

Section II Organization Qualifications and Experience

RFP 202102021 - eProcurement Solutions and Services

Bonfire Interactive LTD

August 4th, 2021

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1. Overview of the Organization

Present a brief statement of qualifications. Describe the history of the Bidder's organization, especially regarding skills pertinent to the specific work required by the RFP and any special or unique characteristics of the organization which would make it especially qualified to perform the required work activities.

Bonfire was founded in 2012 on the simple premise that public procurement teams deserve dedicated platforms for their Sourcing to Contracts needs. Bonfire's initial focus was on building the first truly comprehensive RFx Listing to Evaluation platform in the market - a platform capable of handling procurement projects ranging from the simple quote to the complex multi-award, multi-organization RFP. Over the past 10 years the platform grew substantially in depth and breadth covering the entire Source to Contract process - from requisition to vendor performance. Over that time span our client base has been on an exponential growth trajectory, covering the entire section of public sector procurement with a range encompassing small towns to the largest state agencies in the country.

From inception, our approach involved working hand-in-hand with public procurement teams in developing the functionality of Bonfire. To this day, we take great pride in involving our client base in all product development activities from initial ideation to product delivery. This approach has led directly to a platform that consistently receives accolades from our client base for being quick to learn, easy to use, and rapid to deploy. The concepts we use in designing the platform are rooted in public procurement best practices, with “design for fair and transparent” being one of our core design principles. This makes Bonfire a solution that ‘works out of the box’ with little need for customization while being very versatile in configuration. Furthermore, we’re strong believers that Procurement is a strategic lever within an organization and that public procurement teams deserve a platform that allows them to go beyond simply automating their process. To enable procurement to be more strategic, we have been building new functionality that exposes key data-points from Bonfire’s extensive 65,000+ project library covering metrics for vendor participation, expected timelines based on category, criteria weighting and guidance, as well as access to thousands of RFx templates used in other opportunities. Procurement professionals can use these data points and resources to plan their work, set better expectations, and give them a lead on market research.

We understand that change is difficult. As a Software-as-a-Service provider, we firmly believe that for a digital transformation project to be successful we should focus just as much on the Service component as we do on the Software component. That is why we take pride in the white-glove service our clients receive from us. Our level of service is reflected in our industry leading metrics of a consistent Net Promoter Score of 70+ (in the top 1% of SaaS companies) and customer satisfaction score of 98%+ for nine years straight, leading our Client Experience team to win several industry awards. Our customer service team is complemented with an experienced Implementations and Professional Services team that has successfully delivered over 500 implementations to-date. Post implementation, our Client Success Management team will ensure that the client’s voice is heard within the organization, and will ensure each client is staying up to date with the latest product launches and are getting the training they need.

Beyond our large client-facing teams, we believe there needs to be an abundance of resources and training to ensure that our procurement professionals, internal clients, and vendor communities are successful and happy. Bonfire provides unlimited training and support for all stakeholders (including internal users, vendors, consultants, and whoever else may be involved), as

well as self service resources including an online learning platform fully integrated into Bonfire, built-in in-application guides and prompts, and over 400 how-to articles and videos.

We believe that our mix of deep history and experience within the procurement space, our proven client experience and implementation track record, combined with our fresh approach to building procurement products that go beyond merely digitizing a process is what makes Bonfire an easy choice for public procurement organizations looking to modernize their functions. Our team is deeply missional - we truly believe that we have the ability to impact the world in a positive way by providing teams with a procurement platform that they actually *want to use* and by supporting them throughout their modernization journey.

2. Previous Projects

Provide a description of projects that occurred within the past five years which reflect experience and expertise needed in performing the functions described in the “Scope of Services” portion of the RFP. Each description is to include:

- a. Client Name*
- b. Contact person*
- c. Contact person’s telephone number*
- d. Contact person’s email address*

Name of Organization:	Delaware Health and Social Service
Business Address:	Jesse Cooper Building, Federal & Water Streets
Business City:	Dover
Business State:	Delaware
Business ZIP:	19903
Contact Person Name:	Kimberly Jones
Contact Person Title:	Manager of Support Services
Phone:	(302) 255-9291
Email	Kimberly.jones@delaware.gov
Project Title:	Sourcing/Bid Management & Contract Management Software
Project Description	DHSS contracted with Bonfire to digitize the solicitation and RFP evaluation process.

	On-boarding Bonfire at the beginning of the pandemic ensured seamless continued remote operation, leading to the division being awarded "Employees of the year" for 2020.
Project Start Date:	March 2020
Project End Date:	On-going

Name of Organization:	Texas Department of Transportation
Business Address:	150 E. Riverside Drive
Business City:	Austin
Business State:	Texas
Business ZIP:	78704
Contact Person Name:	Dan Neil
Contact Person Title:	PEPS Section Director, Center of Excellence
Phone:	512.416.2667
Email	dan.neal@txdot.gov
Project Title:	Sourcing/Bid Management
Project Description	Bonfire contracted with TxDOT to digitize their solicitation and evaluation process of all competitive procurement. The project is led by their Professional Engineering Services Group who is leveraging Bonfire's unique online qualification and evaluation workflows.
Project Start Date:	June 2020
Project End Date:	On-going

Name of Organization:	Port Authority of New York and New Jersey
Business Address:	4 World Trade Center 150 Greenwich Street, 21nd Floor

Business City:	New York
Business State:	New York
Business ZIP:	10007
Contact Person Name:	Kedar Gokhale
Contact Person Title:	Manager of Procurement Systems
Phone:	(212) 435-4643
Email	kgokhale@panynj.gov
Project Title:	Sourcing/Bid Management
Project Description	The Port Authority went to market in 2020 for a source-to-contract software to ensure compliance with public procurement codes and facilitate reporting. Bonfire has been implemented in all 5 purchasing divisions across 30 contract specialists that manage solicitations.
Project Start Date:	June 2020
Project End Date:	On-going

Name of Organization:	New Mexico Human Services Department
Business Address:	P.O. Box 2348
Business City:	Santa Fe
Business State:	New Mexico
Business ZIP:	P.O. Box 2348
Contact Person Name:	Gary Chavez
Contact Person Title:	Chief Procurement Officer
Phone:	(505) 827-9469
Email	garyo.chavez@state.nm.us
Project Title:	Bid Management/Sourcing Software

Project Description	New Mexico Human Services contracted with Bonfire to streamline their RFP process, by receiving digital, structured proposals and facilitating multi-user and multi-stage online evaluations.
Project Start Date:	July 2020
Project End Date:	On-going

3. Subcontractors

If subcontractors are to be used, provide a brief description of the subcontractors' organizational capacity and qualifications. Bidders must provide the subcontractor's:

- a. Name**
- b. Address**
- c. Contact person**
- d. Contact person's telephone number**
- e. Contact person's email address**

Bonfire does not use subcontractors.

