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MARK HAYDEN
DIRECTOR
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State of New Mexico

DATE: August 9, 2022

TO: Mark Hayden
State Purchasing Agent and Director
GSD/State Purchasing Division

FROM: Vanessa LeBlanc, Procurement Manager
SPD/GSD

SUBJECT: Evaluation Committee Report, Online Auction Services 20-00000-22-00051

In accordance with the Request for Proposals for Online Auction Services 20-00000-22-00051 issued May 5, 2022, Seven (7) proposals were timely submitted from the following Offerors; JJ Kane Auctioneers, Inc. Jeff Martin Auctioneers, Inc., Liquidity Service Operations LLC dba GovDeals, Muncibid, PropertyRoom.com, Royal Auction Group, The Public Group. Five (5) responsive proposals were evaluated by the Evaluation Committee.

Of the proposals that were timely received, Offeror Jeff Martin Auctioneers, Inc. and Royal Auction Group were found non-responsive, and eliminated from consideration under the RFP. Offeror Jeff Martin Auctioneers, Inc. failed to supply items 4 – 6 of the Pass/Fail Items. Offeror Royal Auction Group failed to supply information for item 4 of the Pass/Fail Items.

The Evaluation Committee members are as follows:

Vanessa LeBlanc, Procurement Manager (non-evaluating member)
Jonathon Harshfield, State of Alaska
Lynn Peccerillo-Hills, State of Connecticut
Lee Ann Blythe, State of Missouri
Jacob Folsom, State of Maine

This Evaluation Committee Report identifies all criteria used in scoring the responses.

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 Online Auction Services
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Section 3.4 Evaluation Process, Phase 1: Technical Proposal Pass/Fail items

	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
Evaluation	Pass	Pass	Pass	Pass	Pass

Specifications:

1. Letter of Transmittal	Pass/Fail
2. Campaign Contribution Disclosure Form	Pass/Fail
3. Mandatory Technical Specifications Offeror must have been in business for a minimum of five years providing on-line auction services, with at least two years working with government agencies.	Pass/Fail
4. Offeror has affirmatively stated that Offeror is capable of processing multiple accounts within a Purchasing Entity (requirement for Tiers Two and Three Only)	Pass/Fail
5. Offeror has affirmatively stated that Offeror can accept electronic payments (including P-Cards) (requirement for Tiers Two and Three only)	Pass/Fail
6. 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.	Pass/Fail

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier ONE – Use of Website Only

Organizational Reference Questionnaire

Total Points Available
50

	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
Offeror Points	0	50	0	50	0

Specifications:

Offeror must provide a list of a minimum of three (3) external references from similar projects/programs performed for private, state, or large local government clients within the last three (3) years.

Offeror shall include the following Business Reference information as part of its proposals:

1. Client name;
2. Project description;
3. Project dates (starting and ending);
4. Technical environment (i.e., Software applications, Internet capabilities, Data communications, Network, Hardware);
5. Staff assigned to reference engagement that will be designated for work per this RFP; and
6. Client project manager name, telephone number, fax number and e-mail address.

Offeror is required to submit APPENDIX D, Organizational Reference Questionnaire (“Questionnaire”), to the business references it lists. The business references must submit the Questionnaire directly to the designee identified in APPENDIX D. The business references must not return the completed Questionnaire to the Offeror. It is the Offeror’s responsibility to ensure the completed forms are submitted on or before the date indicated in Section 1.3, Schedule of Events, for inclusion in the evaluation process.

Submission of fewer than three (3) complete Organizational References may adversely affect the Offeror’s score in the evaluation process. Offerors are encouraged to specifically request that their Organizational References provide detailed comments.

JJ Kane Auctioneers, Inc. – Reference Questionnaires were not received, no points were awarded

Liquidity Services Operations LLC dba GovDeals – Three Reference Questionnaires were timely received, 50 points were awarded. References provided were from clients that the Offeror has provided online auction services for within the last 3 years. References provided were positive, clients state that the Offeror is easy to work with, training material is easy to understand and their website is easy to use and navigate.

Municibid.com LLC – Reference Questionnaires were not received, no points were awarded

PropertyRoom.com, Inc. – Three Reference Questionnaires were timely received, 50 points were awarded. References provided were from clients that the Offeror has provided online auction services for within the last 3 years. References provided were positive. Clients state that the Offeror is easy to work with, very responsive and the website they provide is easy to use and navigate.

The Public Group - Reference Questionnaires were not received, no points were awarded

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier ONE – Use of Website Only

Use of Website Only	Total Points Available
	150

	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
Offeror Points	105.7	139.9	110	143.1	137.6

Specifications:

1. The Contractor shall supply a fully functional, customizable and secure web-based auction software service for the purpose of reallocating and/or selling the State's surplus property.
2. The Contractor will provide and absorb all cost of a secure hosting facility to operate the web-based "Software as a Service" (SaaS) application for an online auction system and allow the Lead State or other Purchasing Entity full access to the account. The Lead State or other Purchasing Entity will not be required to install any additional computer hardware or software at their location. The only requirements will be that the Lead State or other Purchasing Entity have an internet connection via a common web browser and a digital camera. The auction service shall not interact with any Lead State or other Purchasing Entity computer hardware, software or data base systems other than accessing its account through a common web browser. Offeror must submit a statement of concurrence with this requirement.
3. All hardware, software and servers needed to operate the online auction service will be provided by the Contractor. The Contractor must give the Lead State and Purchasing Entity full access to their assigned online auction account and the Lead State or other Purchasing Entity must be allowed to load their auction items via a common internet browser. In the alternative, the Offeror must be able to create the listing in a timely fashion (especially for Tier Three, but Purchasing Entities in other Tiers may wish to leverage this service as well.) The system should be available to the Lead State or other Purchasing Entity 24 hours a day, 7 days a week. Items the Lead State or other Purchasing Entity wishes to sell can be loaded at any time that best suits the schedule of the Lead State or other Purchasing Entity. Offeror must submit a statement of concurrence with this requirement.
4. All maintenance and upgrades to the hardware and software that the Contractor provides over the term of the contract shall be made at no cost to the Lead State or other Participating Entity. Offeror must submit a statement of concurrence with this requirement.
5. The Contractor will supply all operating software and applications needed for the auction site to function. Offeror must submit a statement of concurrence with this requirement.
6. All connectivity to the internet shall be accessible through industry standard internet connections, web browsers and email. The system must allow access from Windows based systems. Offeror must submit a statement of concurrence with this requirement.
7. Contractor shall provide the Purchasing Entity the ability to create users with varying levels of access permission(s).
8. Please provide a written narrative explaining how you will meet the requirements stated in items a. through x. below.
The Contractor software service shall provide the ability for the following:
 - a. The ability to create listings, determine category, select duration, input a description and

- upload photos of assets;
 - b. Provide the auction-bidder/buyer the ability to register, log-in, view photographs, descriptions and technical specifications of items being bid on during the auction process;
 - c. Provide real time information regarding participating auction bidder/buyer during the auction and once the auction has closed;
 - d. Provide the Purchasing Entity with the ability to revise existing listings, copy existing listing for creation of new listing and the ability to retract or end listings;
 - e. Provide an option/platform for automated email notices based on templates provided by the Purchasing Entity to be generated by the system at the end or closing of auctions. These automated email notices should only be accessed by specific administrative roles and the specific template should be selectable at the time of auction closing;
 - f. Auction multiple line items per lot;
 - g. Auction one asset per listing;
 - h. Add or remove the sales tax for the winning bids;
 - i. List specific times for public viewing and different times for pick-up;
 - j. List multiple locations and complete descriptions including terms of sale;
 - k. List multiple starting and ending times;
 - l. Embed "You Tube" video or other video images into auction listings;
 - m. Provide auction detail and summary data to the Client Agency;
 - n. Provide detailed reporting and records in both paper and electronic format;
 - o. Set reserve and minimum bid amounts for asset to be sold;
 - p. Block or otherwise decline auction-bidders/buyers who have defaulted on previous bids;
 - q. Offer asset to the next highest auction bidder/buyer if an auction-bidder/buyer defaults;
 - r. Auction-bidder/buyer to estimate shipping charges so that they can bid more efficiently knowing in advance the shipping expenses;
 - s. Provide private auction functionality to allow the Purchasing Entity to sell assets to a select group of pre-qualified/screened auction-bidder/buyers;
 - t. Track payment and payment collection;
 - u. Provide an audit trail of all surplus asset sales and transactions processed through the Contractor's website to the Purchasing Entity;
 - v. Host software and provide technology upgrades as they become available and;
 - w. Provide notification of sales, transactions, and revenues to the Purchasing Entity and or State Agency;
 - x. Please describe any applicable value added features of your software
9. Contractor shall provide all support, including email and telephone support needed to operate the auction site. Live, 24/7 support via online chat, email or toll-free phone. Offeror must submit a statement of concurrence with this requirement.
 10. The system should allow the Lead State or other Purchasing Entity to post their own Terms and Conditions for each asset offered for sale and also provide a quick link to the Lead State or other Purchasing Entity Terms and Conditions. The systems must also provide a section for posting special instructions such as when payment should be made, etc. Offeror must submit a statement of concurrence with this requirement.
 11. Contractor shall provide all security systems, anti-virus and firewalls capable of preventing the hacking of any auction information from the auction servers, capable of preventing the

assimilation or distribution of viruses and other programs and capable of preventing any bidder from learning the identity of any other bidder. Offeror must submit a written narrative explaining how the Offeror shall meet this requirement. The information supplied in this narrative will be scored.

