

Questionnaire Level - Supplier Summary

Questionnaire Name	Questionnaire Type	Supplier Name	Total Questionnaire Score	My Score	Total Questions	Questionnaire Coverage	QuestionCoverage %
Company Summary	Technical	PODS Enterprises	-	-	1	1	100
Company Capabilities	Technical	PODS Enterprises	-	-	27	27	100
Sustainability	Technical	PODS Enterprises	-	-	6	6	100
Pricing	Technical	PODS Enterprises	-	-	12	12	100

001734-Dec2019 - RFP- Household Moving, Relocation Services and Related Products

Questionnaire Name: *	Company Summary
Questionnaire Type:	Technical
Questionnaire Description:	Company Summary

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	PODS Enterprises LLC
-	1	* Please provide a high-level synopsis of the Proposer's responses to the RFP, describing your company's capability of providing full service to all UC Locations and OMNIA Partners Participating Public Agencies in providing domestic and international services. This shall be a brief overview that identifies the main features and benefits of the proposed services and related products. Please provide response in an attachment and limit to 2 pages	100.00%		General Capabilities Statement.docx

001734-Dec2019 - RFP- Household Moving, Relocation Services and Relat

Questionnaire Name: *	Company Capabilities
Questionnaire Type:	Technical
Questionnaire Description:	Company capabilities, including the supplier's ability to participate in a national program.

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	PODS Enterprises LLC
Supplier Network	1	<p>* Describe the Proposer's nationwide network and its ability to serve customers on a national basis by completing OMNIA documents and responding to the following:</p> <ul style="list-style-type: none"> <input type="checkbox"/> # of Agents <input type="checkbox"/> # of household moves completed in calendar year 2019 <input type="checkbox"/> Geographic scope of network <input type="checkbox"/> Are there any states that you do not serve? Please explain. <input type="checkbox"/> % of Agents nationwide that are certified as the following: <ul style="list-style-type: none"> Small Business Enterprise Disadvantaged Business Enterprise Women-Owned Business Enterprise Minority Business Enterprise Veteran-Owned Business Enterprise Service Disabled Veteran-Owned Business Enterprise 	10.00%	-	PODS has created and refined the nations largest container storage and transportation network, which has been in operation for more than 20 years. We serve residential and commercial clients in a variety of ways including but not limited to onsite storage options, offsite containerized storage options and accessibility, local, regional, and national containerized transportation solutions, and a multitude of employee relocation offerings. Supplier Network Q1.docx

Supplier Network	2	<p>* Provide a listing of all Agents by State. For each of these Agents, provide the following information: # of household moves completed during 2019 # of trucks # of employees</p> <p>Address for Agent</p> <p>Point of contact</p> <p>Cities / regions served by the Agent</p> <p>Is the agent certified as any of the following? Small Business Enterprise Disadvantaged Business Enterprise Women-Owned Business Enterprise Minority Business Enterprise Veteran-Owned Business Enterprise Service Disabled Veteran-Owned Business Enterprise</p>	10.00%	-	Location listing is attached, and all household move numbers are captured as a number nationally and not at the individual level. As in question 1, none of the described certifications apply. PODS Location Listing.pdf
Supplier Network	3	<p>* If awarded, will all Agents in your network comply with the terms of this agreement? If not, please explain.</p>	3.00%	-	Yes
Supplier Network	4	<p>* Explain in detail your household goods program. If your firm works with multiple van lines and /or Agents, please outline the criteria that is used to select the vendor for household goods move. Describe storage arrangements.</p>	2.00%	-	PODS has created the industry leading "self move" portable storage network, which has been in practice and refined for over 20 years. We are the premier option for the transferee who prefers to move themselves, or needs the flexibility to move in different stages (i.e. different rooms being delivered at different times, or needing the flexibility of items (containers) being stored offsite before being delivered to the destination. The process defined - PODS will work with transferee to understand the number of containers needed, sizes of containers needed, and dates of those containers needed to arrive at the preferred location. We will deliver empty containers to the origin location for either the transferee to load themselves, or have loaded via multiple channels of labor, of which PODS can also provide thru partnerships. Once loaded, PODS then pickup the container(s) at the requested time, utilizing our patented level loading system called a "Podzilla", that keeps the container and contents level at all points of transit - pickup, delivery, and thru all points of transit. Once containers arrive at the destination location, PODS arranges with the customer the appropriate delivery time per container, per their needs. The customer also has our offsite storage facilities at their disposal, which can account for any changes in schedule, timelines, or emergencies on their end. All of this work is coordinated by a dedicated specialist who works with our logistics team to provide the service and timelines requested by the transferee.
Supplier Network	5	<p>* Describe the process and metrics that are used to measure the performance of Agents in your network.</p>	-	-	PODS is a day definite service, with metrics based around completion of services performed on an agreed upon day with our customers. We measure containers delivered, and picked up on time, as set by the customer expectations upon order entry.
Supplier Network	6	<p>* Describe international abilities (if applicable). Outline services that are performed and which supplier(s) your firm partners with. Include storage arrangements. Describe the process in which all applicable immigration/customs documentation is received.</p>	-	-	PODS currently has partner locations in the United Kingdom, and Australia, with the same infrastructure as our United States locations - container fleet, local trucks, "Podzilla" lift systems, and storage centers. Regarding Canadian locations, we also have a wide network of locations (see Q2 location listing) and can bill in local Canadian currency if needed.

Account Management and Customer Service	7	* Describe the account management team, and all roles thereunder, that you would assign to the UC system and OMNIA Partners Participating Agencies if awarded under this RFP, including senior account manager responsible for the entire agreement and UC relationship and local account representatives responsible for each specific UC location. Include attachment if necessary.	2.50%	-	At the top level, quarterbacking the relationship and account strategies will be the Vice President of National Accounts, and the National Account Executive (NAE) responsible for the implementation and driving the strategy of the UC System, participating agencies, and our partnership with OMNIA. As direct support, there will be a dedicated Customer Account Specialist working with the NAE, aligned with the account strategies and framework as well, with responsibility to be the point person for operating protocol for the agreement and how to work with and handle UC System and all OMNIA members. To aid in coverage to all UC System locations, and any other locations within the parameters of the agreement needing coverage, we will divide our regional account executives that reside in individual cities to call on agencies and locations needing face-to-face contact or consultation, with a deep understanding of our agreement and our standard operating procedures within the agreement. At any point, for consultation or guidance, all PODS senior leadership will be available (sales, operations, customer service) to the UC System and OMNIA to further help our partnership move forward.
Account Management and Customer Service	8	* What is the average response time for an account manager(s) to respond to initial requests?	1.43%	-	Initial requests for service, quoting, or consultation can be responded to as quickly as within the hour, to no longer than same day response - via any of the channels UC System and OMNIA partners will have to communicate (phone, dedicated URL, email).
Account Management and Customer Service	9	* Please specify your company's normal business hours as well as your format for providing customer service both during and after normal business hours.	1.43%	-	8am to 8pmEST Monday thru Friday, and Saturday from 9am to 5:30pmEST.
Account Management and Customer Service	10	* Describe your customer service support infrastructure for admins and end users, including phone, email, and chat. Provide hours and other pertinent details for each.	1.43%	-	Anyone utilizing the agreement will have access to our dedicated customer account specialist and our corporate commercial and residential support team during the above mentioned hours. The provided custom URL landing page will be available 24/7 to accept request for quotes, request for information, or be utilized as a resource for understanding our service model and capabilities with the appropriate materials housed there. Our public website, pods.com, can be utilized 24/7 as well however NOT as a reference for pricing or anything specifically needing to be addressed for a UC System or OMNIA partners member.
Account Management and Customer Service	11	* Explain how your company proposes to resolve any complaints, or other issues. Please detail your company's problem resolution and escalation process for customer complaints and concerns for customers, including your interactions with Agents.	2.50%	-	PODS stays in contact with the transferee, logistics teams, and other partners (internal and external) until the transferees' belongings are unloaded and inspected and final invoice is generated. PODS Corporate Relocation specialists act as the first level of problem resolution. The fact that our teams support a limited number of accounts and are market-specific provides them with the ability to possess detailed knowledge of their Customers' specific processes. They are knowledgeable in all aspects of our system and are empowered to address issues immediately. In the event that an issue is not resolved to the Customer's satisfaction, it is escalated to a Team Leader first, and then to the Department Manager, who would communicate with the various departments within PODS to resolve the issue. Once the issue is resolved, analysis training and communication take place to ensure that the root cause is identified in an effort to prevent repeat occurrences. Of course, the team is in constant communication with the Customer throughout the process so that they remain abreast of each development along with the final resolution.
Account Management and Customer Service	12	* Please specify your company's performance standards in the following service categories and provide your company's definitions of the service categories, and the methods used for measuring your performance: ☐ Consultation/estimates ☐ Packing and moving services ☐ Invoice/billing accuracy ☐ Client service satisfaction	2.50%	-	PODS audits its systems and surveys our Customers to determine metrics such as: 1) Timing of delivery (i.e. did the container arrive when promised). 2) Delivery placement to Customers' satisfaction. 3) Driver rating (i.e. friendliness, overall professionalism, accuracy). 4) Pricing (i.e. price competitive, value of price versus exceptional experience). 5) Phone experience with Customer Care associates. These and other factors are rated and used when completing internal assessments. PODS strives to deliver a positive moving/storage experience to our Customers, offering them peace of mind and security. Our metrics help us evaluate our successes so we may duplicate them, and apprise us of any improvement areas so we may rectify them. This strategy has led to PODS' continued year-over-year growth.

Account Management and Customer Service	13	* In the event that en you don't meet the above performance measures, what usually are the remedies and/or penalties?	2.50%	-	<p>PODS stays in contact with the transferee, logistics teams, and other partners (internal and external) until the transferees' belongings are unloaded and inspected and final invoice is generated. PODS Corporate Relocation specialists act as the first level of problem resolution. The fact that our teams support a limited number of accounts and are market-specific provides them with the ability to possess detailed knowledge of their Customers' specific processes. They are knowledgeable in all aspects of our system and are empowered to address issues immediately.</p> <p>In the event that an issue is not resolved to the Customer's satisfaction, it is escalated to a Team Leader first, and then to the Department Manager, who would communicate with the various departments within PODS to resolve the issue.</p> <p>Once the issue is resolved, analysis training and communication take place to ensure that the root cause is identified in an effort to prevent repeat occurrences. Of course, the team is in constant communication with the Customer throughout the process so that they remain abreast of each development along with the final resolution.</p>
Account Management and Customer Service	14	* If an employee does not adequately perform required duties, what is the process for providing corrective action?	1.43%	-	<p>Whether there is a sales, operations, or customer service related issue, the leader of that individual needing the corrective action will perform a root cause analysis to understand what expectation was set, and why an unsatisfactory end result was reached. Items looked into include but are not limited to, communication gaps, misunderstanding of protocols or failure to be clear of protocols, failure to meet delivery expectations. Once identified, the proper coaching is applied to the individual to ensure the same instance does not repeat itself. There is an escalation process for each division based on repetitive corrective actions as well.</p>
Account Management and Customer Service	15	* Who will work directly with the customer to coordinate the household move? How is this individual assigned, and how do they communicate with the customer?	1.43%	-	<p>Our individual Customer Account Specialist assigned specifically to the UC System/OMNIA will work with the transferee directly thru our corporate relocation group. They will be assigned strategically based on region, tenure, account expertise, as well as other criteria for managing our largest and most valuable account partnerships. Supporting that individual will be the corporate relocation team, leader of the Customer Account Specialist team, National Account Executive, and Vice President of National Accounts among others.</p>
Account Management and Customer Service	16	* include an example or an invoice. How do you ensure accurate billing for household moving services? Can you tailor invoices to reflect different business units? If so, describe your firm's abilities.	2.50%	-	<p>Attached is a full explanation of the billing options available to all UC System and OMNIA partner clients, whether this is a unique business unit, department, or separate business all together. Credit card billing options are also available. We do also have the ability in very special circumstances to customize a project invoice or billing need, although rare. INVOICE PACKAGE.pdf</p>
Account Management and Customer Service	17	* Identify any subcontractors or any other staff/personnel resources outside of your company or affiliated agents that are typically engaged to assist in performing the work contemplated under this RFP and the role they play in performing the services.	-	-	<p>PODS will not subcontract out our services, however in the scenario of a relocation move, to support the transferee if needed we can direct and quote them with 2 different national labor partners of ours (Hire-a-Helper and Pack and Load), and 2 different automobile national partners of ours (Mr. Car Shipper, and Acertus).</p>
Account Management and Customer Service	18	* Is your company taking any specific actions to protect both customers and employees in response to COVID-19? Please explain such actions.	2.50%	-	<p>PODS is proud to be designated as an essential business, so we have had to create very specific plans for our customers and employees. Regarding customers, we have implemented contactless customer strategies for our Operations team for delivery and pickup of containers and interaction w/ customers, as well as we have implemented sanitizing each and every container after usage to protect against the spread of the virus. In a sales capacity, we've implemented a specific protocol all sales personnel have to follow in order to make a client visit or travel for business, that needs to be signed off by senior leadership to not only track activity, but protect our employees. Specific to our internal employees, we have closed our corporate facilities and implemented work from home operations, and created task forces to understand when and how they can return to work safely based on a number of criteria (overall CDC guidelines, local case information and spread, specific departments and their staffing/proximity to working, and other criteria.</p>
Account Management and Customer Service	19	* Are employees required to wear a uniform and/or adhere to a specific dress code? Please explain.	1.43%	-	<p>Yes - our local delivery drivers have a full PODS delivery uniform they are responsible for. Our sales and support team also have criteria to meet for customer interactions and professionalism standards.</p>
Account Management and Customer Service	20	* Describe your firm's global footprint and any geographic limitations to your service delivery.	1.43%	-	<p>PODS currently operates in the United States and Canada, with exception to the US States of Alaska, Wyoming, and Montana. We do support business and have facilities in Hawaii. We also have international locations in the UK, as well as Australia.</p>

National Cooperative Contract	21	* Is your company capable of providing a national program under this solicitation? If you are unable to propose a national program due to conflicts with legal obligations or coverage area, please indicate this and propose a regional or direct solution. UC will evaluate responses in their entirety and determine award based on the most advantageous.	25.00%	Yes, we are interested in a National Contract and have no conflict or legal obligations.; No, due to legal obligations or personal preference our response will be directed to the UC organization (please provide details in attachment).	Yes, we are interested in a National Contract and have no conflict or legal obligations.
National Cooperative Contract	21.1	If Yes, we are interested in a National Contract and have no conflict or legal obligations. ,Please download the attached 'Exhibit A: 'Response to National Cooperative Contract for UCOP', provide a response, and upload your response to this question.	N/A		Omnia Partners - Exhibit A - Response for National Cooperative Contract.docx
National Cooperative Contract	21.2	If Yes, we are interested in a National Contract and have no conflict or legal obligations. ,Please download the attached 'Exhibit B: 'Response to National Cooperative Contract for UCOP', provide a response, and upload your response to this question.	N/A		PODS - Exceptions to OMNIA Partners Admin Agreement.docx
National Cooperative Contract	21.3	If Yes, we are interested in a National Contract and have no conflict or legal obligations. ,Please download the attached 'Exhibit F: Federal Funds Certifications Form', review, provide signature, and upload the completed form to this question.	N/A		OMNIA RFP - Exhibit F - PODS Executed.pdf
National Cooperative Contract	21.4	If Yes, we are interested in a National Contract and have no conflict or legal obligations. ,Please download the attached 'Exhibit G: New Jersey Compliance Form', complete the forms, provide signature, and upload the completed form to this question.	N/A		New Jersey Business Registration Certificate.pdf ; SKMBT_55220081317300.pdf
Insurance / Liability / Claims	22	* Does the supplier offer full value protection for lost or damaged goods? If so, what is the supplier's maximum level of liability?	10.00%	-	We do not provide full coverage, and have included a copy of our Master Rental Agreement for reference on our liability limits. PODS Corporate Rental Agreement.pdf
Insurance / Liability / Claims	23	* Does the supplier offer optional coverage above this maximum level? If so, what is the charge for such coverage?	5.00%	-	Attached is the outline of our PODS additional content protection options that each transferee and client have available to them.CPO COO Brochure Final.pdf

Insurance / Liability / Claims	24	* Describe the claims process for lost or damaged goods.	5.00%	-	<p>How to File a Claim</p> <p>In the event of loss or damage to your personal items or PODS container, PODS will work with you to help initiate your claim to our third-party insurance provider and adjuster, who will handle your claim. To report your claim, call our toll-free number at 866-351-3724.</p> <p>When filing a claim, you'll need to provide an inventory of lost or damaged items. We recommend taking photographs, which serve as excellent proof of damage. In the case of theft, you must also file a police report. Please do not dispose of damaged items until the claims adjuster has inspected them. All claims must be reported upon discovery of damage.</p>
Insurance / Liability / Claims	25	* How often were claims filed for lost or damaged goods, as a percentage of all household moves, in 2019?	3.00%	-	0.33% (claims were filed 0.33% of the time, or 1/3 of 1% of moves)
Insurance / Liability / Claims	26	* What was the average dollar amount for a claim for lost or damaged goods in 2019?	2.00%	-	\$266
Historical Data	27	<p>* Provide a summary report of all household moves conducted by the Supplier on behalf of UC campuses and customers during calendar year 2019. The report should include the following for each move:</p> <ul style="list-style-type: none"> ☐ 1. Origin Zip Code ☐ 2. Destination Zip Code ☐ 3. Weight ☐ 4. Shipment Date ☐ 5. Cost ☐ 6. Other special charges (peak, fuel, etc) 	-	-	Attached is the commercial data pulled for all UC locations for the past 3 years. Household moves may absolutely have taken place additional to this, however unless identified as UC System employees, they would be in our residential database under the individual transferee name. UC Revenue and Orders.xlsx

001734-Dec2019 - RFP- Household Moving, Relocation Services and Related I

Questionnaire Name:	Sustainability
Questionnaire Type:	Technical
Questionnaire Description:	Please complete questions below in full detail, as Sustainability is a high priority for the University of California.

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	PODS Enterprises LLC
-	1	<p>* University of California Policy: Bidder shall describe their Company's commitment to sustainable practices as it applies to their service. Refer to the University of California's Presidential Policy on Sustainable Practices, and align Bidder's response with the applicable categories outlined in the policy statements.</p>	20.00%	-	PODS commitment to sustainability can be defined by 2 major areas. First, our route optimization strategy, and second, the size of our individual containers and flexibility of their usage. Related to route optimization, PODS has a simple strategy of maximizing deliveries and pickups of empty storage containers for onsite storage and/or relocation needs. To operate as efficient as possible, routes are scheduled to reduce the number of delivery vehicle trips that do not contain a container. An example of this would be a new customer wanting a container to be dropped off, where the local driver would fulfill that request, then as the truck is empty perform a pickup of a container from a customer who is finished with their storage or needs to get their goods back to our storage facility en route back to our facility. Optimizing routes, reduces our carbon emissions into the environment. Secondly, and in it's simplest form - our container sizes all are supported by the same local delivery truck, which reduces the amount of larger vans and transportation vehicles that make these deliveries, thus cutting down on emissions as well by not needing additional equipment to deliver different types/styles of containers.
-	2	<p>* Environmentally Responsible Packing Materials: UC encourages its Suppliers to utilize environmentally responsible packing materials and recycling practices. Furthermore, all packaging must be compliant with the Toxics in Packaging Prevention Act (AB 455) and must meet all additional standards and requirements set forth in the UC Sustainable Practices Policy. Describe the Proposer's program(s) for fulfilling these requirements and minimizing the adverse effects of packaging on the environment.</p>	20.00%	-	PODS does not provide packaging materials, as we are a self-move provider.
-	3	<p>* Sustainable Transportation: Describe the Proposer's program(s) for promoting sustainable transportation practices and to reduce the environmental footprint of the Proposer organization's transportation operations.</p>	20.00%	-	Aside from our operating model described above, PODS would be willing to incorporate and test fuel cell technology into these local truck as well in partnership with the UC System to help both organizations drive sustainable transportation improvements.
-	4	<p>* Sustainable Operations: Describe the Proposer's program(s) for promoting sustainable practices within the Proposer's offices, warehouses, and other facilities.</p>	20.00%	-	Within our HUB facilities, PODS only uses vendors in CA that meet the necessary clean air requirements currently in place by running the newest low emission diesel tractors and near zero CNG using renewable natural gas. Our vendors are also demonstrating technology with tractor OEM's to meet California's future zero emission standards.NFI-Sustainability-California PODS HUB.pptx
-	5	<p>* Supplier(s) awarded a system-wide agreement as a result of this RFP will be required to register and participate in an assessment of their sustainability practices and procedures through the EcoVadis Corporate Social Responsibility (CSR) monitoring platform. For more information on the EcoVadis platform and costs associated with an assessment, please see the EcoVadis Supplier Solutions Website here: https://www.ecovadis.com/us/supplier-solutions-2/. Please acknowledge that you have read, understand and accept compliance to this requirement.</p>	-	Yes (I acknowledge); No	Yes (I acknowledge)
-	6	<p>* Does your company incorporate workplace diversity and inclusion as part of its employment practices and provide documentation of such practices (e.g. partnerships, career fairs, job boards)? Does your company track its diversity makeup to include gender, age, race, and tenure (if applicable) by job level? If yes, please provide a brief explanation.</p>	20.00%	-	PODS does incorporate workplace diversity and inclusion as part of our efforts to provide a safe and welcoming workplace, and participates in such events, however we do not have a formal documented process to track internally.

001734-Dec2019 - RFP- Household Moving, Relocation Services and Rel

Questionnaire Name: *	Pricing
Questionnaire Type:	Technical
Questionnaire Description:	

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	PODS Enterprises LLC
	1	<p><u>Pricing for Required Services:</u></p> <p>Proposer will be required to propose net pricing for all of their service offerings that are included in the Pricing Proposal. For each service offering, proposal should describe the Standard Service Package. For each service offering, proposal should be in the form of a discount from a tariff, detailed price schedule or another clearly-presented format. Provide pricing for each of the following services in a separate attachment (for large tables, please use Excel):</p> <ul style="list-style-type: none"> <input type="checkbox"/> Interstate Household Moving Services <input type="checkbox"/> Intrastate household moving services for the State of California <input type="checkbox"/> In-transit Storage <input type="checkbox"/> Automobile Moving Services 	75.00%		<p>When working with PODS on either a relocation or commercial type service - our container rental pricing is simple, yet market based and built on supply and demand. Each UC/OMNIA member will receive the same award winning service (recognized by Newsweek in 2019 as #1 Moving Service for Customer Service) PODS provides across our network. Pricing components include 1) delivery of empty container, 2) monthly onsite rental charge, 3) movement locally or reposition of container to new location (potentially with onsite storage rental scenarios), 4) transit of container regionally or nationally, 5) monthly rental charge inside our storage facilities, and 5) pickup of empty container when completed. Even in complicated scenarios where the same container may be moving from city to city, the same few metrics of pricing apply, Market pricing is fluid however, which is why PODS is offering an aggressive percentage off discount to ensure no matter if the need is in peak summer moving season or off season, your members will receive an exceptional rate for their service. Since our market tables change often, we've attached sample pricing based on different seasonal scenarios to provide how this model would look in actual cases in the months of August (peak) and January (off-peak). Onsite storage, offsite storage, and interstate as well as intrastate examples are provided. Also included is our partner's automobile shipping table with the appropriate charges for automobile shipping based on a per mile distance, and type of vehicle. Copy of OMNIA - PODS Examples_Aug 2020 (2).xlsx</p>
	2	<p><u>* Pricing for Optional Services:</u></p> <p>Proposer will be required to propose net pricing for all of their additional service offerings that are included in the Pricing Proposal. For each service offering, proposal should be in the form of a discount from a tariff, detailed price schedule or another clearly-presented format. Select each additional service that the Supplier will be offering through this proposal. For each service offering, proposal should describe the Standard Service Package. Provide pricing for each of the following services in a separate attachment (for large tables, please use Excel):</p> <ul style="list-style-type: none"> Containerized moving services Intrastate household moving services (for states other than California) International household moving services Specialized services related to household moving, including electronics and other high-value items 			<p>PODS self-moving network is completely containerized, and illustrated in the pricing noted above in Question 1.</p>

-	3	<p>* Additional Proposal Service Offerings: Any products or services not included elsewhere, but which are available to University of California Clients and/or Omnia Partners Participating Public Agencies in the Proposer's standard Service Guide may be submitted as a separate document attached to the Proposer's response. Provide pricing in a separate attachment. Are there additional services that you would like to include?</p>	12.50%	-	No additional services at this point
-	4	<p>* Pricing Methodology: Please provide your methodology for pricing changes. Include any indices, benchmarks, etc. that your firm uses as part of the rate calculation.</p>	-	-	PODS will only change pricing discount percentages in response to a renegotiated agreement. The benchmark for PODS pricing is our market rates, which can fluctuate, however mainly during our peak season of summer moving to the beginning of fall.
-	5	<p>* Minimum Charges:</p> <p><input type="checkbox"/> Does the Proposer have Minimum Charges associated with any of its service offerings? If so, please describe.</p> <p><input type="checkbox"/> Is the Proposer able to reduce or eliminate the Minimum Charge fees associated with any of the abovementioned services? Provide a list below of the fees/surcharges that the Proposer is able to reduce or eliminate.</p>	-	-	The only minimum charge or service related to our model would be the rental period. PODS has a standard across our model of 1 month rental for a storage container.
-	6	<p>* Peak Season Charges:</p> <p><input type="checkbox"/> How does your firm ensure service coverage during peak season (summer)?</p> <p><input type="checkbox"/> Does the Proposer have Peak Season Charges with any of its service offerings? If so, please describe.</p> <p><input type="checkbox"/> Is the Proposer able to reduce or eliminate the Peak Season Charges associated with any of the abovementioned services? Provide a list below of the fees/surcharges that the Bidder is able to reduce or eliminate.</p>	-	-	PODS is able to ensure service during our peak season with our extensive network, and largest container fleet in the industry. During our peak season or during times of high demand, the only change in service levels would occur with the lead time to have an empty container delivered to begin the service for the customer. As example, in our off peak season we may be able to deliver an empty container to a customer next day, sometimes even same day. However in our peak season we may be a week out for delivering an empty container to being service. In both cases though, the service begins upon delivery of that empty container and the transit times or rental periods are not effected.
-	7	<p>* Fuel Surcharges:</p> <p><input type="checkbox"/> Does the Proposer have Fuel Surcharges associated with any of its service offerings? If so, please describe.</p> <p><input type="checkbox"/> How often is this charge updated?</p> <p><input type="checkbox"/> Is the Proposer able to reduce or eliminate the Fuel Surcharges associated with any of the abovementioned services? Provide a list below of the fees/surcharges that the Bidder is able to reduce or eliminate.</p>	-	-	PODS does not charge a fuel surcharge for our container services.

-	8	<p><u>Housing-Related Fees and Surcharges (if applicable):</u></p> <p><input type="checkbox"/> If the proposal includes housing-related relocation services, what fees and surcharges are associated with any of these service offerings? Please describe.</p> <p><input type="checkbox"/> Is the Proposer able to reduce or eliminate fees/surcharges associated with any of the abovementioned services? Provide a list below of the fees/surcharges that the Bidder is able to</p>	-	-	n/a
-	9	<p>* <u>Other Fees and Surcharges</u></p> <p><input type="checkbox"/> Does the Proposer have other Fees and Surcharges associated with any of its service offerings? Does the Supplier impose any Fees and Surcharges on ProCard usage or any other type of payment? If so, please describe.</p> <p><input type="checkbox"/> Is the Proposer able to reduce or eliminate any of the abovementioned Fees and Surcharges? Provide a list below of the fees/surcharges that the Bidder is able to reduce or eliminate.</p> <p><input type="checkbox"/> What is Proposer's process for adding new fees or surcharges to an active agreement. What protections will the Proposer offer to minimize any impact of such fees or surcharges?</p>	-	-	PODS does not surcharge on credit card or P-card orders
-	10	<p>* <u>Price Extension for UC and Participating Public Agencies:</u></p> <p><input type="checkbox"/> May the pricing and terms of this agreement be extended to UC employees who arrange and pay for services directly with the Supplier?</p> <p><input type="checkbox"/> May the pricing and terms of this agreement be extended to other UC-affiliated individuals (students, retirees, alumni)?</p> <p><input type="checkbox"/> May a customer pay directly to your firm?</p>	12.50%	-	PODS can setup an individual employee partnership account with a standard discount that we provide larger organizations, and can be used for UC employees, affiliated individuals such as students, retirees, and alumni. These would not be applicable for any administrative fees or rebate percentages related to the master agreement.
-	11	<p>Describe any additional discounts or rebates and credits available. Additional discounts or rebates may be offered for business volume, managing the business process, large orders, single ship to location, growth, annual spend, guaranteed quantity, etc.</p>	-	-	For larger scale projects including complex scheduling and bulk orders, PODS and UC/OMNIA can work to establish deeper discounted pricing for an individual or one-time project, and those revenues would be applicable to the master rebate percentage.
-	12	<p>Provide any additional information relevant to this section, including any special order, value add, promotional programs, etc. Specify any that may be earned.</p>	-	-	PODS also has the ability to provide custom containers thru a contracting partner of ours, that can modify one of our existing container to meet needs such as an individual hospital room or disaster preparedness POD, a nurse or facility check in station POD, or any other configurations. These containers would be specially configured and ordered.



90 Day Plan
OMNIA Partners Implementation Strategy
INTERNAL

90 Day Plan

Objectives

- Communication Strategy and Award Announcement
- Develop Library of Resources – Marketing Materials
- Training for Internal Stakeholders
 - Educational Sessions and Trainings Around 3 Core Areas:
 - Agreement Parameters
 - Sales Engagement Strategy – Parameters and Boundaries
 - Go To Market Strategies
- Establish Feedback Channels

Communication Strategy and Award Announcement

Action Items

Internal Sales Announcements	Operations Announcement	Field Support Announcement
Corporate Email from VP of National Account Sales w/ endorsements from Executive Leadership Announcing Agreement	Dedicated Call with Operations Regional Leadership to Announce Award, with Specific Highlights on State of California	Independent Call with Field Support Team who will be handling portions of our day-to-day (Reporting, Billing, Customer Support, etc.)
Save the Date for Stakeholder Training with Q&A around history, agreement, and go-to market strategies	Separate Call with PODS State of California Operations Team Outlining Strategies and Answer Q&A	Schedule calls with major impact groups within State of California/OMNIA to plan for implementation. Including but not limited to payment platforms and integration team, UC Systems Operations team to discuss campus and facility delivery protocols, and leadership teams to drive sales strategy.