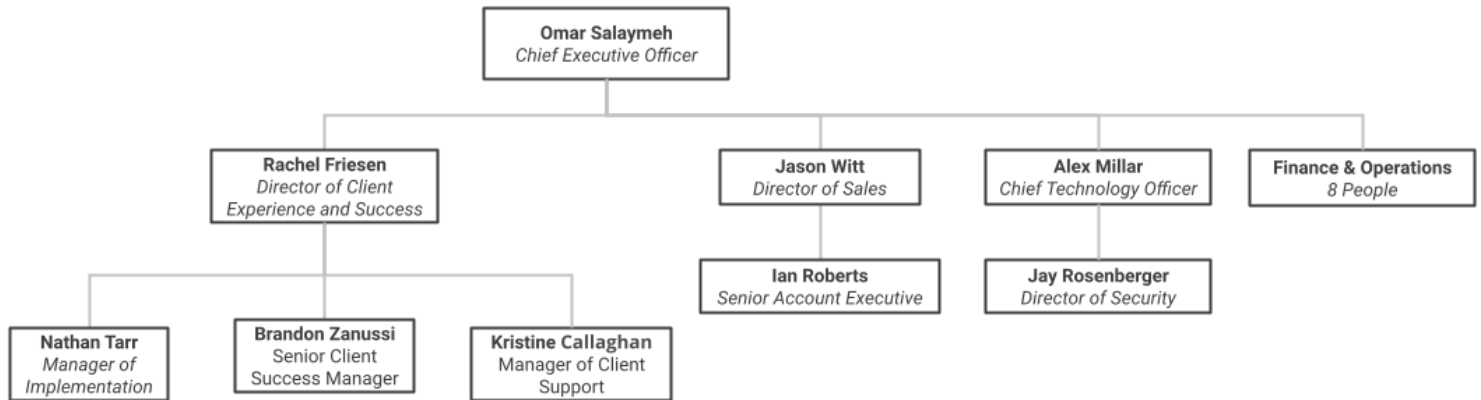
4. Organizational Chart

Bidders must provide an organizational chart. The organization chart must include the project being proposed. Each position must be identified by position title and corresponding to the personnel job descriptions.

Bonfire is comprised of a team of 90 people split across the following departments:

- Customer Success and Support
- Sales and Marketing
- Product Engineering and Security
- Operations

Below is the organizational structure of the proposed project team:



KEY PERSONNEL INFORMATION		
Full Name:	Omar Salaymeh	
Number of years employed by respondent:	Eight (8)	
Title:	Chief Executive Officer	
KEY PERSONNEL QUALIFICATIONS AND REQUIREMENTS		
	# Years of Experience	How/Where Obtained
Number of years' experience in client success:	Thirteen (13)	Bonfire Interactive Ltd. Project Manager, Zon Engineering Inc., 2011-2013 Energy Analyst, Enermodal Engineering Ltd., 2009-2011 Junior Engineer, Hatch Associates, 2008-2009
Specific education, qualifications, training, certifications:	As CEO and a founding member of Bonfire, Omar has been instrumental in the product vision and customer success for over 8 years. Omar has been involved in virtually all of Bonfire's accounts, across all sectors throughout Canada and the United States, providing customer success management and client support throughout the implementation and ongoing support plans.	

	Omar holds an Honours B.A.Sc. (Mechanical Engineering) from the University of Waterloo, as well as being a member of the Professional Engineers of Ontario (PEO) since 2012.
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KEY PERSONNEL INFORMATION		
Full Name:	Jason Witt	
Number of years employed by respondent:	Six (6)	
Title	Director of Sales	
KEY PERSONNEL QUALIFICATIONS AND REQUIREMENTS		
	# Years of Experience	How/Where Obtained
Number of years' experience in sales and account management:	Eight (8)	Bonfire Interactive Ltd. Business Development Representative, D2L, 2014-2015 Customer Service Representative, TD Bank, 2013-2014
Specific education, qualifications, training, certifications:	Jason Witt is a Director of Sales at Bonfire, specializing in the public, government, and commercial sectors. He is passionate about working with procurement teams, understanding their sourcing challenges, and exploring how Bonfire’s unique e-procurement approach can support their team’s objectives. As an executive member with our sales team, Jason has extensive experience implementing Bonfire for large organizations, including Texas Department of Transportation, The University of Texas System, Texas Department of Public Safety, Dallas Fort Worth International Airport, State of Illinois Treasurer's Office, and Metropolitan Transportation Commission, among many others. Jason has supported more than 140 organizations as Senior Account Executive in his previous role and Director of Sales in his current, across all sectors in the United States and Canada Jason holds a B.A. Business/Managerial Economics degree from Wilfrid Laurier University.	