12. Contractor shall provide contingency plans to backup information and recover information. The Contractor shall have a disaster recovery plan that covers internet failure, electricity failure or systems failures.
13. The Contractor's system should allow the Lead State or other Purchasing Entity to charge freight costs if the bidder is unable to pick up the winning bid items. Offeror must submit a statement of concurrence with this requirement.
14. The Contractor's systems must be capable of withdrawing and cancelling an auction without penalty. The Contractor shall describe its system of notifying bidders if an auction has been withdrawn and cancelled.
15. Offerors shall state the relevant experience of the company and person(s) who will be actively engaged in providing services to the Lead State or other Participating Entity. Offerors shall indicate for whom the service was performed, dates of service, and contact information.
 - a. Management Summary – Offerors must outline their History/Experience performing internet auctions including length of time in business, etc. Offerors must describe individual staff responsibilities with lines of authority and how staff shall interface with Lead State or other Purchasing Entity staff. Offerors must illustrate the hours dedicated to meet the requirements and items described in the scope of services, including resumes and qualifications of Key Personnel assigned to service the Lead State or other Participating Entities.
16. Understanding of the problem and technical approach.
 - a. Offerors shall describe their Scope of Services with an explanation of technical approaches and a detailed outline of the proposed program for executing the requirements of the RFP's technical scope and for achieving project objectives, including the range(s) of time between notice being given by the Lead State or a Purchasing Entity and the posting of the item on Offeror's website.
 - b. Offerors should demonstrate an awareness of the difficulties in the completion of this undertaking, and a plan for surmounting them. Special attention should be given to methodological issues that will be encountered in such a project.
17. Treatment of the Issues:

In this section, the Offeror may also comment, if deemed appropriate, on any aspect of the Request for Proposal including suggestions on possible alternative approaches to the coverage, definition, development, and organization of the issues presented in the "Minimum Requirements". This response is at the discretion of the Offeror and will not be scored but used for informational purposes by the committee.
18. Client Base: Offerors shall provide current information regarding their established database of bidders and sellers in the Participating Entity's requested area, as well as nationally. Information shall include total number of bidders and auctions, breakdown of bidders with blocks or negative reputations, total number of bidders who have won auctions for the last

five (5) years. Additionally, Offerors shall provide all above data broken down by commodity and region as well as sold auction breakdown by final price.

19. Professional Affiliations:

Offerors shall provide information on any and all associations or professional organizations with which they are affiliated.

20. Licensure and Insurance

If awarded, Offerors must agree to be in full compliance with all licensing and permitting requirements for the Participating Entity. Specific states or other authorized Participating Entities may have additional licensing and/or certification requirements that would be addressed in Participating Addenda.

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 105.7 points based on the Offeror's response. The Offeror submitted statements of concurrence where requested. The Offeror provided detailed descriptions and screen shots of their website. Provides a value added feature which guides users through what is required to list an item for sale. Offeror provides digital advertising through social media platforms. Provides fraud protection tools to ensure buyer and seller have safe transactions online. Offeror is PCI compliant. Offeror did not provide full information about its customer base; only provided one of several regions' numbers. Can create specific landing page for Participating Entity. Offeror's proposal shows relevant experience to Online Auction Services. The Offeror did not address how they would respond to problems or issues that arise when implementing a new website. They listed a recovery time of zero. Offeror did not address if the system would allow Participating Entity to post their own terms and conditions for each asset offered for sale. The Offeror did include their own Terms and Conditions which do not comply with the requirements in the scope of work; this made the committee question the Offeror's understanding of providing services under Tier One. Additionally, per the Offeror's Terms and Conditions, a considerable charge is applied to Sellers who withdraw property once it goes on live auction. The Offeror stated how data is encrypted while in transit and at rest; however, they did not go into detail regarding the type of encryption is used or if it is secure. Offeror agrees to be in compliance with Participating Entities license and permitting requirements.

Liquidity Services Operations LLC dba GovDeals – The Evaluation Committee awarded Liquidity Services Operations LLC dba GovDeals 139.9 points based on the Offeror's response. Offeror runs and fully supports the online auction website. Website allows each seller their own platform that is searchable by the seller's location that is easily found. Sellers get their own URL. Offeror provided statements of concurrence where requested. Provided detailed information on system and its ability. Provided examples of auction listings, simple one page creation, data saved and finished, responsive design works on all format desktops, laptops and smartphones. System has multiple features based on detail provided. Offeror did mention a security system, anti-virus and Cisco Firewalls to prevent hacking. Offeror provides a fully redundant environment, site is load balanced across multiple servers and is a true four-tier architecture, redundant lines as backup. Application testing as well as infrastructure testing is done prior to releases in development, test and stage environments to ensure stability of the site and the infrastructure. Multiple internal and external notification systems to ensure that the appropriate people are notified if there are any warnings, critical issues or other issues that require immediate attention 24 hours a day, 7 days a week, 365 days a year. System allows withdraw and cancellation of an auction without penalty. System provides immediate notification to bidders or watchers. Offeror has extensive experience with state and local governments, has a full staff and will commit to additional hires if needed. Provided detailed description of company's and participating entities roles, auction timeline, implementation process. Offeror did not state any Return Time Objective (RTO) numbers or a recovery plan, did not state time frame of backup system.

Municibid.com LLC – The Evaluation Committee awarded Municibid.com LLC 110 points based on the Offeror's response. The Offeror's proposal was not formatted as requested in the RFP which made it difficult for the committee to find information requested within the proposal. Offeror did not provide statements of concurrence as requested. Hardware, software and servers are available 24/7 and there is no need for the participating entity to install software. Provides free maintenance upgrades, hosting and technical support. Website/System is accessible through windows, web browser (internet explorer, google chrome, Firefox, safari) and mobile devices IOS. Provided information on revising and withdrawing items; however, did not state what the turnaround time is on this. This caused concern since some auction items may be withdrawn last minute.

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 143.1 points based on the Offeror's response. The Offeror provided statements of concurrence where requested. Offeror claims they are able to provide fully functional, customizable, and secure web-based auction software service for the purpose of reallocated and/or selling the State's surplus property. Start dates, end dates, length of auctions, etc. are customizable. Detailed description of their contingency plan; system can withdraw and cancel an auction; and capable of notifying bidders. RTO for the auction platform is 4 hours and any Active auctions will be extended to cover the duration of the outage. Provided technical approach and detailed outline of Offeror's full-service solution for all categories they offer. Demonstrated their awareness of difficulties and process they put in place to handle based on experience. It was unclear if the participating entity would be able to post their own property for sale on the site or update/cancel a posting or if this was something that only the Offeror would do. The system does allow varying levels of access for the Participating Entity. The system will allow the Participating Entity to post their own terms and conditions however they stated that the terms and conditions cannot contradict their own which is an issue for the Participating Entity. All hardware, software and servers needed to operate the online auction service will be provided by the Offeror. Their online reporting system AgencyWeb, is available to the Purchasing Entity 24 hours a day, 7 days a week. In-house IT Department maintains an infrastructure with multiple layers of security. All auction data is secured while in transit and at rest on database servers. Anti-virus protection is built-in to the operating system. Updated virus definitions are applied on a regular schedule. Traffic is monitored by a third-party packet analysis product scanning for indicators of compromise (IOC) as well as indicators of attack (IOA). Combined, these methods offer the earliest warnings of a possible incident.