Develop Library of Resources and Marketing Materials

Action Items

- Marketing Strategy call w/ VP of Commercial Marketing and Commercial team to understand UC/OMNIA marketing needs and build materials around services offered – create universal materials as well as application specific materials that we support
- Develop space on marketing.pods.com internal website for housing documents related to agreement
 - Copies of all documents related to the agreement and endorsements
 - Folders for marketing collateral designed specifically for individual members, or general use
- Establish dedicated external URL website for all UC/OMNIA members to access to learn more about PODS, our partnership, case studies, and updated tools and information useful to members

Training for Internal Stakeholders

Action Items

- **Hold meetings with internal stakeholders (Billing, Customer Service, Operations) to review agreement and answer any questions**
 - Establish internal customer service talking points and SOP documents
 - Assign and update dedicated Customer Account Specialist who will be primary point of contact for Agreement support related to service needs, ordering, quoting, and provide necessary sales assistance
- **Produce Sales Toolkit for all National and Regional Account Executives to utilize based on their individual markets**
- **Update Internal Salesforce.com platform with materials and correct account associations to pre-load member information where possible**
- **Establish a sales plan in collaboration with UC/OMNIA to understand state of the individual markets, and prioritize areas and institutions to target**
- **Host sales training webinar to introduce Agreement and highlight the following:**
 - UC System and OMNIA Partners business and history
 - Parameters of the Agreement and Standard Operating Procedures
 - Identify core businesses and applications to go after – introduce marketing materials to support

Feedback Channels



Confidential & Proprietary

Action Items

- **Establish Feedback Channels for the following areas:**
 - Sales – How to capture feedback from individual sales scenarios, public entities, and success stories that the external sales force encounters within the markets to capitalize on trends and needs. Need to gain this feedback at the call center, dedicated URL, and dedicated Customer Account Specialist level also
 - Customer Service – How to obtain metric feedback on quotes, orders, member feedback to build database for customer business reviews
 - Reporting – Work with Finance team to understand data that will come in and setup protocols for making first and all following reports to create as easy as possible



90 Day Plan
Master Agreement Implementation
Strategy
EXTERNAL

90 Day Plan

Objectives

- Communication and Education Strategy
- Co-Branded Marketing Plan
- Build and Execute Robust Sales Strategy

Communication and Education Strategy

Action Items

- Consider social media and traditional media partnership campaign with OMNIA introducing program and identify best channels and targets
 - All social channels considered where target audiences may reside, as well as traditional mediums such as trade publications, web, significant specific advertising opportunities
 - Brainstorm with UC/OMNIA partners on most effective previous rollouts of new programs and offerings to gain fastest traction
- Create calendar of trade shows/meetings/trainings PODS can attend to incorporate quickly into UC/OMNIA culture and build awareness
- Establish “Lunch & Learn” calendar for UC/OMNIA stakeholders to communicate and help understand PODS value, history, applications
- Build UC/OMNIA only library to reference PODS updates and collateral

Co-Branded Marketing Plan



Confidential & Proprietary

Action Items

- Work with UC/OMNIA Implementation teams to understand what marketing platforms have worked well for new programs and establish marketing plan around those strategies
- Explore creation of link on pods.com – punch out dedicated URL on government/education pages to highlight awareness and education on UC/OMNIA offerings
- Once trade show and meeting calendar established, understand best opportunities to market at these events to introduce program. Examples would be speaking engagements, advertising opportunities, sponsorship of meals or events, and targeted marketing of event participants
- In partnership with UC/OMNIA team – gain appropriate logos and agreed upon messaging to build foundation of go-to market sales tools which would include but not be limited to:
 - Digital and printed flyers
 - Sales presentations and educational videos
 - Co-branded and single branded promotional items
 - Most effective possible, and within public procurement guidelines

Build and Execute Robust Sales Strategy

Action Items

- Leverage current PODS sales team and knowledge of existing public agency relationships, as well as gather history and contact information of current PODS public agency accounts
 - Establish list of current relationships – target immediate calls to introduce to new relationship
 - Build historical relationship list or less active accounts – sub target to build credibility and gain awareness
- Immediately target state government procurement offices making aware of agreement- top states
 - Develop list and quickly communicate to top agency departments (Procurement, Emergency Prep, Facilities)
- Identify public agency leads/quotes via call center in past 90 days to follow up with on new agreement
 - Formulate leads process in Salesforce.com to distribute to sales organization for follow up
- Work with OMNIA to establish high value relationships to target immediately
- Identify current OMNIA suppliers who we can partner with to provide solutions to agencies and members to drive overall value of OMNIA relationship w/ solutions

Feedback Channels



Confidential & Proprietary

Action Items

- **Similar to Internal Implementation Plan**
- **Establish Feedback Channels for the following areas:**
 - Sales – How to capture feedback from individual sales scenarios, public entities, and success stories that the external sales force encounters within the markets to capitalize on trends and needs. Need to gain this feedback at the call center, dedicated URL, and dedicated Customer Account Specialist level also
 - Customer Service – How to obtain metric feedback on quotes, orders, member feedback to build database for customer business reviews
 - Reporting – Work with Finance team to understand data that will come in and setup protocols for making first and all following reports to create as easy as possible



THIS RENTAL AGREEMENT ("Agreement") sets forth the terms and conditions upon which **PODS ENTERPRISES, LLC**, a Florida limited liability company ("**Company**") will provide services to the party(ies) whose name(s) is set forth in the signature block below or is otherwise referenced in the order confirmation (the "**Confirmation**") issued by the Company to the party(ies) ("**Customer**"). Customer accepts this Agreement when Customer does any of the following: (a) provides a written or electronic signature; (b) Customer's authorized representative provides written or electronic signature; (c) attempts to or in any way uses the services of Company; (d) loads or stores goods in a Unit (defined below); or (e) pays for any services of Company. This Agreement shall apply to all present and future services provided by Company to Customer and all present and future orders made by Customer, including, but not limited to, the rental and leasing of a Unit. In consideration of the foregoing, the receipt and sufficiency of which is hereby acknowledged, and the mutual promises and assumption of obligations described in this Agreement, the parties hereto hereby agree as follows:

1. RENTAL. Customer has or will retain Company's services to rent one or more portable storage containers or units (individually or collectively referred to as a "**Unit**"). Customer has the option to store the Unit with Company or have the Unit remain at Customer's designated location ("**Customer's Premises**"). Should Customer elect to have Company store the Unit at Company's premises, Customer agrees that Company shall have the right and authority to store the Unit at either a storage facility occupied by Company, Company's affiliate or Company's franchise ("**Facility**"). Company shall store the Unit at any available Facility, as determined in Company's discretion, which services Customer's Premises. A list of addresses of Facilities can be found at www.pods.com/locations. By giving advance notice to Company, Customer shall have access to the Unit at Company's Facility only during specified hours which are normally 8:30 am to 5:00 pm local time. Customer should call the number above to confirm the access hours, schedule access or make special arrangements for access during non-business hours. **Upon use of the Unit, Customer acknowledges having had an opportunity to examine the Unit and that such Unit is satisfactory for all purposes for which Customer shall use it. Customer hereby authorizes Company to enter upon the Customer's Premises whenever Company deems it necessary to enforce any of Company's rights pursuant to this Agreement or pursuant to any state or federal law. Customer warrants that Customer has as owner or otherwise: (a) all the necessary rights with respect to the Customer's Premises for purposes of this Agreement; and (b) the right and authority to permit Company's unrestricted entrance upon Customer's Premises.** Customer acknowledges and agrees that **no bailment or deposit of goods for safekeeping is intended or created hereunder.** Due to the nature of Company's business and its purpose being self-service storage, Customer further understands that Company is not representing to Customer, in any manner whatsoever, that Company is a "warehouseman" as such term is defined by applicable state statutes. Further, the parties expressly understand and agree that it is the parties' intention that any laws including, without limitation, warehouseman laws, or similar or related laws pertaining to the establishment or creation of a bailment relationship or any other relationship pertaining to the deposit of goods for safekeeping shall not apply to this Agreement.

2. TERM AND RENT. Company has issued or will issue a Confirmation of Customer's order that sets forth the agreed upon pricing of Company's delivery and storage services including other specifics of such order. Company will issue a change order confirmation for changes requested by Customer that are accepted by Company. The rental term for each Unit commences upon delivery and continues thereafter on a monthly basis until terminated as provided herein. Customer must pay the Company, in advance, monthly rent (the "**Rent**"), plus any applicable taxes, in the amount set forth on the Confirmation or invoice, without deduction, prior notice, or demand. Rent for the first month and initial charges and fees shall be due prior to delivery of the Unit and Rent in subsequent months will be due on the monthly anniversary of the delivery or the last day of the month if the corresponding date does not exist in the subsequent month. Time is of the essence with regard to all payment obligations due under this Agreement. Customer will not be entitled to a refund of any prepaid rent under any circumstances. Company may change the monthly rent and other charges by giving Customer 30 days advance written notice. The new rate will become effective on the first day of the next month when charges are due. In the event that Customer's account has an outstanding balance, Customer understands and agrees that Company does not waive its lien rights on the property stored in the Unit if accepts partial payments to reduce the outstanding balance on Customer's account. Customer understands and agrees that full payment of the outstanding balance must be tendered prior to the sale date to stop a scheduled lien sale.

3. FEES, LATE CHARGES, ETC.

(a) In the event Customer fails to pay Rent by the 10th day after becoming due or the earliest date permitted by applicable law, Customer shall pay, in addition to any other amounts due, a late charge equal to the lesser of \$20.00 on each such occasion or the maximum amount allowed by applicable law for each delinquent payment each and every month that such payment(s) remain(s) delinquent plus Customer will be responsible for all of Company's costs of collection, including, but not limited to, court costs, filing fees and attorneys' fees.

(b) In the event Company commences a lien sale as a result of Customer's default in the payment of Rent or other charges due under this Agreement, Customer shall pay, whether or not a lien sale occurs, all costs and expenses incurred by Company associated with processing the delinquent account, including advertising and mailing fees, plus a lien handling charge of up to \$75.00.

(c) In the event Customer is delinquent in the payment of Rent or other charges due under this Agreement, including without limitation, financing charges, late charges, handling charges and costs associated with the processing of Customer's delinquent account (collectively, "**Charges**"), Customer authorizes Company to charge Customer's credit card account, without the signature of Customer, for such Charges owed by Customer to Company, even if Customer has selected another method of payment as the preferred method. Company shall have no liability to Customer for charges applied to Customer's credit card account so long as such Charges are applied by Company in good faith.

(d) Additional fees may be incurred for delivery, redelivery or extended delivery, in addition to any fee assessed against Company for any military certified weight tickets, as applicable. If Customer does not know and disclose the specific zip code for initial delivery, redelivery or final delivery of the Unit at the time of the placement of Customer's order, Customer acknowledges and agrees that (i) the Company may not service the zip code finally determined by Customer and Company has the right to refuse to deliver the Unit to Customer's requested destination without liability to Company in such instance, or (ii) delivery of the Unit to the zip code finally determined by Customer may be subject to additional extended delivery fees which

Customer agrees to pay due to the distance of the Customer's destination from the Facility or from the Customer's Premises, as applicable.

4. LIMITS ON USE. Customer understands and agrees that Company need not be concerned with the kind, quantity or value of personal property or other goods stored by Customer in the Unit pursuant to this Agreement. Customer specifically acknowledges and agrees: (a) that the Unit may be used for storage only, and that the use of the Unit for the conduct of business or for **HUMAN OR ANIMAL HABITATION IS SPECIFICALLY PROHIBITED**; (b) that Customer assumes full responsibility and liability for packing Customer's property in the Unit and for securing Customer's property for over the road transportation and (c) the weight of Customer's property packed into the Unit shall be evenly distributed throughout the Unit. Customer shall store only personal property throughout the tenancy that Customer owns or has the legal right and authority to store in the Unit. Customer shall not use the Unit in any manner that will constitute waste, nuisance or unreasonable annoyance to other customers at the Facility. **Customer acknowledges and agrees that the Unit and the Facility are not suitable for the storage of objects which have sentimental value to the Customer or others, including, but not limited to, heirlooms or precious, invaluable or irreplaceable property such as works of art, photographs, collectibles and other items for which no immediate resale market exists.** Customer agrees that the value of any of the foregoing items that Customer chooses to store in the Unit in violation of this provision shall be limited to the salvage value of the item's raw materials. Further, Customer acknowledges and agrees not to store the following items in the Unit: food or perishable property, hazardous, illegal, stolen, environmentally harmful, explosive or flammable property, money, precious metals, jewelry, watches, furs, vehicles, motorcycles, engines, computer software or programs, media or computer data contained on hard disks or drives.

5. CUSTOMER'S RISK AND LIABILITY / INSURANCE OBLIGATION. Subject to Section 6, whether the Unit is located at the Customer's Premises, at the Facility or in transit, Customer personally assumes all risk of loss or damage to or theft of Customer's property stored in the Unit however caused, including, without limitation, burglary, shifting of contents while in transit, mysterious disappearance, fire, water, rodents, insects, vermin, bugs, earthquakes, acts of God, vandalism, mold, mildew, or the active or passive acts or omissions or negligence of Company or Company's Agents. Customer specifically acknowledges that Company shall not be liable for any damage to or loss of Customer's property for any reason unless specifically assumed through the CP Addendum (defined below). **It is Customer's responsibility to adequately insure the property stored by Customer. Customer agrees to insure the actual full value of the stored property against loss and damage.**

6. CONTENTS PROTECTION. Notwithstanding Section 5, in lieu of obtaining insurance, Customer may choose to have Company contractually (a) assume responsibility for specified loss (subject to applicable exclusions) resulting from certain named perils (such as fire, wind, hail, smoke, collapse of building, burglary, etc.) ("**Named Perils**"), and (b) obtain insurance protecting Customer's contents from such loss with an insurance company rated no less than "A" (excellent) by A.M. Best Co (the "**Contents Protection**"). The terms and conditions of Contents Protection are set forth in the Contents Protection/Duty to Insure Addendum, which can be found at www.pods.com/CPO (the "**CP Addendum**"). Such terms and conditions establish and clarify the contractual liabilities of each party if Customer orders Contents Protection from Company and makes all additional payments thereunder. Customer may choose to obtain supplemental insurance from their own homeowner's or renter's carrier or Customer may elect to be "self insured." If Customer elects to have Contents Protection, (i) Company's role is expanded to a recipient of goods for safekeeping in its possession or care custody and control, but only to the extent of being contractually responsible for specified loss and obtaining insurance protecting Customer's contents from such loss, and only to the extent such insurance is collectible; (ii) Customer shall be a loss payee and third party beneficiary to all proceeds recoverable under the insurance policy; (iii) Company's obligation to assume the risk of loss under the Contents Protection resulting from Named Perils shall not exceed the limit of coverage secured by Customer under the CP Addendum; and (iv) Container Only Option Protection shall apply, which is further described below. Although Company and Company's Agents may share information about the insurance policy purchased by the Company with Customer, Customer understands that Company and Company's Agents are not an insurance company or insurance agents. Company has not explained any coverage or assisted Customer in making any decision to purchase any particular insurance policy. Company is not making any representations about the coverage provided by such insurance policy. Company's agreement to assume responsibility for and obtain insurance protecting Customer's contents from loss is not an insurance transaction.

7. LOCK; ALTERATIONS. Customer shall provide, at Customer's own expense, a lock for the Unit which Customer, in Customer's sole discretion, deems sufficient to secure the Unit. Customer shall not provide Company or Company's Agents with a key and/or combination to Customer's lock. ***The Unit must be properly locked by Customer prior to Company moving the Unit.*** Customer shall not make or allow any alterations of any kind or description whatsoever to the Unit without, in each instance, the prior written consent of the Company.

8. NO REPRESENTATIONS OR WARRANTIES. To the maximum extent allowed by applicable law, Company hereby disclaims any implied or express warranties, guarantees, representations of the nature, condition, safety or security of the Unit and the Facility, **including any warranties of merchantability or fitness for a particular use or purpose.** Customer hereby acknowledges and agrees that Company does not represent or guarantee the safety or security of the Unit or the Facility or of any property stored therein and this Agreement does not create any contractual duty for Company to create or maintain such safety or security. Customer further acknowledges and understands that Company makes no assurances or guarantees regarding the time of pick-up or delivery of any Unit.

9. ACCESS CODE (PIN). At time of order Customer will be asked to provide a four (4) digit number which will be used as Customer's "PIN". Company requires the PIN before providing access to the Unit and/or before scheduling a move or delivery of the Unit. Customer acknowledges and agrees that Company has the right to provide access to the Customer's account and the Unit to anyone providing Company with the PIN, and that Company has the right to refuse access to the Unit by anyone, including Customer, who does not have the PIN. Customer should only disclose the PIN to those persons who Customer wants to have unrestricted access to the Unit and the account, which may include changing account information and scheduling. If Customer is unable to provide the PIN, Company may grant access to the Customer after Customer answers security questions or provides other information reasonably requested by Company as it determines in its sole discretion.

10. WEIGHT LIMITS. Customer acknowledges and agrees that the maximum weight of Customer's property shall not exceed 4,200 pounds contained in the Company's sixteen-foot (16') Unit, 4,700 pounds in the Company's twelve-foot (12') Unit, and 4,800 pounds contained in the seven-foot (7') Unit.

The foregoing weight limits do not apply to a Customer that does not require the transport of Customer's Unit at any time by Company with Customer's contents stored inside. The foregoing weight limits may be updated by Company from time to time.

11. PLACEMENT OF UNIT. (a) Company will endeavor to place the Unit in an area pursuant to Customer's instructions. Customer represents that the area for placement shall have adequate size, clearance (at least 15' in height), and structural integrity to sustain the weight and size of the Unit, delivery truck and any other related equipment. (b) If Customer fails to provide placement instructions to Company prior to delivery or if Company otherwise determines, in its sole discretion, that the area for placement pursuant to Customer's instructions does not have adequate size or clearance for the Unit, Customer authorizes Company to then place the Unit in any other area on Customer's Premises to the extent reasonably possible under the circumstances to include an area immediately accessible from a street fronting Customer's Premises. (c) In all cases described in clauses (a) and (b) above, Customer authorizes Company to drive on Customer's lawn, non-paved area or any other part of Customer's Premises in order to place or retrieve the Unit. Any deliveries or retrievals of the Unit as described herein requiring Company to access the Unit by way of non-paved areas shall permit Company, at its option, to assess Customer a service charge, which Customer agrees to pay. There shall be no rent or delivery fee refunds for Company's inability to deliver the Unit through no fault of Company. (d) Customer agrees that Customer will not relocate the Unit. In the event it is determined that the Unit has been relocated, Customer agrees to pay an additional fee of not less than \$75.00 and up to current retail value of the Unit plus any cost or shipping associated with the retrieval of the Unit.

12. RIGHT TO ENTER, INSPECT AND REPAIR UNIT. Customer grants Company, Company's Agents or the representatives of any governmental authority, including police and fire officials, access to the Unit and the premises where such Unit may be located, if necessary, as required by applicable laws and regulations or in connection with Company exercising its rights as set forth in this section. In the event Customer shall not grant access to the Unit as required, or in the event of an emergency or upon default of any of Customer's obligations under this Agreement, Company, Company's Agents or the representatives of any governmental authority shall have the right, but not the obligation, to remove Customer's locks and enter the Unit for the purpose of examining the Unit or the contents thereof or for the purpose of making repairs or alterations to the Unit and taking such other action as may be necessary or appropriate to preserve the Unit, or to comply with applicable law including any applicable local, state or federal law or regulation governing hazardous materials or to enforce any of Company's rights.

13. TERMINATION. Company may terminate this Agreement and/or any order for any or no reason effective immediately upon written notice to Customer. Customer may terminate this Agreement and/or any order at any time giving notice to Company and such termination shall be effective as of the last day of the rental month. Notwithstanding the foregoing, Customer shall only be entitled to terminate this Agreement or order provided there are no outstanding amounts owing to Company and Customer is not in default under this Agreement. Notwithstanding any provision to the contrary in this Agreement, no monthly rent shall be prorated or refunded if the termination occurs prior to the end of a full rental month.

14. DEFAULT. The following events shall be deemed to be events of default by Customer under this Agreement: (a) Customer fails to pay any installment of the rent due under this Agreement; (b) Customer fails to comply with any term, provision or covenant of this Agreement, other than the payment of rent, and does not cure such failure within ten (10) days after written notice thereof to Customer; or (c) Customer abandons the Unit.

15. REMEDIES UPON EVENT OF DEFAULT. If an event of default shall occur and so long as such default shall be continuing, Company may at any time thereafter at its election: (i) deny Customer access to Customer's property stored in the Unit, (ii) immediately terminate this Agreement by giving notice to Customer, (iii) enter upon Customer's Premises and take possession of the Unit and Customer's property stored in the Unit, (iv) expel or remove Customer from the Unit, without being liable for prosecution or any claim of damages, (v) CHARGE CUSTOMER ALL EXPENSES (INCLUDING REASONABLE ATTORNEYS' FEES) INCURRED BY COMPANY THAT ARE CONNECTED WITH THE COLLECTION OF ANY AND ALL OUTSTANDING BALANCES OWED BY CUSTOMER, and/or (vi) pursue any other remedies provided for under this Agreement or at law or in equity. In the event that Company repossesses the Unit, Customer hereby consents to Company attending the Customer's Premises and such repossession and waives Customer's claim for trespass and/or conversion and agrees that Customer shall not hold Company liable for any damage or loss to Customer's property or Customer's Premises arising from said repossession. Company's remedies, including its lien rights, are cumulative and any or all thereof may be exercised instead of or in addition to each other or any other remedies available to Company at law or in equity.

16. CONDITION OF UNIT UPON TERMINATION; DAMAGE WAIVER. Upon termination of this Agreement for any reason, Customer shall remove all of Customer's personal property from the Unit, unless such property is subject to Company's lien rights pursuant to this Agreement, and shall immediately deliver possession of the Unit to Company in the same condition as delivered to Customer, reasonable wear and tear excepted. *Customer agrees that any personal property left in the Unit shall be deemed abandoned by Customer, and with respect thereto, Customer authorizes Company to remove such property from the Unit and either dispose of it in any manner in Company's sole discretion and without liability to Customer or retain such property as collateral for payment of the removal charges and/or any other amounts due Company. Nothing herein shall be construed as imposing a duty upon Company to store or safeguard the Customer's property. Customer shall be responsible for any reasonable charges associated with cleaning-up of the Unit and disposal of such property by Company.* While the Unit is not in Company's possession, Customer accepts all responsibility for theft of or damage to the Unit regardless of Customer's fault or negligence, the fault or negligence of any other person or acts of God (e.g., fire, rain, wind, etc.), and shall reimburse Company for all expenses reasonably incurred by Company to replace or restore the Unit that shall be paid by the Customer as additional rent. Company offers optional Unit damage waiver ("**Container Only Option Protection**" or "**COO**") that Customer may purchase from Company. If Customer purchases COO, Company agrees to contractually waive Customer's responsibility for all of the cost of damage however caused to the Unit regardless of fault or possession of the Unit, except that COO shall be invalidated if (a) the Unit is (i) deliberately damaged by Customer, (ii) damaged due to Customer's gross negligence, or (iii) damaged as a direct result of an act of Customer prohibited by the terms of this Agreement or due to the storage of an item(s) prohibited by the terms of this Agreement, (b) Customer fails to make payments for COO, or (c) Customer fails or refuses to provide Company, the police or other authorities with a full report of any accident or vandalism involving the Unit or otherwise fails to cooperate with Company, the police or other authorities in the investigation of any accident or vandalism. **The Container Only Option Protection applies only to the Unit and is not protection for the contents stored in the Unit.**

17. NOTICES. Except as otherwise expressly provided in this Agreement, any written notices or demands required or permitted to be given under the terms of this Agreement may be personally served or may be served by first class mail or certified mail, deposited in the United States mail with postage thereon fully prepaid and addressed to the party to be served at the address of such party provided for in this Agreement. Service of any such notice or demand shall be deemed complete on the date delivered, if personally delivered, or if mailed, shall be deemed delivered after deposit in the United States mail, with postage thereon fully prepaid and sent to the last known address of the intended recipient as provided for in this Agreement. In addition, Company may communicate with Customer and provide Customer with any written notices required by applicable law or authorized under this Agreement via electronic mail if Customer has provided the Company with an electronic address.

18. NOTIFICATION OF CHANGE OF ADDRESS. In the event Customer shall change Customer's place of residence or alternate address, Customer shall give Company written notice of any such change within ten (10) days of the change, specifying Customer's current residence, alternate address and telephone numbers. Failure to provide forwarding information in writing releases Company of any damages that might occur in the event that the Unit must be removed or in exercising Company's remedies upon an event of default. Company assumes no responsibility and will make no attempts to locate Customer if such information has not been provided.

19. ASSIGNMENT; SUCCESSION; THIRD PARTY BENEFICIARIES. Customer shall not assign or sublease the Unit or any portion thereof without in each instance the prior written consent of Company. Company may assign or transfer this Agreement without the consent of Customer and, after such assignment or transfer, Company shall be released from all obligations under this Agreement occurring after such assignment or transfer. All of the provisions of this Agreement shall apply to, bind and be obligatory upon the heirs, executors, administrators, representatives, successors and permitted assigns of the parties hereto. This Agreement is for the sole benefit of the parties hereto and their respective successors and permitted assigns and nothing herein, express or implied, is intended to or shall confer on any other person or entity any legal or equitable right, benefit or remedy of any nature whatsoever under or by reason of this Agreement. Notwithstanding the foregoing, any Company Agent is a third party beneficiary of this Agreement, and has the right to enforce the provisions of this Agreement directly against the Customer.

20. RULES AND REGULATIONS. The rules and regulations (the "**Regulations**") of Company's Facilities posted in a conspicuous place at the Facility are made a part of this Agreement and Customer shall comply at all times with such Regulations while at the Facility. Company shall have the right from time to time to promulgate amendments and additional rules and regulations for the safety, care and cleanliness of the Unit, Facility and all common areas of the Facility, or for the preservation of good order and, upon the posting of any such amendments or additions in a conspicuous place at the Facility, they shall become a part of this Agreement.

21. LOCAL ORDINANCES AND REGULATIONS. Customer acknowledges that Customer's use and placement of the Unit may be subject to county, city and local ordinances, rules and/or regulations including deed and homeowner restrictions and complex rules. ***Customer assumes full responsibility for identifying and complying with local ordinances and for any fines and/or penalties, monetary or otherwise, resulting from Customer's use or placement of the Unit in violation of such ordinances, rules and/or regulations.*** If an authority requires Company to remove the Unit from Customer's premises, Company will attempt to notify Customer of such requirement; provided, however, Customer gives Company full authority to comply with such requirements, and absolves Company of any liability for any resulting damage to Customer's premises or property. Additionally, if Customer is renting or leasing the premises where the Unit is located, other than property owned by Company, and the landlord of the premises requests that the Unit be removed or relocated, Customer gives Company full authority to comply with the landlord's request, and absolves Company of any liability for any resulting damage to Customer's property or the premises and shall indemnify and hold harmless Company from any claims by the landlord for damage to the premises. Customer further understands that should the Unit be removed by any person other than Company, Customer assumes all costs, including, but not limited to, legal fees, and any removal or storage fees that are incurred with the Unit's retrieval and further agrees to pay Company for any damages that are associated with such removal and storage of the Unit.

22. FORCE MAJEURE. Company shall not be held liable for any delay, interruption, or failure to perform any of its obligations under this agreement, and shall be excused from any further performance, due to circumstances beyond its reasonable control, which circumstances shall include, but not be limited to, any act of God, any act of any governmental authority, insurrection, riots, national emergencies, war, acts of public enemies, terrorism, inability to secure adequate labor or material, strikes, lock-outs or other labor difficulties, failure or delay of transportation, fires, floods, storms, explosions, severe weather conditions, earthquakes, or other catastrophes or serious accidents, epidemics or embargoes.

23. COMMUNICATIONS. Customer consents that any phone call with Company may be monitored or recorded by Company. Customer understands and agrees that telephonic communications with Company or its Agents may be recorded under the business exception of Florida statute Chapter 934. By providing cellular number(s) to Company, Customer authorizes Company or their agents and/or assigns to contact Customer at such number(s) using any means, including but not limited to placing calls using an automated dialing system, or leaving prerecorded messages or sending text messages, even if charges may be incurred for the calls or text messages, regarding matters relevant to Customer's account, including, without limitation, estimated time of arrivals and pickups of containers, status of Customer's contract, accounts payable, and any other operational or account matters.

24. ENTIRE AGREEMENT. This Agreement, including all other documents specifically referenced in this Agreement, sets forth the entire agreement of the parties with respect to the subject matter hereof and supersedes all prior agreements or understandings with respect thereto. There are no representations, warranties, or agreements by or between the parties, which are not fully set forth herein, and no representative of Company or Company's Agents is authorized to make any representations, warranties or agreements other than as expressly set forth herein.

By COMPANY: PODS ENTERPRISES, LLC

Signature: /s/ on behalf of Company
Title: Location Manager

CUSTOMER:

Signature: _____

PODS hereby agrees to the terms and conditions of the University of California Terms and Conditions of Purchase ("T&Cs") subject to the following terms and conditions:

- Notwithstanding the T&Cs to the contrary, unless UC provides to PODS the appropriate tax exemption certificate as required by applicable law, UC shall be responsible for any sales and use taxes associated with the rental of any of PODS' containers.
- Notwithstanding the T&Cs to the contrary, UC shall be responsible at its sole cost and expense for obtaining any permits required for the placement of any of PODS' containers as designated by UC.
- The first sentence of Article 4 is hereby deleted and replaced with the following:

The Goods and/or Services furnished will be exactly as specified in the Agreement, and, except as otherwise provided in the Agreement, are furnished on an "AS-BASIS" but subject to inspection and test by UC at all times and places.

- The first paragraph of Article 8 (Indemnity and Liability) is hereby deleted and replaced with the following:

To the fullest extent permitted by law, **except to the extent caused by the negligent acts of UC or its officers, employees, and agents** Supplier will defend, indemnify, and hold harmless UC, its officers, employees, and agents, from and against all losses, expenses (including, without limitation, reasonable attorneys' fees and costs), damages, and liabilities of any kind **arising out of any third party claims, action or suits** resulting from or arising out of the Agreement, including the performance hereunder of Supplier, its officers, employees, agents, sub-suppliers, or anyone directly or indirectly employed by Supplier, or any person or persons under Supplier's direction and control, provided such losses, expenses, damages and liabilities are due or claimed to be due to the acts or omissions of Supplier, its officers, employees, agents, sub-suppliers, or anyone directly or indirectly employed by Supplier, or any person or persons under Supplier's direction and control. UC agrees to provide Supplier with prompt notice of any such claim or action and to permit Supplier to defend any claim or action, and that UC will cooperate fully in such defense. UC retains the right to participate in the defense against any such claim or action, and the right to consent to any settlement, which consent will not unreasonably be withheld.