	<u>Select Experience:</u> Texas Department of Transportation The University of Texas System Texas Department of Public Safety Dallas Fort Worth International Airport State of Illinois Treasurer's Office Metropolitan Transportation Commission Houston Metro
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KEY PERSONNEL INFORMATION		
Full Name:	Ian Roberts	
Number of years employed by respondent:	Four (4)	
Title	Senior Account Executive	
KEY PERSONNEL QUALIFICATIONS AND REQUIREMENTS		
	# Years of Experience	How/Where Obtained
Number of years' experience in sales and account management:	Six (6)	Bonfire Interactive Ltd. (4 years) Canon Canada Inc. - Business Development Specialist, 2015-2017
Specific education, qualifications, training, certifications:	Ian Roberts is a Senior Account Executive at Bonfire, specializing in the public, government, and commercial sectors. He is passionate about working with procurement teams, understanding their sourcing challenges, and exploring how Bonfire's unique e-procurement approach can support their team's objectives. As a senior member with our sales team, Ian has extensive experience implementing Bonfire for large organizations, including Delaware DOT, Delaware DHSS, Port Authority of New York & New Jersey, Port Authority of Allegheny County, Maryland Environmental Service, and Jacksonville Transit Authority among many others. Ian has supported more than 50 organizations as account executive, across all sectors in the United States. Ian holds a Bachelor of Music from McGill University <u>Select Experience:</u>	

	Delaware DOT Delaware DHSS Port Authority of New York & New Jersey Port Authority of Allegheny County Maryland Environmental Service Jacksonville Transit Authority
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KEY PERSONNEL INFORMATION		
Full Name:	Alex Millar	
Number of years employed by respondent:	Nine (9)	
Title	Chief Technology Officer	
KEY PERSONNEL QUALIFICATIONS AND REQUIREMENTS		
	# Years of Experience	How/Where Obtained
Number of years' experience in sales and account management:	12	Bonfire Interactive Ltd CTO 2012-present Program Manager, Microsoft 2011-2012 Developer, BlackBerry 2010-2011 Developer, IBM Canada 2009-2010
Specific education, qualifications, training, certifications:	<u>Alex is the co-founder and CTO of Bonfire Interactive.</u> <u>Since 2012, Alex has led the engineering and product teams at Bonfire.</u> <u>Previously, Alex worked at Microsoft, IBM and Blackberry giving him insight into what it takes to build large-scale, reliable, enterprise-grade software. He holds a degree in Computer Science from the University of Waterloo and was an officer in the Canadian Forces.</u>	

KEY PERSONNEL INFORMATION	
Full Name:	Nathan Tarr

Number of years employed by respondent:	Three (3)	
Title as defined in Para. 7	Implementation Manager	
KEY PERSONNEL QUALIFICATIONS AND REQUIREMENTS		
	# Years of Experience	How/Where Obtained
Number of years' experience in management and training:	Six (6)	Bonfire Interactive Ltd. Customer Success Team Lead, InnoSoft Canada, Client Success Team Lead, 2015 - 2018 Implementation Specialist, 2014 - 2015
Specific education, qualifications, training, certifications:	Nathan has more than six years of management and training experience both with international and domestic customers, stakeholder engagement, and building relationships and creating results for customers. With experience in enterprise-level sales, state, transit, higher education and municipal sectors, and a hard-working, honest attitude that consistently exceeds expectations, Nathan goes above and beyond to build meaningful relationships with clients and colleagues. His experiences have made him a highly efficient project manager and team leader contributing to a 99.8% customer satisfaction rating and 98% trainer rating across hundreds of clients and end-users interactions, providing a recognized track record of excellence and commitment to success. Nathan holds an Honors Bachelor of Arts (B.A.), Western University, as well as a Bachelor of Education (B.Ed.) from Western University. <u>Select Experience:</u> Texas DOT Delaware Department of Transportation City of Baltimore City of Dallas Port Authority of New York & New Jersey	

KEY PERSONNEL INFORMATION	
Full Name:	Brandon Zanussi

Number of years employed by respondent:	Three and a half (3.5)				
Title as defined in Para. 7	Senior Client Success Manager				
KEY PERSONNEL QUALIFICATIONS AND REQUIREMENTS					
	<table> <tr> <th># Years of Experience</th><th>How/Where Obtained</th></tr> <tr> <td>Five (5)</td><td> Bonfire Interactive Ltd. Senior Client Success Manager, Jan 2018-Present Crawford & Company Account Representative, Client Relations, Nov 2018-Jan 2018 </td></tr> </table>	# Years of Experience	How/Where Obtained	Five (5)	Bonfire Interactive Ltd. Senior Client Success Manager, Jan 2018-Present Crawford & Company Account Representative, Client Relations, Nov 2018-Jan 2018
# Years of Experience	How/Where Obtained				
Five (5)	Bonfire Interactive Ltd. Senior Client Success Manager, Jan 2018-Present Crawford & Company Account Representative, Client Relations, Nov 2018-Jan 2018				
Number of years' experience in client support and success:					
Specific education, qualifications, training, certifications:	Brandon is responsible for managing customer relationships aiming to increase overall adoption of Bonfire products, drive customers to success, reduce churn and improve client processes. Brandon focuses on managing Bonfire's largest and most strategic customers ranging from state organizations, private sector companies, cities, water authorities, transit authorities, utility organizations, purchasing groups, health care purchasing groups, school boards, universities, hospital networks, counties and more. Brandon actively strives to increase transparency, drive savings and reduce risk by delivering value, identifying the pain points customers run into every day and solving them. Brandon takes mutual ownership in creating measurable goals with all customers and commits to a plan towards success. Brandon always looks to understand his customers' needs, recognizing the importance of adjusting customer success plans as business is an ever-changing, dynamic world and so should be the plans. Brandon's experience includes customer success management for customers, including Texas Department of Transportation, City of Dallas, Great Lakes Water Authority, California Water Service, Dallas Fortworth International Airport, County of Ventura, San Mateo County Transit District, Solano County, City of Columbus and more.				

	Brandon holds a Bachelor of Arts in Political Science with an additional focus on Business and Economics from York University. <u>Select Experience:</u> Texas Department of Transportation City of Dallas Great Lakes Water Authority California Water Service Dallas Fortworth International Airport County of Ventura San Mateo County Transit District Solano County City of Columbus
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KEY PERSONNEL INFORMATION		
Full Name:	Rachel Friesen	
Number of years employed by respondent:	Four (4)	
Title as defined in Para. 7	Director of Client Experience	
KEY PERSONNEL QUALIFICATIONS AND REQUIREMENTS		
	# Years of Experience	How/Where Obtained
Number of years' experience in client success:	Six (6)	Bonfire Interactive Ltd. Director, Operation & Marketing, Georgette Packaging Inc., 2016-2017 Co-Founder, EyeCheck, 2014-2016

