommodate special circumstances warranting that GovDeals provides various additional services.

A. These services may include, in addition to the services offered herein, taking photographs/videos of assets for promotion and sale purposes; uploading descriptive content and media to create auction listings; tasks such as transportation and storage of assets (limited to areas where such service is offered), etc.

B. Note: When a client requests additional services, GovDeals will review the client’s specific needs, projected sales volume, and other relevant details of the prospective account to determine service availability and pricing on a per-case basis.

7. Real Estate related Services Pricing: Real estate category fees are based on the specific type and potential value of each parcel or the potential aggregated value of the opportunity. GovDeals’ fee for the auction of real estate assets is lower than the 12.5% ceiling fee proposed.

8. Rebate: Entities may be eligible for GovDeals’ Volume Discount Program (VDP). This program pays a rebate on completed sales. The volume discount payments are applied to each transaction, or if requested, may be remitted annually. If reduced upfront pricing is offered to a specific client for all assets and/or for higher-valued asset categories such as real estate, a rebate will not be paid on these sales since the fee has already been discounted.

9. TIER TWO: Use of an Offeror’s website and accounting operation by a Purchasing Entity

Participating Entity will post photos and details of the property on the website and perform all work in auctioning, transporting and administration of the property, including handling of any related titles and funds.

Item	Description of Commodity and/or Services	Percentage Fee to Buyer	Percentage Fee to Seller
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1.	<p>Online Auction Fee</p> <p><i>Entities already using GovDeals may continue at their current fee structure or adopt the updated pricing and program benefits outlined herein. The pricing provided herein is GovDeals' ceiling pricing. GovDeals reserves the right to negotiate lower pricing and/or payment terms on a case-by- case basis based on asset type, asset value, or sales volume.</i></p> <p><i>*Most often clients have buyers pay GovDeals' Fee as a Buyer's Premium, making the percentage fee to the Seller 0%. Or this fee can be paid entirely by the seller or split.</i></p>	12.5%	0%*
2.	<p>Please list any percentage fees that are different from the percentage fee listed above or percentage fees that are specific to an auction category (example: vehicles, heavy equipment, real estate) and/or any additional percentage Fees (charged to either Buyer or Seller)</p>		
2a.	<p>Volume Discount Program/Fee Rebate</p> <p><i>The Percentage of the standard auction fee proposed that is returned to sellers is determined on a case-by-case basis with a minimum rebate of 1.25%.</i></p> <p><i>**Entities who use GovDeals or begin using GovDeals at a fee that is below 12.5% based on asset type, asset value, or their aggregated sales volume are already receiving a rebate in the form of a fee reduction and are therefore not eligible for an additional rebate.</i></p>	0%	-1.25%**
2b.	<p>Additional Services (Customized Services to meet specific client needs) This additional fee may be split between buyer and seller.</p>	Additional Fee determined on a case-by-case basis with a 20% Ceiling	

TIER TWO

		Unit of Measure	Total Cost/% (if applicable)
3.	<p>Value Added Services: (Any services not specified above. If the price for these services is included in above charges, mark Total Cost field, INCL.)</p>		
3a.	Shouldering Liability for Fraud/Chargebacks		INCL
3b.	Marketplace Facilitator – Responsible and Liable for Tax Collection and Remittance		INCL
3c.	Training, On-Call Support, & Auction Guidance/Best Practices		INCL

3d.	Asset Marketing Services		INCL
3e.	Custom Landing Page and Custom-Built Templates		INCL
3f.	Real-Time, Audit-Level Reporting Tools & Accounting Support		INCL
3e.	Asset Redistribution Functionality		INCL