The Public Group - The Evaluation Committee awarded The Public Group 137.6 points based on the Offeror's response. The Offeror provided statements of concurrence where requested. Offeror does not provide a computer to upload and run the auctions but can provide a kindle fire to the Participating Entity which would allow the entity to create the auction and run the platform on that device. Provides "Dutch Auction" feature which allows Participating Entity to have full control of the auction and block bidders from bidding on an item if they see a reason for this. Provides maintenance on website and system at no cost; however, any customizations beyond systems general scope will be an additional cost and cost varies depending on feature. Provided information on the software services ability to provide item number 8 a – x in the Use of Website scope of work. Included screenshots of the system. No value added features to the software. Participating Entity can post their own terms and conditions for purchase as well as disclaimer for buyers which would allow the Participating Entity to give additional instruction if needed. 99.99% uptime on system. Two locations for servers in case one location runs into issues Offeror is able to push information to other server. Provided extensive detail on company's relevant experience. Licensed and insured to do business in all 50 states.

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier ONE – Use of Website Only

Training		Total Points Available 70			
	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
Offeror Points	41.6	70	49.2	67.8	70

Specifications:

TRAINING: (70 points)

Offerors shall provide a written narrative explaining how Offeror shall meet the requirements stated in items 21 through 28 below:

21. The Contractor shall provide on-site and/or online training to the Purchasing Entity users of the system at no cost, and shall work with members of the Client Agency's Information Technology group to ensure adequate testing and functionality with the State's websites. Offeror must submit a statement of concurrence with this requirement.
22. The Contractor shall provide the Purchasing Entity end user training in a group type forum via an online presentation and training program. Users shall be able to interact and voice questions during the presentation, and on certain occasions video conferencing tools may be implemented. Offeror must submit a statement of concurrence with this requirement.
23. The Contractor shall coordinate and provide on-site training and/or seminars on an as needed basis throughout the term of the contract period. Offeror must submit a statement of concurrence with this requirement.
24. The Contractor shall provide user manuals and other written support documentation as requested from the Client Agency. There shall be no limit on the number or location of on-site user training. Offeror must submit a statement of concurrence with this requirement.
25. The Contractor shall provide the Purchasing Entity with 24/7 administrative access to their accounts including: current and held auctions completed and cancelled listings, bidder/buyer information, and a comprehensive reporting suite of common activity reports. Offeror must submit a statement of concurrence with this requirement.
26. Explain specific methodology to be used for start-up support to ensure initial agency data is uploaded properly for proper use and management of auctions including but not limited to user access rights and restrictions (including authorization workflows), and buyer and buyer-groups rights and restrictions (if applicable).
27. Explain your online training environment to facilitate training new user through hands-on tutorials. Please include the names and types of courses with brief descriptions, the number of courses provided, and the length of each course.
28. Explain your regular and ad-hoc training, instruction, and documentation to the Lead State or other Purchasing Entity jurisdictions and to potential buyers on using online auctions services.

Please give details about the type of training that will be provided with the service, including technical support and training materials for each type of user (i.e., procuring entity or buyer).

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 41.6 points based on the Offeror’s response. The Offeror submitted statements of concurrence as requested. This section of the proposal lacked detail on training, the Offeror reiterated individualized virtual or onsite training. They did not go into detail regarding the methodology for startup support, training environment or instruction documentation but rather offered an email address to contact for more information.

Liquidity Services Operations LLC dba GovDeals – The Evaluation Committee awarded Liquidity Services Operations LLC dba GovDeals 70 points based on the Offeror’s response. The Offeror submitted statements of concurrence as requested. Offers hands-on training for as many employees as desired, initial and ongoing training and updates. Will provide dedicated account manager who will be responsible for training and retraining. Training is available remotely or on-site. Training would be held within the using entities live GovDeals account to provide the participating entity’s team with hand-on experience interacting with the system. On-site and remote support and training at no additional cost.

Municibid.com LLC – The Evaluation Committee awarded Municibid.com LLC 49.2 points based on the Offeror’s response. The Offeror provided a description for each item listed under the Training section; however, they did not provide a statement of concurrence as requested in the RFP. The Offeror stated that training would be provided at no cost, provided detail for onsite/virtual onboard training and support. Proposal was not formatted as requested in the RFP and information was difficult to find.

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 67.8 points based on the Offeror’s response. Offeror provided statements of concurrence where requested. Their system is a full service in place online auction solution and little training is needed; however, the Offeror will provide training if requested. Offeror states that they contract clients on a regular basis to ensure satisfaction and if additional training is needed. Offeror provides on-site and/or online training to Participating Entities at no cost and will work with Participating Entity’s IT group to ensure adequate testing and functionality with the entity’s website. The Offeror did not explain the online training environment. Offeror also provides alternative training options such as End User Training with interactive forum and written user manuals available 24/7 online.

The Public Group - The Evaluation Committee awarded The Public Group 70 points based on the Offeror’s response. Provided statement of concurrence where requested. Has designated support representative available to assist with training as needed. Representative can be contacted via phone or email. Provides 24/7 chat support. Provides three training sessions over time with user and can provide additional training if needed. Provides online manuals.

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier ONE – Use of Website Only

Customer Support	Total Points Available 70
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	<u>JJ Kane</u>	<u>Liquidity Services Operations</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
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		<u>LLC dba GovDeals</u>			
Offeror Points	70	70	46.3	70	70

Specifications:

CUSTOMER SUPPORT: (70 points)

Offerors shall provide a written narrative explaining how Offeror shall meet the requirements stated in items 29 and 30 below:

29. Offerors shall indicate their level of support (days of the week, times of the day) as differentiated from consultation, via online chat, email or toll-free phone.
30. Offerors shall indicate how the frequently asked questions section of Offeror's website is handled, how questions are added, information/questions updated, etc. Please include a listing of current FAQs from Offeror's website.

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 70 points based on the Offeror's response. The Offeror provided detailed information on their customer service support, they provide in person customer support staffed Monday – Friday, provide an interactive form on their website, utilizes Ring Central Program (Voice Over IP – VOIP) where a phone line is not needed – only internet services which reduces missed calls and reduced wait time. All calls and web forms automatically create a helpdesk ticket in their helpdesk system. A FAQ is posted to their website which is based on the most commonly asked questions, this FAQ is updated based on recurring questions received by the team.

Liquidity Services Operations LLC dba GovDeals – The Evaluation Committee awarded Liquidity Services Operations LLC dba GovDeals 70 points based on the Offeror's response. Provided extensive detail of support, committed to sharing strategy knowledge with Participating Entity through very interactive, consultative and hands-on service, website and technical support, account manager available 24 hour 7 days a week, help desk. Provided detailed FAQ and detailed how FAQ is handled.

Municibid.com LLC – The Evaluation Committee awarded Municibid.com LLC 46.3 points based on the Offeror's response. Offeror offers customer support to sellers and bidders via phone support, email and messenger (live chat) available 24/7 and support portal. Offeror did not provide FAQ or indicate how this section of their website is handled.

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 70 points based on the Offeror's response. Customer support available Monday through Friday excluding holidays from 6 am PST to 5 pm PST. Support may be initiated through form on website, direct email and phone. FAQ is listed on their website. FAQ is updated as needed and required. Questions may be asked during each item auction by selecting the Questions tab in the listing. Customer will be prompted to sign in if they have not already done so, and then prompted to fill in a pop-up question form which is automatically queued and accessed by Processing Center personnel. Questions about the auction item(s) are answered by the Processing Center and sent directly to the Customer. Additional information is added in the Questions tab at the Processing Center's discretion as well.

The Public Group - The Evaluation Committee awarded The Public Group 70 points based on the Offeror's response. Customer support available 24/7/365. Available 8 am through 8pm EST. Reachable by telephone and email. Also provides support pages with a help tab on website with glossary of all items using entity would have questions on. Provided samples of FAQ section of their website, Offeror will maintain this information as needed including when given feedback from customers.