Specific education, qualifications, training, certifications:	As the Director of Client Experience, Rachel is responsible for ensuring user success with Bonfire, on-boarding new pilot sites, training, and UI & UX analysis. She also manages training, and acts as the voice of the customer with respect to product decisions. Rachel is also responsible for finding new accounts among public sectors (municipalities, academia, school boards, and healthcare) and opening up new markets for Bonfire in the private sector, collaborating with marketing on campaigns, and closing new business. Rachel has been involved in virtually all of Bonfire's accounts, across all sectors throughout Canada and the United States, providing customer success management and client support throughout the implementation and ongoing support plans. Rachel holds an Honours B.Soc.Sc (International Development & Business) from the University of Waterloo. <u>Select Experience:</u> Sutter County Clark County Loyalist Township Denton County Houston Independent School District University of Texas at Dallas
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KEY PERSONNEL INFORMATION		
Full Name:	Kristine Callaghan	
Number of years employed by respondent:	Nine (9) months	
Title as defined in Para. 7	Manager of Client Support	
KEY PERSONNEL QUALIFICATIONS AND REQUIREMENTS		
	# Years of Experience	How/Where Obtained
Number of years' experience in management and training:	Five (5)	Bonfire Interactive Ltd.

	Manager, Client Support, 2020-2021 ApplyBoard Inc. CX Team Lead, 2019-2020 Sephora Beauty Canada Team Lead & Sephora University Trainer, 2014-2019
Specific education, qualifications, training, certifications:	Kristine has more than 5 years of leadership and training experience within a variety of organizations from multinational retail to ed-tech and gov-tech. Kristine was one of the most sought after workshop trainers for the Sephora University Team at the Sephora Field Support Centre in Toronto, demonstrating her ability to build rapport quickly and connect with others. Kristine also led a high volume process team who took care of higher education applications for the US & UK, in addition to K-12. With experience in the higher & K-12 education sectors at one of Canada's top growing companies, as well as experience within one of the largest multinational beauty retailers, Kristine understands the importance of quick, accurate and efficient service. Kristine leads her team with empathy, instilling the Bonfire value of moving mountains for others upon agents, empowering them to do the same for our clients. Kristine has continued the success of the support team, with a 96.7% overall customer satisfaction rating, coupled with an upkeep of over 460 support knowledge base articles. Kristine continuously seeks out inefficiencies within the process and strives for continuous improvement within Support and CX as a whole. Kristine holds an Honours B.A. (Political Science) from University of Guelph.

5. Litigation

Bidders must attach a list of all current litigation in which the Bidder is named and a list of all closed cases that have closed within the past five (5) years in which the Bidder paid the claimant either as part of a settlement or by decree. For each, list the entity bringing suit, the complaint, the accusation, amount, and outcome.

Bonfire is not in current litigation and does not have any closed cases that have closed within the past five (5) years in which the Bidder paid the claimant either as part of a settlement or by decree.

6. Financial Viability

Bidders must provide a current copy of their Dun & Bradstreet Business Information Report Snapshot.

Attached below:

Business Information Report Snapshot

GTY TECHNOLOGY HOLDINGS INC.

D-U-N-S: 11-696-4872

ADDRESS: 1180 N Town Center Dr Ste 100, Las Vegas, NV, 89144, United States

Date: 06/08/2021

RISK ASSESSMENT

SCORES AND RATINGS				
Max. Credit Recommendation	PAYDEX® SCORE	Delinquency Predictor Percentile	Financial Stress Percentile	Supplier Evaluation Risk Rating
US\$ 410,000	UN UNDETERMINED-RISK	37 MODERATE RISK	57 MODERATE RISK	3 LOW RISK

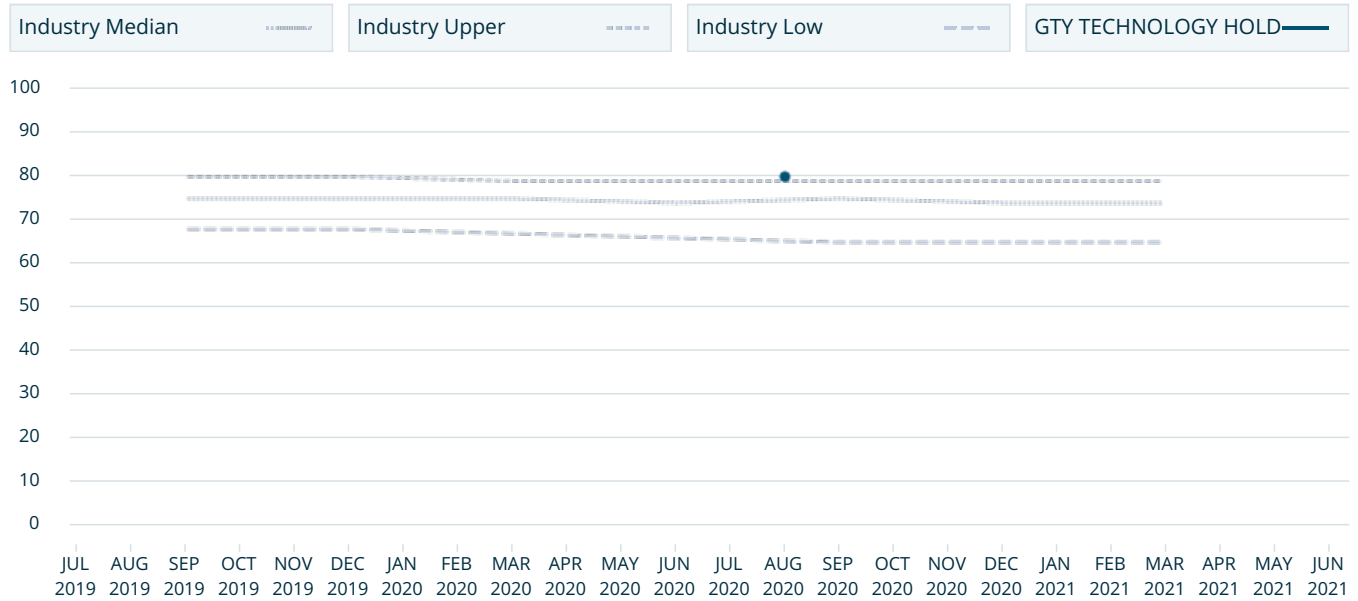
MAXIMUM CREDIT RECOMMENDATION	
Overall Business Risk LOW LOW-MODERATE MODERATE MODERATE-HIGH HIGH	Maximum Credit Recommendation US\$ 410,000 The recommended limit is based on a moderate probability of severe delinquency.
Dun & Bradstreet Thinks... - Overall assessment of this organization over the next 12 months: STABLE CONDITION - Based on the predicted risk of business discontinuation: LIKELIHOOD OF CONTINUED OPERATIONS - Based on the predicted risk of severely delinquent payments: MODERATE POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS	

