



Request for Vendor Contract Update

Pursuant to the terms of your awarded vendor contract, all vendors must notify and receive approval from Region 4/OMNIA Partners, Public Sector when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4. Region 4 reserves the right to accept or reject any request.

Liquidity Services Operations, LLC hereby provides notice of the following update to
(Vendor Name)

Contract number: R190601 for Auctioneer Services and Related Products on this date 3/4/2021.
Contract Title

Instructions: Vendors must check all that may apply and shall provide supporting documentation. Place your initials next to each item to confirm that documents are indeed included. Request received without supporting documentation will be returned. Be sure to sign prior to submitting your update for approval. **This form is not intended for use if there is a material change in operations, which may adversely affect members, i.e. assignment, bankruptcy, change of ownership, merger, etc. Please contact a member of the OMNIA Partners Contracting Team to request a "Notice of Material Change to Vendor Contract" form.**

Authorized Distributors/Dealers
____ Addition
____ Deletion
____ Supporting Documentation

Price Update
____ Supporting Documentation

Products/Services
____ New Addition
____ Update Only
____ Supporting Documentation

Discontinued Products/Services
____ Supporting Documentation

States/Territories
____ Supporting Documentation

Other _____
____ Supporting Documentation

Notes: Vendor may include other notes regarding the contract update here: (attach another page if necessary).
Revenue share changed: Annual Volume Discount Program will begin immediately at 1.25%, rather than 0.25% at \$1 million aggregate sales and increasing up to 1.25% at \$5 million aggregate sales.

Submitted By: Stu Kusch

Approved Date 3/11/2021 | 8:19 AM PST

Title: Vice President and General Manager

Denied Date _____

Contact Number: 334-462-3962

Email Address: skranzusch@govdeals.com

DocuSigned by:
Robert Engelmann
Region 4 ESC: _____
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Liquidity Services Operations LLC

Providing government-exclusive online auction services since 2001

100 Capitol Commerce Blvd., Suite 110, Montgomery, AL 36117
Steve Kranzusch, Vice President and General Manager
skranzusch@govdeals.com | 1-800-613-0156 Ext. 4455

Robert Zingelmann
Chief Financial Officer, Finance and Operations Services
Region 4 Education Service Center
7145 West Tidwell Road
Houston, TX 77092

March 4, 2021

Re: *Amendment to Contract Number R190601 – Auctioneer Services and Related Products*

Dear Mr. Zingelmann:

GovDeals proposes to amend our current agreement, Contract #R190601 for Auctioneer Services and Related Products. In our proposal, we offered a revenue share, starting at 0.25% when the contract reached \$1 million in aggregate annual sales; with the revenue share percentage peaking at 1.25% upon surpassing \$5 million in aggregate annual sales.

However, in order to jumpstart revenue under the contract and to level the playing field for OMNIA with our other cooperative partners, we extend an offer to begin the revenue share immediately at 1.25%, with no required annual sales threshold. To this end, we are providing an amended language below, changing the revenue share language as follows:

Original:

Region 4 and OMNIA Participants may qualify for GovDeals' Annual Volume Discount Program. When eligible aggregate sales under the contract surpass \$1 million in a 12-month period, all qualifying clients may be eligible for a rebate based on the proportion of sales. When the contract surpasses \$1 million in auction sales within a 12-month period, each selling agency will receive a 0.250% rebate of their agency's sales. The rebate percentage tops out at 1.250% of sales when the contract's annual sales exceed \$5 million.

Amended:

Region 4 and OMNIA Participants will qualify for the Annual Volume Discount Program, a rebate program based on the proportion of sales. Each selling agency will receive a 1.25% rebate of their agency's sales, paid annually.

The request form for Vendor Contract Update and the amended contract are enclosed. Please contact me with any questions.

Respectfully submitted,

Steve Kranzusch, Vice President and General Manager

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