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier ONE – Use of Website Only

					Total Points Available
Security & Fraud Control					110
	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom.com, Inc</u>	<u>The Public Group</u>
Offeror Points	101.1	99.4	65.9	103.1	102.6

Specifications:

SECURITY AND FRAUD CONTROL: (110 points)

Offerors shall provide a written narrative explaining how Offeror shall meet the requirements stated in items 31 through 33 below:

31. Provide verifiable receipts for buyer upon payment (buyer's certificate). Please provide the specifics of Offeror's process for issuing buyer's certificates. Sample documents should be attached to the proposal.
32. Provide company policy and/or system restriction on buyer's use of bidding agents. Provide COMPLETE fraud detection/prevention details.
33. Describe security services and support (physical and system) specific to the Auction System proposed for this RFP. Include privacy protection available to buyers and sellers. Physical security pertains to any servers, staff and facilities that support the Offerors' operations.
34. Provide proof or certification of compliance with Payment Card Industry (PCI) Data Security Standard (DSS). PCI DSS is an information security standard for organizations that handle branded credit cards from the major card schemes. The PCI standard is mandated by the card brands and administered by the Payment Card Industry Security Standards Council.

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 101.1 points based on the Offeror's response. The Offeror is PCI compliant, has a hybrid of propriety technology, manual processes and third-party partnerships, 99.9+% uptime. 99.9% uptime; does not state what the actual uptime is. System is hosted and maintained by private tenant in top 5 IS 27001 certified cloud data center. Data is encrypted in transit and at rest, internal system is accessible on private network, external portal for buyers and sellers, protected firewalls. Physical security systems includes onsite infrared camera and motion sensing equipment which notifies police, well lit areas, 6' chain link fence, barbed wire, 20' electric gate with access pad and security staff. It was unclear to the committee if the Offeror complied with the PCI Certification of compliance they provided a picture of parent company's plaque, unsure if this applies to JJ Kane Auctioneers, Inc.

Liquidity Services Operations LLC dba GovDeals – The Evaluation Committee awarded Liquidity Services Operations LLC dba GovDeals 99.4 points based on the Offeror’s response. Offeror states that they are in compliance with PCI DSS; however, they did not provide certificate or proof of compliance. Provided detailed description of buyer receipts, buyer will receive email notification of award once an auction closes which includes a link to the Buyer Certificate, seller will receive the same email notification. Buyer Certificate includes buyer’s name, company name (if applicable), address, phone number, bidder ID number, item description, asset ID and sold amount. This notification also includes the sellers terms and conditions. Offeror’s Bidder Agreement outlines specific restrictions on using bidding software to place bids on GovDeals auctions. Multi-layered approach to fraud protection. Provided website and server security. Committee was unsure if Offeror also provides physical security.

Municibid.com LLC – The Evaluation Committee awarded Municibid.com LLC 65.9 points based on the Offeror’s response. Proposal lacked detail on Security and Fraud Control. Offeror states that they are fully redundant and has failover and load balancing technology to maintain optimal performance. Claims they have multiple measures to eliminate fraudulent activity but failed to provide detail. This section in the Offeror’s proposal lacked detail.

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 103.1 points based on the Offeror’s response. Offeror claims that the winning bidder will receive an email notifying them of the win however, committee could not find samples of Buyers Certificate in the proposal. Winning bidder can access order details on the auction website under the bidder’s profile. Offeror ensures that each bid placed on the site is uniquely assessed and verified by the platform prior to acceptance. Offeror’s platform is physically hosted in an Amazon Web Services datacenter which is PCI DSS v3.2.1 compliant. Data is encrypted both in transit and at rest. The auction platform sits behind an application firewall designed to protect against account takeovers, DDoS attacks, and traffic that matches known exploit patterns. Offeror states that they are PCI Compliant; however, they did not provide certification of compliance, they say they will provide this upon receipt of award.

The Public Group - The Evaluation Committee awarded The Public Group 102.6 points based on the Offeror’s response. Provided sample of Buyer’s Certificate. The Offeror provided some information but did not go into great detail regarding security and fraud. Once buyer pays they will receive a PDF of the buyer certificate. The seller will also receive the PDF once payment is made. Every time a buyer goes to place a manual bid, they have to do a verify captcha and a manual password, which helps greatly prevent bot bidding. Servers are stored in secure location in different areas of the country, only certified personnel that have passed through our internal training courses have access to be able to get onsite to the locations. Provided proof of PCI compliance. Offeror did not go into detail on whether data is encrypted both in transit and at rest. Did not state what the uptime or downtime is, no mention of firewall.

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier ONE – Use of Website Only

Operational Reliability	Total Points Available 110
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	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
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Offeror Points	81.3	108.1	61.6	105.0	109.4
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Specifications:

OPERATIONAL RELIABILITY: (110 points)

Offerors shall provide a written narrative explaining how Offeror shall meet the requirements stated in items 34 through 37 below:

34. Describe any software upgrade capability including frequency of new version releases and whether upgrades would be available to customers, including cost model for the upgrades, etc. Also provide information on EULAs for the proposed software.
35. Provide system uptime percentage, as well as expected downtime maintenance schedule.
36. Provide method of system monitoring to ensure optimal performance.
37. Offer system backup and plan to support auction if system is unavailable. A description should be included with the Proposal.

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 81.3 points based on the Offeror's response. The Offeror provided detailed information and charts on release schedule, no additional cost and is immediately available without requiring user interaction. Provided detailed information on system up and downtimes, provided detailed information on methods of monitoring and system backup and plan. No mention of EULAs. Offeror's proposal nonetheless fell short in not demonstrating its' proposed solutions ability to meet the Website Only portion as outlined for this Tier 1. Offeror's of a third party bidding platform, Proxibid, caused concern about the user's ability to interact with platform host directly. A proposed restore time of "unknown" for the website being down only solidified this concern.

Liquidity Services Operations LLC dba GovDeals – The Evaluation Committee awarded Liquidity Services Operations LLC dba GovDeals 108.1 points based on the Offeror's response. Offeror does not offer End User License Agreements. Most enhancements are GovDeals generated to improve the overall functionality of the system and to make the system even more user-friendly. Enhancements are prioritized by importance to all clients and made available to all clients at the same time. Specific request for a change or enhancement received from a single client is analyzed to find if the enhancement is beneficial to all clients. System has 99% uptime. Scheduled maintenance is usually performed on Thursday or Saturday mornings when traffic to the website is minimal. Clients will be notified prior to scheduled maintenance. Offeror uses numerous resources for monitoring in order to ensure reliability and optimal performance. Provided detailed backup and support plan. Due to Offeror's development and operating its own web-based software it does not provide a EULA.

Municibid.com LLC – The Evaluation Committee awarded Municibid.com LLC 61.6 points based on the Offeror's response. Offeror stated free upgrades, software is regularly maintained and updated. No mention of End User License Agreements. Provides up-to-date technology to deliver 99.999% uptime. All data, records and reports are stored forever and are backed up several times daily. Did not provide detail regarding system monitoring and backup plan to support auction if system is unavailable. Offeror did not address upgrade capability or costs, nor did it include an expected down time schedule.

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 105 points based on the Offeror's response. Offeror did not provide detail on the software upgrade capability. The system had 99.9% uptime in 2021. 35 deployed updates in 2021 with no negative impact on customers.

Software updates are typically performed after 12:00 A.M. EST without any system disruption to client agencies and customers. Updates requiring downtime are communicated to customers on the website and via email. RTO for the auction platform is four (4) hours and Recovery Point Objective (RPO) of an hour. Can recreate the entire auction platform infrastructure to other available AWS regions in the event our primary AWS region (us-west-2) is out of service. Did not include frequency of new versions or cost model for upgrades. There is also no mention of End User License Agreements. Concerned with the lack of detail in the update frequency.

The Public Group – The Evaluation Committee awarded The Public Group 109.4 points based on the Offeror's response. Described updates with no mention of associated or potential cost. Addressed End User License Agreements; however, stated that the terms of the resulting Master Agreement would supersede the end user agreements for any sellers that join the contract. Industry leading 99.9996% uptime for the last 3 years and when maintenance is scheduled it is in advance, Offeror will give notification on website to users of planned downtime. 24 hour monitoring. State that they have an extensive disaster recovery plan in place and will make sure all information is backed up and able to be pulled at any time. Will automatically extend all auctions so that they do not end during down time which means bidders will still be able to bid once the system is available.