- **NOTWITHSTANDING THE T&Cs TO THE CONTRARY: TO THE MAXIMUM EXTENT ALLOWED BY APPLICABLE LAW, EACH PARTY WAIVES ALL CLAIMS FOR CONSEQUENTIAL, SPECIAL, PUNITIVE AND INCIDENTAL DAMAGES THAT MIGHT OTHERWISE BE AVAILABLE TO SUCH PARTY. SUPPLIER'S LIABILITY FROM DAMAGE TO OR LOSS OF PROPERTY STORED IN SUPPLIER'S CONTAINER, EVEN IF CAUSED BY THE NEGLIGENCE OF SUPPLIER OR DEFECT OF THE UNIT, SHALL NOT EXCEED \$10,000 IN THE AGGREGATE.**
- UC's rental of any container from Supplier shall be subject to the terms and conditions of Supplier's rental agreement attached hereto. Any conflict between the T&Cs and the Rental Agreement shall be resolved in favor of the T&Cs.

PODS is an industry-leading national provider of container moving and storage solutions serving both the residential and commercial markets. Established in 1998, PODS pioneered the innovative portable storage concept that is flexible to the modern customer and the unique demands of business today, with solutions that accommodate every industry and multiple different applications.

We appreciate the opportunity to partner with the University of California System (UC), and OMNIA Partners through the Household Moving, Relocation Services, and Related Products RFP. PODS currently services multiple agencies in the UC System, and look forward to expanding our relationship thru this agreement.

Since its founding, the PODS network has completed more than 700,000 long-distance moves, performed over 4 million deliveries, and has a fleet with over 220,000 PODS containers in service. Services include onsite storage, offsite storage in our nationwide network of secure storage centers, and containerized transportation solutions locally, regionally, or across the country.

Quick Facts:

- 20+ Years in Business
- 230+ Storage Facilities
- 14,000+ Cities Served
- 220,000+ Portable Storage Containers
- 4,000,000+ Deliveries
- Serving 48 States and 6 Canadian Provinces
- Coverage to over 85% of all US resident addresses
- International locations in the United Kingdom

Describe the Proposer's nationwide network and its ability to serve customers on a national basis by completing OMNIA documents and responding to the following:

- # of household moves completed in calendar year 2019: 145,000+
- Geographic scope of network: 220+ locations across 14,000+ cities, serving over 85% of the United States residential addresses
- Are there any states that you do not serve? Please explain. Yes, PODS does not currently operate in the states of Alaska, Montana, or the state of Wyoming.
- % of Agents nationwide that are certified as the following: PODS Does not have any certifications listed below
 - Small Business Enterprise - 0
 - Disadvantaged Business Enterprise - 0
 - Women-Owned Business Enterprise - 0
 - Minority Business Enterprise - 0
 - Veteran-Owned Business Enterprise - 0
 - Service Disabled Veteran-Owned Business Enterprise - 0

PODS Storage Center Listing

Market	Storage Center Name	Address 1	City	State	Zip
Albany, NY	Guilderland Center, NY	2 Van Buren Drive	Guilderland Center	NY	12085
Albuquerque - Santa Fe, NM	Albuquerque, NM	2501 Karsten Court SE	Albuquerque	NM	87102
Alexandria, LA	Alexandria, LA	700 McKeithen Dr	Alexandria	LA	71303
Alexandria, LA	Leesville-Ft. Polk, LA	11780 Lake Charles Hwy	Leesville	LA	71446
Asheville, NC	Asheville Storage Center	144 Caribou Road	Asheville	NC	28803
Asheville, NC	Hendersonville, NC Storage Center	89 Brown Farm Rd	Hendersonville	NC	28792
Atlanta (NE), GA	East Point	2110 Lawrence Ave, Suite 100	Atlanta	GA	30344
Atlanta (NE), GA	Forest Park Atl North East	16 Overmeyer Way	Forest Park	GA	30297
Atlanta (NE), GA	Suwanee North East	485 Horizon Drive	Suwanee	GA	30024
Atlanta (NW), GA	Powder Springs, GA	3407 Florence Circle	Powder Springs	GA	30127
Augusta, GA	Augusta, GA	3444 Milledgeville Rd	Augusta	GA	30909
Austin, TX	Hutto Storage Center	101 Benelli Drive	Round Rock	TX	78664
Austin, TX	New Braunfels Austin	5615 IH 35 N	New Braunfels	TX	78130
Austin, TX	San Marcos-Austin	2821 Leah Ave.	San Marcos	TX	78666
Bakersfield, CA	Bakersfield 4, CA	7021 Schirra Ct Suite C	Bakersfield	CA	93313
Baltimore, MD	Elkridge Storage Center	7575 Washington Boulevard	Elkridge	MD	21075
Baltimore, MD	White Marsh Storage Center	9611 Pulaski Park Dr.	Middle River	MD	21220
Beaumont, TX	Beaumont, TX	3250 Interstate 10 S	Beaumont	TX	77705
Bethlehem, PA	West Easton, PA	1550 Lehigh Dr	Easton	PA	18042
Birmingham, AL	Birmingham-Roberts	2700 13th St. Ensley	Birmingham	AL	35208
Boise, ID	Eisenman Storage Center, ID	6895 S. Eisenman Suite B	Boise	ID	83716
Boston, MA	Boston Norwood/University	625 University Ave.	Norwood	MA	02062
Boston, MA	Nashua, NH	140 Burke St	Nashua	NH	03060
Boston, MA	Wilmington, MA	1 Burlington Ave	Wilmington	MA	01887
Boulder, CO	Pike Rd Longmont	1925 Pike Road	Longmont	CO	80501
Buffalo, NY	Buffalo-Taylor	105 Taylor Dr Suite 140	Depew	NY	14043
Buffalo, NY	South Side Drop Lot	310 Lake Ave	Buffalo	NY	14219
Calgary, AB, Canada	Calgary 3, AB	5555 69th Avenue SE	Calgary	AB	T2C
Central Jersey, NJ	Avenel, NJ	9 Paddock Street	Avenel	NJ	07001
Central Jersey, NJ	Branchburg Storage Center	100 Readington Rd.	Neshanic Station	NJ	08853

Central Texas	Coors Temple Storage Center	314 S 5th St	Temple	TX	76504
Central Texas	Cotton WH Bryan TX	202 West 15th St	Bryan	TX	77806
Charleston, SC	Charleston, SC	7704 Southrail Rd	North Charleston	SC	29420
Charlotte, NC	Steele Creek	10240 Western Ridge Rd	Charlotte	NC	28273
Chattanooga, TN	Chattanooga, TN	4210 Oakland Ave	Chattanooga	TN	37410
Chicago, IL	Bensenville, IL	1120 N. Ellis St.	Bensenville	IL	60106
Chicago, IL	Bolingbrook, IL	900 Windham Parkway	Bolingbrook	IL	60440
Chicago, IL	Elgin, IL	2794 Spectrum Drive	Elgin	IL	60124
Chicago, IL	Libertyville Storage Center	929 East Park Ave	Libertyville	IL	60048
Cleveland, OH	Austintown Storage Center, OH	3745 Hendricks Road	Youngstown	OH	44515
Cleveland, OH	Brooklyn Storage	8500 Clinton Road	Cleveland	OH	44144
Cleveland, OH	Cleveland - Streetsboro, OH	9455 Rosemont Dr	Streetsboro	OH	44241
Colorado Springs, CO	Colorado Springs, CO	722 Clark Pl	Colorado Springs	CO	80915
Columbia, SC	Columbia, SC	2118 Commerce Drive	Cayce	SC	29033
Columbus, GA	Columbus, GA	3406 S Railroad St	Phenix City	AL	36867
Columbus, OH	Columbus, OH	3241 Centerpoint Dr	Grove City	OH	43123
Corpus Christi, TX	Corpus Christi, TX	701 Power Street	Corpus Christi	TX	78401
Dallas/Fort Worth TX	Carrollton, TX	2200 Luna Rd	Carrollton	TX	75006
Dallas/Fort Worth TX	Denton, TX	600 Smith St	Denton	TX	76205
Dallas/Fort Worth TX	Ft. Worth Reeves	2221 Reeves Place, Suite 200	Fort Worth	TX	76118
Dallas/Fort Worth TX	Garland Storage Center, TX	3750 Regency Crest Dr #100	Garland	TX	75041
Dallas/Fort Worth TX	McKinney, TX	2040 Redbud Blvd	McKinney	TX	75069
Daytona, FL	Daytona, FL	1590 Jimmy Ann Dr	Daytona Beach	FL	32117
Daytona, FL	St. Augustine Storage Center	180-Bronz Glow Way	Saint Augustine	FL	32095
Denver, CO	Aurora Storage Center	21110 E. 31st Circle	Aurora	CO	80011
Denver, CO	Denver, CO	3500 N Windsor Dr	Aurora	CO	80011
Detroit, MI	Lansing, MI Storage Center	1709 Thompson St.	Lansing	MI	48906
Detroit, MI	Romulus, MI	36501 Van Born Rd.	Romulus	MI	48174
Detroit, MI	Warren Storage Center	6700 East 14 Mile Road	Warren	MI	48092
Dover, DE	Dover, DE	631 Ridgely St	Dover	DE	19904
Dover, DE	Salisbury, MD	550 West Road	Salisbury	MD	21801
Eastern NC/Greenville NC	Greenville, NC	1120 Mumford Rd.	Greenville	NC	27834
Edmonton, AB	Edmonton, AB	18170 109th Ave	Edmonton	AB	T5S
Edmonton, AB	Williams Moving & Storage	7757 8 St NE	Calgary	AB	T2E

El Paso, TX	New El Paso, TX	50 Walter Jones Blvd	El Paso	TX	79906
Eugene, OR	Eugene Storage Center, OR	2050 Cross Street	Eugene	OR	97402
Evansville, IN	Evansville, IN	3350 Claremont Ave	Evansville	IN	47712
Fayetteville, NC	Fayetteville New, NC	1001 S Reilly Rd	Fayetteville	NC	28314
Fresno, CA	Fresno, CA 2	2855 S. Elm Ave	Fresno	CA	93706
Gainesville, FL - Corporate	A - Turner Moving and Storage	1001 NW 53rd Ave.	Gainesville	FL	32609
Grand Rapids, MI	Grand Rapids, MI	2950 Prairie St SW	Grandville	MI	49418
Granite City, IL	Edwardsville, IL	22 Gateway Commerce Center Dr	Edwardsville	IL	62025
Greater Cincinnati	Cincinnati Kemper Rd Storage Center	3023 E Kemper Rd.	Cincinnati	OH	45241
Greater Cincinnati	Dayton, OH	480 E Dixie Dr	Dayton	OH	45449
Greater Cincinnati	Fort Mitchell, KY	3791 Lake Park Dr	Ft Mitchell	KY	41017
Green Bay - Oshkosh, WI	Northeast Wisconsin Storage Center	2801 West Evergreen Dr	Appleton	WI	54913
Greensboro, NC	Greensboro Warehouse, NC	810 Radar Road	Greensboro	NC	27410
Greenville - Spartanburg, SC	Greenville Four, SC	129 Michelin Ct	Piedmont	SC	29673
Gulfport - Biloxi, MS	Long Beach, MS Storage Center	4493A A Ave.	Long Beach	MS	39560
Halifax, NS Canada	Halifax Bonded 009-SH-5768	65 Gloria McCluskey Avenue	Dartmouth	NS	B3B
Halifax, NS Canada	Halifax, NS Storage Center	65 Gloria McCluskey Ave	Dartmouth	NS	B3B
Harrisburg - Lancaster, PA	Middletown, PA	1011AIP Drive	Middletown	PA	17057
Hartford, CT	Bristol, CT	39 Business Park Dr	Bristol	CT	06010
Hartford, CT	Ludlow, MA	28 Tyburski Rd	Ludlow	MA	01056
Hartford, CT	N. Kingstown, RI - Hartford	185 Compass Cir	North Kingstown	RI	02852
Hattiesburg, MS	Campbell Rd Storage Center	620 Campbell Loop Rd.	Hattiesburg	MS	39401
Honolulu, HI	Mililani Storage Center	799 Kahelu Avenue	Mililani	HI	96789
Houston, TX	Houston South Belt, TX	3710 S Sam Houston Pkwy E	Houston	TX	77047
Houston, TX	Kenswick, TX	18804 Kenswick Dr	Humble	TX	77338
Hudson Valley, NY	Branchburg, NJ	100 Readington Rd	Somerville	NJ	08876
Hudson Valley, NY	New Marlboro, NY	1100 Rt 9W	Marlboro	NY	12542
Hudson Valley, NY	Valley Cottage, NY (60)	618 Corporate Way	Valley Cottage	NY	10989
Huntsville, AL	Huntsville, AL	11526 Gilleland Rd	Huntsville	AL	35803
Indianapolis, IN	Indianapolis, IN	9325 E 33rd St	Indianapolis	IN	46235
Iowa	Cedar Rapids, IA	10950 High Life Ct SW	Cedar Rapids	IA	52404
Iowa	Des Moines 4	6037 NE Industry Dr.	Des Moines	IA	50313
Jackson, MS	Jackson, MS	302 Priester Dr	Pearl	MS	39208
Jacksonville, FL	Jacksonville Mallory, FL	8498 Mallory Rd	Jacksonville	FL	32220

Jacksonville, FL	St Augustine, FL	180 Bronz Glow Way	Saint Augustine	FL	32095
Jersey Shore, NJ	Gateway Storage Center	100 Central Avenue	Farmingdale	NJ	07727
Jersey Shore, NJ	Mays Landing, NJ	45 Mill Street	Mays Landing	NJ	08330
Jersey Shore, NJ	Vineland Storage Center, NJ	51 West Park Ave.	Vineland	NJ	08360
Johnson City, TN	Johnson City, TN	1004 Quality Circle	Johnson City	TN	37615
Kansas City, MO-KS	Kansas City, MO	14101 Norby Rd	Grandview	MO	64030
Knoxville, TN	Knoxville 2, TN	10155 Gallows Point Dr.	Knoxville	TN	37931
Las Vegas, NV	Las Vegas - Engineer Way, NV	4550 Engineer Way	North Las Vegas	NV	89081
Lexington, KY	Lexington 1, KY	551A Horton Ct.	Lexington	KY	40511
Little Rock, AR	Little Rock Two, AR	2112 145th St	Little Rock	AR	72206
Long Island, NY	Melville, NY	120 Spagnoli Road	Melville	NY	11747
Long Island, NY	NEW CALVERTON STORAGE	3651 Middle Country Rd	Calverton	NY	11933
Long Island, NY	New Hauppauge	555 Prime Place	Hauppauge	NY	11788
Long Island, NY	Pilot Storage Center	46-56 Van Cleef St.	Corona	NY	11368
Long Island, NY	Tuckerton Storage	9540 Tuckerton Street	Jamaica	NY	11433
Los Angeles, CA	Chino Hills	4450 Edison Ave.	Chino	CA	91710
Los Angeles, CA	Los Angeles, CA	220 East Stanley St	Compton	CA	90220
Los Angeles, CA	Orange County Storage Center	25392 Commercecenter Dr.	Lake Forest	CA	92630
Los Angeles, CA	Riverside, CA 49	710 Palmyrita Ave	Riverside	CA	92507
Los Angeles, CA	Sylmar, CA	14093 Balboa Blvd	Sylmar	CA	91342
Los Angeles, CA	Van Nuys, CA	7900 Nelson Road	Panorama City	CA	91402
Los Angeles, CA	Vernon 1, CA	5370 South Boyle Ave	Los Angeles	CA	90058
Los Angeles, CA	West Basin Container Terminal	2050 John S Gibson Blvd	San Pedro	CA	90731
Louisville, KY	Louisville Trans	4310 Chefs Way #102	Louisville	KY	40218
Louisville, KY	Sheperdsville Storage	6026 Sheperdsville Road	Louisville	KY	40228
Lubbock, TX	Lubbock, TX	8708 FM 1585	Wolfforth	TX	79382
Macon, GA	Macon, GA	299 Casablanca Dr	Macon	GA	31217
McAllen, TX	Edinburg, TX	615 Blaze Blvd	Edinburg	TX	78539
McAllen, TX	Transmaritime, TX	22219 Mines Rd.	Laredo	TX	78045
Medford, OR	Medford Storage Center	1820 Antelope Road	White City	OR	97503
Melbourne, FL	Melbourne, FL	3101 Skyway Circle	Melbourne	FL	32934
Melbourne, FL	Palm Bay	2280 Unit C Wilhelmina Ct	Palm Bay	FL	32905
Melbourne, FL	Port Saint Lucie, FL	601 Northwest Mercantile Place	Port Saint Lucie	FL	34986
Memphis, TN	Memphis-Burbank Rd. Storage Center	4791 Burbank Rd	Memphis	TN	38118

Milwaukee, WI	Madison, WI Storage Center	4617 Femrite Drive	Madison	WI	53716
Milwaukee, WI	Milwaukee, WI	445 W Oklahoma Ave	Milwaukee	WI	53207
Minneapolis, MN	Brooklyn Park, MN	7035 Winnetka Ave N	Minneapolis	MN	55428
Minneapolis, MN	Eagan, MN	980 Aldrin Ave SE	Saint Paul	MN	55121
Minneapolis, MN	Farmington Drop Yard	21054 Chippendale Court	Farmington	MN	55024
Minneapolis, MN	Maple Grove Drop Lot	8625 Monticello Lane	Osseo	MN	55369
Mobile, AL	New Mobile Storage Center	2645 Dauphin Island Pkwy	Mobile	AL	36605
Montgomery, AL	Montgomery, AL 2	3610 Day Street	Montgomery	AL	36108
Montreal, QC Canada	Laval, QC	2575 Rue Debray	Laval	QC	H7S
Montreal, QC Canada	Montreal Bonded Rue Debray	2575 Rue Debray	Laval	QC	H7S
Myrtle Beach SC/Wilmington NC	Conway, SC	370 Allied Dr	Conway	SC	29526
Myrtle Beach SC/Wilmington NC	Rocky Point	1830 Carver Dr	Rocky Point	NC	28457
Nashville, TN	Goodlettsville, TN	200 Northfork Ln	Goodlettsville	TN	37072
Nashville, TN	Nashville Allied Drive Lot	411 Allied Drive	Nashville	TN	37211
Nashville, TN	Nashville, TN	433 Allied Dr	Nashville	TN	37211
New Orleans - Baton Rouge, LA	Baton Rouge, LA	2056 Wooddale Blvd	Baton Rouge	LA	70806
New Orleans - Baton Rouge, LA	Lafayette, LA	814 SW Evangeline Thruway	Lafayette	LA	70501
New Orleans - Baton Rouge, LA	New Orleans, LA	1301 Sams Ave	New Orleans	LA	70123
Northern California	A Santa Rosa	3000 S Dutton Ave	Santa Rosa	CA	95407
Northern California	B Benicia	5000 Park Road	Benicia	CA	94510
Northern California	C Oakland, CA	55 Admiral Robert Toney Way	Oakland	CA	94607
Northern California	D Hayward	21001 Cabot Blvd.	Hayward	CA	94545
Northern California	E Milpitas	1057 Montague Expressway	Milpitas	CA	95035
Northern California	G Salinas	10800 Ocean Mist Pkwy	Castroville	CA	95012
Northern New Jersey, NJ	Franklin, NJ	8 Park Drive	Franklin	NJ	07416
Northwest Arkansas, AR	Oak Street Storage Center	5225 N Oak St	Springdale	AR	72764
Ocala - Gainesville, FL	Ocala, FL	1501 SW 44th Ave	Ocala	FL	34474
Oklahoma City, OK	Air Depot Storage Center, OK	6601 S Air Depot Blvd	Oklahoma City	OK	73135
Omaha, NE	LaVista Storage Center	11831 Centennial Rd	La Vista	NE	68128
Orlando, FL	Lakeland, FL	3240 Flightline Dr	Lakeland	FL	33811
Orlando, FL	Longwood, FL	350 University Ct	Longwood	FL	32750
Orlando, FL	Orlando Municipal, FL	7133 Municipal DR	Orlando	FL	32819
Ottawa, ON, Canada	Ottawa, ON	2750 Sheffield Rd	Ottawa	ON	K1B
Ottawa, ON, Canada	Ottawa, ON - Bond 431SH5357	2750 Sheffield Rd	Ottawa	ON	K1B

Ottawa, ON, Canada	Stittsville Storage Center, ON	103 Willowlea Rd	Almonte	ON	K0A
Pensacola, FL	Bayou George Warehouse	7105 Bayou George Rd	Panama City	FL	32404
Pensacola, FL	Panama City Yard	7105 Bayou George Dr	Panama City	FL	32404
Pensacola, FL	Pensacola Briese, FL	8161 Briese Ln	Pensacola	FL	32514
Peoria - Bloomington, IL	Plank Road Storage Center	6718 W. Plank Rd.	Peoria	IL	61604
Philadelphia, PA	Hainesport Storage Center NJ	6 Berry Dr	Lumberton	NJ	08048
Philadelphia, PA	New Castle, DE	299 Anchor Mill Rd	New Castle	DE	19720
Philadelphia, PA	Philly Oaks, PA	125 Green Tree Rd	Phoenixville	PA	19460
Phoenix, AZ	Phoenix East, AZ	555 E Willis Road	Chandler	AZ	85286
Phoenix, AZ	Phoenix West, AZ	700 S. 94th Ave.	Tolleson	AZ	85353
Pittsburgh, PA	Leetsdale, PA	410 Riverport Dr	Leetsdale	PA	15056
Pittsburgh, PA	Trafford Storage Center	9100 Commerce Circle	Trafford	PA	15085
Portland, ME	Portland 2 Madison	1 Madison Street	South Portland	ME	04106
Portland, OR	Clackamas, OR	12474 SE Capps Rd	Clackamas	OR	97015
Portland, OR	Kelly Point, OR	15805 N Lombard St	Portland	OR	97203
Portland, OR	Wilsonville, OR	29899 SW Boones Ferry Rd	Wilsonville	OR	97070
Providence, RI	N. Kingstown, RI - Providence	185 Compass Cir	North Kingstown	RI	02852
Raleigh, NC	Raleigh, NC	8701 Fleet Service Dr	Raleigh	NC	27617
Raleigh, NC	Smithfield, NC	1209 W Market St	Smithfield	NC	27577
Reno, NV	Reno, NV 4	855 Sandhill #C	Reno	NV	89521
Richmond, VA	Richmond, VA	3021 Vernon Rd	Henrico	VA	23228
Roanoke-Lynchburg, VA	New Roanoke, VA	3726 Thirlane Rd NW	Roanoke	VA	24019
Rochester, NY	Rochester, NY #4	39 Breck St.	Rochester	NY	14609
Sacramento, CA	McClellan, CA	5001 Bailey Loop	McClellan	CA	95652
Salt Lake City, UT	Salt Lake City 3	2464 South 6755 West Suite D	West Valley City	UT	84128
San Antonio, TX	New Braunfels San Antonio	5615 IH 35 N	New Braunfels	TX	78130
San Antonio, TX	San Antonio IH-10E, TX	San Antonio IH-10E, TX Ste 102	San Antonio	TX	78201
San Antonio, TX	San Marcos-San Antonio	2821 Leah Ave.	San Marcos	TX	78666
San Diego, CA	Carlsbad Storage Center	2820 Whiptail Loop	Carlsbad	CA	92010
San Diego, CA	Chula Vista	2402 Main St	Chula Vista	CA	91911
San Diego, CA	National City Marine Terminal, CA	2500 Terminal Ave.	National City	CA	91950
San Diego, CA	San Diego 3, CA	7385 Mission Gorge Rd	San Diego	CA	92120
Santa Barbara, CA	Oxnard, CA	301 S Rose Ave #104	Oxnard	CA	93030
Santa Barbara, CA	Santa Maria, CA	3042 Industrial Pkwy	Santa Maria	CA	93455

Sarasota, FL	New Ft. Myers	11891 Amedicus Lane	Fort Myers	FL	33907
Sarasota, FL	New Manatee, FL	6791 28th St Cir East	Sarasota	FL	34243
Sarasota, FL	Venice Storage Center	760 Commerce Dr	Venice	FL	34292
Savannah, GA	Savannah, GA	5510 Export Blvd	Savannah	GA	31408
Scranton, PA	Wilkes Barre Storage Center, PA	1 Passan Dr	Wilkes Barre	PA	18702
Seattle, WA	Bremerton WT	8576 SW Warrior Drive	Bremerton	WA	98312
Seattle, WA	Des Moines, WA	2341 South 208th St, Suite D	Seattle	WA	98198
Seattle, WA	Everett 2, WA	6617 Associated Blvd #200	Everett	WA	98203
Seattle, WA	Everett 2B	6201 Associated Blvd STE 101	Everett	WA	98203
Seattle, WA	Lakewood WT	7010 150th St SW	Lakewood	WA	98439
Seattle, WA	Lynnwood WT	16123 WA-99	Lynnwood	WA	98087
Shenandoah Valley, VA	Frederick Storage Center	4510 Buckystown Pike, Ste. J	Frederick	MD	21704
Shenandoah Valley, VA	Manassas, VA Storage Center	8422 Wellington Road	Manassas	VA	20109
Shenandoah Valley, VA	Victory Road Storage Center	220 Victory Road	Winchester	VA	22602
Shreveport, LA	Shreveport Slack Road	9101 Slack Road	Shreveport	LA	71106
Sioux Falls, SD	Sioux Falls 4, SD	1801 N. Terin Cir.	Sioux Falls	SD	57107
South Florida	Ft. Lauderdale, FL	9419 W Commercial Blvd	Fort Lauderdale	FL	33321
South Florida	Miami Doral Storage Center	3200 NW 67th Ave.	Miami	FL	33166
South Florida	Palm Beach, FL Storage Center	5479 Leeper Dr	West Palm Beach	FL	33407
South Florida	Pompano Beach, FL	4000 N. Dixie Hwy	Pompano Beach	FL	33064
South Florida	West Palm Beach 2	401 N. Cleary Rd. Suite #8	West Palm Beach	FL	33413
Spokane, WA	Spokane, WA	3808 N Sullivan Road	Spokane	WA	99216
Springfield, MO	Battlefield, MO Storage Center	4400 S Timber Creek Ave	Brookline	MO	65619
St Louis, MO	St. Louis, MO	3601 Rider Trail S	Earth City	MO	63045
Stockton-Modesto, CA	Manteca, CA Storage Center	2301 W Louise Ave	Manteca	CA	95336
Stockton-Modesto, CA	Modesto, CA	821 Oates Court	Modesto	CA	95358
Syracuse, NY	Syracuse, NY	4490 Steelway Blvd S	Liverpool	NY	13090
Tallahassee, FL	Midway, FL	1660 Commerce Blvd	Midway	FL	32343
Tampa Bay, FL	Holiday, FL	4050 Louis Ave	Holiday	FL	34691
Tampa Bay, FL	Hudson, FL	15635 Hudson Ave	Spring Hill	FL	34610
Tampa Bay, FL	Lakeland/Tampa, FL	3240 Flightline Dr.	Lakeland	FL	33811
Tampa Bay, FL	Pinellas Park, FL	3705 62nd Ave N	Pinellas Park	FL	33781
Tampa Bay, FL	Tampa Mining Blvd	8675 Florida Mining Blvd	Tampa	FL	33634
Tampa Bay, FL	Tampa, FL	1871 Massaro Blvd	Tampa	FL	33619

Texarkana, TX	Texarkana	3800 Picoma Dr	Texarkana	TX	75501
Toledo, OH	Ft. Wayne Storage Center	3610 Centennial Dr	Fort Wayne	IN	46808
Toledo, OH	Perrysburg, OH	1775 Progress Dr.	Perrysburg	OH	43551
Toronto, ON, Canada	Cambridge Storage Center	1245 Franklin Blvd	Cambridge	ON	N1R
Toronto, ON, Canada	D. Armstrong Moving & Storage	630 Secretariat Ct	Mississauga	ON	L5S
Toronto, ON, Canada	Mississauga, ON Storage Center	1680 Drew Rd	Mississauga	ON	L5S
Toronto, ON, Canada	Whitby Storage Center, ON	240 South Blair St	Whitby	ON	L1N
Tucson, AZ	Tucson NEW, AZ	6161 S Palo Verde Rd	Tucson	AZ	85706
Tulsa, OK	Tulsa 2, OK	10541 East Ute	Tulsa	OK	74116
Tyler, TX	Longview, TX	1601 West Cotton	Longview	TX	75604
Tyler, TX	Tyler, TX	4605 Candy Ln	Tyler	TX	75701
Vancouver, BC, Canada	Surrey Bonded 809 SH 5792	11850 103A Ave	Surrey	BC	V3V
Vancouver, BC, Canada	Surrey Storage Center	11850 103A Avenue	Surrey	BC	V3V
Vancouver, BC, Canada	TDK Terminals (Annacis Island)	480 Audley Blvd	New Westminster	BC	V3M
Virginia Beach, VA	Hampton E St, VA	103 E St	Hampton	VA	23661
Virginia Beach, VA	Virginia Beach, VA	4816 PODS Way	Chesapeake	VA	23320
Washington, DC	Cabin Branch Storage Center, MD	1811 Cabin Branch Dr	Hyattsville	MD	20785
Washington, DC	Frederick, MD	4510 Buckystown Pike	Frederick	MD	21704
Washington, DC	Manassas, VA	8422 Wellington Rd	Manassas	VA	20109
Washington, DC	Victory Road Storage	220 Victory Rd	Winchester	VA	22602
Western Charlotte, NC	Western Ridge, NC	10240 Western Ridge Road	Charlotte	NC	28273
Wichita, KS	Wichita, KS	6110 N Prospect Rd	Wichita	KS	67219
Winnipeg, MB, Canada	Winnipeg North, MB	1725 Inkster Blvd	Winnipeg	MB	R2X
Winnipeg, MB, Canada	Winnipeg, MB - Bonded #5271	1725 Inkster Blvd	Winnipeg	MB	R2X



877-BIZ-PODS

CUSTOMER INVOICE INQUIRY

Please take a moment to fill out the following form. For each question please check mark the box that best reflects your invoicing needs. This will assist PODS in determining the best invoicing option for your company.

Today's date: _____

Company Name: _____

Email: _____ Phone: _____

QUESTIONNAIRE

Do you utilize Purchase Orders?