PAYDEX® SUMMARY	
3 Months Low Risk (100) High Risk (1)	24 Months Low Risk (100) High Risk (1)

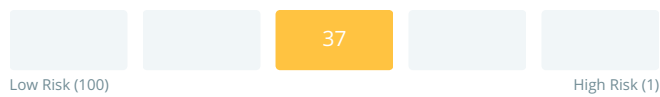
PAYDEX®		Based on 24 months of data	
Low Risk (100) High Risk (1) Based on a D&B PAYDEX® of UN	Risk of Slow Pay UNDETERMINED	Payment Behavior UNAVAILABLE	

Business and Industry Trends

7374 - Data processing/preparation



DELINQUENCY PREDICTOR SCORE



Based on a D&B Delinquency Predictor Percentile of 37

- Higher risk region based on delinquency rates for this region
- Limited number of satisfactory payment experiences
- Higher risk industry based on delinquency rates for this industry
- Limited time under present management control
- Limited business activity signals reported in the past 12 months
- Decreasing trend in reported number of payment experiences

Level of Risk
MODERATE

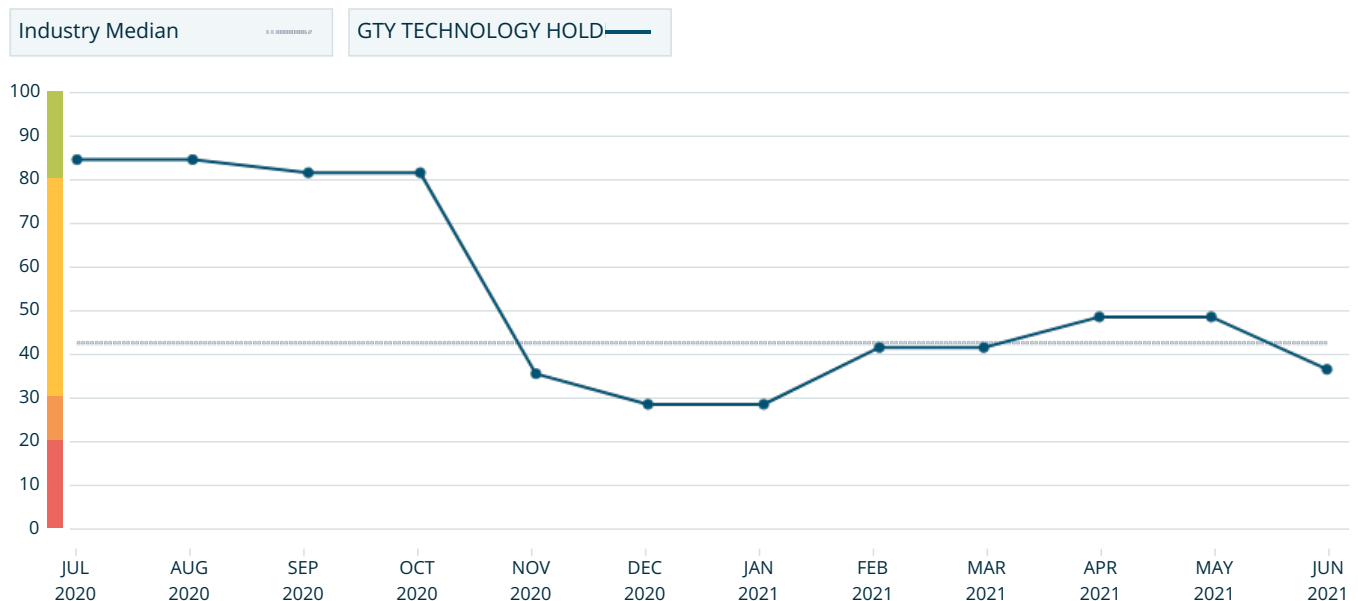
Raw Score
488

Probability of Delinquency
7.17%

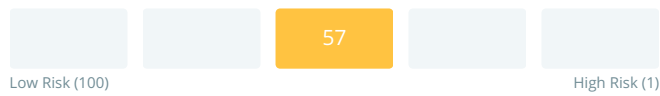
Compared to Businesses in D&B
10.2%

Business and Industry Trends

7374 - Data processing/preparation



FINANCIAL STRESS SCORE



- UCC Filings reported
- Insufficient number of payment experiences
- Limited time under present management control