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier ONE – Use of Website Only

		Total Points Available			
Marketing		30			
	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom.com, Inc</u>	<u>The Public Group</u>
Offeror Points	30	30	30	27.5	29.5

Specifications:

MARKETING (30 points)

Offerors shall provide a written narrative explaining how Offeror shall meet the requirements stated in items 38 through 40 below:

38. Provide a description of Offeror's regular marketing services employed to improve revenue.
39. Provide any marketing plan (include commodity breakdowns, advertising tools/outlets, estimated costs, if applicable).
40. Provide samples of past marketing efforts that have proven successful with details on that success (improvements in sales, prices, etc.).

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 30 points based on the Offeror's response. Provided detailed description of marketing services, provide detailed description of marketing plans for each specific auction and advertising tools, provided several samples of past marketing efforts. Offeror markets on social media, sends personalized promotional emails, offers

Auction preview and reminders, sends weekly MMS messages promoting upcoming auctions, list inventory on third-party sites for additional exposure, and features equipment on website home page.

Liquidity Services Operations LLC dba GovDeals – The Evaluation Committee awarded Liquidity Services Operations LLC dba GovDeals 30 points based on the Offeror’s response. Averages nearly 3,000 advertisements, social media and email promotions each month to support government sellers’ auctions at no additional cost. Provides research and experience on how to develop and implement customized marketing plans for government clients. Provides expertise to create effective ads, press releases, mailings, etc. Provided detailed overview of marketing strategies including Niche Marketing, email marketing, local marketing, notification of previous bidders, real estate, custom marketing plans and new coverage. Provided samples of past marketing efforts.

Municibid.com LLC – The Evaluation Committee awarded Municibid.com LLC 30 points based on the Offeror’s response. Provided detailed marketing program and provided table, multi-faceted approach, provides personal for marketing, social media, industry websites and direct mail. Offeror has a Digital Marketing Manager who promotes auction items across social media, email, ads, PR, and other channels, ensuring maximum exposure for Purchasing Entity’s auction items.

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 27.5 points based on the Offeror’s response. Offeror utilizes email, social and blog postings, affiliate marketing channels and display advertisements. Offeror provided past marketing effort samples. Marketing plan was not provided but Offeror stated will vary depending on item being promoted and advertised.

The Public Group – The Evaluation Committee awarded The Public Group 29.5 points based on the Offeror’s response. Offeror has marketing team, marketing team offers the use of advertising tools such as magazine advertisements, email blast, flyers, links to Participating Entities website, utilization of mailing list, power point presentations for viewing on public television; no mention of social media.

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier ONE – Use of Website Only

Reporting		Total Points Available			
		110			
	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
Offeror Points	100	110	102.5	110	107.5

Specifications:

REPORTING (110 points)

Offerors shall provide a written narrative explaining how Offeror shall meet the requirements stated in item 41 below:

41. Provide samples of on-line reporting for Participating Entities. Provide an affirmative statement that such reports are capable of being customized for use by Participating Entities in accordance with their requirements and needs.

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 100 points based on the Offeror's response. Offeror provided detailed samples and state that they comply with this requirement. The Offeror's explanation did not show that its reporting system has the flexibility that would allow Sellers to create custom reports.

Liquidity Services Operations LLC dba GovDeals – The Evaluation Committee awarded Liquidity Services Operations LLC dba GovDeals 110 points based on the Offeror's response. Offeror provided thorough detail of reports available and ability to customize. Provided detailed samples with proposal.

Municibid.com LLC – The Evaluation Committee awarded Municibid.com LLC 102.5 points based on the Offeror's response. Offers accurate and detailed records of sales activities in real time and provided samples of reports with the ability to customize. Limited user experience creating customizable reports or seeing samples of reports resulted in a score less than the total available.

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 110 points based on the Offeror's response. Offeror provided thorough detail on reports and samples also has the capability to customize for use by Participating Entity in accordance with their requirements and needs. Offeror provide detailed samples of online reporting.

The Public Group – The Evaluation Committee awarded The Public Group 107.5 points based on the Offeror's response. Provides reports for anything that is sold or not sold for at least 7 years. Provided samples of reports that the system is able to generate. Reporting system does not demonstrate an all-encompassing solution for the end user without interaction with the Offeror. Certain standard reports were not listed as an immediate option. Nonetheless, Offeror did still list options to create customized reports.

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier TWO – Use of Website and Accounting

Accounting		Total Points Available			
		70			
	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom.com, Inc</u>	<u>The Public Group</u>
Offeror Points	60	70	0	70	70

Specifications:

ACCOUNTING (70 points)

The successful Offeror shall provide a complete accounting of items from pick up to final sale or disposition. Please provide samples of reports of such accounting of items. The successful Offeror shall be fully responsible for the collection of monies and reimbursement to the Participating Entity. The successful Offeror shall collect and process all taxes due.

The successful Offeror shall keep records of all financial matters pertaining to the sales in accordance with generally accepted accounting principles. The financial records must be made available to representatives of the Lead State or other Purchasing Entity or any other governmental agency with jurisdiction to audit. The records must be maintained for a period of six (6) years after the term of the Master Agreement. A statement of concurrence is required for this item.

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 60 points based on the Offeror’s response. Offeror does not provide reports that provide the seller access to accounting details on demand. Offer did not describe their accounting from pick up to final sale. Did provide sample reports. Explained the collection of taxes.

Liquidity Services Operations LLC dba GovDeals – The Evaluation Committee awarded Liquidity Services Operations LLC dba GovDeals 70 points based on the Offeror’s response. Provided detailed description of reports on sold assets and paid for/picked up items. Reports provide a quick summary of all assets sold by a selected date range and allow client to track payment and pick-up of sold assets. Provided process for collection of money and taxes. Provided statement of concurrence record retention. Offeror is fully responsible for collection of monies and reimbursement to the Purchasing Entity.

Municibid.com LLC – Offeror did not submit Proposal for Tier 2

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 70 points based on the Offeror’s response. The Offeror provided clear and concise statement of concurrence and provided samples. Provides complete accounting of items from pick up to final sale or disposition. Offeror is fully responsible for the collection of monies and reimbursement to the Purchasing Entity and will collect and process all taxes due. All reporting and winning bid documentation is recorded and available to Purchasing Entity on Offeror’s proprietary reporting system, AgencyWeb. Purchasing Entities will have access to their inventory reports and manifest items to see where they are in the auction process 24/7

The Public Group – The Evaluation Committee awarded The Public Group 70 points based on the Offeror’s response. Provided statement of concurrence. Described their account and provided samples of account reports. Once auction has ended Offeror is solely responsible to collect payment from buyer. The buyer can pay via credit card or wire transfer. Once auctions have ended the reports are available for the Participating Entity to run at any time.

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier TWO – Use of Website and Accounting

Revenue Collection & Payments

**Total Points Available
70**

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	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
Offeror Points	66.3	70	0	70	68.3

Specifications:

REVENUE COLLECTION AND PAYMENTS (70 points)

Offerors shall provide a written narrative explaining how Offeror shall meet the requirements stated in items 1 and 2 below:

1. Provide information regarding revenue collection. Offerors shall discuss fees for each method of payment. Proposals shall indicate the process for each type of transaction, including any transactional threshold limitations, and fraud/credit card charge-back liability.
2. Payment remittance to the Lead State or other Participating Entity. Detail the process of transmitting payments to the Lead State or other Participating Entity.

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 66.3 points based on the Offeror’s response. Provided detailed description of revenue collection, indicated \$10,000.00 maximum charge no fee, excess of \$10,000.00 2.95% fee. Offeror requires Buyers to pay within 3 business days for all items won on auction and assesses a 2% late fee. Detailed process for payments from buyer either check or ACH. Offeror mentioned a 20% restocking fee if an item is not purchased, it is unclear if that 20% fee is issued to the buyer or seller. All major credit cards will be accepted. Company and personal checks will be accepted. If buyer doesn’t pay in 3 days will charge a late fee for as long as default continues and 2% interest rate.

Liquidity Services Operations LLC dba GovDeals – The Evaluation Committee awarded Liquidity Services Operations LLC dba GovDeals 70 points based on the Offeror’s response. Provided detailed response, fees are addressed in buyer’s premium – no charge to participating entity. Provided timeline of payment; ACH payment or check. Offer accepts all major credit cards, PayPal and wire transfer. These methods of payment are consistent with the payment methods generally available to Internet shoppers and allow for all of the advantages users of these payment methods are accustomed to enjoying. Offeror also accepts payment through use of P-cards. The fee for collection can be passed to buyer. Agrees to remit auction proceeds weekly. Offeror is fully PCI compliant and does not store any financial data from buyers.