No Yes

Do you need the PO referenced on your invoice?

No Yes

Do you need one invoice per PO?

No Yes

Do you have multiple locations to bill?

No Yes

Do you need the locations referenced on your invoice?

No Yes

Do you need a consolidated invoice for all locations involved?

No Yes

Do you need one invoice per order?

No Yes

Do you require one invoice at job completion?

No Yes

Do you need one invoice per location?

No Yes

Are you tax exempt? If yes, please attach certificate(s)

No Yes

Do you require any additional items (i.e. locks or any other accessories, additional moves of the container, etc)?

No Yes

Can your PO be amended to allow for additional charges such as but not limited to cancellation fees, rush fees, extra monthly rental fees, etc.?

No Yes

Do you understand the possibility of cancellation charges?

No Yes

Do you accept any of the invoice formats provided? If yes, please specify.

No Yes

PDF Excel Spreadsheet Individual Invoices

Do you want to pay by credit card? (Auto Pay is the preferred method of payment)

No Yes

Do you want to pay by check? (Approval required)

No Yes

Do you want to pay by ACH? (Approval required)

No Yes

How would you prefer receiving your invoices?

Email Postal Mail

Email Address: _____

Signature X _____



877-BIZ-PODS

DIRECT BILL INVOICE



877-BIZ-PODS

DIRECT BILL INVOICE


Direct Bill Invoices are consolidated monthly invoices that includes multiple markets billed to a centralized location. This option is best for accounts containing 10 or more containers at a national level. They are filtered by PO #, Order # and Container # which can include the following invoicing options:

1. PDF Form of the Consolidated Direct Bill (CDB)
2. Excel Form of the Consolidated Direct Bill (CDB)
3. Individual Invoices within the Consolidated Direct Bill (CDB)

The following bullets will explain the breakdown of a Direct Bill Invoice.

Page 1: Summary Page

- a) Invoice Date – The date the invoice is processed
- b) Due Date – The date the invoice needs to be paid by
- c) Invoice No - The Consolidated Direct Bill (CDB) number is specific to all charges within a 30 day service period
- d) Master Account & Address – Invoices sent to this account
- e) Invoice Total – Summary of total charges
- f) Summary of Charges – This section shows the summary of all charges for each PO #

 <p>Contact PODS Business Billing Help Desk at 888-817-3580</p> <p>Remit to: PODS Enterprises, LLC 5585 Rio Vista Dr Clearwater, FL 33760-3114</p> <p>Invoice No: CDB00005143</p>	<p>A → Invoice Date: 11/29/2017 B → Due Date: 12/28/2017 C → Invoice No: CDB00005143</p> <p>Invoice Summary</p> <p>D → Master Account: 100000310 ABC Company 123 Right of Way Lane Clearwater, FL 33760</p> <p>E → Invoice Total: \$1,686.27</p>																																				
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 25%;">Name</th> <th style="width: 25%;">PO #</th> <th style="width: 25%;">Amount</th> <th style="width: 25%;">Tax</th> <th style="width: 20%;">Total</th> </tr> </thead> <tbody> <tr> <td>ABC Company</td> <td>9961427821</td> <td>\$ 214.99</td> <td>\$ 17.74</td> <td>\$ 232.73</td> </tr> <tr> <td>ABC Company</td> <td>9961423857</td> <td>\$ 270.98</td> <td>\$ 20.23</td> <td>\$ 291.21</td> </tr> <tr> <td>ABC Company</td> <td>9961425864</td> <td>\$ 209.99</td> <td>\$ 19.00</td> <td>\$ 228.99</td> </tr> <tr> <td>ABC Company</td> <td>9961427524</td> <td>\$ 675.96</td> <td>\$ 55.77</td> <td>\$ 731.73</td> </tr> <tr> <td>ABC Company</td> <td>9961421694</td> <td>\$ 184.99</td> <td>\$ 16.62</td> <td>\$ 201.61</td> </tr> <tr> <td colspan="2" style="text-align: right;">Total:</td> <td>\$ 1,556.91</td> <td>\$ 129.36</td> <td>\$ 1,686.27</td> </tr> </tbody> </table>			Name	PO #	Amount	Tax	Total	ABC Company	9961427821	\$ 214.99	\$ 17.74	\$ 232.73	ABC Company	9961423857	\$ 270.98	\$ 20.23	\$ 291.21	ABC Company	9961425864	\$ 209.99	\$ 19.00	\$ 228.99	ABC Company	9961427524	\$ 675.96	\$ 55.77	\$ 731.73	ABC Company	9961421694	\$ 184.99	\$ 16.62	\$ 201.61	Total:		\$ 1,556.91	\$ 129.36	\$ 1,686.27
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877-BIZ-PODS

Page 2: Details Page

Section 1 – List container numbers and the individual invoice the charge posted on

Section 2 – PODS Order number

Section 3 – PO Number, Details of the Charge, Service Period and the Address of where the container is located

Section 1		Section 2		Section 3		Qty	Price	Discount	Amount	Tax	Total
Account # 120024779 ABC Company				PO #: 99617821							
Container #: 69375BX Invoice PEU001321317	Order #: 960773	Monthly Rental of Container in Storage Center 79 This Way Lane, Memphis, TN 38127		11/11/17-12/10/17	1	\$ 204.99	\$ 0.00	\$ 204.99	\$ 16.91	\$ 221.90	
Container #: 69075BX Invoice PEU001321317	Order #: 690773	Container Only Protection Option - Monthly Fee		11/11/17-12/10/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.83	\$ 10.83	
Subtotal:									\$ 214.99	\$ 17.74	\$ 232.73
Account # 120064568 ABC Company				PO #: 996142887							
Container #: 2457826 Invoice PEU001331000	Order #: 979024	Deliver Empty Container to Your Location 135 That Way Lane, Lexington, SC 29072		11/16/17	1	\$ 99.99	\$ 10.00	\$ 89.99	\$ 6.97	\$ 96.96	
Container #: 2457826 Invoice PEU001331000	Order #: 979024	Monthly Rental of Container at Your Location 135 That Way Lane, Lexington, SC 29072		11/16/17-12/15/17	1	\$ 189.99	\$ 19.00	\$ 170.99	\$ 13.26	\$ 184.25	
Container #: 2457826 Invoice PEU001331000	Order #: 979024	Container Only Protection Option - Monthly Fee		11/16/17-12/15/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00	
Subtotal:									\$ 270.98	\$ 20.23	\$ 291.21
Account # 120064568 ABC Company				996142664							
Container #: 93004BX Invoice PEU001319074	Order #: 935869	Monthly Rental of Container at Your Location 789 Windy Way Lane, Blount, MS 39531		11/10/17-12/09/17	1	\$ 195.99	\$ 0.00	\$ 195.99	\$ 19.00	\$ 216.99	
Container #: 93004BX Invoice PEU001319074	Order #: 935869	Container Only Protection Option - Monthly Fee		11/10/17-12/09/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00	
Subtotal:									\$ 209.99	\$ 19.00	\$ 226.99
Account # 120064588 ABC Company				9961427524							
Container #: 8459839 Invoice PEU001329227	Order #: 977191	Deliver Empty Container to Your Location 456 Any Way Lane, Lebanon, OH 45036		11/15/17	1	\$ 89.99	\$ 18.00	\$ 71.99	\$ 5.94	\$ 77.93	
Container #: 8459839 Invoice PEU001329227	Order #: 977191	Fuel Surchage		11/15/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.83	\$ 10.83	
Container #: 8459839 Invoice PEU001329227	Order #: 977191	Monthly Rental of Container at Your Location 456 Any Way Lane, Lebanon, OH 45036		11/15/17-12/14/17	1	\$ 239.99	\$ 48.00	\$ 191.99	\$ 15.83	\$ 207.82	
Container #: 8459839 Invoice PEU001329227	Order #: 977191	Container Only Protection Option - Monthly Fee		11/15/17-12/14/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.83	\$ 10.83	
Container #: 93541BX Invoice PEU001332910	Order #: 979944	Deliver Empty Container to Your Location 456 Any Way Lane, Lebanon, OH 45036		11/16/17	1	\$ 89.99	\$ 9.00	\$ 80.99	\$ 6.67	\$ 87.66	
Container #: 93541BX Invoice PEU001332910	Order #: 979944	Fuel Surchage		11/16/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.83	\$ 10.83	
Container #: 93541BX Invoice PEU001332910	Order #: 979944	Same Day Delivery Rush Fee		11/16/17	1	\$ 75.00	\$ 0.00	\$ 75.00	\$ 6.20	\$ 81.20	
Container #: 93541BX Invoice PEU001332910	Order #: 979944	Monthly Rental of Container at Your Location 456 Any Way Lane, Lebanon, OH 45036		11/16/17-12/15/17	1	\$ 239.99	\$ 24.00	\$ 215.99	\$ 17.81	\$ 233.80	
Container #: 93541BX Invoice PEU001332910	Order #: 979944	Container Only Protection Option - Monthly Fee		11/16/17-12/15/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.83	\$ 10.83	
Subtotal:									\$ 675.96	\$ 55.77	\$ 731.73
Account # 120064568 American Technologies Of Orango				PO # Job Number: 9961421894							
Container #: 203A85 Invoice PERJ001343481	Order #: 947991	Monthly Rental of Container at Your Location 7501 Sea Breeze, Clearwater, FL 33760		11/23/17-12/22/17	1	\$ 174.99	\$ 0.00	\$ 174.99	\$ 16.62	\$ 191.61	



Invoice Date: 11/29/2017
 Due Date: 12/28/2017
 Invoice No: CDB00005143

Invoice Summary

Contact PODS Business Billing Help Desk at 888-817-3580

Remit to: PODS Enterprises, LLC
 5585 Rio Vista Dr.
 Clearwater, FL 33760-3114

Master Account: 100000310
 ABC Company
 123 Right of Way Lane
 Clearwater, FL 33760

Invoice No: CDB00005143

Invoice Total:
 \$1,686.27

Name	PO #	Amount	Tax	Total
ABC Company	9961427821	\$ 214.99	\$ 17.74	\$ 232.73
ABC Company	9961423857	\$ 270.98	\$ 20.23	\$ 291.21
ABC Company	9961425864	\$ 209.99	\$ 19.00	\$ 228.99
ABC Company	9961427524	\$ 675.96	\$ 55.77	\$ 731.73
ABC Company	9961421694	\$ 184.99	\$ 16.62	\$ 201.61
Total:		\$ 1,556.91	\$ 129.36	\$ 1,686.27

If your check is returned to us for insufficient funds, it will be re-presented electronically and your account will be debited for the amount, plus the state allowed fee.

Please notify us of any changes in address or phone number.



Invoice Date: 11/29/2017
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Invoice Details

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Remit to: PODS Enterprises, LLC
 5585 Rio Vista Dr
 Clearwater, FL 33760-3114

Invoice No: CDB00005143

Invoice Total:
 \$1,686.27

Master Account:	100000310
	ABC Company
	123 Right of Way Lane
	Clearwater, FL 33760

Account #: 120024779 ABC Company		PO #: 9961427821		Qty	Price	Discount	Amount	Tax	Total
Container #: 69375BX Invoice PEIU001321317	Order #: 690773	Monthly Rental of Container in Storage Center 79 This Way Lane, Memphis, TN 38127	11/11/17-12/10/17	1	\$ 204.99	\$ 0.00	\$ 204.99	\$ 16.91	\$ 221.90
Container #: 69375BX Invoice PEIU001321317	Order #: 690773	Container Only Protection Option - Monthly Fee	11/11/17-12/10/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.83	\$ 10.83
Subtotal:							\$ 214.99	\$ 17.74	\$ 232.73

Account #: 120084568 ABC Company		PO #: 8961423857		Qty	Price	Discount	Amount	Tax	Total
Container #: 2457B26 Invoice PEIU001331000	Order #: 979024	Deliver Empty Container to Your Location 135 That Way Lane, Lexington, SC 29072	11/16/17	1	\$ 99.99	\$ 10.00	\$ 89.99	\$ 6.97	\$ 96.96
Container #: 2457B26 Invoice PEIU001331000	Order #: 979024	Monthly Rental of Container at Your Location 135 That Way Lane, Lexington, SC 29072	11/16/17-12/15/17	1	\$ 189.99	\$ 19.00	\$ 170.99	\$ 13.26	\$ 184.25
Container #: 2457B26 Invoice PEIU001331000	Order #: 979024	Container Only Protection Option - Monthly Fee	11/16/17-12/15/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Subtotal:							\$ 270.98	\$ 20.23	\$ 291.21

Account #: 120084568 ABC Company		9961425864		Qty	Price	Discount	Amount	Tax	Total
Container #: 93004BX Invoice PEIU001319074	Order #: 935869	Monthly Rental of Container at Your Location 789 Which Way Lane, Biloxi, MS 39531	11/10/17-12/9/17	1	\$ 199.99	\$ 0.00	\$ 199.99	\$ 19.00	\$ 218.99
Container #: 93004BX Invoice PEIU001319074	Order #: 935869	Container Only Protection Option - Monthly Fee	11/10/17-12/9/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Subtotal:							\$ 209.99	\$ 19.00	\$ 228.99

Account #: 120084568 ABC Company		9961427524		Qty	Price	Discount	Amount	Tax	Total
Container #: 8459B39 Invoice PEIU001329227	Order #: 977191	Deliver Empty Container to Your Location 456 Any Way Lane, Lebanon, OH 45036	11/15/17	1	\$ 89.99	\$ 18.00	\$ 71.99	\$ 5.94	\$ 77.93
Container #: 8459B39 Invoice PEIU001329227	Order #: 977191	Fuel Subsidy	11/15/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.83	\$ 10.83
Container #: 8459B39 Invoice PEIU001329227	Order #: 977191	Monthly Rental of Container at Your Location 456 Any Way Lane, Lebanon, OH 45036	11/15/17-12/14/17	1	\$ 239.99	\$ 48.00	\$ 191.99	\$ 15.83	\$ 207.82
Container #: 8459B39 Invoice PEIU001329227	Order #: 977191	Container Only Protection Option - Monthly Fee	11/15/17-12/14/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.83	\$ 10.83
Container #: 93541BX Invoice PEIU001332910	Order #: 979944	Deliver Empty Container to Your Location 456 Any Way Lane, Lebanon, OH 45036	11/16/17	1	\$ 89.99	\$ 9.00	\$ 80.99	\$ 6.67	\$ 87.66
Container #: 93541BX Invoice PEIU001332910	Order #: 979944	Fuel Subsidy	11/16/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.83	\$ 10.83
Container #: 93541BX Invoice PEIU001332910	Order #: 979944	Same Day Delivery Rush Fee	11/16/17	1	\$ 75.00	\$ 0.00	\$ 75.00	\$ 6.20	\$ 81.20
Container #: 93541BX Invoice PEIU001332910	Order #: 979944	Monthly Rental of Container at Your Location 456 Any Way Lane, Lebanon, OH 45036	11/16/17-12/15/17	1	\$ 239.99	\$ 24.00	\$ 215.99	\$ 17.81	\$ 233.80
Container #: 93541BX Invoice PEIU001332910	Order #: 979944	Container Only Protection Option - Monthly Fee	11/16/17-12/15/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.83	\$ 10.83
Subtotal:							\$ 675.96	\$ 55.77	\$ 731.73

Account #: 120084568 American Technologies Of Orange		PO #: Job Number: 9961421694		Qty	Price	Discount	Amount	Tax	Total
Container #: 203A85 Invoice PEIU001343481	Order #: 947991	Monthly Rental of Container at Your Location 7501 Sea Breeze, Clearwater, FL 33760	11/23/17-12/22/17	1	\$ 174.99	\$ 0.00	\$ 174.99	\$ 16.62	\$ 191.61



Invoice Date: 11/29/2017
 Due Date: 12/28/2017
 Invoice No: CDB00005143

Invoice Details

Contact PODS Business Billing Help Desk at 888-817-3580

Remit to: PODS Enterprises, LLC
 5585 Rio Vista Dr
 Clearwater, FL 33760-3114

Invoice No: CDB00005143

Invoice Total:
 \$1,686.27

Master Account: 100000310
 ABC Company
 123 Right of Way Lane
 Clearwater, FL 33760

Account # 120064568 ABC Company		PO #: Job Number: 9961421694		Qty	Price	Discount	Amount	Tax	Total
Container #: 203A85 Invoice PEIU001343463	Order #: 947991	Container Only Protection Option - Monthly Fee	11/23/17-12/22/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Subtotal:							\$ 184.89	\$ 18.62	\$ 201.61

Invoice Total: \$ 1,556.81 \$ 129.36 \$ 1,686.27



877-BIZ-PODS

COMMERCIAL STATEMENT



877-BIZ-PODS

COMMERCIAL BILLING STATEMENT

A Commercial Statement is a consolidated invoice that is billed at account level within a single market sent to a centralized location. It will show payments and adjustments on a single statement for easy reconciliation of account level charges.

Commercial Statement options are:


1. Monthly Statement Only
2. Monthly Statement with PO
3. Monthly Statement with Commercial Daily Invoices (Individual Invoices)

The following bullets will explain the breakdown of a Commercial Statement.

Option 1: Monthly Statement Only

Summary Page:

- a) Statement Date – The date the invoice is processed
- b) Statement Period – Timeframe between the last statement and the current statement.
- c) Due Date – The date the invoice needs to be paid by
- d) Account Summary – This section shows a summary of all activities within a statement period. This includes
 - ✓ Previous balance (the very first statement will not include a breakdown of this balance)
 - ✓ Payments applied
 - ✓ Unapplied payments
 - ✓ Payment Adjustments
 - ✓ Account Adjustments
 - ✓ New Charges

 THANK YOU FOR CHOOSING PODS!	PODS Enterprises, LLC PO Box 791003 Baltimore, MD 21279-1003	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;">Statement No.</td> <td>COLA-CS1000002</td> </tr> <tr> <td>Customer Account</td> <td>100000310</td> </tr> <tr> <td>→ Statement Date</td> <td>10/6/2017</td> </tr> <tr> <td>→ Statement Period</td> <td>9/7/2017-10/6/2017</td> </tr> <tr> <td>→ Due Date</td> <td>10/6/2017</td> </tr> <tr> <td colspan="2" style="text-align: right;">Page 1 of 2</td> </tr> </table>	Statement No.	COLA-CS1000002	Customer Account	100000310	→ Statement Date	10/6/2017	→ Statement Period	9/7/2017-10/6/2017	→ Due Date	10/6/2017	Page 1 of 2															
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We want you to know																												
PODS appreciates your business. Check out PODS' new website dedicated to our commercial accounts. Visit Business.PODS.com to get a quote for your next business move or storage need. For service or invoice-related questions, check out our new Frequently Asked Questions page at Business.PODS.com/FAQs																												
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="3" style="text-align: center;">D → Account Summary</td> </tr> <tr> <td colspan="3" style="text-align: center;">Period Dates: 9/7/2017 - 10/6/2017</td> </tr> <tr> <td style="width: 60%;">✓ Previous Balance</td> <td style="width: 15%; text-align: right;">\$</td> <td style="width: 25%; text-align: right;">150.49</td> </tr> <tr> <td>✓ Payments Applied</td> <td style="text-align: right;">\$</td> <td style="text-align: right;">(483.90)</td> </tr> <tr> <td>✓ Unapplied Payments</td> <td style="text-align: right;">\$</td> <td style="text-align: right;">0.00</td> </tr> <tr> <td>✓ Payment Adjustments</td> <td style="text-align: right;">\$</td> <td style="text-align: right;">0.00</td> </tr> <tr> <td>✓ Account Adjustments</td> <td style="text-align: right;">\$</td> <td style="text-align: right;">0.00</td> </tr> <tr> <td>✓ New Charges</td> <td style="text-align: right;">\$</td> <td style="text-align: right;">634.39</td> </tr> <tr> <td style="text-align: right;">Amount Due</td> <td style="text-align: right;">\$</td> <td style="text-align: right;">300.98</td> </tr> </table>		D → Account Summary			Period Dates: 9/7/2017 - 10/6/2017			✓ Previous Balance	\$	150.49	✓ Payments Applied	\$	(483.90)	✓ Unapplied Payments	\$	0.00	✓ Payment Adjustments	\$	0.00	✓ Account Adjustments	\$	0.00	✓ New Charges	\$	634.39	Amount Due	\$	300.98
D → Account Summary																												
Period Dates: 9/7/2017 - 10/6/2017																												
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✓ Unapplied Payments	\$	0.00																										
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✓ Account Adjustments	\$	0.00																										
✓ New Charges	\$	634.39																										
Amount Due	\$	300.98																										



877-BIZ-PODS

Details Page

- a) New Charges – Transaction Summary
- b) New Charges – Transaction Detail – broken down by PO, Order #, container #, details of charges, location of the container and the service period
- c) Account Activity Details – Lists payments made within the statement period

A → New Charges - Transaction Summary									
Account: 10000310-ABC Company									
PO #: 12805 Rocky Rd		Amount	Tax	Total					
Container Rental Fees		\$ 549.96	\$ 44.43	\$ 594.39					
Container/Content Protection Fees		\$ 40.00	\$ 0.00	\$ 40.00					
PO Subtotal:		\$ 589.96	\$ 44.43	\$ 634.39					
Invoice Total: \$ 589.96 \$ 44.43 \$ 634.39									
B → New Charges - Transaction Detail									
Account: 10000310-ABC Company									
Account #: 10000310 ABC Company		PO #: 12805 Rocky Rd		Qty	Price	Discount	Amount	Tax	Total
Container# 633B29 Inv# COLA000017331	Order # 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	9/7/17-10/6/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container# 633B29 Inv# COLA000017331	Order # 689040	Container Only Protection Option - Monthly Fee	9/7/17-10/6/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container# 1275B50 Inv# COLA000017468	Order # 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	9/13/17-10/12/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container# 1275B50 Inv# COLA000017468	Order # 689040	Container Only Protection Option - Monthly Fee	9/13/17-10/12/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container# 8410B44 Inv# COLA000017968	Order # 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	9/27/17-10/26/17	1	\$ 159.99	\$ 0.00	\$ 159.99	\$ 12.93	\$ 172.92
Container# 8410B44 Inv# COLA000017858	Order # 689040	Container Only Protection Option - Monthly Fee	9/27/17-10/26/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container# 633B29 Inv# COLA000018196	Order # 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	10/7/17-11/6/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container# 633B29 Inv# COLA000018196	Order # 689040	Container Only Protection Option - Monthly Fee	10/7/17-11/6/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Subtotal:							\$ 589.96	\$ 44.43	\$ 634.39
Invoice Total:							\$ 589.96	\$ 44.43	\$ 634.39
C → Account Activity Details									
Payments Applied									
Recorded Date	Payment Information	Applied To	Amount Applied	Payment Amount					
9/7/2017	Credit Card, 1234	COLA000017331	\$ 150.49	\$ (150.49)					
9/13/2017	Credit Card, 1234	COLA000017468	\$ 150.49	\$ (150.49)					
9/27/2017	Credit Card, 1234	COLA000017858	\$ 182.92	\$ (182.92)					
			Subtotal:	\$ (483.90)					




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Option 2: Monthly Statement with PO

This option allows you to receive a purchase order summary page in addition to the monthly statement. The PO summary page is a detailed summary of all activity relating to a specific purchase order. If there are multiple PO's there will be a summary page per purchase order relating to the statement period.

- a) Transaction Summary – broken down by PO
- b) Transaction Detail – broken down by PO, Order #, container #, details of charges, location of the container and the service period.


	PODS Enterprises, LLC PO Box 791003 Baltimore, MD 21279-1003	PO Summary No. COLA-CS1000002-01 Customer Account: 100000310 Statement Date: 10/6/2017 Statement Period: 9/7/2017-10/6/2017 Due Date: See Monthly Statement Page 1 of 1							
MONTHLY STATEMENT WITH PO									
ABC Company Attn: Bobby McMillen 123 Right of Way Lane Clearwater, FL 33760-3114		Need to Contact Us? Our Business Solutions Team Specialists are available Monday - Friday, 8:00am - 8:00pm Saturday 8:00am - 4:30pm EST. You can reach us by Phone at 1-855-500-7637 or by email at Businessteam@PODS.com							
A → Transaction Summary									
Account: 100000310- ABC Company									
PO #: 12805 Rocky Rd									
	Amount	Tax	Total						
Container Rental Fees	\$ 549.96	\$ 44.43	\$ 594.39						
Container/Content Protection Fees	\$ 40.00	\$ 0.00	\$ 40.00						
PO Subtotal:	\$ 589.96	\$ 44.43	\$ 634.39						
Total:	\$ 589.96	\$ 44.43	\$ 634.39						
B → Transaction Detail									
Account: 100000310-ABC Company									
PO #: 12805 Rocky Rd									
	Qty	Price	Discount	Amount	Tax	Total			
Container# 633829 Invt# COLA00017331	Order # 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-8630	9/7/17-10/6/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container# 633829 Invt# COLA00017331	Order # 689040	Container Only Protection Option - Monthly Fee	9/7/17-10/6/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container# 1275650 Invt# COLA00017468	Order # 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-8630	9/13/17-10/12/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container# 1275650 Invt# COLA00017468	Order # 689040	Container Only Protection Option - Monthly Fee	9/13/17-10/12/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container# 8410844 Invt# COLA00017858	Order # 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-8630	9/27/17-10/26/17	1	\$ 159.99	\$ 0.00	\$ 159.99	\$ 12.93	\$ 172.92
Container# 8410844 Invt# COLA00017858	Order # 689040	Container Only Protection Option - Monthly Fee	9/27/17-10/26/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container# 633829 Invt# COLA00018186	Order # 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-8630	10/7/17-11/6/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container# 633829 Invt# COLA00018186	Order # 689040	Container Only Protection Option - Monthly Fee	10/7/17-11/6/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Subtotal:							\$ 634.39	\$ 44.43	\$ 634.39
Total:							\$ 634.39	\$ 44.43	\$ 634.39



877-BIZ-PODS

Option 3: Monthly Statement with Commercial Daily Invoices

This option is the same as receiving the Monthly Statement Only. You will receive a purchase order summary page but will also include all the individual invoices that are related to the specific service period the statement is billing for.

		PODS Enterprises, LLC PO Box 791003 Baltimore, MD 21279-1003	Invoice No. COLA000017331 Customer Account 100000310 Invoice Date 9/6/2017 Due Date 9/7/2017 Enrolled in AutoPay. Payment will be processed on 9/7/2017 Order No. 689040 Page 1 of 1					
THANK YOU FOR CHOOSING PODS! COMMERCIAL DAILY INVOICE			Need to Contact Us? Our Business Solutions Team Specialists are available Monday - Friday, 8:00am - 8:00pm Saturday 8:00am - 4:30pm EST. You can reach us by Phone at 1-855-500-7637 or by email at BusinessTeam@PODS.com					
Attn: Bobby McMillen ABC Company 123 Right of Way Lane Clearwater, FL 33760-3114								
PO #: 12805 Rocky Rd			Qty	Price	Discount	Amount	Tax	Total
Container Id 833B29	Monthly Rental of Container at Your Location 805 Rocky Road, Rosamary Beach, FL 32461-9638	9/7/17-10/6/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container Id 833B29	Container Only Protection Option - Monthly Fee	9/7/17-10/6/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Subtotal:						\$ 139.99	\$ 10.50	\$ 150.49
Invoice Total:						\$ 139.99	\$ 10.50	\$ 150.49

Payment Options for Commercial Billing include

- Credit Card on file
- Net 15 or Net 30 terms (with approval)



PODS Enterprises, LLC
 PO Box 791003
 Baltimore, MD 21279-1003

THANK YOU FOR CHOOSING PODS!

Statement No. COLA-CS1000002

Customer Account 100000310
 Statement Date 10/6/2017
 Statement Period 9/7/2017-10/6/2017
 Due Date 10/6/2017

Page 1 of 2

ABC Company
 Attn: Bobby McMillen
 123 Right of Way Lane
 Clearwater, FL 33760-3114

Need to Contact Us?

Our Business Solutions Team Specialists are available
 Monday - Friday, 8:00am - 8:00pm
 Saturday 8:00am - 4:30pm EST.
 You can reach us by Phone at 1-855-500-7637
 or by email at BusinessTeam@PODS.com

Account Summary

Period Dates: 9/7/2017 - 10/6/2017

Previous Balance	\$	150.49
Payments Applied	\$	(483.90)
Unapplied Payments	\$	0.00
Payment Adjustments	\$	0.00
Account Adjustments	\$	0.00
New Charges	\$	634.39
Amount Due	\$	300.98

We want you to know

PODS appreciates your business. Check out PODS' new website dedicated to our commercial accounts.
 Visit Business.PODS.com to get a quote for your next business move or storage need.
 For service or invoice-related questions, check out our new Frequently Asked Questions page at Business.PODS.com/FAQs

Payment Options



To pay by phone:
 Call us at
 1-855-500-7637



To pay online:
 Visit our site at
Business.PODS.com/my-account



To pay by mail:
 Use pre-addressed
 remittance below.

Call customer service to
 sign up for AutoPay using
 your credit card or
 bank account.

Cut Remittance Here

*** To Ensure Proper Credit, Please Detach This Remittance and Return With your Payment ***



Customer account number 100000310
 Amount Due \$ 300.98
 Due Date 10/6/2017

Statement No.
COLA-CS1000002

PODS Enterprises, LLC
 PO Box 791003
 Baltimore, MD 21279-1003

ABC Company
 Attn: Bobby McMillen
 123 Right of Way Lane
 Clearwater, FL 33760-3114

Total Amount Enclosed

\$

Make checks payable to:
 PODS Enterprises, LLC

1000003103COLA-CS1000002000300988



PODS Enterprises, LLC
 PO Box 791003
 Baltimore, MD 21279-1003

Statement No. COLA-CS100002

Customer Account 100000310
 Statement Date 10/6/2017
 Statement Period 9/7/2017-10/6/2017
 Due Date 10/6/2017

THANK YOU FOR CHOOSING PODS!