Based on a D&B Financial Stress Percentile of 57

Level of Risk
MODERATE

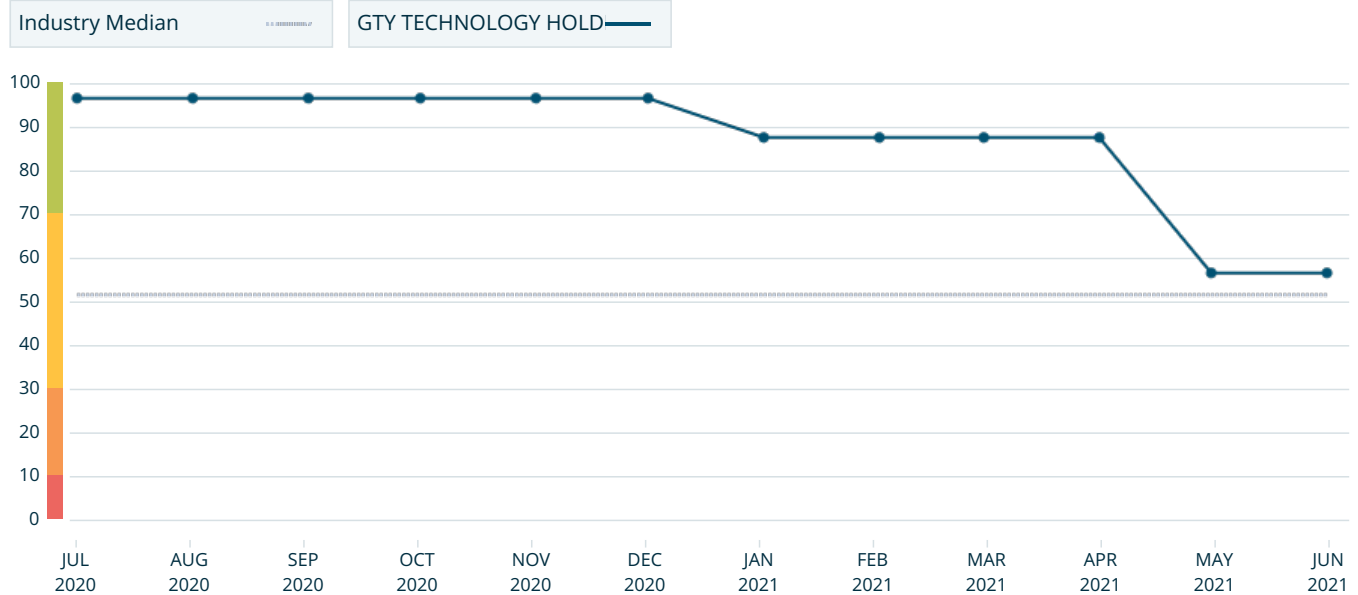
Raw Score
1489

Probability of Failure
0.2%

Compared to Businesses in D&B
0.48%

Business and Industry Trends

7374 - Data processing/preparation



SUPPLIER EVALUATION RISK RATING



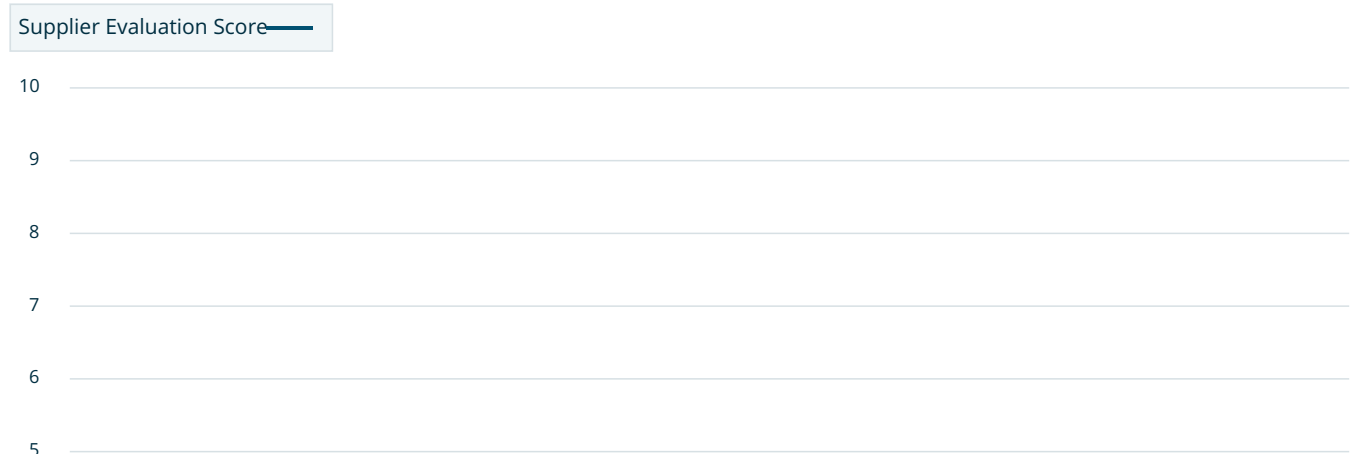
Based on a Supplier Evaluation Risk Rating of 3

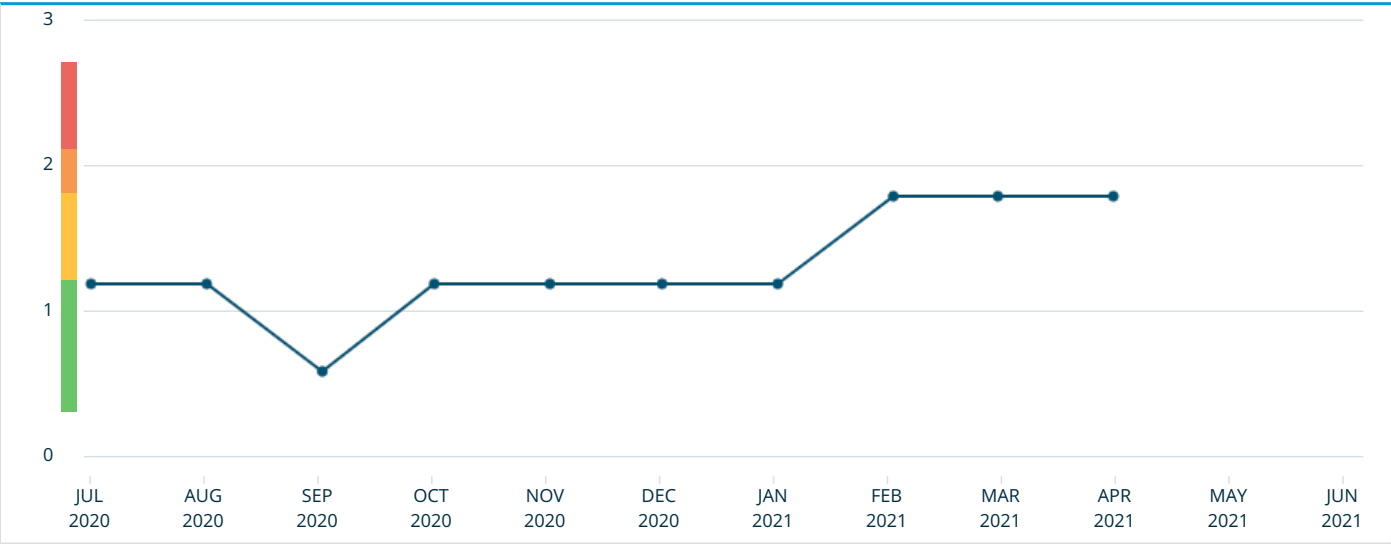
Factors Affecting Your Score

- Limited number of payment experiences reported
- Limited time in business
- Business belongs to a region with above average risk of ceasing operations or becoming inactive