Municibid.com LLC – Offeror did not submit Proposal for Tier 2

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 70 points based on the Offeror’s response. Provided clear information regarding their revenue collection and types of credit accepted. Provided clear information detailing their process of transmitting payments to end users. Accepts all major credit card payments and also accepts PayPal for total sale amounts of \$5,000 or more, also accepts payment via wire transfer. Oversees payment processing for Participating Entity and remits proceeds via check on a monthly basis for completed auctions from previous calendar month. Client is able to view the most recent account information which includes the check amount and supporting details such as historical data which allows for reporting of account information.

The Public Group – The Evaluation Committee awarded The Public Group 68.3 points based on the Offeror’s response. Described their payment process in detail. 1% chargeback protection fee, this ensures that if the funds are lost to a chargeback then the Offeror will cover the cost and the Participating Entity will not lose money. Credit Card chargebacks do have a \$4,000 maximum purchase price on any card, anything above this amount must be paid with wire transfer. Offeror charges a credit card fee on top of already imposed fees. Detailed steps for payment process, can remit payment via ACH transfer for an additional fee. If the Participating Entity has Offeror collect payment then buyer pays a 3.5% premium. If they collect ACH payment to Participating Entity is once a month.

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier THREE – Full Turnkey Operation

Full Service		Total Points Available			
		250			
	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom.com, Inc</u>	<u>The Public Group</u>
Offeror Points	212.5	0	0	241.3	0

Specifications:

FULL SERVICE (250 points)

Offeror shall post photos and details of items on the website. Offeror shall perform all work in auctioning, transporting and administration of the property. Further, Offeror shall collect the funds and reimburse Purchasing Entity for the sale upon Offeror’s receipt of funds for the sale. Purchasing Entity further desires Offeror to supply a report regarding all property sold by Purchasing Entity at the same time as funds are transferred to the Participating Entity. Offeror must submit samples of such reports. Offeror shall describe in detail how Offeror will perform all the tasks listed in this requirement. Transporting and Administration may be defined as follows: transporting includes receiving the property from the office at which it is located and delivering it to the end purchaser in whatever form is required by the property (this could mean mailing, personal delivery, etc.); administration includes taking care of the property so that it is sold in the same condition in which it was received by the Contractor as well as ensuring that any licenses or other required documentation is performed in a timely manner. Further, Administration would include any warehousing and storage of property between the time it is received by the Contractor and the time it is delivered and accepted by the end purchaser.

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 212.5 points based on the Offeror’s response. Offeror makes mention of holding yards but does not mention warehousing capabilities for property that cannot be left out in the elements. Turnkey approach is their preferred method. Will travel on site, take photos, videos and inspect items. If preferred by Purchasing Entity to move items to one of the Offer’s nationwide locations. Offer provides physical site security at holding yards. Provided three sample reports. They have a nationwide account manager and account team that will take photographs and videos and inspect items for auction or can have moved to their nationwide locations. Unsure where these locations are and how assessable to a PA. They provided detailed description of their holding yards and security they have in place.

Liquidity Services Operations LLC dba GovDeals – Offeror did not submit Proposal for Tier 3

Municibid.com LLC – Offeror did not submit Proposal for Tier 3

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 241.3 points based on the Offeror's response. Provided clear and concise detail of full service option. Provided full details on the administration of property. As a full-service solution Offeror will physically pick up items from Client's location and brings back to one of multiple Processing Centers or a sub-contractor's yard for vehicles or equipment. The Offeror will then create listings detailing the item, list photographs, determine category, select duration of the auction and write out detailed description of the items for bidders to review during the bidding process. Offers a full-service solution, the Offeror is able to take revisions to existing listings from the Participating Entity up until the auction is launched. Website allows the auction-bidder/buyer to register, log-in, view photographs, descriptions, and technical specifications of items being bid on during the auction process. Real-time information is provided to the participating auction bidder/buyer during the auction and once the auction is closed in the form of emails as well as on-site communications. If an auction listing needs to be updated/canceled after the auction is launched, it can be canceled/retracted prior to the listing end date without penalty

The Public Group – Offeror did not submit Proposal for Tier 3

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier THREE – Full Turnkey Operation

		Total Points Available			
Consulting Services		50			
	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom.com, Inc</u>	<u>The Public Group</u>
Offeror Points	50	0	0	50	0

Specifications:

CONSULTING SERVICES: (50 points)

The successful Offeror's staff must be available for consultation (such as providing advice on how better to use Offeror's services for better results, increased sales, etc.) as differentiated from maintenance and support (see Tier One, Customer Support) with Lead State or other Purchasing Entity staff on an as-needed basis between 8:00 AM and 5:00 PM in the prevailing time zone of the Participating Entity, Monday through Friday. Offeror must submit a detailed narrative regarding how Offeror will perform this requirement.

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 50 points based on the Offeror's response. Offeror can provide consultation services during the hours described above. Stated that they can provide consulting services; these services would include data-backed guidance on the Offerors best tools utilized to earn the highest value on assets. Offeror will suggest what

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items fit best in certain auctions, when to sell items, and how to gain the most benefit from their comprehensive marketing plan

Liquidity Services Operations LLC dba GovDeals – Offeror did not submit Proposal for Tier 3

Municibid.com LLC – Offeror did not submit Proposal for Tier 3

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 50 points based on the Offeror's response. Offeror's team is available for consultation on how to best utilize the online auction services for better results and increased sales. Will work with clients to schedule pickup and removal of surplus property and vehicles. Available by email or phone. Client Success hour are 8 am through 6 pm EST Monday through Friday.

The Public Group – Offeror did not submit Proposal for Tier 3

Section 3.4 Evaluation Process, Phase 2: Technical Proposal Evaluation – Tier THREE – Full Turnkey Operation

Site Visit		Total Points Available 50			
	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
Offeror Points	50	0	0	50	0

Specifications:

SITE VISIT: (50 points)

The Lead State or other Participating Entity, upon request, can coordinate with the Offeror for a site visit to their location to include IT, Administration, Accounting, Warehouse and Storage. Offeror must submit a statement of concurrence that Offeror is able and willing to perform this function.

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 50 points based on the Offeror's response. Offeror supplied a statement of concurrence as requested.

Liquidity Services Operations LLC dba GovDeals – Offeror did not submit Proposal for Tier 3

Municibid.com LLC – Offeror did not submit Proposal for Tier 3

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 50 points based on the Offeror's response. Offeror supplied a statement of concurrence as requested.

The Public Group – Offeror did not submit Proposal for Tier 3

Section 3.4, Costs: Tier One (300 Total Points)

Cost Tier One		Total Points Available 300			
	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
Offeror Points	111.49	132	300	0	117.86

Evaluation Factors:

Offerors shall list their Percentage Fee as well as all other associated costs (value added services or additional fees, etc) they intend to place upon the Lead State or other Purchasing Entity in the Offeror's Cost Proposal (see Attachment C). The other associated costs will not be used in the evaluation of cost, but must be included in the Offeror's cost proposal.

The percentage fees (items 1 & 2) within the proposed Tier will be averaged for each Offeror. The lowest responsive offeror will receive the maximum available points. The average percentage fee will then be used in the following formula to award cost points to the other responsive offerors:

$$\frac{\text{Lowest Responsive Percentage Fees (Averaged)}}{\text{This Offeror's Percentage Fees (Averaged)}} \times \text{Cost Points Available}$$

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 111.49 points based on the Offeror's cost response for Tier One.

$$\frac{\text{Lowest Responsive Percentage Fees (2.75 Averaged)}}{\text{JJ Kane Auctioneers, Inc. (7.4 Averaged)}} \times 300 \text{ Points}$$

Liquidity Services Operations LLC dba GovDeals – The Evaluation Committee awarded J Liquidity Services Operations LLC dba GovDeals 158.34 points based on the Offeror's cost response for Tier One.

$$\frac{\text{Lowest Responsive Percentage Fees (2.75 Averaged)}}{\text{Liquidity Services Operations LLC dba GovDeals (6.25 Averaged)}} \times 300 \text{ Points}$$

Municibid.com LLC – The Evaluation Committee awarded Municibid.com LLC 117.86 points based on the Offeror's cost response for Tier One.

$$\frac{\text{Lowest Responsive Percentage Fees (2.75 Averaged)}}{\text{Municibid.com LLC (117.86 Averaged)}} \times 300 \text{ Points}$$

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----- X 300 Points
 Municibid.com LLC (2.75 Averaged)

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 0 points based on the Offeror’s cost response for Tier One. Offeror did not provide a cost proposal for Tier One.

