



NOTICE TO OFFEROR  
QUESTIONS & ANSWERS  
**RFP #26-S1126**

Competitive Solicitation by Region 14 Education Service Center  
for  
**Auction Services**

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**Vendor Discussions - 051426**

**JJ Kane Auctions**

**Admin Fee**

*Breanna Sullivan, May 13, 2026 12:43 PM CDT*

Exhibit A, 1.2 – Is it mandatory that the Administrative Fee be 3% or is this percentage negotiable?

Answer: Yes. Any negotiable figure must be included as part of the Respondent response.

**Admin Fee**

*Breanna Sullivan, May 13, 2026 12:43 PM CDT*

Exhibit A, 1.2 & Exhibit B, 11 – Can OMNIA Partners please clarify what the “Administrative Fee” will be based on? For most other contracts, this number is based on: o What the Participating Public Agency pays for auction services (Seller Fee), or o What the Participating

Public Agency pays for auction services (Seller Fee) plus what the winning bidder pays in fees (Buyer Fee).

Answer: The Administration Fee is a standard 3% on the total sales of the contract (Master Agreement) not the total sales of the company. The Respondent will determine how they wish to respond to the Administration Fee.

### OMNIA Specific Questions

*Breanna Sullivan, May 13, 2026 12:44 PM CDT*

Exhibit A, 3.0 – Should our responses to these questions be provided in a separate document from Region 14 ESC’s questions? Or should these be answered as a continuation of our proposal response to Region 14 ESC?

Answer: Review III. Instructions To Suppliers, 2. Required Proposal Format. Respond appropriately to Appendix B, Exhibit A, 3.0 is part of the offering.

### Exhibit B T&C

*Breanna Sullivan, May 13, 2026 12:44 PM CDT*

Exhibit B – How are terms in this agreement flowed down to Participating Public Agencies?

Answer: Exhibit B is the Administration Agreement which is specific to the Supplier and OMNIA Partners. If executed it will be a *confidential* document between awarded supplier and OMNIA Partners. It will not be part of the Master Agreement and not shared with any other parties.

See III. Instruction To Suppliers. 3. Additional Agreements if the Respondent has additional agreement for terms.

### Sales Reporting

*Breanna Sullivan, May 13, 2026 12:45 PM CDT*

Exhibit B, 12 – To maintain consistency with current reporting structure, can reports be provided quarterly instead of monthly?

Answer: Ideally, no. However, provide a response on any current reporting structure. OMNIA Partners standard reporting practice is monthly. If there are no sales for the month, then the awarded supplier may submit a report document stating, (example) “No sales for the month of January 2026.”

### Corporate Seal

*Breanna Sullivan, May 13, 2026 12:45 PM CDT*

Exhibit G, Doc 4 – Is corporate seal required for this document? Our corporate seal is an embossment and typically doesn't show up well on scanned copies.

Answer: Ideally, yes. However, if the scanned seal does not appear still supply the document. It is important to provide the documents as part of the proposal response.

### LONE STAR AUCTIONEERS

#### 3.0 Supplier Response-M. Guaranteed Contract Sales

*Marilyn Burgess, May 13, 2026 10:08 AM CDT*

Is the vendor requested to pay the difference if the guarantee amount is not reached.

Answer: Yes. Respondent is not required to include guaranteed sales. If the Supplier provides a figure, then the expectation is the Supplier will pay the amount if not met for the year's guaranteed sales figure.

107. Would the Customer please provide us with an anticipated start date? Answer: Region 14 has not determined the start date.

#### 3.0 Supplier Response-M. Guaranteed Contract Sales

*Marilyn Burgess, May 13, 2026 10:11 AM CDT*

From an auctioneer’s perspective, establishing a guaranteed sales amount is inherently difficult because surplus asset sales are unpredictable and cannot be mandated or scheduled at fixed volumes each year. The availability of surplus items depends entirely on when participating members determine assets are no longer needed, making the process intermittent rather than a consistent, ongoing purchasing program. As a result, any projected sales figures provided by the vendor or auctioneer must be considered estimates based on historical trends, prior surplus activity, and anticipated market conditions—not guaranteed annual sales commitments. The auctioneer can market and facilitate the sale of available surplus assets, but cannot control or require the volume of assets members choose to release for sale in any given year.

Answer: Respondent is not required to include guaranteed sales. If the Supplier provides a figure, then the expectation is the Supplier will pay the amount if not met for the year’s guaranteed sales figure.