New Charges - Transaction Summary

Account: 100000310-ABC Company

PO #: 12805 Rocky Rd	Amount	Tax	Total
Container Rental Fees	\$ 549.96	\$ 44.43	\$ 594.39
Container/Content Protection Fees	\$ 40.00	\$ 0.00	\$ 40.00
PO Subtotal:	\$ 589.96	\$ 44.43	\$ 634.39

Invoice Total: \$ 589.96 \$ 44.43 \$ 634.39

New Charges - Transaction Detail

Account: 100000310-ABC Company

Account #: 100000310 ABC Company		PO #: 12805 Rocky Rd	Qty	Price	Discount	Amount	Tax	Total	
Container#: 633B29 Inv# COLA000017331	Order #: 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	9/7/17-10/6/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container#: 633B29 Inv# COLA000017331	Order #: 689040	Container Only Protection Option - Monthly Fee	9/7/17-10/6/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container#: 1275B50 Inv# COLA000017468	Order #: 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	9/13/17-10/12/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container#: 1275B50 Inv# COLA000017468	Order #: 689040	Container Only Protection Option - Monthly Fee	9/13/17-10/12/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container#: 8410B44 Inv# COLA000017858	Order #: 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	9/27/17-10/26/17	1	\$ 159.99	\$ 0.00	\$ 159.99	\$ 12.93	\$ 172.92
Container#: 8410B44 Inv# COLA000017858	Order #: 689040	Container Only Protection Option - Monthly Fee	9/27/17-10/26/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container#: 633B29 Inv# COLA000018186	Order #: 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	10/7/17-11/6/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container#: 633B29 Inv# COLA000018186	Order #: 689040	Container Only Protection Option - Monthly Fee	10/7/17-11/6/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Subtotal:						\$ 589.96	\$ 44.43	\$ 634.39	

Invoice Total: \$ 589.96 \$ 44.43 \$ 634.39

Account Activity Details

Payments Applied

Recorded Date	Payment Information	Applied To	Amount Applied	Payment Amount
9/7/2017	Credit Card, 1234	COLA000017331	\$ 150.49	\$ (150.49)
9/13/2017	Credit Card, 1234	COLA000017468	\$ 150.49	\$ (150.49)
9/27/2017	Credit Card, 1234	COLA000017858	\$ 182.92	\$ (182.92)
			Subtotal:	\$ (483.90)



PODS Enterprises, LLC
 PO Box 791003
 Baltimore, MD 21279-1003

THANK YOU FOR CHOOSING PODS!

PO Summary No.	COLA-CS100002-01
Customer Account	100000310
Statement Date	10/6/2017
Statement Period	9/7/2017-10/6/2017
Due Date	See Monthly Statement
Page	1 of 1

ABC Company
 Attn: Bobby McMillen
 123 Right of Way Lane
 Clearwater, FL 33760-3114

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 Saturday 8:00am - 4:30pm EST.
 You can reach us by Phone at 1-855-500-7637
 or by email at BusinessTeam@PODS.com

Transaction Summary

Account: 100000310- ABC Company

PO #: 12805 Rocky Rd	Amount	Tax	Total
Container Rental Fees	\$ 549.96	\$ 44.43	\$ 594.39
Container/Content Protection Fees	\$ 40.00	\$ 0.00	\$ 40.00
PO Subtotal:	\$ 589.96	\$ 44.43	\$ 634.39
Total:	\$ 589.96	\$ 44.43	\$ 634.39

Transaction Detail

Account: 100000310-ABC Company

Account #: 100000310 ABC Company		PO #: 12805 Rocky Rd		Qty	Price	Discount	Amount	Tax	Total
Container#: 633B29 Inv# COLA000017331	Order #: 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	9/7/17-10/6/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container#: 633B29 Inv# COLA000017331	Order #: 689040	Container Only Protection Option - Monthly Fee	9/7/17-10/6/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container#: 1275B50 Inv# COLA000017468	Order #: 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	9/13/17-10/12/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container#: 1275B50 Inv# COLA000017468	Order #: 689040	Container Only Protection Option - Monthly Fee	9/13/17-10/12/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container#: 8410B44 Inv# COLA000017858	Order #: 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	9/27/17-10/26/17	1	\$ 159.99	\$ 0.00	\$ 159.99	\$ 12.93	\$ 172.92
Container#: 8410B44 Inv# COLA000017858	Order #: 689040	Container Only Protection Option - Monthly Fee	9/27/17-10/26/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Container#: 633B29 Inv# COLA000018186	Order #: 689040	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	10/7/17-11/6/17	1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container#: 633B29 Inv# COLA000018186	Order #: 689040	Container Only Protection Option - Monthly Fee	10/7/17-11/6/17	1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Subtotal:							\$ 589.96	\$ 44.43	\$ 634.39
Total:							\$ 589.96	\$ 44.43	\$ 634.39



PODS Enterprises, LLC
 PO Box 791003
 Baltimore, MD 21279-1003

THANK YOU FOR CHOOSING PODS!

Invoice No.	COLA000017331
Customer Account	100000310
Invoice Date	9/6/2017
Due Date	9/7/2017
Enrolled in AutoPay. Payment will be processed on 9/7/2017	
Order No.	689040
Page	1 of 1

Attn: Bobby McMillen
 ABC Company
 123 Right of Way Lane
 Clearwater, FL 33760-3114

Need to Contact Us?
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 are available
 Monday - Friday, 8:00am - 8:00pm
 Saturday 8:00am - 4:30pm EST.
 You can reach us by Phone at 1-855-500-7637
 or by email at Businessteam@PODS.com

PO #: 12805 Rocky Rd		Qty	Price	Discount	Amount	Tax	Total
Container Id 633B29	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	9/7/17-10/6/17 1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container Id 633B29	Container Only Protection Option - Monthly Fee	9/7/17-10/6/17 1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Subtotal:					\$ 139.99	\$ 10.50	\$ 150.49
Invoice Total:					\$ 139.99	\$ 10.50	\$ 150.49

..... ✂ **Cut Remittance Here** ✂

*** To Ensure Proper Credit, Please Detach This Remittance and Return With your Payment ***



PODS Enterprises, LLC
 PO Box 791003
 Baltimore, MD 21279-1003

Customer account number 100000310
 Invoice amount \$ 150.49
 Due Date 9/7/2017
Enrolled in AutoPay. Payment will be processed on 9/7/2017
 Attn: Bobby McMillen
 ABC Company
 123 Right of Way Lane
 Clearwater, FL 33760-3114

Invoice No.
COLA000017331

Total Amount Enclosed

Make checks payable to:
 PODS Enterprises, LLC

1000003103COLA000017331000150490



877-BIZ-PODS

COMMERCIAL DAILY INVOICING




877-BIZ-PODS

COMMERCIAL DAILY INVOICES

Commercial Daily Invoices are individual invoices for each Order Number.
The following options are available with Individual Invoicing:

1. **Commercial Daily** – Receive Individual Invoices only
2. **Commercial Statement with or without PO** – Receive Individual Invoices along with the Statement
3. **Direct Bill** – Receive Individual Invoices along with the CDB

 THANK YOU FOR CHOOSING PODS! <div style="background-color: #800000; color: white; padding: 5px; display: inline-block; font-weight: bold;">INDIVIDUAL INVOICE</div>	PODS Enterprises, LLC PO Box 791003 Baltimore, MD 21279-1003	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td>Invoice No.</td> <td>COLA000017331</td> </tr> <tr> <td>Customer Account</td> <td>100000310</td> </tr> <tr> <td>Invoice Date</td> <td>9/6/2017</td> </tr> <tr> <td>Due Date</td> <td>9/7/2017</td> </tr> <tr> <td colspan="2" style="font-size: small;">Enrolled in AutoPay, Payment will be processed on 9/7/2017</td> </tr> <tr> <td>Order No.</td> <td>689040</td> </tr> <tr> <td colspan="2" style="text-align: center;">Page 1 of 1</td> </tr> </table>	Invoice No.	COLA000017331	Customer Account	100000310	Invoice Date	9/6/2017	Due Date	9/7/2017	Enrolled in AutoPay, Payment will be processed on 9/7/2017		Order No.	689040	Page 1 of 1																						
Invoice No.	COLA000017331																																				
Customer Account	100000310																																				
Invoice Date	9/6/2017																																				
Due Date	9/7/2017																																				
Enrolled in AutoPay, Payment will be processed on 9/7/2017																																					
Order No.	689040																																				
Page 1 of 1																																					
Attn: Bobby McMillen ABC Company 123 Right of Way Lane Clearwater, FL 33760-3114	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center;">Need to Contact Us?</td> </tr> <tr> <td style="font-size: small; text-align: center;"> Our Business Solutions Team Specialists are available Monday - Friday, 8:00am - 8:00pm Saturday 8:00am - 4:30pm EST. You can reach us by Phone at 1-855-500-7637 or by email at BusinessTeam@PODS.com </td> </tr> </table>		Need to Contact Us?	Our Business Solutions Team Specialists are available Monday - Friday, 8:00am - 8:00pm Saturday 8:00am - 4:30pm EST. You can reach us by Phone at 1-855-500-7637 or by email at BusinessTeam@PODS.com																																	
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PODS Enterprises, LLC
 PO Box 791003
 Baltimore, MD 21279-1003

THANK YOU FOR CHOOSING PODS!

Invoice No.	COLA000017331
Customer Account	100000310
Invoice Date	9/6/2017
Due Date	9/7/2017
Enrolled in AutoPay. Payment will be processed on 9/7/2017	
Order No.	689040
Page	1 of 1

Attn: Bobby McMillen
 ABC Company
 123 Right of Way Lane
 Clearwater, FL 33760-3114

Need to Contact Us?
 Our Business Solutions Team Specialists
 are available
 Monday - Friday, 8:00am - 8:00pm
 Saturday 8:00am - 4:30pm EST.
 You can reach us by Phone at 1-855-500-7637
 or by email at Businessteam@PODS.com

PO #: 12805 Rocky Rd		Qty	Price	Discount	Amount	Tax	Total
Container Id 633B29	Monthly Rental of Container at Your Location 805 Rocky Road, Rosemary Beach, FL 32461-9630	9/7/17-10/6/17 1	\$ 129.99	\$ 0.00	\$ 129.99	\$ 10.50	\$ 140.49
Container Id 633B29	Container Only Protection Option - Monthly Fee	9/7/17-10/6/17 1	\$ 10.00	\$ 0.00	\$ 10.00	\$ 0.00	\$ 10.00
Subtotal:					\$ 139.99	\$ 10.50	\$ 150.49

Invoice Total: \$ 139.99 \$ 10.50 \$ 150.49



Cut Remittance Here



*** To Ensure Proper Credit, Please Detach This Remittance and Return With your Payment ***



PODS Enterprises, LLC
 PO Box 791003
 Baltimore, MD 21279-1003

Customer account number 100000310
 Invoice amount \$ 150.49
 Due Date 9/7/2017
 Enrolled in AutoPay. Payment will be processed on 9/7/2017
 Attn: Bobby McMillen
 ABC Company
 123 Right of Way Lane
 Clearwater, FL 33760-3114

Invoice No.
COLA000017331

Total Amount Enclosed

Make checks payable to:
 PODS Enterprises, LLC

1000003103COLA000017331000150490



FREQUENTLY ASKED QUESTIONS

HOW DO I READ MY STATEMENT?

A summary of all activity for the month can be found on the front page of your invoice. Your statement number and billing period appear in the top right-hand corner, and an account summary is located on the left-hand side. The rest of the pages contain detailed account activity.

WHEN WILL I GET MY BILL EVERY MONTH?

A statement date will be assigned to you. You can find this in the box in the top right-hand side of the invoice.

AM I ABLE TO CHANGE MY STATEMENT DATE?

Unfortunately, due to the way our system currently operates, we're not able to change your statement date.

WHERE CAN I FIND THE DUE DATE ON MY STATEMENT?

Your due date can be found in the top right-hand corner of the statement.

WILL MY AUTOPAY ARRANGEMENT CHANGE?

Your Autopay arrangement date will be in the right-hand corner of your statement, this will be the date we draft your credit card or bank account.

WHERE CAN I FIND AN ACCOUNT SUMMARY FOR THE PREVIOUS MONTH?

You'll find last month's account summary on the first page of your new statement. It will include all new charges, payments, and adjustments for your account.

CAN I TRACK TRANSACTIONS BY PURCHASE ORDER NUMBER?

You sure can. The second page of your statement shows your charges grouped by Purchase Order numbers – in both a summary and detailed view.

HOW OFTEN WILL I RECEIVE MY INVOICE?

You'll receive your invoice once a month, by email.

WILL I STILL RECEIVE PAPER INVOICES IN THE MAIL?

Not unless you request this. If you'd still like to receive paper statements, just give us a call at 877-BIZ-PODS or email us at BusinessTeam@PODS.com and we'll be happy to help you.

HOW DO I MAKE A PAYMENT?

We offer four easy ways to pay: by phone, online through your account, by mail, or by using Autopay. To set up your account on Autopay, please call 877-BIZ-PODS or email us at BusinessTeam@PODS.com.

WHAT IF I WANT TO CHANGE THE EMAIL ADDRESS WHERE I RECEIVE MY INVOICES?

You can either log into your account or give us a call at 877-BIZ-PODS.

I HAVE MULTIPLE BUSINESS LOCATIONS. WILL I RECEIVE A SEPARATE INVOICE FOR EACH LOCATION?

One of the benefits of our statement design is that all activity from multiple locations shows up on one statement. However, if you would like to receive separate invoices for multiple locations, give our team a call at 877-BIZ-PODS.

WHO DO I CONTACT WITH QUESTIONS?

If you have any questions about your new statement, feel free to contact our Business Solutions Team at 877-BIZ-PODS or email us at BusinessTeam@PODS.com. They can also let you know about other billing options that might be available for your business.

EXHIBIT A
RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

1.0 Scope of National Cooperative Contract

Capitalized terms not otherwise defined herein shall have the meanings given to them in the Master Agreement or in the Administration Agreement between Supplier and OMNIA Partners.

1.1 Requirement

The University of California (hereinafter defined and referred to as “Principal Procurement Agency”), on behalf of itself and the National Intergovernmental Purchasing Alliance Company, a Delaware corporation d/b/a OMNIA Partners, Public Sector (“OMNIA Partners”), is requesting proposals for Household Moving, Relocation Services and Related Products. The intent of this Request for Proposal is any contract between Principal Procurement Agency and Supplier resulting from this Request for Proposal (“Master Agreement”) be made available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The Principal Procurement Agency has executed a Principal Procurement Agency Certificate with OMNIA Partners, an example of which is included as Exhibit D, and has agreed to pursue the Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners as a Participating Public Agency in OMNIA Partners’ cooperative purchasing program. Registration with OMNIA Partners as a Participating Public Agency is accomplished by Public Agencies entering into a Master Intergovernmental Cooperative Purchasing Agreement, an example of which is attached as Exhibit C, and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of the Master Intergovernmental Purchasing Cooperative Agreement or as otherwise agreed to. The terms and pricing established in the resulting Master Agreement between the Supplier and the Principal Procurement Agency will be the same as that available to Participating Public Agencies through OMNIA Partners.

All transactions, purchase orders, invoices, payments etc., will occur directly between the Supplier and each Participating Public Agency individually, and neither OMNIA Partners, any Principal Procurement Agency nor any Participating Public Agency, including their respective agents, directors, employees or representatives, shall be liable to Supplier for any acts, liabilities, damages, etc., incurred by any other Participating Public Agency. Supplier is responsible for knowing the tax laws in each state.

This Exhibit A defines the expectations for qualifying Suppliers based on OMNIA Partners' requirements to market the resulting Master Agreement nationally to Public Agencies. Each section in this Exhibit A refers to the capabilities, requirements, obligations, and prohibitions of competing Suppliers on a national level in order to serve Participating Public Agencies through OMNIA Partners.

These requirements are incorporated into and are considered an integral part of this RFP. OMNIA Partners reserves the right to determine whether or not to make the Master Agreement awarded by the Principal Procurement Agency available to Participating Public Agencies, in its sole and absolute discretion, and any party submitting a response to this RFP acknowledges that any award by the Principal Procurement Agency does not obligate OMNIA Partners to make the Master Agreement available to Participating Procurement Agencies.

1.2 Marketing, Sales and Administrative Support

During the term of the Master Agreement OMNIA Partners intends to provide marketing, sales, partnership development and administrative support for Supplier pursuant to this section that directly promotes the Supplier's products and services to Participating Public Agencies through multiple channels, each designed to promote specific products and services to Public Agencies on a national basis.

OMNIA Partners will assign the Supplier a Director of Partner Development who will serve as the main point of contact for the Supplier and will be responsible for managing the overall relationship between the Supplier and OMNIA Partners. The Director of Partner Development will work with the Supplier to develop a comprehensive strategy to promote the Master Agreement and will connect the Supplier with appropriate stakeholders within OMNIA Partners including, Sales, Marketing, Contracting, Training, and Operations & Support.

The OMNIA Partners marketing team will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through channels that may include:

- A. Marketing collateral (print, electronic, email, presentations)
- B. Website
- C. Trade shows/conferences/meetings
- D. Advertising
- E. Social Media

The OMNIA Partners sales teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through initiatives that may include:

- A. Individual sales calls
- B. Joint sales calls
- C. Communications/customer service
- D. Training sessions for Public Agency teams
- E. Training sessions for Supplier teams

The OMNIA Partners contracting teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through:

- A. Serving as the subject matter expert for questions regarding joint powers authority and state statutes and regulations for cooperative purchasing
- B. Training sessions for Public Agency teams
- C. Training sessions for Supplier teams
- D. Regular business reviews to monitor program success
- E. General contract administration

Suppliers are required to pay an administrative fee of 3% of the greater of the Contract Sales under the Master Agreement and Guaranteed Contract Sales under this Request for Proposal. Supplier will be required to execute the OMNIA Partners Administration Agreement (Exhibit B).

1.3 Estimated Volume

The dollar volume purchased under the Master Agreement is estimated to be approximately \$5M annually. While no minimum volume is guaranteed to Supplier, the estimated annual volume is projected based on the current annual volumes among the Principal Procurement Agency, other Participating Public Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through OMNIA Partners, and volume growth into other Public Agencies through a coordinated marketing approach between Supplier and OMNIA Partners.

1.4 Award Basis

The basis of any contract award resulting from this RFP made by Principal Procurement Agency will, at OMNIA Partners' option, be the basis of award on a national level through OMNIA Partners. If multiple Suppliers are awarded by Principal Procurement Agency under the Master Agreement, those same Suppliers will be required to extend the Master Agreement to Participating Public Agencies through OMNIA Partners. Utilization of the Master Agreement by Participating Public Agencies will be at the discretion of the individual Participating Public

Agency. Certain terms of the Master Agreement specifically applicable to the Principal Procurement Agency (e.g. governing law) are subject to modification for each Participating Public Agency as Supplier, such Participating Public Agency and OMNIA Partners shall agree without being in conflict with the Master Agreement. Participating Agencies may request to enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in the Master Agreement (i.e. invoice requirements, order requirements, specialized delivery, diversity requirements such as minority and woman owned businesses, historically underutilized business, governing law, etc.). (“Supplemental Agreement”). It shall be the responsibility of the Supplier to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the Participating Agency. It shall further be the responsibility of the Supplier to monitor the prevailing wage rates as established by the appropriate department of labor for any increase in rates during the term of the Master Agreement and adjust wage rates accordingly. Any supplemental agreement developed as a result of the Master Agreement is exclusively between the Participating Agency and the Supplier (Contract Sales are reported to OMNIA Partners).

All signed Supplemental Agreements and purchase orders issued and accepted by the Supplier may survive expiration or termination of the Master Agreement. Participating Agencies’ purchase orders may exceed the term of the Master Agreement if the purchase order is issued prior to the expiration of the Master Agreement. Supplier is responsible for reporting all sales and paying the applicable administrative fee for sales that use the Master Agreement as the basis for the purchase order, even though Master Agreement may have expired.

1.5 Objectives of Cooperative Program

This RFP is intended to achieve the following objectives regarding availability through OMNIA Partners’ cooperative program:

- A. Provide a comprehensive competitively solicited and awarded national agreement offering the Products covered by this solicitation to Participating Public Agencies;
- B. Establish the Master Agreement as the Supplier’s primary go to market strategy to Public Agencies nationwide;
- C. Achieve cost savings for Supplier and Public Agencies through a single solicitation process that will reduce the Supplier’s need to respond to multiple solicitations and Public Agencies need to conduct their own solicitation process;
- D. Combine the aggregate purchasing volumes of Participating Public Agencies to achieve cost effective pricing.

2.0 REPRESENTATIONS AND COVENANTS

As a condition to Supplier entering into the Master Agreement, which would be available to all Public Agencies, Supplier must make certain representations, warranties and covenants to both the Principal Procurement Agency and OMNIA Partners designed to ensure the success of the Master Agreement for all Participating Public Agencies as well as the Supplier.

2.1 Corporate Commitment

Supplier commits that (1) the Master Agreement has received all necessary corporate authorizations and support of the Supplier's executive management, (2) the Master Agreement is Supplier's primary "go to market" strategy for Public Agencies, (3) the Master Agreement will be promoted to all Public Agencies, including any existing customers, and Supplier will transition existing customers, upon their request, to the Master Agreement, and (4) that the Supplier has read and agrees to the terms and conditions of the Administration Agreement with OMNIA Partners and will execute such agreement concurrent with and as a condition of its execution of the Master Agreement with the Principal Procurement Agency. Supplier will identify an executive corporate sponsor and a separate national account manager within the RFP response that will be responsible for the overall management of the Master Agreement.

2.2 Pricing Commitment

Supplier commits the not-to-exceed pricing provided under the Master Agreement pricing is its lowest available (net to buyer) to Public Agencies nationwide and further commits that if a Participating Public Agency is eligible for lower pricing through a national, state, regional or local or cooperative contract, the Supplier will match such lower pricing to that Participating Public Agency under the Master Agreement.

2.3 Sales Commitment

Supplier commits to aggressively market the Master Agreement as its go to market strategy in this defined sector and that its sales force will be trained, engaged and committed to offering the Master Agreement to Public Agencies through OMNIA Partners nationwide. Supplier commits that all Master Agreement sales will be accurately and timely reported to OMNIA Partners in accordance with the OMNIA Partners Administration Agreement. Supplier also commits its sales force will be compensated, including sales incentives, for sales to Public Agencies under the Master Agreement in a consistent or better manner compared to sales to Public Agencies if the Supplier were not awarded the Master Agreement.

3.0 SUPPLIER RESPONSE

Supplier must supply the following information in order for the Principal Procurement Agency to determine Supplier's qualifications to extend the resulting Master Agreement to Participating Public Agencies through OMNIA Partners.

3.1 Company

Brief history and description of Supplier to include experience providing similar products and services. **PODS is an industry-leading national provider in the self-moving space, with container moving and storage solutions serving both the residential and commercial markets. Established in 1998, PODS pioneered the innovative portable storage concept that is flexible to the modern customer and the unique demands of business today, with solutions that accommodate every industry and multiple different applications. Since its founding, the PODS network has completed more than 700,000 long-distance moves, performed over 4 million deliveries, and has a fleet with over 220,000 PODS containers in service. Services include onsite storage, offsite storage in our nationwide network of secure storage centers, and containerized transportation solutions locally, regionally, or across the country.**

- A. Total number and location of sales persons employed by Supplier. **PODS currently employs approximately 1800 people**
- B. Number and location of support centers (if applicable) and location of corporate office. **Corporate offices are in Clearwater, FL. PODS has over 235 locations across the United States and Canada**
- C. Annual sales for the three previous fiscal years. **2018 - \$661M, 2017 - \$575M, 2016 - \$479M**
Submit FEIN and Dunn & Bradstreet report. **FEIN # is 47-3018063**
- D. Describe any green or environmental initiatives or policies. **PODS does not have any official green or environmental policies, however has informal initiatives reduce carbon emissions, and is willing to test fuel cell solutions in the State of California.**
- E. Describe any diversity programs or partners supplier does business with and how Participating Agencies may use diverse partners through the Master Agreement. Indicate how, if at all, pricing changes when using the diversity program. If there are any diversity programs, provide a list of diversity alliances and a copy of their certifications. **PODS does not have any official diversity programs or partners at this time.**
- F. Indicate if supplier holds any of the below certifications in any classified areas and include proof of such certification in the response:

- a. Minority Women Business Enterprise

Yes No

If yes, list certifying agency:

b. Small Business Enterprise (SBE) or Disadvantaged Business Enterprise (DBE)

Yes No

If yes, list certifying agency:

c. Historically Underutilized Business (HUB)

Yes No

If yes, list certifying agency:

d. Historically Underutilized Business Zone Enterprise (HUBZone)

Yes No

If yes, list certifying agency:

e. Other recognized diversity certificate holder

Yes No

If yes, list certifying agency:

G. List any relationships with subcontractors or affiliates intended to be used when providing services and identify if subcontractors meet minority-owned standards. If any, list which certifications subcontractors hold and certifying agency. **PODS does not use subcontractors, however has national labor partners that are available when needed and requested by the customer.**

Describe how supplier differentiates itself from its competitors. **PODS created the first, and now largest, nationwide portable storage container network to revolutionize the self-move industry. Our 230+ location network gives customers the flexibility to perform their moves all at once, in stages, or even a combination of moving and storing – with full time access to their goods upon request in our secure storage centers. Aside from the geographic footprint, the competitive advantage PODS possesses is the ability to move a container once it's been loaded- having the goods remain level the entire time, utilizing our PODZILLA® Proprietary Level-Load Lift System. This is a differentiator in the residential and commercial space, and helps protect our customer's very valuable goods.**

H. Describe any present or past litigation, bankruptcy or reorganization involving supplier. **There is no record of bankruptcy or reorganization. There is active litigation at this time.**

I. Felony Conviction Notice: Indicate if the supplier

a. is a publicly held corporation and this reporting requirement is not applicable; **n/a**

- b. is not owned or operated by anyone who has been convicted of a felony; or n/a
 - c. is owned or operated by and individual(s) who has been convicted of a felony and provide the names and convictions. n/a
- J. Describe any debarment or suspension actions taken against supplier n/a

3.2 Distribution, Logistics

- A. Each offeror awarded an item under this solicitation may offer their complete product and service offering/a balance of line. Describe the full line of products and services offered by supplier. PODS is a storage container rental company, with the largest fleet of portable storage containers in different sizes and styles across the United States and Canada. With this fleet of over 200,000 storage containers, connected by a network of over 235+ storage facility locations, all tied together by a national logistics network, PODS can support virtually any need from onsite storage, offsite storage, employee relocation services, transportation options, automobile shipping – even custom container possibilities. We are the most flexible solution in the country for any type of container storage need. We provide solutions in every industry – whether moving people, providing construction and renovation support, staging containers for storage at a camp or sporting event, or storing PPE at a healthcare facility.
- B. Describe how supplier proposes to distribute the products/service nationwide. Include any states where products and services will not be offered under the Master Agreement, including U.S. Territories and Outlying Areas. The benefit of the PODS network is our nationwide coverage, so we are able to address a storage or transportation need at point of origin, thru one of our over 235+ locations in the US and Canada. A combined local delivery network of trucks, as well as a unique logistics network connect each location to provide local, regional, or national service. PODS does NOT operate in the states of Alaska, Wyoming, or Montana.
- C. Describe how Participating Agencies are ensured they will receive the Master Agreement pricing; include all distribution channels such as direct ordering, retail or in-store locations, through distributors, etc. Describe how Participating Agencies verify and audit pricing to ensure its compliance with the Master Agreement. At each point of entry into our network (local or national sales representation, dedicated URL and customer service agents, or our commercial sales team), a Participating Agency will only need to provide their OMNIA/UC identifier code, or mention they are part of the OMNIA/UC program, and the appropriate pricing will be applied. Agencies at any time can ask for the ability to spot check or audit pricing scenarios to ensure compliance with the Master Agreement.

- D. Identify all other companies that will be involved in processing, handling or shipping the products/service to the end user. **PODS does not subcontract out for our services to process or handle containers at the local level. Our connected logistics network of select strategic partners to transfer containers across regions or the country, are chosen based on their ability to meet our network and safety standards of moving our containers.**
- E. Provide the number, size and location of Supplier's distribution facilities, warehouses and retail network as applicable. **PODS has over 235 storage facilities and hubs across the United States and Canada. A full listing of these locations is provided in Section 2 of the Supplier Network portion of Company Capabilities.**

3.3 Marketing and Sales

- A. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement as supplier's primary go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to:
 - i. Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days
 - ii. Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the OMNIA Partners team within first 90 days

***See attached document titled "Internal Announcement Plan". Document is intended to be used as a guide, and built upon for implementation discussions.**
- B. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:
 - i. Creation and distribution of a co-branded press release to trade publications
 - ii. Announcement, Master Agreement details and contact information published on the Supplier's website within first 90 days
 - iii. Design, publication and distribution of co-branded marketing materials within first 90 days
 - iv. Commitment to attendance and participation with OMNIA Partners at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.)

and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement

- v. Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by OMNIA Partners for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by OMNIA Partners.
- vi. Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement
- vii. Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, promotions, etc.)
- viii. Dedicated OMNIA Partners internet web-based homepage on Supplier's website with:

- OMNIA Partners standard logo;
- Copy of original Request for Proposal;
- Copy of Master Agreement and amendments between Principal Procurement Agency and Supplier;
- Summary of Products and pricing;
- Marketing Materials
- Electronic link to OMNIA Partners' website including the online registration page;
- A dedicated toll-free number and email address for OMNIA Partners

***See attachment titled "OMNIA Partners Implementation Plan". Document is intended to be used as a guide, and built upon for implementation discussions.**

- C. Describe how Supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through OMNIA Partners. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements. **Once identified, PODS will transition new relocation and commercial container orders of existing Public Agencies to the Master Agreement, however cannot transition existing rental agreements from those agencies to a new agreement per the terms and conditions of the original agreement. PODS currently only has existing cooperative agreements with Vizient and CHAMPS which are more healthcare focused. The OMNIA**

Master Agreement will be positioned similar to our other cooperative contracts where PODS offers a substantial discount to market price.

D. Acknowledge Supplier agrees to provide its logo(s) to OMNIA Partners and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of OMNIA Partners logo will require permission for reproduction, as well. **OMNIA will have access to PODS logo, as well as partner with PODS Marketing team on various strategies to grow the business and agreement awareness across all channels.**

E. Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by OMNIA Partners. All sales materials are to use the OMNIA Partners logo. At a minimum, the Supplier's sales initiatives should communicate:

- i. Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency
- ii. Best government pricing
- iii. No cost to participate
- iv. Non-exclusive

Confirmed

F. Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:

- i. Key features of Master Agreement
- ii. Working knowledge of the solicitation process
- iii. Awareness of the range of Public Agencies that can utilize the Master Agreement through OMNIA Partners
- iv. Knowledge of benefits of the use of cooperative contracts

Confirmed

G. Provide the name, title, email and phone number for the person(s), who will be responsible for:

<u>Category</u>	<u>Title</u>	<u>Name</u>	<u>Email</u>
Executive Support:	Senior Vice President - Commercial	David Redmond	dredmond@pods.com
Marketing	Vice President of Marketing	Denise Christmas-Gibson	DChristmasGibson@pods.com
Sales	Vice President of National Accounts	Chip Colonna	ccolonna@pods.com
Sales Support	Manager of Commercial Sales and Service	Christine Tarro	ctarro@pods.com
Financial Reporting	Senior Financial Analyst	Whitney Tapper	wtapper@pods.com
Accounts Payable	Director of Accounts Receivable	Steve Midura	smidura@pods.com
Contracts	Director of Corporate Counsel - Legal	Joe Guerrini	jguerrini@pods.com

H. Describe in detail how Supplier's national sales force is structured, including contact information for the highest-level executive in charge of the sales team.