The Public Group – The Evaluation Committee awarded The Public Group 300 points based on the Offeror’s cost response for Tier One.

Lowest Responsive Percentage Fees (2.75 Averaged)
 ----- X 300 Points
 The Public Group (7 Averaged)

Section 3.4, Costs: Tier Two (360 Total Points)

Cost Tier Two		Total Points Available 360			
	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
Offeror Points	186.32	220.61	0	293.36	360

Evaluation Factors:

Offerors shall list their Percentage Fee as well as all other associated costs (value added services or additional fees, etc) they intend to place upon the Lead State or other Purchasing Entity in the Offeror’s Cost Proposal (see Attachment C). The other associated costs will not be used in the evaluation of cost, but must be included in the Offeror’s cost proposal.

The percentage fees (items 1 & 2) within the proposed Tier will be averaged for each Offeror. The lowest responsive offeror will receive the maximum available points. The average percentage fee will then be used in the following formula to award cost points to the other responsive offerors:

Lowest Responsive Percentage Fees (Averaged)
 ----- X Cost Points Available
 This Offeror’s Percentage Fees (Averaged)

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 186.32 points based on the Offeror’s cost response for Tier One.

Lowest Responsive Percentage Fees (3.83 Averaged)

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----- X 360 Points
 JJ Kane Auctioneers, Inc. (7.4 Averaged)

Liquidity Services Operations LLC dba GovDeals – The Evaluation Committee awarded J Liquidity Services Operations LLC dba GovDeals 158.34 points based on the Offeror’s cost response for Tier One.

Lowest Responsive Percentage Fees (3.83 Averaged)
 ----- X 360 Points
 Liquidity Services Operations LLC dba GovDeals (6.25 Averaged)

Municibid.com LLC – The Offeror did not submit a proposal for Tier Two.

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 0 points based on the Offeror’s cost response for Tier One. Offeror did not provide a cost proposal for Tier One.

Lowest Responsive Percentage Fees (3.83 Averaged)
 ----- X 360 Points
 PropertyRoom.com, Inc. (4.7 Averaged)

The Public Group – The Evaluation Committee awarded The Public Group 300 points based on the Offeror’s cost response for Tier One.

Lowest Responsive Percentage Fees (3.83 Averaged)
 ----- X 360 Points
 The Public Group (3.83 Averaged)

Section 3.4, Costs: Tier Three (510 Total Points)

Cost Tier Three		Total Points Available 510			
	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc</u>	<u>The Public Group</u>
Offeror Points	510	0	0	275.27	0

Evaluation Factors:

Offerors shall list their Percentage Fee as well as all other associated costs (value added services or additional fees, etc) they intend to place upon the Lead State or other Purchasing Entity in the Offeror’s Cost Proposal (see Attachment C). The other associated costs will not be used in the evaluation of cost, but must be included in the Offeror’s cost proposal.

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The percentage fees (items 1 & 2) within the proposed Tier will be averaged for each Offeror. The lowest responsive offeror will receive the maximum available points. The average percentage fee will then be used in the following formula to award cost points to the other responsive offerors:

$$\frac{\text{Lowest Responsive Percentage Fees (Averaged)}}{\text{This Offeror's Percentage Fees (Averaged)}} \times \text{Cost Points Available}$$

JJ Kane Auctioneers, Inc. – The Evaluation Committee awarded JJ Kane Auctioneers, Inc. 111.5 points based on the Offeror's cost response for Tier One.

$$\frac{\text{Lowest Responsive Percentage Fees (7.4 Averaged)}}{\text{JJ Kane Auctioneers, Inc. (7.4 Averaged)}} \times 510 \text{ Points}$$

Liquidity Services Operations LLC dba GovDeals – The Offeror did not submit a proposal for Tier Three.

Municibid.com LLC – The Offeror did not submit a proposal for Tier Three.

PropertyRoom.com, Inc. – The Evaluation Committee awarded PropertyRoom.com, Inc. 0 points based on the Offeror's cost response for Tier One. Offeror did not provide a cost proposal for Tier One.

$$\frac{\text{Lowest Responsive Percentage Fees (7.4 Averaged)}}{\text{PropertyRoom.com, Inc. (13.71 Averaged)}} \times 510 \text{ Points}$$

The Public Group – The Offeror did not submit a proposal for Tier Three.

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Evaluation Point Summary

Tier 1 – Online Auction System

	<u>JJ Kane</u>	<u>Liquidity Services Operations LLC dba GovDeals</u>	<u>Municibid.com</u>	<u>PropertyRoom. com, Inc.</u>	<u>The Public Group</u>
References (50 points)	0	50	0	50	0
Use of Website Only (150 points)	105.7	139.9	110	143.1	137.6
Training (70 points)	41.6	70	49.2	67.8	70
Customer Support (70 points)	70	70	46.3	70	70
Security & Fraud Control (110 points)	101.1	99.4	65.9	103.1	102.6
Operational Reliability (110 points)	81.3	108.1	61.6	105.0	109.4
Marketing (30 points)	30	30	30	27.5	29.5
Reporting (110 points)	100	110	102.5	110	107.5
SUBTOTAL (700 points)	529.7	677.4	465.5	676.5	626.6
Cost (300 points)	111.49	132	300	0	117.86
TOTAL (1,000POINTS AVAILABLE)	641.19	809.4	765.5	676.5	744.46

Tier 2 – Use of Website and Accounting

	<u>JJ Kane</u>	<u>Liquidity Services Operation LLC dba GovDeals</u>	<u>Municibid.com LLC</u>	<u>PropertyRoom. com, Inc.</u>	<u>The Public Group</u>
Tier 1 Technical Points (700 points)	529.7	677.4	N/A	676.5	626.6
Accounting (70 points)	60	70	N/A	70	70
Revenue Collection & Payments (70 points)	66.3	70	N/A	70	68.3

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SUBTOTAL (840 POINTS)	656	817.4	N/A	816.5	764.9
Cost (360 points)	186.32	220.61	N/A	293.36	360
Total (1,200 points available)	842.32	1,038.01	N/A	1,109.86	1,124.9

Tier 3 – Full Turnkey Operation

	JJ Kane	Liquidity Services Operation LLC dba GovDeals	Municibid.com LLC	PropertyRoom. com, Inc.	The Public Group
Tier 1 Technical Points (700 points)	529.7	N/A	N/A	676.5	N/A
Tier 2 Technical Points (140 points)	126.3	N/A	N/A	138.3	N/A
Full Service (250 points)	212.5	N/A	N/A	241.3	N/A
Consulting Services (50 points)	50	N/A	N/A	50	N/A
Site Visit (50 points)	50	N/A	N/A	50	N/A
SUBTOTAL (1,700 POINTS)	968.5	N/A	N/A	1,156.1	N/A
Cost (510 points)	510	N/A	N/A	275.27	N/A
Total (1,700 points available)	1,478.5	N/A	N/A	1,431.37	N/A

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Evaluation Committee Recommendation

Based on the Evaluation Committee's evaluation of the proposals submitted, as detailed above, the committee respectfully recommends awarding master agreements to perform the scope of work as outlined in the **Online Auction Services** RFP #20-00000-22-00051 to the following:

Tier One:

Liquidity Services Operations LLC dba GovDeals
Municibid.com
The Public Group

Tier Two:

Liquidity Services Operations LLC dba GovDeals
PropertyRoom.com, Inc.
The Public Group

Tier Three:

JJ Kane
PropertyRoom.com, Inc.

Awarding master agreements to the recommended Offerors(s) is in the best interest and is most advantageous to the State, the Agency, and Agency clients.