Business and Industry Trends

7374 - Data processing/preparation





D&B RATING

Current Rating as of 03-14-2019

Special Rating

--: Undetermined

TRADE PAYMENTS

TRADE PAYMENTS SUMMARY			Based on 24 months of data
Overall Payment Behavior UNAVAILABLE Days Beyond Terms Highest Now Owing: US\$ 50	% of Trade Within Terms UNAVAILABLE Total Trade Experiences: 2 Largest High Credit: US\$ 35,000 Average High Credit: US\$ 17,550	Highest Past Due US\$ 0 Total Unfavorable Comments : 0 Largest High Credit: US\$ 0 Total Placed in Collections: 0 Largest High Credit: US\$ 0	

TRADE PAYMENTS BY CREDIT EXTENDED			
\$ CREDIT EXTENDED	% OF PAYMENTS WITHIN TERMS	# PAYMENT EXPERIENCES	TOTAL & DOLLAR AMOUNT
OVER 100,000	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE
50,000 - 100,000	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE
15,000 - 49,999	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE
5,000 - 14,999	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE
1,000 - 4,999	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE
UNDER 1,000	UNAVAILABLE	UNAVAILABLE	UNAVAILABLE

TRADE PAYMENTS BY INDUSTRY			
Collapse All Expand All			
Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)
▼73 - Business Services	2	35,000	
7389 - Misc Business Service	1	35,000	100
7374 - Data Processing Svcs	1	100	100

TRADE LINES

Date of Experience ▾	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
05/2021	Prompt	-	100	50	0	1 Month
07/2020	Prompt	N30	35,000	0	0	1 Month

EVENTS

LEGAL EVENTS			
The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.			
SUITS	JUDGEMENTS	LIENS	UCC FILINGS
TOTAL 0	TOTAL 0	TOTAL 0	TOTAL 2
LAST FILING DATE -	LAST FILING DATE -	LAST FILING DATE -	LAST FILING DATE 12/16/2020

General: The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this was reported. This information may not be reproduced in whole or in part by any means of reproduction.

UCC Filings: There may be additional UCC Filings in the D&B file on this company which are available by contacting 1-800-234-3867.

Suits, Liens, Judgements: There may be additional suits, liens, or judgements in D&B's file on this company available in the U.S. Public Records Database that are also covered under your contract. If you would like more information on this database, please contact the Customer Resource Center at 1-800-234-3867.

Lien: A lien holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

EVENTS	
UCC Filing - Amendment	
Filing Date	2020-12-16
Filing Number	202073089090
Received Date	2021-01-15
Original Filing Date	2020-11-19
Original Filing Number	202072281620
Secured Party	ACQUIOM AGENCY SERVICES LLC, MINNEAPOLIS, MN
Debtors	GTY TECHNOLOGY HOLDINGS INC.
Debtors	and OTHERS
Filing Office	SECRETARY OF STATE/UCC DIVISION, BOSTON, MA
UCC Filing - Original	
Filing Date	2020-11-19
Filing Number	202072281620
Received Date	2020-12-08
Collateral	All Assets
Secured Party	ACQUIOM AGENCY SERVICES LLC, MINNEAPOLIS, MN

Debtors

GTY TECHNOLOGY HOLDINGS INC.

Filing Office

SECRETARY OF STATE/UCC DIVISION, BOSTON, MA

COMPANY EVENTS

The following information was reported on: 12-15-2020

The Massachusetts Secretary of States business registrations file showed that GTY Technology Holdings Inc. was registered as a Corporation on September 6, 2018, under file registration number 001344821.

Business started 2016.

The company was formed on August 11, 2016 under the name GTY Govtech, Inc. for the purpose of effecting a merger, share exchange, asset acquisition, share purchase, reorganization or similar business combination with one or more businesses (the business combination).

On February 19, 2019, the company consummated its initial business combination, pursuant to which the company acquired each of Bonfire Interactive Ltd. (Bonfire), CityBase, Inc. (CityBase), eCivis Inc. (eCivis), Open Counter Enterprises Inc. (Open Counter), Questica Inc. and Questica USCDN Inc. (together, Questica) and Sherpa Government Solutions LLC (Sherpa). In connection with the closing of the business combination, the company became the parent company of and successor issuer by operation of Rule 12g-3(a) promulgated under the Securities Exchange Act of 1934, as amended, or the Exchange Act, to its predecessor entity, GTY Technology Holdings Inc., which was incorporated as a Cayman Islands exempted company in August 2016 as a blank check company, and changed its name from GTY Govtech, Inc. to GTY Technology Holdings Inc.

The company's common stock is currently trading on the NASDAQ Capital Market under the symbol "GTYH". As of May 17, 2019, there were 146 holders of record of shares of the company's common stock and 3 holders of record of its warrants. As of May 24, 2019, those shareholders identified by the company as beneficially owning 5% or more of the company's common stocks were: GTY Investors, LLC (38.15%); Miller Value Partners, LLC (5.03%); William D Green (38.15%); Joseph M Tucci (38.15%); Harry L You (38.15%) and Andreas Bechtolsheim (9.99%). As of the same date, all officers and directors as a group beneficially owns 38.55% of the company's outstanding shares.

STEPHEN ROHLEDER. Director since 2016. He has served as the company's CEO since the consummation of the business combination, and as its President since May 20, 2019. Since 2015, he has been the principal owner of SGR Equity Investments. Prior to SGR Equity Investments, he spent 34 years at Accenture.

HARRY L YOU. Director since 2016. He has served as the company's CFO since the consummation of the business combination and as its President from May 7, 2019 to May 20, 2019. From 2008 to 2016, he served as the Executive Vice President of EMC in the office of the Chairman.

JUSTIN KERR. He was appointed Controller and CAO of the company on May 7, 2019. He most recently served as Controller and Director of Finance of eCivis Inc., a wholly-owned subsidiary of the company, beginning in April 2018. From 2012 to 2018, he served in various roles at Blackline, including as an Implementation consultant, Senior Manager of SEC Reporting and Senior Manager of Financial Planning & Analysis. He served as an Assurance Manager at Moss Adams LLP from 2006 to 2012.