Organizational chart for the commercial sales organization is attached. That sales organization is led by David Redmond, dredmond@pods.com, 727.538.6336

I. Explain in detail how the sales teams will work with the OMNIA Partners team to implement, grow and service the national program. Once announced internally to our PODS sales team, we would work with OMNIA leadership first to understand the OMNIA landscape and establish a working schedule of implementation, and ongoing education/updates to continue to help the OMNIA team position PODS as a valuable supplier. Both our national representation and local regional sales force are completely mobile, and able to attend any regional events, activities, seminars, or trade shows that would assist in moving the program forward. We envision an initial call to introduce the program to all sales teams, followed by a strategy session to identify where immediate opportunities to introduce solutions may be. Then, establish optimal targets for our service offering and generate timelines to reach those individual opportunities to establish connections and highlight the relationship. Ongoing educational sessions whether in a Zoom call format, live setting, or webinar should be established quarterly to outline specific offerings, continue to help OMNIA team identify where individual opportunities are within specific category needs or departments, and describe different offerings PODS introduces when those arise. An established practice of highlighting success stories and different applications used within OMNIA members will be established also – i.e. onsite storage for a specific University managing college move-in's, relocation solutions for professors moving Universities, or offsite document storage for state and local government entities. Continuing to make solutions real and highlighting success stories will be key in moving the program forward and making it as valuable as possible. These action items are also captured in our attached documents of "Internal" and "External" Implementation Guides.

I. Explain in detail how Supplier will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, timely contract administration, etc. PODS has already created a very robust internal team to manage the account setup and Marketing of all programs that are new or need administrative assistance with billing, reporting, or operational support. All executive members listed above will have personal interest in making sure all demands are met in a timely fashion, and can assist when needed in escalating any situations, or improving our speed to market for a marketing initiative.

- J. State the amount of Supplier’s Public Agency sales for the previous fiscal year. Provide a list of Supplier’s top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each. **State of California commercial sales and accounts has been provided in a separate attachment, and a listing of our top 10 public agencies are as follows:**

<u>CustomerName</u>	<u>2019</u>
Beverly Hills Unified School Dist	48,526.76
NYC Dept of Transportation	35,928.66
Placentia Library District	31,218.70
Mason City Schools	29,824.46
The Ridge Fire District	28,662.62
Plymouth School District	27,466.00
University Of Miami	27,250.19
County Of Riverside	27,000.00
Mineola Public Schools	25,002.76
Brevard County	24,101.00

- K. Describe Supplier’s information systems capabilities and limitations regarding order management through receipt of payment, including description of multiple platforms that may be used for any of these functions. **In order to better serve our Customers, PODS contracted with a large, well-known software designer to develop a new ERP (Enterprise Resource Planning) system for order entry, scheduling, routing, and CRM. This multi-million dollar upgrade enables us to make nimble, real-time adjustments to our Customers’ orders and offers better account visibility.**
- L. Provide the Contract Sales (as defined in Section 10 of the OMNIA Partners Administration Agreement) that Supplier will guarantee each year under the Master Agreement for the initial three years of the Master Agreement (“Guaranteed Contract Sales”). **Unless misunderstanding the question – PODS will not guarantee minimum contract sales.**

\$ 0 .00 in year one
\$ 0 .00 in year two
\$ 0 .00 in year three

To the extent Supplier guarantees minimum Contract Sales, the administration fee shall be calculated based on the greater of the actual Contract Sales and the Guaranteed Contract Sales.

M. Even though it is anticipated many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation for Products covered under the Master Agreement.

- i. Respond with Master Agreement pricing (Contract Sales reported to OMNIA Partners). **Primary Option that will be utilized**
- ii. If competitive conditions require pricing lower than the standard Master Agreement not-to-exceed pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales are reported as Contract Sales to OMNIA Partners under the Master Agreement. **Individual larger projects can be more competitively bid aside from the Master Agreement, specifically if they have a substantially large volume of containers, specific geographies, or timelines attached to them. These sales will be recorded as contract sales.**
- iii. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement (Contract Sales are not reported to OMNIA Partners). **Confirmed – PODS sales team will lead with OMNIA agreement first, then determine best options available if agency does not want to utilize agreement.**
- iv. If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal. **PODS would avoid situations where multiple bids would be submitted for the same service type.**

Detail Supplier's strategies under these options when responding to a solicitation.

PODS hereby agrees to the terms and conditions of the Administrative Agreement subject to the following terms and conditions:

Notwithstanding the Administrative Agreement to the contrary, Section 11 of the agreement is replaced with the following:

An "Administrative Fee" shall be defined and due to OMNIA Partners from Supplier in the amount of three percent (3%) ("**Administrative Fee Percentage**") multiplied by the total purchase amount paid to Supplier for **only Delivery, Redelivery, and Pickup Charges; Monthly Rental Charge; Repositioning/Moving Charges; and Long-haul transportation Charges**, less refunds, credits on returns, rebates and discounts, for the sale of products and/or services to Principal Procurement Agency and Participating Public Agencies pursuant to the Master Agreement (as amended from time to time and including any renewal thereof) ("**Contract Sales**"). From time to time the parties may mutually agree in writing to a lower Administrative Fee Percentage for a specifically identified Participating Public Agency's Contract Sales.

Notwithstanding the Administrative Agreement to the contrary, Section 11 of the agreement is replaced with the following:

Supplier shall provide OMNIA Partners with an electronic accounting report **provided on a quarterly basis**, in the format prescribed by OMNIA Partners, summarizing all Contract Sales for each calendar month. The Contract Sales reporting format is provided as Exhibit C ("**Contract Sales Report**"), attached hereto and incorporated herein by reference. Contract Sales Reports for each **quarter** shall be provided by Supplier to OMNIA Partners by the **20th day of the following month after the expiration of each quarter**. Failure to provide a Contract Sales Report within the time and manner specified herein shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of the Master Agreement, at Principal Procurement Agency's sole discretion, and/or this Agreement, at OMNIA Partners' sole discretion.

**EXHIBIT F
FEDERAL FUNDS CERTIFICATIONS**

**FEDERAL CERTIFICATIONS
ADDENDUM FOR AGREEMENT FUNDED BY U.S. FEDERAL GRANT**

TO WHOM IT MAY CONCERN:

Participating Agencies may elect to use federal funds to purchase under the Master Agreement. This form should be completed and returned.

DEFINITIONS

Contract means a legal instrument by which a non-Federal entity purchases property or services needed to carry out the project or program under a Federal award. The term as used in this part does not include a legal instrument, even if the non-Federal entity considers it a contract, when the substance of the transaction meets the definition of a Federal award or subaward

Contractor means an entity that receives a contract as defined in Contract.

Cooperative agreement means a legal instrument of financial assistance between a Federal awarding agency or pass-through entity and a non-Federal entity that, consistent with 31 U.S.C. 6302–6305:

- (a) Is used to enter into a relationship the principal purpose of which is to transfer anything of value from the Federal awarding agency or pass-through entity to the non-Federal entity to carry out a public purpose authorized by a law of the United States (see 31 U.S.C. 6101(3)); and not to acquire property or services for the Federal government or pass-through entity's direct benefit or use;
- (b) Is distinguished from a grant in that it provides for substantial involvement between the Federal awarding agency or pass-through entity and the non-Federal entity in carrying out the activity contemplated by the Federal award.
- (c) The term does not include:
 - (1) A cooperative research and development agreement as defined in 15 U.S.C. 3710a; or
 - (2) An agreement that provides only:
 - (i) Direct United States Government cash assistance to an individual;
 - (ii) A subsidy;
 - (iii) A loan;
 - (iv) A loan guarantee; or
 - (v) Insurance.

Federal awarding agency means the Federal agency that provides a Federal award directly to a non-Federal entity

Federal award has the meaning, depending on the context, in either paragraph (a) or (b) of this section:

- (a)(1) The Federal financial assistance that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability; or
- (2) The cost-reimbursement contract under the Federal Acquisition Regulations that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability.
- (b) The instrument setting forth the terms and conditions. The instrument is the grant agreement, cooperative agreement, other agreement for assistance covered in paragraph (b) of § 200.40 Federal financial assistance, or the cost-reimbursement contract awarded under the Federal Acquisition Regulations.
- (c) Federal award does not include other contracts that a Federal agency uses to buy goods or services from a contractor or a contract to operate Federal government owned, contractor operated facilities (GOCOs).
- (d) See also definitions of Federal financial assistance, grant agreement, and cooperative agreement.

Non-Federal entity means a state, local government, Indian tribe, institution of higher education (IHE), or nonprofit organization that carries out a Federal award as a recipient or subrecipient.

Nonprofit organization means any corporation, trust, association, cooperative, or other organization, not including IHEs, that:

- (a) Is operated primarily for scientific, educational, service, charitable, or similar purposes in the public interest;
- (b) Is not organized primarily for profit; and
- (c) Uses net proceeds to maintain, improve, or expand the operations of the organization.

Obligations means, when used in connection with a non-Federal entity's utilization of funds under a Federal award, orders placed for property and services, contracts and subawards made, and similar transactions during a given period that require payment by the non-Federal entity during the same or a future period.

Pass-through entity means a non-Federal entity that provides a subaward to a subrecipient to carry out part of a Federal program.

Recipient means a non-Federal entity that receives a Federal award directly from a Federal awarding agency to carry out an activity under a Federal program. The term recipient does not include subrecipients.

Simplified acquisition threshold means the dollar amount below which a non-Federal entity may purchase property or services using small purchase methods. Non-Federal entities adopt small purchase procedures in order to expedite the purchase of items costing less than the simplified acquisition threshold. The simplified acquisition threshold is set by the Federal Acquisition Regulation at 48 CFR Subpart 2.1 (Definitions) and in accordance with 41 U.S.C. 1908. As of the publication of this part, the simplified acquisition threshold is \$250,000, but this threshold is periodically adjusted for inflation. (Also see definition of § 200.67 Micro-purchase.)

Subaward means an award provided by a pass-through entity to a subrecipient for the subrecipient to carry out part of a Federal award received by the pass-through entity. It does not include payments to a contractor or payments to an individual that is a beneficiary of a Federal program. A subaward may be provided through any form of legal agreement, including an agreement that the pass-through entity considers a contract.

Subrecipient means a non-Federal entity that receives a subaward from a pass-through entity to carry out part of a Federal program; but does not include an individual that is a beneficiary of such program. A subrecipient may also be a recipient of other Federal awards directly from a Federal awarding agency.

Termination means the ending of a Federal award, in whole or in part at any time prior to the planned end of period of performance.

The following certifications and provisions may be required and apply when Participating Agency expends federal funds for any purchase resulting from this procurement process. Pursuant to 2 C.F.R. § 200.326, all contracts, including small purchases, awarded by the Participating Agency and the Participating Agency's subcontractors shall contain the procurement provisions of Appendix II to Part 200, as applicable.

APPENDIX II TO 2 CFR PART 200

(A) Contracts for more than the simplified acquisition threshold currently set at \$250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Pursuant to Federal Rule (A) above, when a Participating Agency expends federal funds, the Participating Agency reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

Does offeror agree? YES _____ *ABC* _____ Initials of Authorized Representative of offeror

(B) Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)

Pursuant to Federal Rule (B) above, when a Participating Agency expends federal funds, the Participating Agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror as detailed in the terms of the contract.

Does offeror agree? YES ABC Initials of Authorized Representative of offeror

(C) Equal Employment Opportunity. Except as otherwise provided under 41 CFR Part 60, all contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 CFR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

Pursuant to Federal Rule (C) above, when a Participating Agency expends federal funds on any federally assisted construction contract, the equal opportunity clause is incorporated by reference herein.

Does offeror agree to abide by the above? YES ABC Initials of Authorized Representative of offeror

(D) Davis-Bacon Act, as amended (40 U.S.C. 3141-3148). When required by Federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non - Federal entity must report all suspected or reported violations to the Federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Pursuant to Federal Rule (D) above, when a Participating Agency expends federal funds during the term of an award for all contracts and subgrants for construction or repair, offeror will be in compliance with all applicable Davis-Bacon Act provisions.

Does offeror agree? YES ABC Initials of Authorized Representative of offeror

(E) Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708). Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Pursuant to Federal Rule (E) above, when a Participating Agency expends federal funds, offeror certifies that offeror will be in compliance with all applicable provisions of the Contract Work Hours and Safety Standards Act during the term of an award for all contracts by Participating Agency resulting from this procurement process.

Does offeror agree? YES CBC Initials of Authorized Representative of offeror

(F) Rights to Inventions Made Under a Contract or Agreement. If the Federal award meets the definition of "funding agreement" under 37 CFR §401.2 (a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Pursuant to Federal Rule (F) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (F) above.

Does offeror agree? YES CBC Initials of Authorized Representative of offeror

(G) Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended—Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA)

Pursuant to Federal Rule (G) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency member resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (G) above.

Does offeror agree? YES CBC Initials of Authorized Representative of offeror

(H) Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the Executive Office of the President Office of Management and Budget (OMB) guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Pursuant to Federal Rule (H) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency. If at any time during the term of an award the offeror or its principals becomes debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency, the offeror will notify the Participating Agency.

Does offeror agree? YES CBC Initials of Authorized Representative of offeror

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term and after the awarded term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

(1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for

influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

Does offeror agree? YES CBC Initials of Authorized Representative of offeror

RECORD RETENTION REQUIREMENTS FOR CONTRACTS INVOLVING FEDERAL FUNDS

When federal funds are expended by Participating Agency for any contract resulting from this procurement process, offeror certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The offeror further certifies that offeror will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

Does offeror agree? YES CBC Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When Participating Agency expends federal funds for any contract resulting from this procurement process, offeror certifies that it will comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18).

Does offeror agree? YES CBC Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS

To the extent purchases are made with Federal Highway Administration, Federal Railroad Administration, or Federal Transit Administration funds, offeror certifies that its products comply with all applicable provisions of the Buy America Act and agrees to provide such certification or applicable waiver with respect to specific products to any Participating Agency upon request. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition.

Does offeror agree? YES CBC Initials of Authorized Representative of offeror

CERTIFICATION OF ACCESS TO RECORDS – 2 C.F.R. § 200.336

Offeror agrees that the Inspector General of the Agency or any of their duly authorized representatives shall have access to any documents, papers, or other records of offeror that are pertinent to offeror's discharge of its obligations under the Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to offeror's personnel for the purpose of interview and discussion relating to such documents.

Does offeror agree? YES CBC Initials of Authorized Representative of offeror

CERTIFICATION OF APPLICABILITY TO SUBCONTRACTORS

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does offeror agree? YES CBC Initials of Authorized Representative of offeror

Offeror agrees to comply with all federal, state, and local laws, rules, regulations and ordinances, as applicable. It is

further acknowledged that offeror certifies compliance with all provisions, laws, acts, regulations, etc. as specifically noted above.

Offeror's Name: PODS ENTERPRISES LLC

Address, City, State, and Zip Code: 13535 FEATHER SOUND DRIVE, CLEARWATER, FL 33762

Phone Number: 727-538-6413 Fax Number: 727-532-2660

Printed Name and Title of Authorized Representative: CHIP COLONNA VP NATIONAL ACCOUNT SALES

Email Address: ccolonna@PODS.COM

Signature of Authorized Representative:  Date: 8/13/2020

FEMA SPECIAL CONDITIONS

Awarded Supplier(s) may need to respond to events and losses where products and services are needed for the immediate and initial response to emergency situations such as, but not limited to, water damage, fire damage, vandalism cleanup, biohazard cleanup, sewage decontamination, deodorization, and/or wind damage during a disaster or emergency situation. By submitting a proposal, the Supplier is accepted these FEMA Special Conditions required by the Federal Emergency Management Agency (FEMA).

“Contract” in the below pages under FEMA SPECIAL CONDITIONS is also referred to and defined as the “Master Agreement”.

“Contractor” in the below pages under FEMA SPECIAL CONDITIONS is also referred to and defined as “Supplier” or “Awarded Supplier”.

Conflicts of Interest

No employee, officer, or agent may participate in the selection, award, or administration of a contract supported by a FEMA award if he or she has a real or apparent conflict of interest. Such a conflict would arise when the employee, officer, or agent, any member of his or her immediate family, his or her partner, or an organization which employs or is about to employ any of these parties, has a financial or other interest in or a tangible personal benefit from a firm considered for award. 2 C.F.R. § 200.318(c)(1); See also Standard Form 424D, ¶ 7; Standard Form 424B, ¶ 3. i. FEMA considers a “financial interest” to be the potential for gain or loss to the employee, officer, or agent, any member of his or her immediate family, his or her partner, or an organization which employs or is about to employ any of these parties as a result of the particular procurement. The prohibited financial interest may arise from ownership of certain financial instruments or investments such as stock, bonds, or real estate, or from a salary, indebtedness, job offer, or similar interest that might be affected by the particular procurement. ii. FEMA considers an “apparent” conflict of interest to exist where an actual conflict does not exist, but where a reasonable person with knowledge of the relevant facts would question the impartiality of the employee, officer, or agent participating in the procurement. c. Gifts. The officers, employees, and agents of the Participating Public Agency nor the Participating Public Agency (“NFE”) must neither solicit nor accept gratuities, favors, or anything of monetary value from contractors or parties to subcontracts. However, NFE’s may set standards for situations in which the financial interest is de minimus, not substantial, or the gift is an unsolicited item of nominal value. 2 C.F.R. § 200.318(c)(1). d. Violations. The NFE’s written standards of conduct must provide for disciplinary actions to be applied for violations of such standards by officers, employees, or agents of the NFE. 2 C.F.R. § 200.318(c)(1). For example, the penalty for a NFE’s employee may be dismissal, and the penalty for a contractor might be the termination of the contract.

Contractor Integrity

A contractor must have a satisfactory record of integrity and business ethics. Contractors that are debarred or suspended as described in Chapter III, ¶ 6.d must be rejected and cannot receive contract awards at any level.

Public Policy

A contractor must comply with the public policies of the Federal Government and state, local government, or tribal government. This includes, among other things, past and current compliance with the:

- a. Equal opportunity and nondiscrimination laws
- b. Five affirmative steps described at 2 C.F.R. § 200.321(b) for all subcontracting under contracts supported by FEMA financial assistance; and FEMA Procurement Guidance June 21, 2016 Page IV- 7
- c. Applicable prevailing wage laws, regulations, and executive orders

Affirmative Steps

For any subcontracting opportunities, Contractor must take the following Affirmative steps:

1. Placing qualified small and minority businesses and women's business enterprises on solicitation lists;

2. Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;
3. Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;
4. Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises; and
5. Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce.

Bid Guarantee

For proposals that are to include construction/reconstruction/renovation and related services, bids must be accompanied by Certified or Cashier's Check or an approved Bid Bond in the amount of not less than five percent (5%) of the total bid. Surety shall provide a copy of the Power of Attorney authorizing the Executing Agent the authority to execute the bid bond documents and bind the Surety to the bid bond conditions. The bid bond shall have a corporate Surety that is licensed to conduct business in the state of the lead agency and authorized to underwrite bonds in the amount of the bid bond.

Prevailing Wage Requirements

When applicable, the awarded Contractor (s) and any and all subcontractor(s) agree to comply with all laws regarding prevailing wage rates including the Davis-Bacon Act, applicable to this solicitation and/or Participating Public Agencies. The Participating Public Agency shall notify the Contractor of the applicable pricing/prevailing wage rates and must apply any local wage rates requested. The Contractor and any subcontractor(s) shall comply with the prevailing wage rates set by the Participating Public Agency.

Federal Requirements

If products and services are issued in response to an emergency or disaster recovery the items below, located in this FEMA Special Conditions section of the Federal Funds Certifications, are activated and required when federal funding may be utilized.

2 C.F.R. § 200.326 and 2 C.F.R. Part 200, Appendix II, Required Contract Clauses

1. Termination for Convenience:

The right to terminate this Contract for the convenience of the Participating Public Agency is retained by the Participating Public Agency. In the event of a termination for convenience by the Participating Public Agency, the Participating Public Agency shall, at least ten (10) calendar days in advance, deliver written notice of the termination for convenience to Contractor. Upon Contractor's receipt of such written notice, Contractor immediately shall cease the performance of the Work and shall take reasonable and appropriate action to secure and protect the Work then in place. Contractor shall then be paid by the Participating Public Agency, in accordance with the terms and provisions of the Contract Documents, an amount not to exceed the actual labor costs incurred, the actual cost of all materials installed and the actual cost of all materials stored at the project site or away from the project site, as approved in writing by the Participating Public Agency but not yet paid for and which cannot be returned, and actual, reasonable and documented demobilization costs, if any, paid by Contractor and approved by the Participating Public Agency in connection with the Scope of Work in place which is completed as of the date of termination by the Participating Public Agency and that is in conformance with the Contract Documents, less all amounts previously paid for the Work. No amount ever shall be owed or paid to Contractor for lost or anticipated profits on any part of the Scope of Work not performed or for consequential damages of any kind.

2. Equal Employment Opportunity:

The Participating Public Agency highly encourages Contractors to implement Affirmative Action practices

in their employment programs. This means Contractor should not discriminate against any employee or applicant for employment because of race, color, religion, sex, pregnancy, sexual orientation, political belief or affiliation, age, disability or genetic information.

During the performance of this contract, the contractor agrees as follows:

- (1) The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, sexual orientation, gender identity, or national origin. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, sex, sexual orientation, gender identity, or national origin. Such action shall include, but not be limited to the following: Employment, upgrading, demotion, or transfer, recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the contracting officer setting forth the provisions of this nondiscrimination clause.
- (2) The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin.
- (3) The contractor will not discharge or in any other manner discriminate against any employee or applicant for employment because such employee or applicant has inquired about, discussed, or disclosed the compensation of the employee or applicant or another employee or applicant. This provision shall not apply to instances in which an employee who has access to the compensation information of other employees or applicants as a part of such employee's essential job functions discloses the compensation of such other employees or applicants to individuals who do not otherwise have access to such information, unless such disclosure is in response to a formal complaint or charge, in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or is consistent with the contractor's legal duty to furnish information.
- (4) The contractor will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice to be provided by the agency contracting officer, advising the labor union or workers' representative of the contractor's commitments under section 202 of Executive Order 11246 of September 24, 1965, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
- (5) The contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
- (6) The contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by the rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the contracting agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.
- (7) In the event of the contractor's non-compliance with the nondiscrimination clauses of this contract or with any of such rules, regulations, or orders, this contract may be canceled, terminated or suspended in whole or in part and the contractor may be declared ineligible for further Government contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.
- (8) The contractor will include the provisions of paragraphs (1) through (8) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as may be directed by the Secretary of Labor as a means of enforcing such provisions including sanctions for noncompliance: *Provided*, however, that in the event the

contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction, the contractor may request the United States to enter into such litigation to protect the interests of the United States.

3. "During the performance of this contract, the contractor agrees as follows:

- (1) The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, or national origin. Such action shall include, but not be limited to the following: Employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.
- (2) The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive considerations for employment without regard to race, color, religion, sex, or national origin.
- (3) The contractor will send to each labor union or representative of workers with which he has a collective bargaining agreement or other contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the contractor's commitments under this section, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
- (4) The contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
- (5) The contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.
- (6) In the event of the contractor's noncompliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, this contract may be canceled, terminated, or suspended in whole or in part and the contractor may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions as may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.
- (7) The contractor will include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (7) in every subcontract or purchase order unless exempted by rules, regulations, or orders

of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as the administering agency may direct as a means of enforcing such provisions, including sanctions for noncompliance: Provided, however, That in the event a contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the administering agency the contractor may request the United States to enter into such litigation to protect the interests of the United States.”

4. Davis Bacon Act and Copeland Anti-Kickback Act.

- a. Applicability of Davis-Bacon Act. The Davis-Bacon Act only applies to the emergency Management Preparedness Grant Program, Homeland Security Grant Program, Nonprofit Security Grant Program, Tribal Homeland Security Grant Program, Port Security Grant Program, and Transit Security Grant Program. **It does not apply to other FEMA grant and cooperative agreement programs, including the Public Assistance Program.**
- b. All prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. §§ 3141-3144 and 3146-3148) as supplemented by Department of Labor regulations at 29 C.F.R. Part 5 (Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction)). See 2 C.F.R. Part 200, Appendix II, ¶ D.
- c. In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week.
- d. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.
- e. In contracts subject to the Davis-Bacon Act, the contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations at 29 C.F.R. Part 3 (Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States). The Copeland Anti-Kickback Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to FEMA.
- f. The regulation at 29 C.F.R. § 5.5(a) does provide the required contract clause that applies to compliance with both the Davis-Bacon and Copeland Acts. However, as discussed in the previous subsection, the Davis-Bacon Act does not apply to Public Assistance recipients and subrecipients. **In situations where the Davis-Bacon Act does not apply, neither does the Copeland “Anti-Kickback Act.”** However, for purposes of grant programs where both clauses do apply, FEMA requires the following

contract clause:

"Compliance with the Copeland "Anti-Kickback" Act.

- (1) Contractor. The contractor shall comply with 18 U.S.C. § 874, 40U.S.C. § 3145, and the requirements of 29 C.F.R. pt. 3 as may be applicable, which are incorporated by reference into this contract.
- (2) Subcontracts. The contractor or subcontractor shall insert in any subcontracts the clause above and such other clauses as the FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses
- (3) Breach. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a contractor and subcontractor as provided in 29 C.F.R. § 5.12."

5. Contract Work Hours and Safety Standards Act.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. Where applicable (see 40 U.S.C. § 3701), all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations at 29 C.F.R. Part 5. See 2 C.F.R. Part 200, Appendix II, ¶ E.
- c. Under 40 U.S.C. § 3702, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek.
- d. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.
- e. The regulation at 29 C.F.R. § 5.5(b) provides the required contract clause concerning compliance with the Contract Work Hours and Safety Standards Act:

"Compliance with the Contract Work Hours and Safety Standards Act.

- (1) Overtime requirements. No contractor or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.

- (2) Violation; liability for unpaid wages; liquidated damages. In the event of any violation of the clause set forth in paragraph (1) of this section the contractor and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such contractor and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (1) of this section, in the sum of \$10 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (1) of this section.
- (3) Withholding for unpaid wages and liquidated damages. The (write in the name of the Federal agency or the loan or grant recipient) shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the contractor or subcontractor under any such contract or any other Federal contract with the same prime contractor, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime contractor, such sums as may be determined to be necessary to satisfy any liabilities of such contractor or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (2) of this section.
- (4) Subcontracts. The contractor or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (1) through (4) of this section and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (1) through (4) of this section."

6. Rights to Inventions Made Under a Contract or Agreement.

- a. Stafford Act Disaster Grants. This requirement **does not apply to the Public Assistance**, Hazard Mitigation Grant Program, Fire Management Assistance Grant Program, Crisis Counseling Assistance and Training Grant Program, Disaster Case Management Grant Program, and Federal Assistance to Individuals and Households – Other Needs Assistance Grant Program, as

FEMA awards under these programs do not meet the definition of "funding agreement."
- b. If the FEMA award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the non-Federal entity wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the non-Federal entity must comply with the requirements of 37 C.F.R. Part 401 (Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements), and any implementing regulations issued by FEMA. See 2 C.F.R. Part 200, Appendix II, ¶ F.
- c. The regulation at 37 C.F.R. § 401.2(a) currently defines "funding agreement" as any contract, grant, or cooperative agreement entered into between any Federal agency, other than the Tennessee Valley Authority, and any contractor for the performance of experimental, developmental, or research work funded in whole or in part by the Federal

government. This term also includes any assignment, substitution of parties, or subcontract of any type entered into for the performance of experimental, developmental, or research work under a funding agreement as defined in the first sentence of this paragraph.

7. Clean Air Act and the Federal Water Pollution Control Act. Contracts of amounts in excess of \$150,000 must contain a provision that requires the contractor to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. §§ 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. §§ 1251-1387). Violations must be reported to FEMA and the Regional Office of the Environmental Protection Agency. See 2 C.F.R. Part 200, Appendix II, ¶ G.

- a. The following provides a sample contract clause concerning compliance for contracts of amounts in excess of \$150,000:

“Clean Air Act

- (1) The contractor agrees to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. § 7401 et seq.
- (2) The contractor agrees to report each violation to the (name of the state agency or local or Indian tribal government) and understands and agrees that the (name of the state agency or local or Indian tribal government) will, in turn, report each violation as required to assure notification to the (name of recipient), Federal Emergency Management Agency, and the appropriate Environmental Protection Agency Regional Office.
- (3) The contractor agrees to include these requirements in each subcontract exceeding \$150,000 financed in whole or in part with Federal assistance provided by FEMA.

Federal Water Pollution Control Act

- (1) The contractor agrees to comply with all applicable standards, orders or regulations issued pursuant to the Federal Water Pollution Control Act, as amended, 33 U.S.C. 1251 et seq.
- (2) The contractor agrees to report each violation to the (name of the state agency or local or Indian tribal government) and understands and agrees that the (name of the state agency or local or Indian tribal government) will, in turn, report each violation as required to assure notification to the (name of recipient), Federal Emergency Management Agency, and the appropriate Environmental Protection Agency Regional Office.
- (3) The contractor agrees to include these requirements in each subcontract exceeding \$150,000 financed in whole or in part with Federal assistance provided by FEMA.”

8. Debarment and Suspension.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. Non-federal entities and contractors are subject to the debarment and suspension regulations implementing Executive Order 12549, *Debarment and Suspension* (1986) and Executive Order 12689, *Debarment and Suspension* (1989) at 2 C.F.R. Part 180 and

the Department of Homeland Security's regulations at 2 C.F.R. Part 3000 (Non procurement Debarment and Suspension).