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Committee Signature Approval



Jonathon Harshfield, State of Alaska
Evaluation Committee Member

8/10/2022

Date



Lynn Peccerillo-Hills, State of Connecticut
Evaluation Committee Member

8/11/2022

Date



Lee Ann Blythe, State of Missouri
Evaluation Committee Member

8/11/2022

Date



Jacob Folsom, State of Maine
Evaluation Committee Member

8/12/2022

Date



Vanessa LeBlanc, State of New Mexico
Procurement Manager

8/9/2022

Date

State Purchasing Signature Approval



Mark Hayden
State Purchasing Agent & Director

8/12/2022

Date

X This is signed on behalf of the State Purchasing Agent

Certificate Of Completion

Envelope Id: AFB35E6B6854CF0935DCEAA6DB36E4F

Status: Completed

Subject: Please DocuSign: Online Auction ECR 8922 Final.docx

Source Envelope:

Document Pages: 30

Signatures: 6

Envelope Originator:

Certificate Pages: 6

Initials: 1

Vanessa LeBlanc

AutoNav: Enabled

13 Bataan Blvd

Enveloped Stamping: Enabled

Santa Fe, NM 87508

Time Zone: (UTC-07:00) Mountain Time (US & Canada)

Vanessa.LeBlanc@state.nm.us

IP Address: 98.60.102.6

Record Tracking

Status: Original

Holder: Vanessa LeBlanc

Location: DocuSign

8/9/2022 1:31:52 PM

Vanessa.LeBlanc@state.nm.us

Security Appliance Status: Connected

Pool: StateLocal

Storage Appliance Status: Connected

Pool: GSD

Location: DocuSign

Signer Events**Signature****Timestamp**

Susan Inman



Sent: 8/9/2022 1:45:57 PM

Susan.Inman@state.nm.us

Viewed: 8/9/2022 1:46:44 PM

New Mexico General Services Department State
Purchasing Division

Signed: 8/9/2022 1:50:34 PM

Security Level: Email, Account Authentication
(None)Signature Adoption: Pre-selected Style
Using IP Address: 208.85.32.215**Electronic Record and Signature Disclosure:**

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ID: 85ae9af5-d784-487f-80b0-046bfdde9d3d

Vanessa LeBlanc



Sent: 8/9/2022 1:50:36 PM

vanessa.leblanc@state.nm.us

Viewed: 8/9/2022 2:01:15 PM

New Mexico General Services

Signed: 8/9/2022 2:01:20 PM

Security Level: Email, Account Authentication
(None)Signature Adoption: Pre-selected Style
Using IP Address: 98.60.102.6**Electronic Record and Signature Disclosure:**

Accepted: 6/2/2020 7:02:26 AM

ID: 174ce339-a45c-4eb9-8489-b3f5ced3d8e4

Jonathon Harshfield



Sent: 8/9/2022 2:01:23 PM

jonathon.harshfield@alaska.gov

Resent: 8/10/2022 11:01:36 AM

Security Level: Email, Account Authentication
(None)

Viewed: 8/10/2022 11:41:28 AM

Signature Adoption: Uploaded Signature Image
Using IP Address: 10.2.14.3

Signed: 8/10/2022 11:42:00 AM

Electronic Record and Signature Disclosure:

Accepted: 8/10/2022 11:41:28 AM

ID: c8b3fed7-b5e2-4687-a544-df096914ca6b

Lynn Peccerillo Hills



Sent: 8/10/2022 11:42:03 AM

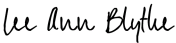
lynn.peccerillo@ct.gov

Viewed: 8/11/2022 6:46:29 AM

Security Level: Email, Account Authentication
(None)

Signed: 8/11/2022 6:49:20 AM

Signature Adoption: Pre-selected Style
Using IP Address: 159.247.112.251**Electronic Record and Signature Disclosure:**

Signer Events	Signature	Timestamp
Accepted: 8/11/2022 6:46:29 AM ID: 88a6905f-5e80-427a-a189-4d5bbce88928 Lee Ann Blythe LeeAnn.Blythe@oa.mo.gov Security Level: Email, Account Authentication (None)	 Signature Adoption: Pre-selected Style Using IP Address: 168.166.80.241	Sent: 8/11/2022 6:49:22 AM Viewed: 8/11/2022 8:42:45 AM Signed: 8/11/2022 8:46:06 AM
Electronic Record and Signature Disclosure: Accepted: 8/11/2022 8:42:45 AM ID: 2b202ec1-786f-4c91-87ec-082dcd20d184 Jacob Folsom jacob.folsom@maine.gov Security Level: Email, Account Authentication (None)	 Signature Adoption: Pre-selected Style Using IP Address: 66.222.97.9	Sent: 8/11/2022 8:46:08 AM Viewed: 8/12/2022 5:30:16 AM Signed: 8/12/2022 5:30:24 AM
Electronic Record and Signature Disclosure: Accepted: 8/12/2022 5:30:16 AM ID: cd11fe93-705a-4d3b-971a-920154080881 Valerie Paulk valerie.paulk@state.nm.us Signed of Behalf of State Purchasing Agent New Mexico General Services Signing Group: 35000 - State Purchasing Agent Security Level: Email, Account Authentication (None)	 Signature Adoption: Pre-selected Style Using IP Address: 67.0.230.55	Sent: 8/12/2022 5:30:27 AM Viewed: 8/12/2022 5:56:21 AM Signed: 8/12/2022 5:59:19 AM
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In Person Signer Events	Signature	Timestamp
Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Solomon Kingston skingston@naspovaluepoint.org Security Level: Email, Account Authentication (None)	COPIED	Sent: 8/12/2022 5:59:23 AM Viewed: 8/12/2022 12:06:11 PM
Electronic Record and Signature Disclosure: Not Offered via DocuSign		
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps

Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	8/9/2022 1:45:57 PM
Certified Delivered	Security Checked	8/12/2022 5:56:21 AM
Signing Complete	Security Checked	8/12/2022 5:59:19 AM
Completed	Security Checked	8/12/2022 5:59:23 AM
Payment Events	Status	Timestamps
Electronic Record and Signature Disclosure		

ELECTRONIC RECORD AND SIGNATURE DISCLOSURE

A. ELECTRONIC RECORD AND SIGNATURE DISCLOSURE (ERSD)

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D. Consequences of changing your mind

If you elect to receive required notices and disclosures only in paper format, it will slow the speed with which GSD will be able to complete certain steps in specific transactions and deliver paper copies to you. GSD will need: (1) to send the required notices or disclosures to you in paper format; and (2) wait until GSD receives your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from SONM or to electronically sign documents generated and sent to you from SONM.

E. All notices and disclosures will be sent to you electronically

Unless you inform GSD otherwise according to these procedures, GSD will electronically provide you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements and other documents that are required to be provided or made available to you during the course of your electronic signature relationship with SONM. To reduce the possibility of inadvertent non-receipt, GSD prefers to provide all required notices and disclosures by the same method and to the same email or physical address that you furnish to GSD. Thus, you may receive the disclosures and notices electronically or in paper form. If you do not agree with this procedure, please inform GSD according to the procedures stated in Section I, below. Please also refer to Section D, immediately above, which states the consequences resulting from your declination of electronic delivery of notices and disclosures.

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You may inform General Services Department (GSD) of any changes you select regarding State Purchasing Division's (SPD) electronic communications with you, to request paper copies of certain information from SPD, and to withdraw your prior consent to receive notices and disclosures electronically by emailing your request(s) to SPD at: GSD.SPDinfo@state.nm.us

G. To advise SPD of your new email address

To inform SPD of a change in the email address to which SPD sends you notices and disclosures electronically, you must send an email to SPD at GSD.SPDinfo@state.nm.us and in the body of such request you must include your previous and new email addresses.

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(1) Decline to sign a document from within a signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may:

(2) Send SPD an email to GSD.SPInfo@state.nm.us and in the body of your request state your email address, full name, mailing address, and telephone number.

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<https://support.docusign.com/guides/signer-guide-signing-system-requirements>

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To confirm that you are able to electronically access the information contained in this Electronic Record and Signature Disclosure (ERSD), please confirm that you have: (1) read this ERSD, and either: (2) you are able to print on paper or electronically save this ERSD for your future reference and access; or (3) you are able to email this ERSD to an email address where you will be able to print this ERSD on paper and/or save this ERSD for your future reference and access. Further, if you consent to receiving notices and disclosures from DocuSign and/or SPD exclusively in electronic format, then select the check-box next to “I agree to use electronic records and signatures,” before you click “CONTINUE” within the DocuSign system.

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- You can print this ERSD on paper, or you can save and/ or send this ERSD to a location where you can print this ERSD, for your future reference and access; and
- Until or unless you notify SPD as stated in this ERSD, you consent to exclusively receive through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by SPD during the course of your electronic signature relationship with SPD.