NASPO ValuePoint

PORTFOLIO SNAPSHOT

PORTFOLIO TITLE: ONLINE AUCTION SERVICES

LEAD STATE: New Mexico

OVERVIEW:

These Master Agreements will allow state and local governments to obtain an on-line auction service that provides a detailed audit record of all activity through the portal, along with an on-line auctioning capability for multi-day bidding.

KEY BENEFITS:

- This re-solicited NASPO ValuePoint portfolio will conintue to provide users across the nation with a broad range of options for Online Auction Services.
- Offers a wide variety of solutions form just an Online Auction System, to Website and Accounting fuctionality, or a Full Turnkey Operation.
- Provides for a longer contract term (potential of up to 10 years) to allow public entities the ability to fully implement and utilized their investment in such a solution.

AWARD CATEGORIES:

Tier 1: Online Auction System

Tier 2: Website and Accounting Operation

Tier 3: Full Turnkey Operation

INITIAL TERM: 09/0292022 - 09/01/2024
Four 2-year Renewals

TOTAL POSSIBLE TERMS: Ten (10) years

RENEWAL LIMIT: 09/01/2032

[*]Due to differences in the date of execution and other factors, individual master agreement terms may vary. Buyers should review the applicable master agreement and associated addenda to verify the term.

SOLICITATION INFORMATION:

TYPE: REQUEST FOR PROPOSAL (RFP)

- Solicitation Number: **20-00000-21-00051**
- Released: **05/05/2022**
- Closed: **06/21/2022**
- Number of Days Publicly Posted: **47**
- Number of Amendments Posted: **2**
- Pre-Proposal Conference: **05/12/2022**

STATES ON SOURCING TEAM:

- New Mexico (Lead)
- Alaska
- Connecticut
- Missouri
- Maine

EVALUATION CRITERIA

Seven proposals were received. The Sourcing Team evaluated proposals in multiple phases The evaluation criteria for each phase were as follows:

Phase 1 - Mandatory Minimum Requirements (pass/fail)

- Responsiveness
- Letter of Transmittal
- Campaign Contribution Disclosure Form
- Mandatory Technical Specifications
- Offeror must have been in business for a minimum of five years providing online auction services, with at least two years working with government agencies
- Offeror has affirmatively stated the Offeror is capable of processing multiple accounts within a Purchasing Entity (requirement for Tiers 2 and 3only)
- Offeror has affitmatively stated that Offeror can accept electronic payments, including P-Cards)requirement for Tiers 2 and 3 only)
- All Offerors must include a single point of contact in their proposal. This single point of contact shall be the primary person the Lead State may contact in regard to the resulting Master Agreement

Phase 2 - Evaluated Technical Response using the following criteria:

Tier 1 - Online Auction System

- References
- Use of Website Only
- Training
- Customer Support
- Security & Fraud Control
- Operational Reliability
- Marketing
- Reporting

Tier 2 - Website and Accounting Operation

- Tier OneResponse
- Accounting
- Revenue Collection & Payments

Tier3-Full Turnkey Operation

- Tier One Response
- Tier TwoResponse
- Full Service
- Consulting Services
- Site Visit

Phase 3 - Cost Proposal

RESPONDENT	Tier 1: Online Auction System	Tier 2: Website and Accounting Operation	Tier 3: Full Turnkey Operation
JJ Kane Auctioneers	✓		✓
Liquidity Services Operations dba GovDeals		✓	
MiniciBid.com	✓		
PropertyRoom.com, Inc.		✓	✓
Public Group	✓	✓	

PRICING:

Master Agreement pricing is based on the Offeror's Percentage Fee for both the fee to the Buyer and Seller from an online auction. The 2 percentage fees within the proposed Tiers were averaged for each Offeror in the same Tier. These rates are minimally guaranteed by awardees for the initial master agreement term.

Offerors were also required to list all other associated costs (value added services or additional fees, etc.) that a public entity, buyer, or seller could incur using the proposed system. These other associated costs were not used in the evaluation of cost but are included in the resulting master agreements.