- c. These regulations restrict awards, subawards, and contracts with certain parties that are debarred, suspended, or otherwise excluded from or ineligible for participation in Federal assistance programs and activities. See 2 C.F.R. Part 200, Appendix II, ¶ H; and Procurement Guidance for Recipients and Subrecipients Under 2 C.F.R. Part 200 (Uniform Rules): Supplement to the Public Assistance Procurement Disaster Assistance Team (PDAT) Field Manual Chapter IV, ¶ 6.d, and Appendix C, ¶ 2 [hereinafter PDAT Supplement]. A contract award must not be made to parties listed in the SAM Exclusions. SAM Exclusions is the list maintained by the General Services Administration that contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. SAM exclusions can be accessed at www.sam.gov. See 2 C.F.R. § 180.530; PDAT Supplement, Chapter IV, ¶ 6.d and Appendix C, ¶ 2.
- d. In general, an "excluded" party cannot receive a Federal grant award or a contract within the meaning of a "covered transaction," to include subawards and subcontracts. This includes parties that receive Federal funding indirectly, such as contractors to recipients and subrecipients. The key to the exclusion is whether there is a "covered transaction," which is any non-procurement transaction (unless excepted) at either a "primary" or "secondary" tier. Although "covered transactions" do not include contracts awarded by the Federal Government for purposes of the non-procurement common rule and DHS's implementing regulations, it does include some contracts awarded by recipients and subrecipient.
- e. Specifically, a covered transaction includes the following contracts for goods or services:
 - (1) The contract is awarded by a recipient or subrecipient in the amount of at least \$25,000.
 - (2) The contract requires the approval of FEMA, regardless of amount.
 - (3) The contract is for federally required audit services.
 - (4) A subcontract is also a covered transaction if it is awarded by the contractor of a recipient or subrecipient and requires either the approval of FEMA or is in excess of \$25,000.
- d. The following provides a debarment and suspension clause. It incorporates an optional method of verifying that contractors are not excluded or disqualified:

"Suspension and Debarment

- (1) This contract is a covered transaction for purposes of 2 C.F.R. pt. 180 and 2 C.F.R. pt. 3000. As such the contractor is required to verify that none of the contractor, its principals (defined at 2 C.F.R. § 180.995), or its affiliates (defined at 2 C.F.R. § 180.905) are excluded (defined at 2 C.F.R. § 180.940) or disqualified (defined at 2 C.F.R. § 180.935).
- (2) The contractor must comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C and must include a requirement to comply with these regulations in any lower tier covered transaction it enters into.

- (3) This certification is a material representation of fact relied upon by (insert name of subrecipient). If it is later determined that the contractor did not comply with 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C, in addition to remedies available to (name of state agency serving as recipient and name of subrecipient), the Federal Government may pursue available remedies, including but not limited to suspension and/or debarment.
- (4) The bidder or proposer agrees to comply with the requirements of 2 C.F.R. pt. 180, subpart C and 2 C.F.R. pt. 3000, subpart C while this offer is valid and throughout the period of any contract that may arise from this offer. The bidder or proposer further agrees to include a provision requiring such compliance in its lower tier covered transactions."

9. Byrd Anti-Lobbying Amendment.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. Contractors that apply or bid for an award of \$100,000 or more must file the required certification. See 2 C.F.R. Part 200, Appendix II, ¶ I; 44 C.F.R. Part 18; *PDAT Supplement*, Chapter IV, 6.c; Appendix C, ¶ 4.
- c. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. § 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. See *PDAT Supplement*, Chapter IV, ¶ 6.c and Appendix C, ¶ 4.
- d. The following provides a Byrd Anti-Lobbying contract clause:

"Byrd Anti-Lobbying Amendment, 31 U.S.C. § 1352 (as amended)

Contractors who apply or bid for an award of \$100,000 or more shall file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Each tier shall also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the recipient."

APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements (To be submitted with each bid or offer exceeding \$100,000)

The undersigned [Contractor] certifies, to the best of his or her knowledge, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Contractor, PODS ENTERPRISES LLC, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 3801 et seq., apply to this certification and disclosure, if any.



Signature of Contractor's Authorized Official

Chris Cocchia - VP National Accounts

Name and Title of Contractor's Authorized Official

8/13/2020

Date

10. Procurement of Recovered Materials.

- a. Applicability: This requirement applies to all FEMA grant and cooperative agreement programs.
- b. A non-Federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, Pub. L. No. 89-272 (1965) (codified as amended by the Resource Conservation and Recovery Act at 42 U.S.C. § 6962). See 2 C.F.R. Part 200, Appendix II, ¶ J; 2 C.F.R. § 200.322; PDAT Supplement, Chapter V, ¶ 7.

- c. The requirements of Section 6002 include procuring only items designated in guidelines of the EPA at 40 C.F.R. Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired by the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- d. The following provides the clause that a state agency or agency of a political subdivision of a state and its contractors can include in contracts meeting the above contract thresholds:

“(1) In the performance of this contract, the Contractor shall make maximum use of products containing recovered materials that are EPA- designated items unless the product cannot be acquired—

- (i) Competitively within a timeframe providing for compliance with the contract performance schedule;
- (ii) Meeting contract performance requirements; or
- (iii) At a reasonable price.

(2) Information about this requirement, along with the list of EPA- designate items, is available at EPA’s Comprehensive Procurement Guidelines web site, <https://www.epa.gov/smm/comprehensive-procurement-guideline-cpg-program>.”

11. Additional FEMA Requirements.

- a. The Uniform Rules authorize FEMA to require additional provisions for non-Federal entity contracts. FEMA, pursuant to this authority, requires or recommends the following:
- b. Changes.

To be eligible for FEMA assistance under the non-Federal entity’s FEMA grant or cooperative agreement, the cost of the change, modification, change order, or constructive change must be allowable, allocable, within the scope of its grant or cooperative agreement, and reasonable for the completion of project scope. FEMA recommends, therefore, that a non-Federal entity include a changes clause in its contract that describes how, if at all, changes can be made by either party to alter the method, price, or schedule of the work without breaching the contract. The language of the clause may differ depending on the nature of the contract and the end-item procured.

- c. Access to Records.

All non-Federal entities must place into their contracts a provision that all contractors and their successors, transferees, assignees, and subcontractors acknowledge and agree to comply with applicable provisions governing Department and FEMA access to records, accounts, documents, information, facilities, and staff. See DHS Standard Terms and Conditions, v 3.0, ¶ XXVI (2013).

- d. The following provides a contract clause regarding access to records:

"Access to Records. The following access to records requirements apply to this contract:

(1) The contractor agrees to provide (insert name of state agency or local or Indian tribal government), (insert name of recipient), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Contractor which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

(2) The Contractor agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

(3) The contractor agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract."

12. DHS Seal, Logo, and Flags.

- a. All non-Federal entities must place in their contracts a provision that a contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. See DHS Standard Terms and Conditions, v 3.0, ¶ XXV (2013).
- b. The following provides a contract clause regarding DHS Seal, Logo, and Flags: "The contractor shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre- approval."

13. Compliance with Federal Law, Regulations, and Executive Orders.

- a. All non-Federal entities must place into their contracts an acknowledgement that FEMA financial assistance will be used to fund the contract along with the requirement that the contractor will comply with all applicable federal law, regulations, executive orders, and FEMA policies, procedures, and directives.
- b. The following provides a contract clause regarding Compliance with Federal Law, Regulations, and Executive Orders: "This is an acknowledgement that FEMA financial assistance will be used to fund the contract only. The contractor will comply will all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives."

14. No Obligation by Federal Government.

- a. The non-Federal entity must include a provision in its contract that states that the Federal Government is not a party to the contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from the contract.

- b. The following provides a contract clause regarding no obligation by the Federal Government: "The Federal Government is not a party to this contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from the contract."

15. Program Fraud and False or Fraudulent Statements or Related Acts.

- a. The non-Federal entity must include a provision in its contract that the contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to its actions pertaining to the contract.
- b. The following provides a contract clause regarding Fraud and False or Fraudulent or Related Acts: "The contractor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the contractor's actions pertaining to this contract."

Additional contract clauses per 2 C.F.R. § 200.325

For applicable construction/reconstruction/renovation and related services: A payment and performance bond are both required for 100 percent of the contract price. A "performance bond" is one executed in connection with a contract to secure fulfillment of all the contractor's obligations under such contract. A "payment bond" is one executed in connection with a contract to assure payment as required by law of all persons supplying labor and material in the execution of the work provided in the contract.

Offeror agrees to comply with all terms and conditions outlined in the FEMA Special Conditions section of this solicitation.

Offeror's Name:

PODS ENTERPRISES LLC

Address, City, State, and Zip Code:

13535 FEATHER SOUND DR NE, CLEARWATER, FL 33762

Phone Number: 727-538-6413

Fax Number:

727-532-2660

Printed Name and Title of Authorized

Representative: CHIP CUCINNA, VP NATIONAL ACCOUNT SALES

Email Address:

ccucinna@PODS.COM

Signature of Authorized Representative:

8/13/2020



Date:

06/08/15

Taxpayer Identification# **970-937-643/500**

Dear Business Representative:

Congratulations! You are now registered with the New Jersey Division of Revenue.

Use the Taxpayer Identification Number listed above on all correspondence with the Divisions of Revenue and Taxation, as well as with the Department of Labor (if the business is subject to unemployment withholdings). Your tax returns and payments will be filed under this number, and you will be able to access information about your account by referencing it.

Additionally, please note that State law requires all contractors and subcontractors with Public agencies to provide proof of their registration with the Division of Revenue. The law also amended Section 92 of the Casino Control Act, which deals with the casino service industry.

We have attached a Proof of Registration Certificate for your use. To comply with the law, if you are currently under contract or entering into a contract with a State agency, you must provide a copy of the certificate to the contracting agency.

If you have any questions or require more information, feel free to call our Registration Hotline at (609)292-9292.

I wish you continued success in your business endeavors.

Sincerely,



James J. Fruscione
Director
New Jersey Division of Revenue

STATE OF NEW JERSEY
BUSINESS REGISTRATION CERTIFICATE

DEPARTMENT OF TREASURY/
DIVISION OF REVENUE
PO BOX 252
TRENTON, N J 08646-0252

TAXPAYER NAME:

PODS ENTERPRISES LLC

ADDRESS:

**299 MILL RD
EDISON NJ 08837**

EFFECTIVE DATE:

06/08/15

TRADE NAME:

SEQUENCE NUMBER:

1958978

ISSUANCE DATE:

06/08/15



Director
New Jersey Division of Revenue

FORM-BRC
(04-08), D205648V

This Certificate is NOT assignable or transferable. It must be conspicuously displayed at above address

EXHIBIT G
NEW JERSEY BUSINESS COMPLIANCE

NEW JERSEY BUSINESS COMPLIANCE

Suppliers intending to do business in the State of New Jersey must comply with policies and procedures required under New Jersey statutes. All offerors submitting proposals must complete the following forms specific to the State of New Jersey. Completed forms should be submitted with the offeror's response to the RFP. Failure to complete the New Jersey packet will impact OMNIA Partners' ability to promote the Master Agreement in the State of New Jersey.

DOC #1	Ownership Disclosure Form
DOC #2	Non-Collusion Affidavit
DOC #3	Affirmative Action Affidavit
DOC #4	Political Contribution Disclosure Form
DOC #5	Stockholder Disclosure Certification
DOC #6	Certification of Non-Involvement in Prohibited Activities in Iran
DOC #7	New Jersey Business Registration Certificate

New Jersey suppliers are required to comply with the following New Jersey statutes when applicable:

- all anti-discrimination laws, including those contained in N.J.S.A. 10:2-1 through N.J.S.A. 10:2-14, N.J.S.A. 10:5-1, and N.J.S.A. 10:5-31 through 10:5-38;
- Prevailing Wage Act, N.J.S.A. 34:11-56.26, for all contracts within the contemplation of the Act;
- Public Works Contractor Registration Act, N.J.S.A. 34:11-56.26; and
- Bid and Performance Security, as required by the applicable municipal or state statutes.

**OWNERSHIP DISCLOSURE FORM
(N.J.S. 52:25-24.2)**

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the offeror shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Company Name: PODS

Street: 5585 RIO VISTA DR

City, State, Zip Code: CLEARWATER, FL 33760

Complete as appropriate:

I PODS ENTERPRISES LLC, certify that I am the sole owner of PODS, LLC, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:

I _____, a partner in _____, do hereby certify that the following is a list of all individual partners who own a 10% or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10% or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.

OR:

I _____, an authorized representative of _____, a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10% or more of the corporation's stock or the individual partners owning a 10% or greater interest in that partnership.

(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

Name	Address	Interest
N/A		

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

8/13/20
Date

[Signature] NATIONAL ACCT. EXEC
Authorized Signature and Title

DOC #2

NON-COLLUSION AFFIDAVIT

Company Name: PODS LLC

Street: 5585 RIO VISA

City, State, Zip Code: CLEARWATER, FL 33760

State of FLORIDA

County of PINELLAS

I, Scott Mueller of
the PODS LLC CLEARWATER
Name City

in the County of PINELLAS, State of
FLORIDA

of full age, being duly sworn according to law on my oath depose and say that:

I am the NATIONAL ACCOUNT EXECUTIVE of the firm of

PODS, LLC
Title

Company Name

the Offeror making the Proposal for the goods, services or public work specified under the attached proposal, and that I executed the said proposal with full authority to do so; that said Offeror has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said proposal and in this affidavit are true and correct, and made with full knowledge that relies upon the truth of the statements contained in said proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services or public work.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by

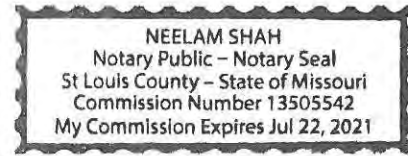
PODS, LLC
Company Name


Authorized Signature & Title NATIONAL ACCT EXEC

Subscribed and sworn before me

this 13th day of AUGUST, 2020

Neelam Shah
Notary Public of MISSOURI
My commission expires 07/22/, 2021



SEAL



PODS MASTER RENTAL AGREEMENT FOR CORPORATE ACCOUNTS

<p>_____ (“Customer”) (Full Name of Corporate Entity)</p>	<p>PODS ENTERPRISES, LLC (“Company”)</p> <p>Company’s Contact Information: Mailing Address: 5585 Rio Vista Drive Clearwater, FL 33760 Attn: Corporate Accounts</p>
<p>Customer’s Contact Information</p>	<p>Special Payment Terms or Invoicing Instructions:</p> <p>_____</p>
<p>Alternate Contact Information. IN ACCORDANCE WITH APPLICABLE LIEN LAWS, PLEASE PROVIDE THE NAME AND ADDRESS OF ANOTHER PERSON TO WHOM NOTICES OF LIEN MAY BE SENT.</p> <p>Mailing Address:</p>	<p><i>Additional Orders.</i> For all orders placed by Customer for the use of a Unit, Customer understand and agrees that the terms and conditions of this Agreement shall govern and apply without the necessity of Customer being required to execute separate and individual contracts for the locale where the Unit is being rented. If services are provided by Company following termination or expiration of this Agreement, all terms and conditions of this Agreement shall apply to such services.</p>

By signing below, the Customer agrees to be bound by all provisions of this Agreement with Company (as defined above) including the terms and conditions below and attached hereto.

CUSTOMER:

By: _____
Name: _____
Title: _____
Date: _____

TERMS AND CONDITIONS

1. RENTAL. Customer has or will retain Company’s services to rent one or more portable storage containers or units (individually or collectively referred to as a “Unit”) pursuant to the terms and conditions of this agreement (“Agreement”). Customer has the option to store the Unit with Company or have the Unit remain at Customer’s designated location (“Customer’s Premises”). Should Customer elect to have Company store the Unit at Company’s premises, Customer agrees that Company shall have the right and authority to store the Unit at either a storage facility of Company, Company’s affiliate or Company’s franchise (“Facility”). By giving advance notice to Company, Customer shall have access to the Unit at Company’s Facility only during specified hours which are normally 8:30 am to 5:00 pm local time. Customer should call the number above to confirm the access hours, schedule access or make special arrangements for access during non-business hours. **Customer hereby authorizes Company to enter upon the Customer’s Premises whenever Company deems it necessary to enforce any of Company’s rights pursuant to**

this Agreement or pursuant to any state or federal law. Customer warrants that Customer has as owner or otherwise: (a) all the necessary rights with respect to the Customer’s Premises for purposes of this Agreement; and (b) the right and authority to permit Company’s unrestricted entrance upon Customer’s Premises. Customer acknowledges and agrees that **no bailment or deposit of goods for safekeeping is intended or created hereunder.** Due to the nature of Company’s business and its purpose being self-service storage, Customer further understands that Company is not representing to Customer, in any manner whatsoever, that Company is a “warehouseman” as such term is defined by applicable state statutes. Further, the parties expressly understand and agree that it is the parties’ intention that any laws including, without limitation, warehouseman laws, or similar or related laws pertaining to the establishment or creation of a bailment relationship or any other relationship pertaining to the deposit of goods for safekeeping shall not apply to this Agreement.

2. TERM AND RENT. Company has issued or will issue a

Confirmation of Customer's order that sets forth the agreed upon pricing of Company's delivery and storage services including other specifics of such order. Company will issue a change order confirmation for changes requested by Customer that are accepted by Company. The rental term for each Unit commences upon delivery and continues thereafter on a monthly basis until terminated as provided herein. Customer must pay the Company, in advance, monthly rent (the "Rent"), plus any applicable taxes, in the amount set forth on the Confirmation or invoice, without deduction, prior notice, or demand. Rent for the first month and initial charges and fees shall be due prior to delivery of the Unit and Rent in subsequent months will be due on the monthly anniversary of the delivery or the last day of the month if the corresponding date does not exist in the subsequent month. Time is of the essence with regard to all payment obligations due under this Agreement. Company may change the monthly rent and other charges by giving Customer 30 days advance written notice. The new rate will become effective on the first day of the next month when charges are due.

3. FEES, LATE CHARGES, ETC.

(a) In the event Customer fails to pay Rent by the 10th day after becoming due or the earliest date permitted by applicable law, or the earliest date permitted by applicable law, Customer shall pay, in addition to any other amounts due, a late charge equal to the lesser of \$25.00 on each such occasion or the maximum amount allowed by applicable law for each delinquent payment each and every month that such payment(s) remain(s) delinquent plus Customer will be responsible for all of Company's costs of collection, including, but not limited to, court costs, filing fees and attorneys' fees.

(b) In the event Company commences a lien sale as a result of Customer's default in the payment of Rent or other charges due under this Agreement, Customer shall pay, whether or not a lien sale occurs, all costs and expenses incurred by Company associated with processing the delinquent account, including advertising and mailing fees, plus a lien handling charge of up to \$75.00.

(c) In the event Customer is delinquent in the payment of Rent or other charges due under this Agreement, including without limitation, financing charges, late charges, handling charges and costs associated with the processing of Customer's delinquent account (collectively, "Charges"), Customer authorizes Company to charge Customer's credit card account, without the signature of Customer, for such Charges owed by Customer to Company, even if Customer has selected another method of payment as the preferred method. Company shall have no liability to Customer for charges applied to Customer's credit card account so long as such Charges are applied by Company in good faith.

(d) Additional fees may be incurred in connection with moves between Facilities (the "Inter-Franchise Move"). Additional fees may be incurred for delivery, redelivery or extended delivery, as applicable. Customer will be charged up to a \$75.00 handling fee if Customer requests Company to exchange a Unit delivered to Customer for a different size Unit.

4. LIMITS ON USE. Customer understands and agrees that Company need not be concerned with the kind, quantity or value of personal property or other goods stored by Customer in the Unit pursuant to this Agreement. Customer specifically acknowledges and agrees: (a) that the Unit may be used for storage only, and that the use of the Unit for the conduct of business or for **HUMAN OR ANIMAL HABITATION IS SPECIFICALLY PROHIBITED**; (b) that Customer assumes full responsibility and liability for packing Customer's property in the Unit and for securing Customer's property for over the road transportation) and (c) the weight of Customer's property packed into the Unit shall be evenly distributed throughout the Unit. Customer shall store only personal property throughout the tenancy that Customer owns or has the legal right and authority to store in the Unit. Customer shall not store any food or perishable, hazardous, illegal, stolen, environmentally harmful, explosive or flammable property. Customer shall not use the Unit in any manner that will constitute waste, nuisance or unreasonable

annoyance to other customers at the Facility. Customer acknowledges and agrees that the Unit and the Facility are not suitable for the storage of objects which have sentimental value to the Customer or others, including, but not limited to, heirlooms or precious, invaluable or irreplaceable property such as works of art, collectibles and other items for which no immediate resale market exists. Customer agrees that the value of any of the foregoing items that Customer chooses to store in the Unit in violation of this provision shall be limited to the salvage value of the item's raw materials. Further, Customer acknowledges and agrees not to store the following items in the Unit: money, precious metals, jewelry, watches, furs, vehicles, motorcycles, engines, computer software or programs, media or computer data contained on hard disks or drives, and property not owned by the Customer or for which Customer is not legally liable. Unless Customer satisfies Customer's insurance requirements set forth below, Customer agrees not to store property in the Unit that has an aggregate value of over \$10,000.

5. CUSTOMER'S RISK AND LIABILITY / INSURANCE OBLIGATION. Subject to Sections 6 and 8, whether the Unit is located at the Customer's Premises, at the Facility or in transit, Customer personally assumes all risk of loss or damage to or theft of Customer's property stored in the Unit however caused, including, without limitation, burglary, mysterious disappearance, fire, water, rodents, insects, vermin, bugs, earthquakes, acts of God, vandalism, mold, or mildew. Customer specifically acknowledges that Company shall not be liable for any damage to or loss of Customer's property for any reason unless specifically assumed through the Contents Protection (defined below). It is Customer's responsibility to adequately insure the property stored by Customer. Customer agrees to insure the actual full value of the stored property against loss and damage.

6. CONTENTS PROTECTION. Notwithstanding Section 5, in lieu of obtaining insurance, Customer may choose to have Company contractually (a) assume responsibility for specified loss (subject to applicable exclusions) resulting from certain named perils (such as fire, wind, hail, smoke, collapse of building, burglary, etc.) ("Named Perils"), and (b) obtain insurance protecting Customer's contents from such loss with an insurance company (the "Contents Protection"). If Customer orders Contents Protection from Company, the terms and conditions of Contents Protection are set forth in the Contents Protection/Duty to Insure Addendum, which can be found at www.pods.com/CPO (the "CP Addendum").

7. LIMITATION OF LIABILITY. Subject to Sections 6 and 8, Company and Company's Agents shall not be responsible to Customer or to any other person for any damage or loss however caused. In addition, Customer hereby releases Company and Company's Agents from any responsibility for any loss, liability, claim, expense, damage to property or injury to persons that could have been insured against. Customer expressly agrees that the carrier of any insurance obtained by Customer shall not be subrogated to any claim of Customer against Company or Company's Agents. **TO THE MAXIMUM EXTENT ALLOWED BY APPLICABLE LAW, CUSTOMER WAIVES ALL CLAIMS FOR CONSEQUENTIAL, SPECIAL, PUNITIVE AND INCIDENTAL DAMAGES THAT MIGHT OTHERWISE BE AVAILABLE TO CUSTOMER. OTHER THAN THE LIABILITY SPECIFICALLY ASSUMED THROUGH THE CP ADDENDUM, COMPANY'S AND COMPANY'S AGENTS TOTAL, CUMULATIVE LIABILITY ARISING OUT OF OR RELATED TO THE AGREEMENT FOR ANY REASON, INCLUDING FROM DAMAGE TO OR LOSS OF CUSTOMER'S PROPERTY, SHALL NOT EXCEED \$5,000. THE EXISTENCE OF MORE THAN ONE CLAIM SHALL NOT ENLARGE THIS LIMIT.**

8. LIMITATION OF LIABILITY DURING TRANSIT. Company's and Company's Agent's liability for damages relating to any damage to or loss of Customer's personal property under this Agreement during

transit between two Facilities in connection with an Inter-Franchise Move caused by either Company or Company's Agents is limited to \$2,500. Such liability may, on request of Company, at the time of Customer's order or within a reasonable time thereafter prior to transit, be increased from \$2,500 to \$3,000 by calling Company's representative at (855) 858-8228. If such request is made for any order and accepted by Company, the Customer will be charged, which Customer agrees to a pay, a one-time fee of \$50.00.

9. INDEMNITY. Customer shall indemnify, defend and hold harmless Company, its affiliates and agents, and each of their respective directors, officers, members, employees, agents and representatives (collectively, "Company's Agents") from and against any and all losses, liabilities, costs, expenses, attorneys' fees, fines, damages, claims, demands, causes of action and lawsuits of any kind whatsoever in any way arising from, or as a result of, or in connection with, Customer's use of the Unit or Facility, including, without limitation, as a result of any of Customer's breach of Customer's obligations pursuant to this Agreement, except to the extent caused by the negligence or willful misconduct of Company or Company's Agents.

10. LIEN. COMPANY HAS A LIEN ON ALL PERSONAL PROPERTY STORED IN CUSTOMER'S (OR OCCUPANT'S) SPACE FOR RENT, LABOR OR OTHER CHARGES, PRESENT OR FUTURE, IN RELATION TO THE PERSONAL PROPERTY, AND FOR ITS PRESERVATION OR EXPENSES REASONABLY INCURRED IN ITS SALE OR OTHER DISPOSITION PURSUANT TO THIS AGREEMENT. IN ADDITION TO ANY LIEN AND REMEDIES PROVIDED BY APPLICABLE STATE LAW TO SECURE AND COLLECT RENT, CUSTOMER HEREBY GRANTS TO COMPANY A CONTRACTUAL COMPANY'S LIEN UPON ALL PROPERTY, NOW OR AT ANY TIME HEREAFTER STORED IN THE UNIT OR AT THE FACILITY, TO SECURE THE PAYMENT OF ALL RENTS OR OTHER CHARGES PAYABLE UNDER THIS AGREEMENT. IN THE EVENT CUSTOMER IS IN DEFAULT OF THIS AGREEMENT, COMPANY MAY DENY ACCESS TO THE UNIT AND BEGIN THE ENFORCEMENT OF ITS LIEN AGAINST ALL PROPERTY OF CUSTOMER STORED IN THE UNIT OR AT THE FACILITY IN ACCORDANCE WITH THE LAWS OF THE JURISDICTION IN WHICH CUSTOMER'S PROPERTY IS LOCATED WHEN COMPANY COMMENCES THE ENFORCEMENT OF ITS LIEN. PROPERTY MAY BE SOLD OR OTHERWISE DISPOSED OF AT THE FACILITY OR NEAREST SUITABLE LOCATION TO SATISFY THE APPLICABLE LIEN LAW. PROCEEDS, IF ANY, FROM THE SALE OF THE PROPERTY IN EXCESS OF AMOUNTS OWED TO COMPANY, WILL BE PAID (IF ANY) TO THE STATE TREASURER IF UNCLAIMED BY THE CUSTOMER AS PRESCRIBED BY APPLICABLE LAW (WHICH MAY BE ONE YEAR OR MORE AFTER THE SALE). AS COMPANY HAS NO KNOWLEDGE OF THE CONTENTS STORED IN THE UNIT, CUSTOMER HEREBY WAIVES ANY OBLIGATION THAT COMPANY PROVIDE A DESCRIPTION OF THE PERSONAL PROPERTY IN CUSTOMER'S UNIT TO THE EXTENT REQUIRED BY APPLICABLE STATE LIEN LAWS. STATE SPECIFIC LIEN DISCLOSURES ARE FOUND ON EXHIBIT A.

11. NO REPRESENTATIONS OR WARRANTIES. Company hereby disclaims any implied or express warranties, guarantees, representations of the nature, condition, safety or security of the Unit and the Facility, including any warranties of merchantability or fitness for a particular use or purpose. Customer hereby acknowledges and agrees that Company does not represent or guarantee the safety or security of the Unit or the Facility or of any property stored therein and this Agreement does not create

any contractual duty for Company to create or maintain such safety or security. Customer further acknowledges and understands that Company makes no assurances or guarantees regarding the time of pick-up or delivery of any Unit. Company does not make any representations or warranties that any Fuel Subsidy Charge (if applicable) or any other similar charge charged to Customer equals its excess fuel costs or that it will not profit from such charge.

12. ACCESS CODE (PIN). At time of order Customer will be asked to provide a four (4) digit number which will be used as Customer's "PIN". Company will require the PIN before providing access to the Unit and/or before scheduling a move or delivery of the Unit. Customer acknowledges and agrees that Company has the right to provide access to the Customer's account (which may permit changing information, including the PIN) and the Unit to anyone providing Company with the PIN, and that Company has the right to refuse access to the Unit by anyone, including Customer, who does not have the PIN. Customer should only disclose the PIN to those persons who Customer wants to have unrestricted access to the account and the Unit.

13. WEIGHT LIMITS. Customer acknowledges and agrees that the maximum weight of Customer's property shall not exceed 4,200 lbs. contained in the Company's sixteen-foot (16') Unit, 4,700 lbs. in the Company's twelve-foot (12') Unit, and 5,200 lbs. contained in the seven-foot (7') Unit. The foregoing weight limits do not apply to a Customer that does not require the transport of Customer's Unit at any time by Company with Customer's contents stored inside. The foregoing weight limits may be updated by Company from time to time. Company may exercise any of its rights it may have hereunder if Customer violates this section to include not moving or transporting the Unit. Customer acknowledges and agrees that Company will not move or transport a Unit that is deemed by Company to weigh in excess of 10,000 lbs.

14. PLACEMENT OF UNIT. (a) Company will endeavor to place the Unit in an area pursuant to Customer's instructions. Customer represents that the area for placement shall have adequate size, clearance (at least 15' in height), and structural integrity to sustain the weight and size of the Unit, delivery truck and any other related equipment. (b) If Customer fails to provide placement instructions to Company prior to delivery or if Company otherwise determines, in its sole discretion, that the area for placement pursuant to Customer's instructions does not have adequate size or clearance for the Unit, Customer authorizes Company to then place the Unit in any other area on Customer's Premises to the extent reasonably possible under the circumstances to include an area immediately accessible from a street fronting Customer's Premises. (c) In all cases described in clauses (a) and (b) above, (i) Customer authorizes Company to drive on Customer's non-paved area or any other part of Customer's Premises in order to place or retrieve the Unit; and (ii) Customer assumes full risk for any damage to Customer's Premises and releases Company from any such damage resulting from the delivery, placement and retrieval of the Unit. Any deliveries or retrievals of the Unit as described herein requiring Company to access the Unit by way of non-paved areas shall permit Company, at its option, to assess Customer a service charge, which Customer agrees to pay. There shall be no rent or delivery fee refunds for Company's inability to deliver the Unit through no fault of Company. (d) Customer agrees that Customer will not relocate the Unit. In the event it is determined that the Unit has been relocated, Customer agrees to pay an additional fee of not less than \$75.00 and up to current retail value of the Unit plus any cost or shipping associated with the retrieval of the Unit.