JOHN ALBANESE. He joined the company in May 2019 as Executive Vice President, Head of Sales. He most recently served as the Senior Vice President and General Manager of Red8 from May 2018 to May 2019. From May 2017 to April 2018, he served as the Vice President of Sales Eastern US for Qumulo Inc. From April 1995 through September 2016, he held several sales positions at EMC, including leading the company's Mid-Atlantic Division, and serving as Senior Vice President US Commercial and Senior Vice President for Mid-Market Sales.

ALPA FEDOR. She joined the company in May 2019 as Executive Vice President, General Counsel and Secretary. She began her legal career at the law firm of Skadden, Arps, Slate, Meagher & Flom LLP, where she worked from October 2009 to December 2015, representing public and private company clients with respect to mergers and acquisitions, securities law issues and corporate governance matters.

RANDOLPH COWEN. Director since 2016. From 2004 to 2008, he served as the Global Head of Technology and Operations, and as the Co-Chief Administrative Officer from 2007 to 2008, at Goldman Sachs Group, Inc., where he had worked since 1982.

PAUL T DACIER. Director since 2016. He joined EMC in 1990 and served as the company's Executive Vice President and General Counsel until September 2016.

WILLIAM D GREEN. Director since 2016. He is one of the company's founders, served as its Co-CEO and Co-Chairman from September 2016 to the consummation of the business combination.

JOSEPH M TUCCI. Director since 2016. He is one of the company's founders, served as its Co-CEO and Co-Chairman since September 2016 to the consummation of the business combination.

CHARLES WERT. Director since 2016. He is the Principal of Fiduciary Resolutions, where he has been a fiduciary expert since June 2016.

SPECIAL EVENTS

05-17-2021 EARNINGS UPDATE:

According to published reports, comparative operating results for the 3 months ended March 31, 2021: Revenue of \$13,259,000, Net Income of (\$18,028,000); compared to Revenue of \$11,276,000, Net Income of (\$17,355,000) for the comparable period in the prior year.

12-15-2020

GTY TECHNOLOGY HOLDINGS INC was reported by the SBA as a recipient of a loan for \$145,800 from Newtek Small Business Finance, Inc. on 05/01/2020 under the Paycheck Protection Program as authorized under the CARES Act of 2020.

02-15-2020 LINE OF CREDIT:

According to published reports, GTY Technology Holdings Inc announced that it has entered into a definitive credit agreement providing for a \$12 million unsecured loan with funds managed by UBS OConnor LLC. The proceeds of the Loan will be used for working capital and general corporate purposes.

INCOME STATEMENT

Total Current Assets	Fiscal Consolidated 03-31-2019 (US\$)
Sales	3,034,000
Cost Of Goods Sold	1,576,000
Gross Profit	1,458,000
Operating Expenses	41,926,000
Operating Income	(40,468,000)
Other Income	421,000
Other Expenses	5,000
(net Loss)	40,052,000

BALANCE SHEET

Assets	Fiscal Consolidated 03-31-2019 (US\$)
Cash	22,947,000
Accounts Receivable	5,095,000
Prepaid Exps & Other Current Assets	2,018,000
Total Current Assets	30,060,000
Property, Plant, Fixtures & Equipment	841,000
Goodwill	332,602,000
Other Long Term Assets	2,254,000
Total Assets	500,664,000
Right Of Use Assets	3,574,000
Intangible Assets, Net	131,333,000
Liabilities	Fiscal Consolidated 03-31-2019 (US\$)
Accounts Payable	27,735,000
Notes Payable (Short Term)	76,000
Other Current Liabilities	1,348,000
Contract Liabilities	8,231,000
Financing Lease Obligations	138,000

Contingent Consideration	11,515,000
Total Current Liability	49,043,000
Total Liability	500,664,000

FINANCIAL RATIOS

Solvency	Fiscal Consolidated 03-31-2019	Fiscal Consolidated 01-01-2018	Fiscal Consolidated 01-01-2017
Current Ratio	0.6	-	-
Quick Ratio	0.6	-	-
Current Liabilities To Net Worth (%)	14.2	-	-
Total Liabilities/Net Worth (%)	44.7	-	-
Fixed Assets To Net Worth (%)	0.2	-	-
Efficiency	Fiscal Consolidated 03-31-2019	Fiscal Consolidated 01-01-2018	Fiscal Consolidated 01-01-2017
Accounts Payable To Sales Ratio	76.2	-	-
Assets/Sales	999.9	-	-
Profitability	Fiscal Consolidated 03-31-2019	Fiscal Consolidated 01-01-2018	Fiscal Consolidated 01-01-2017
Return On Net Worth (%)	(11.6)	-	-
Return On Assets (%)	(8)	-	-
Return On Sales (%)	(999.9)	-	-

COMPANY PROFILE

COMPANY OVERVIEW		
D-U-N-S 11-696-4872	Mailing Address 1180 N Town Center Dr Ste 100, Las Vegas NV 89144, US	Annual Sales -
Business Form Corporation (US)	Telephone +1 702-945-2898	Employees 306
Date Incorporated 09/06/2018	Fax -	Age (Year Started) 5 years (2016)
State of Incorporation Massachusetts	Website -	Named Principal STEPHEN ROHLEDER, CHB-PRES-CEO
Ownership -	Line of Business Data processing/preparation	SIC 7374

OWNERSHIP

FAMILY TREE SUMMARY		
Members in the Tree	Subsidiaries of this Company	Branches of this Company
8	7	0

FAMILY TREE	
HQ	Gty Technology Holdings Inc. 116964872 Las Vegas, NV — S Sherpa Government Solutions Llc 155273845 Denver, CO — S Questica Software Inc 203925198 Burlington, Ontario, Canada — S Citybase, Inc. 079756674 Chicago, IL — S Bonfire Interactive Ltd 201294988 Kitchener, Ontario, Canada — S Ecivis, Inc. 117742846 Pasadena, CA — S Gty Technology Holdings Inc. 080429357 Las Vegas, NV — S Open Counter Enterprises Inc. 079225551 Boston, MA