15. LOCK; ALTERATIONS. Customer shall provide, at Customer's own expense, a lock for the Unit which Customer, in Customer's sole

discretion, deems sufficient to secure the Unit. Customer shall not provide Company or Company's Agents with a key and/or combination to Customer's lock. ***The Unit must be properly locked by Customer prior to Company moving the Unit.*** Customer shall not make or allow any alterations of any kind or description whatsoever to the Unit without, in each instance, the prior written consent of the Company.

16. RIGHT TO ENTER, INSPECT AND REPAIR UNIT. Customer grants Company, Company's Agents or the representatives of any governmental authority, including police and fire officials, access to the Unit and the premises where such Unit may be located, if necessary, as required by applicable laws and regulations or in connection with Company exercising its rights as set forth in this section. In the event Customer shall not grant access to the Unit as required, or in the event of an emergency or upon default of any of Customer's obligations under this Agreement, Company, Company's Agents or the representatives of any governmental authority shall have the right, but not the obligation, to remove Customer's locks and enter the Unit for the purpose of examining the Unit or the contents thereof or for the purpose of making repairs or alterations to the Unit and taking such other action as may be necessary or appropriate to preserve the Unit, or to comply with applicable law including any applicable local, state or federal law or regulation governing hazardous materials or to enforce any of Company's rights.

17. TERMINATION. Company may terminate this Agreement or any order for any or no reason effective 60 days prior written notice to Customer, except this Agreement and any applicable order shall continue so long as any Unit that contains Customer's property at a Facility or Customer's Premises. Customer may terminate this Agreement or any order at any time by giving notice to Company and such termination shall be effective as of the last day the last Unit is requested by Customer to be retrieved by Company. Notwithstanding any provision to the contrary in this Agreement, no Rent shall be prorated or refunded if the termination occurs prior to the end of a full rental month.

18. DEFAULT. The following events shall be deemed to be events of default by Customer under this Agreement: (a) Customer fails to timely pay any installment of the rent due under this Agreement; (b) Customer fails to comply with any term, provision or covenant of this Agreement, other than the payment of rent, and does not cure such failure within ten (10) days after written notice thereof to Customer; or (c) Customer abandons the Unit.

19. REMEDIES UPON EVENT OF DEFAULT. If an event of default shall occur and so long as such default shall be continuing, Company may at any time thereafter at its election: (i) deny Customer access to Customer's property stored in the Unit, (ii) immediately terminate this Agreement by giving notice to Customer, (iii) enter upon Customer's Premises and take possession of the Unit and Customer's property stored in the Unit, (iv) expel or remove Customer from the Unit, without being liable for prosecution or any claim of damages, (v) CHARGE CUSTOMER ALL EXPENSES (INCLUDING REASONABLE ATTORNEYS' FEES) INCURRED BY COMPANY THAT ARE CONNECTED WITH THE COLLECTION OF ANY AND ALL OUTSTANDING BALANCES OWED BY CUSTOMER, and/or (vi) pursue any other remedies provided for under this Agreement or at law or in equity. In the event that Company repossesses the Unit, Customer hereby waives claims for trespass and/or conversion and agrees that Customer shall not hold Company liable for any damage or loss to Customer's property or Customer's Premises arising from said repossession. Company's remedies, including its lien rights, are cumulative and any or all thereof may be exercised instead of or in addition to each other or any other remedies available to Company at law or in equity.

20. CONDITION OF UNIT UPON TERMINATION; DAMAGE

WAIVER. Upon termination of this Agreement for any reason, Customer shall remove all Customer's personal property from the Unit, and shall immediately deliver possession of the Unit to Company in the same condition as delivered to Customer, reasonable wear and tear excepted. ***Customer agrees that any personal property left in the Unit shall be deemed abandoned by Customer, and with respect thereto, Customer authorizes Company to remove such property from the Unit and either dispose of it in any manner in Company's sole discretion and without liability to Customer or retain such property as collateral for payment of the removal charges and/or any other amounts due Company. Nothing herein shall be construed as imposing a duty upon Company to store or safeguard the Customer's property. Customer shall be responsible for any reasonable charges associated with cleaning-up of the Unit and disposal of such property by Company.*** While the Unit is not in Company's possession, Customer accepts all responsibility for theft of or damage to the Unit regardless of Customer's fault or negligence, the fault or negligence of any other person or acts of God (e.g., fire, rain, wind, etc.), and shall reimburse Company for all expenses reasonably incurred by Company to replace or restore the Unit that shall be paid by the Customer as additional rent. Company offers optional Unit damage waiver ("**Container Only Option Protection**" or "COO") that Customer may purchase from Company. If Customer purchases COO, Company agrees to contractually waive Customer's responsibility for all of the cost of damage however caused to the Unit regardless of fault or possession of the Unit, except that COO shall be invalidated if (a) the Unit is (i) deliberately damaged by Customer, (ii) damaged due to Customer's gross negligence, or (iii) damaged as a direct result of an act of Customer prohibited by the terms of this Agreement or due to the storage of an item(s) prohibited by the terms of this Agreement, (b) Customer fails to make payments for COO, or (c) Customer fails or refuses to provide Company, the police or other authorities with a full report of any accident or vandalism involving the Unit or otherwise fails to cooperate with Company, the police or other authorities in the investigation of any accident or vandalism. **The Container Only Option Protection applies only to the Unit and is not protection for the contents stored in the Unit.**

21. RELEASE OF INFORMATION. Customer hereby authorizes Company to release any information regarding Customer and Customer's tenancy as may be permitted by Company's privacy policy or as may be required by law or requested by governmental authorities or agencies, law enforcement agencies or courts including, but not limited to, officials from local and state code enforcement agencies.

22. NOTICES. Except as otherwise expressly provided in this Agreement, any written notices or demands required or permitted to be given under the terms of this Agreement may be personally served or may be served by first class mail or certified mail, deposited in the United States mail with postage thereon fully prepaid and addressed to the party to be served at the address of such party provided for in this Agreement. Service of any such notice or demand shall be deemed complete on the date delivered, if personally delivered, or if mailed, shall be deemed delivered after deposit in the United States mail, with postage thereon fully prepaid and sent to the last known address of the intended recipient as provided for in this Agreement. **In addition, Company may communicate with Customer and provide Customer with any written notices required by applicable law or authorized under this Agreement via electronic mail if Customer has provided the Company with an electronic address.**

23. ASSIGNMENT; SUCCESSION; THIRD PARTY BENEFICIARIES. Customer shall not assign or sublease the Unit or any portion thereof without in each instance the prior written consent of Company. Company may assign or transfer this Agreement without the consent of Customer and, after such assignment or transfer, Company shall be released from all obligations under this Agreement occurring after such assignment or transfer. All of the provisions of this



CONTENTS PROTECTION OPTION

PODS[®]

Moving & Storage, Solved.™



Extra Protection and Peace of Mind

PODS[®] takes great care at all steps of the moving and storage process to ensure your belongings are protected. However, no matter how carefully your container is packed and moved, some things – such as weather and road conditions – are out of our control, and accidents can happen. What you can control, however, is how well your items are covered in the event of damage or loss. For this reason, our Rental Agreement requires customers to maintain coverage for their containers and contents.

PODS Contents Protection Option

Our Contents Protection Option is designed as a convenient way to get the coverage you need, so you can rest assured that you're covered in case of loss or damage. We encourage you to take the time to choose the best coverage level for your needs that offers the greatest peace of mind.

Why Do I Need Coverage?

Many people assume their homeowners insurance policy covers their belongings during the moving process, but this is often not the case. Even if your items are covered by your policy, our Contents Protection Option may still be to your advantage. For instance, in the case that you do file a claim through our coverage option, your homeowners insurance rates should not be impacted. Furthermore, our option's deductible would most likely cost you less out of your pocket (only \$100) compared to your homeowners insurance deductible, which could be \$1,000 or more.

Peace of Mind

Perhaps the greatest benefit of our Contents Protection Option is peace of mind, so you can focus on other important aspects of your move.



PODS Contents Protection Option

Which Types of Losses Are Covered?

Our Contents Protection Option covers your contents against a wide variety of risks while being stored in one of our containers on your property, in one of our Storage Centers, or during transit.

The following types of losses are covered:

- Burglary (in PODS' care)
- Certified acts of terrorism
- Collapse of the Storage Center
- Falling objects
- PODS negligent acts
- Riot or civil commotion
- Upset/overturning of the container
- Vandalism and malicious mischief
- Vehicles and aircraft
- Collision or explosion
- Fire, hail, lightning, smoke, or wind
- Weight of ice, snow, or sleet
- Damage to the container

Damage to the container, however, will not be covered if the damage was caused by your willful or intentional acts.

Which Types of Losses Are Not Covered?

- Damage to contents caused by improper packing, normal shifting, or your willful or intentional acts
- Burglary while the container is on-site at the customer's location
- Rain, snow, sleet, sand, or dust
- War, chemical, biological, or nuclear acts of terrorism
- Earth movement (earthquake, sinkhole, mudslide, etc)
- Water damage (flood, water back-up)
- Intentional acts caused by the renter
- Damage caused under intoxication or impairment
- Confiscation, destruction, or seizure of the government
- Mold, spoilage, decay of items
- Normal wear & tear

For helpful information regarding packing and loading, visit www.pods.com/loading. Also, please visit www.pods.com/cpo for a full list of other events not covered by the Contents Protection Option.

Which Types of Property Are Not Covered?

The Contents Protection Option does not cover items stored in the container that are prohibited by our Rental Agreement.

These include but are not limited to:

- Money in any form
- Financial documents
- Securities, deeds, C-Cards
- Personal records
- Photos, passports, tickets
- Manuscripts
- Precious metals, jewelry, stamps, watches, furs, stones
- Firearms
- Animals
- Aircraft, motor vehicles of any kind
- Computer software or programs
- Media or data stored on hard drives

Coverage Levels & Pricing†

We offer many levels of coverage, from \$5,000 all the way up to \$300,000, so you can find the level that fits your exact needs. You'll have the opportunity to choose which level represents the value of your belongings.

A monthly fee, based on your level of coverage per the chart below, will be added to your total rental charge.

Declared Value	Monthly Cost	Declared Value	Monthly Cost
\$5,000	\$34.95	\$80,000	\$154.95
\$10,000.....	\$49.95	\$90,000	\$169.95
\$15,000.....	\$59.95	\$100,000.....	\$179.95
\$20,000	\$69.95	\$120,000.....	\$204.95
\$25,000	\$79.95	\$130,000.....	\$219.95
\$30,000	\$94.95	\$140,000.....	\$229.95
\$40,000	\$104.95	\$150,000.....	\$244.95
\$50,000	\$119.95	\$200,000	\$319.95
\$60,000	\$129.95	\$250,000	\$394.95
\$70,000.....	\$144.95	\$300,000	\$469.95

Deductibles and Fees

A one-time transit fee of \$50 is required for moves outside the local area. Pricing is expressed in U.S. dollars. There is a \$100 deductible per claim.

How to Purchase Contents Protection

You'll have the opportunity to purchase Contents Protection when you place an order for your PODS container. The amount of coverage you choose should be based upon your determination of the total value of your contents. The coverage is not per container, but it applies to all your items stored in our containers.

The Contents Protection Option cannot be added to an order, and the coverage value cannot be increased, after delivery of the first container on your order. The Contents Protection Option can be canceled at any time.

Please note: In select markets and move types, \$10,000 of Contents Protection Option coverage may be included in your quote. At the time of your order, you have the option to increase or lower your Contents Protection Option coverage, or to remove the Contents Protection Option entirely.

†Pricing for U.S. Contents Protection only. Pricing as of 3/3/2015. Prices are subject to change.

Container Only Option

As with a typical car rental, you are responsible for loss or damage to the container while it is in your care. We offer the Container Only Option, which protects you against from such financial loss in the event that the PODS container itself suffers any damage.



What Does the Container Only Option Cover?

The Container Only Option covers any loss or damage to your PODS container, no matter the cause, including lightning, windstorm, hail, fire, smoke, explosion, vandalism, riot, malicious mischief, falling objects or auto accidents. Damage to the container, however, will not be covered if it was caused by your willful or intentional acts.

Under no circumstances will the Container Only Option cover any loss or damage to any property stored in the PODS container.

How to Purchase the Container Only Option

You'll have the opportunity to purchase Container Only Option when you place an order for your PODS container.

Please note: In select markets, the Container Only Option may be included in your quote. You have the option to remove it or to upgrade to the Contents Protection Option. The Container Only Option cannot be added to an order after delivery of the first container on your order. Container Only Option can be canceled at any time.

Pricing

The Container Only Option monthly fee is \$10 per container and is subject to change.

How to File a Claim

In the event of loss or damage to your personal items or PODS container, PODS will work with you to help initiate your claim to our third-party insurance provider and adjuster, who will handle your claim. To report your claim, call our toll-free number at 866-351-3724.

When filing a claim, you'll need to provide an inventory of lost or damaged items. We recommend taking photographs, which serve as excellent proof of damage. In the case of theft, you must also file a police report. Please do not dispose of damaged items until the claims adjuster has inspected them. All claims must be reported upon discovery of damage.

How Items Are Valued

Damaged items will be replaced based on their depreciated value – that is, their replacement cost value minus any depreciation (loss of value over time due to factors such as age, wear and tear, and obsolescence).

Packing & Loading

Be sure to properly pack your belongings and load your container, as damage to your items due to poor packing and loading is not covered. We encourage you to visit www.pods.com/loading for helpful tips.

PLEASE READ THIS IMPORTANT DISCLOSURE AS IT RELATES TO THE CONTENTS PROTECTION OPTION

This brochure contains general and descriptive information only. For actual terms and conditions, please consult the Contents Protection/Duty To Insure Addendum to your Rental Agreement.

(<http://www.pods.com/cpo>)



(800) 776-7637 | PODS.com

Agreement shall apply to, bind and be obligatory upon the heirs, executors, administrators, representatives, successors and assigns of the parties hereto. This Agreement is for the sole benefit of the parties hereto and their respective successors and permitted assigns and nothing herein, express or implied, is intended to or shall confer on any other person or entity any legal or equitable right, benefit or remedy of any nature whatsoever under or by reason of this Agreement. Notwithstanding the foregoing, any Company Agent is a third party beneficiary of this Agreement, and has the right to enforce the provisions of this Agreement directly against the Customer.

24. LOCAL ORDINANCES AND REGULATIONS. Customer acknowledges that Customer's use and placement of the Unit may be subject to county, city and local ordinances, rules and/or regulations including deed and homeowner restrictions and complex rules. *Customer assumes full responsibility for identifying and complying with local ordinances and for any fines and/or penalties, monetary or otherwise, resulting from Customer's use or placement of the Unit in violation of such ordinances, rules and/or regulations.* If an authority requires Company to remove the Unit from Customer's premises, Company will attempt to notify Customer of such requirement; provided, however, Customer gives Company full authority to comply with such requirements, and absolves Company of any liability for any resulting damage to Customer's premises or property. Additionally, if Customer is renting or leasing the premises where the Unit is located, other than property owned by Company, and the landlord of the premises requests that the Unit be removed or relocated, Customer gives Company full authority to comply with the landlord's request, and absolves Company of any liability for any resulting damage to Customer's property or the premises and shall indemnify and hold harmless Company from any claims by the landlord for damage to the premises. Customer further understands that should the Unit be removed by any person other than Company, Customer assumes all costs, including, but not limited to, legal fees, and any removal or storage fees that are incurred with the Unit's retrieval and further agrees to pay Company for any damages that are associated with such removal and storage of the Unit.

25. GOVERNING LAW; JURISDICTION; WAIVER OF JURY TRIAL. This Agreement shall be governed and construed in accordance with the laws of the State of Florida. Whenever possible, each provision of this Agreement shall be interpreted in such manner as to be effective and valid under Florida law, but, if any provision of this Agreement shall be invalid or prohibited under Florida law, such provision shall be ineffective only to the extent of such prohibition or invalidity without invalidating the remainder of such provision or the remaining provisions of this Agreement. Customer agrees to waive their rights to a jury trial for any and all claims made against or through Company. Customer further agrees that Company will be notified of all claims no later than the earlier of sixty (60) days from the initial discovery of the claim or default or sixty (60) days following the expiration or termination of this Agreement and failure to do so will result in the forfeiture of said claim. Any claims by Customer arising under this Agreement must be brought to the exclusive jurisdiction of the state courts and U.S. federal courts located in Hillsborough and Pinellas Counties, Florida for any dispute arising out of this Agreement. Customer waives any objection to the jurisdiction and venue of such courts. This exclusive choice of jurisdiction does not preclude Customer or Company from bringing an action to enforce any judgment or judicial order in any other jurisdiction. The prevailing party in any dispute will be entitled to recover from the losing party its costs (including costs of collection, reasonable attorneys' fees, and investigative fees).

26. FORCE MAJEURE. Company shall not be held liable for any delay, interruption, or failure to perform any of its obligations under this agreement, and shall be excused from any further performance, due to circumstances beyond its reasonable control, which circumstances shall include, but not be limited to, any act of God, any act of any

governmental authority, insurrection, riots, national emergencies, war, acts of public enemies, terrorism, inability to secure adequate labor or material, strikes, lock-outs or other labor difficulties, failure or delay of transportation, fires, floods, storms, explosions, severe weather conditions, earthquakes, or other catastrophes or serious accidents, epidemics or embargoes.

27. COMMUNICATIONS. Customer understands and agrees that telephonic communications with Company or its Agents may be recorded. By providing your cellular number, Customer agrees to permit Company or Company's franchisor or their agents and/or assigns to contact Customer using an automatic telephone dialing system and/or a prerecorded voice regarding matters relevant to Customer's account, including, without limitation, estimated time of arrivals and pickups of containers, status of Customer's contract, accounts payable, and any other operational or account matters.

28. INTERNATIONAL & HAWAII SHIPMENTS & ADDITIONAL TERMS AND CONDITIONS. Additional terms and conditions found at www.pods.com/longdistanceterms (the "Online Terms"), which are incorporated herein by reference and made a part hereof, shall apply to this Agreement and, as applicable, in the event (i) Customer hires Company to arrange for the shipment of a Unit from a location or Facility within the U.S. to another location or Facility within Canada or vice versa or from a location or Facility within Canada to another location or Facility within Canada or (ii) if Customer hires Company to arrange for a shipment of a Unit to or from Hawai'i.

29. ENTIRE AGREEMENT. This Agreement, including all other documents specifically referenced in this Agreement, sets forth the entire agreement of the parties with respect to the subject matter hereof and supersedes all prior agreements or understandings with respect thereto. There are no representations, warranties, or agreements by or between the parties, which are not fully set forth herein, and no representative of Company or Company's Agents is authorized to make any representations, warranties or agreements other than as expressly set forth herein. This Agreement may only be amended by a writing signed by both parties.

EHXIBIT A
STATE SPECIFIC DISCLOSURES

STATE SPECIFIC DISCLOSURES. ARIZONA: A LATE FEE MAY BE CHARGED BY COMPANY FOR EACH MONTH THAT CUSTOMER DOES NOT PAY RENT WHEN DUE. COMPANY'S LIEN ON CUSTOMER'S PERSONAL PROPERTY ACCRUES AS OF THE DATE RENT IS UNPAID AND DUE. CUSTOMER'S PROPERTY MAY BE SOLD TO SATISFY THE LIEN IF THE CUSTOMER IS IN DEFAULT. **Any insurance protecting the personal property stored within a Unit against fire, theft or damage must be provided by the Customer.** Customer is required to disclose to Company any lienholders with an interest in property that is or will be stored in the Unit and whether any protected property is or will be stored in the Unit. **ALABAMA, COLORADO & UTAH:** All articles stored under the terms of this Agreement will be sold or otherwise disposed of if no payment has been received for a continuous 30 day period. Customer is required to disclose to Company any lienholders with an interest in property that is or will be stored in the Unit. **CALIFORNIA:** Customer's property will be subject to a claim of lien and may even be sold to satisfy the lien if the rent or other charges due remain unpaid for 14 consecutive days and that such actions are authorized by the California Self-Service Storage Facility Act. **WAIVER:** Customer acknowledges that the California Self-Service Storage Facility Act requires Company to disclose to Customer, at least 72 hours prior to delivery to Customer of an empty Unit, this Agreement and the terms and conditions set forth in Section 21707.1(a)(5) of California's Business and Professions Code. Customer acknowledges that Company provided Customer a document with such terms and conditions and that Customer fully understands and voluntarily waives Company's requirement to provide Customer with this Agreement and such terms and conditions at least 72 hours prior to the delivery to you of an empty Unit. **FLORIDA & MINNESOTA:** Please disclose to Company whether Customer is a member of the uniformed services as that term is defined in 10 U.S.C. s. 101(a)(5). **HAWAII:** Customer's property will be subject to a claim of lien and may even be sold to satisfy the lien if the rent or other charges due remain unpaid for 15 consecutive days and that such actions are authorized by the Hawaii Self-Service Storage Facility Act. **IDAHO:** Customer is required to disclose to Company any lienholders with an interest in property that is or will be stored in the Unit. **MARYLAND: IF THE CUSTOMER IS IN DEFAULT FOR MORE THAN 60 DAYS, THE PERSONAL PROPERTY STORED MAY BE REMOVED FROM THE FACILITY.** **MICHIGAN:** Notice: If Customer fails to make the required payments, Customer will have to vacate the Unit or Customer's property may later be sold at a public sale. Before the sale, Customer will be notified by first-class mail and by certified mail of the amount due. The notice will be mailed to Customer's last known address. In order to preserve Customer's right to be notified, it is important that Customer notify Company in writing of any change in Customer's mailing address. Also, Customer should supply Company with the name and address of another person who can reach Customer if Customer is not at Customer's mailing address, and Company will notify that person at the same time and in the manner as Company notifies Customer. **MASSACHUSETTS: The property stored in the Unit is not insured by Company against loss or damage.** **NEW MEXICO:** All items stored in the Unit will be sold or otherwise disposed of under the terms and conditions of the Self-Service Storage Lien Act [48-11-1 to 48-11-9 NMSA 1978] if Customer is in default. Customer is required to disclose to Company any lienholders with an interest in property that is or will be stored in the Unit. **NEW HAMPSHIRE:** In event that Company enforces its lien, a notice of the sale of Customer's contents shall be served upon Customer by Company in person or by registered or certified mail at the last known address, no less than 14 days before the sale, stating the time and place of sale, the property to be sold, and the amount of the rent, charges, fees, or expenses owed. **OKLAHOMA:** Customer is required to disclose to Company any lienholders with an interest in property that is or will be stored in the Unit. All property stored in the Unit will be sold or otherwise disposed of if no payment has been received for a continuous 30 day period. **NEW YORK:** Notice: The monthly occupancy charge and other charges stated in this Agreement are the actual charges Customer must pay. **NEVADA:** CUSTOMER'S PERSONAL PROPERTY WILL BE SUBJECT TO A CLAIM FOR A LIEN AND MAY BE SOLD TO SATISFY THAT LIEN IF THE RENT OR OTHER CHARGES DESCRIBED IN THIS AGREEMENT REMAIN UNPAID FOR 14 CONSECUTIVE DAYS. **OREGON:** Customer's personal property is not protected by insurance held by Company. **PENNSYLVANIA:** Company shall not be liable to Customer or a third party for the removal or sale of personal property which is not Customer's property or upon which a prior lien has attached, unless notice shall have been given to Company by Customer that the property placed in the Unit was not Customer's property. Customer is required to inform Company of the nature and identity of any property placed in the Unit which is not Customer's property. **RHODE ISLAND:** In the event that Company enforces its lien by selling Customer's personal property at a public auction, Company shall advertise the sale prior to the public auction at www.providencejournal.com. **SOUTH CAROLINA:** The Company's lien attaches as of the date the Customer is considered in default. **PERSONAL PROPERTY STORED IN THE UNIT WILL BE SOLD OR OTHERWISE DISPOSED OF IF NO PAYMENT HAS BEEN RECEIVED FOR A CONTINUOUS 50 DAY PERIOD AFTER DEFAULT. IF ANY MONTHLY INSTALLMENT IS NOT MADE BY THE 15TH DAY OF THE DUE DATE, OR IF ANY CHECK GIVEN IN PAYMENT IS DISHONORED, THE CUSTOMER IS IN DEFAULT FROM DATE PAYMENT WAS DUE. COMPANY DOES NOT PROVIDE ANY TYPE OF INSURANCE WHICH WOULD PROTECT THE CUSTOMER'S PERSONAL PROPERTY FROM LOSS BY FIRE, THEFT, OR ANY OTHER TYPE CASUALTY LOSS. IT IS THE OCCUPANT'S RESPONSIBILITY TO PROVIDE SUCH INSURANCE.** **TENNESSEE:** **Company has a lien on Customer's stored property that is stored pursuant to this rental agreement and the lien may be enforced by selling the property if rent and other charges are not paid for 15 or more consecutive days.** Customer is required to disclose to Company any lienholders with an interest in property that is or will be stored in the Unit. **UTAH:** All articles stored under the terms of this Agreement will be sold or otherwise disposed of if no payment has been received for a continuous 30 day period. You are required to disclose to us any lienholders with an interest in property that is or will be stored in the Unit. **WASHINGTON:** Customer is required to disclose any lienholders or secured parties who have an interest in the property that is or will be stored in the Unit. When any part of the rent or other charges due from an occupant remains unpaid for 6 consecutive days, Company may deny Customer access to the Unit. Customer's property may be subject to claim of a lien and may even be sold to satisfy the lien if the rent or other charges due remain unpaid for 14 consecutive days, and that

such actions are authorized by Chapter 19.150 RCW, Self-Service Storage Facilities. **GEORGIA:** The Company's lien attaches as of the date the personal property is placed into the Unit or brought to the Facility. Customer s required to disclose to Company any lienholders with an interest in property that is or will be stored in the Unit. PERSONAL PROPERTY STORED IN THE UNIT WILL BE SOLD OR OTHERWISE DISPOSED OF IF NO PAYMENT HAS BEEN RECEIVED FOR A CONTINUOUS 30 DAY PERIOD AFTER DEFAULT. IN ADDITION, UPON CUSTOMER'S DEFAULT, COMPANY MAY WITHOUT NOTICE DENY CUSTOMER ACCESS TO THE PERSONAL PROPERTY STORED IN THE UNIT UNTIL SUCH TIME AS PAYMENT IS RECEIVED. IF ANY MONTHLY INSTALLMENT IS NOT MADE BY THE 7TH DAY OF THE DUE DATE, OR IF ANY CHECK GIVEN IN PAYMENT IS DISHONORED, THE CUSTOMER IS IN DEFAULT FROM DATE PAYMENT WAS DUE. If Customer has been in default continuously for thirty (30) days, Company may enforce its lien, provided Company shall comply with the following procedure: Customer shall be notified of Company's intent to enforce Company's lien by written notice delivered in person, by verified mail or by e-mail. Company also shall notify other parties with superior liens or security interests as defined in this Rental Agreement. A notice given pursuant to this Rental Agreement shall be presumed sent when it is deposited with the United States Postal Service or the statutory overnight delivery service properly addressed with postage or delivery fees prepaid or sent by e-mail. If Company sends notice of a pending sale of property to Customer's last known e-mail address and does not receive a nonautomated response or a receipt of delivery to the e-mail address, Company shall send notice of the sale to Customer by verified mail to Customer's last known address or to the last known address of the designated agent of the Customer before proceeding with the sale. Company's notice to Customer shall include an itemized statement of Company's claim showing the sum due at the time of the notice and the date when the sum became due. Company's notice shall notify Customer of denial of access to the personal property and provide the name, street address, e-mail address, and telephone number of Company or its designated agent, whom Customer may contact to respond to this notice. Company's notice shall demand payment within a specified time, not less than fourteen (14) days after delivery of the notice. It shall state that, unless the claim is paid, within the time stated in the notice, the personal property will be advertised for public sale to the highest bidder, and will be sold at a public sale to the highest bidder, at a specified time and place. After the expiration of the time given in Company's notice, Company shall publish an advertisement of the public sale to the highest bidder, once a week, for two consecutive weeks, in the legal organ for the county where the self-service storage facility is located. The sale shall be deemed commercially reasonable if at least three (3) independent bidders attend the sale at the time and place advertised. "Independent bidder" means a bidder who is not related to and who has no controlling interest in, or common pecuniary interest with, Company or any other bidder. The advertisement shall include: a brief and general description of the personal property, reasonably adequate to permit its identification; the address of the self-storage facility, and the number, if any, of the space where the personal property is located, and the name of Customer; and the time, place, and manner of the public sale. The public sale to the highest bidder shall take place not sooner than fifteen (15) days after the first publication. Regardless of whether a sale involves the property of more than one Customer, a single advertisement may be used to advertise the disposal of property at the sale. A public sale includes offering the property on a publicly accessible website that regularly conducts online auctions of personal property. Such sale shall be considered incidental to the self-storage business and no license shall be required. If no one purchases the property at the public sale and if Company has complied with the foregoing procedures, Company may otherwise dispose of the property and shall notify Customer of the action taken. Any sale or disposition of the personal property shall be held at the self-storage facility or at the nearest suitable place to where the personal property is held or stored. Before any sale or other disposition of personal property pursuant to this Agreement, Customer may pay the amount necessary to satisfy the lien and the reasonable expenses incurred, and thereby redeem the personal property and thereafter Company shall have no liability to any person with respect to such personal property. A Purchaser in good faith of the personal property sold to satisfy Company's lien takes the property free of any rights of persons against whom the lien was valid, despite noncompliance by Company with the requirements of this Agreement. In the event of a sale, Company may satisfy his or her lien from the proceeds of the sale. Company shall hold the balance of the proceeds, if any, for Customer or any notified secured interest holder. If not claimed within two years of the date of sale, the balance of the proceeds shall be disposed of in accordance with Article 5 of Chapter 12 of Title 44, the "Disposition of Unclaimed Property Act" and as it may be amended. In no event shall Company's liability exceed the proceeds of the sale. If the rental agreement contains a limit on the value of property stored in Customer's storage space, the limit shall be deemed the maximum value of the property stored in that space. Company's lien is superior to any other lien or security interest, except those which are evidenced by a certificate of title or perfected and recorded prior to the date of this Agreement in Georgia, in the name of Customer, either in the county of Customer's 'last known address' or in the county where the self-service storage facility is located, except any tax lien as provided by law and except those liens or security interests of whom Company has knowledge through Customer's disclosure in this Agreement or through other written notice. The Company's lien attaches as of the date the personal property is brought to the self-service storage facility. Except as otherwise specifically provided in this Agreement, the exclusive care, custody, and control of any and all personal property stored in the leased space shall remain vested in Customer. Company does not become a bailee of Customer's personal property by the enforcement of Company's lien.

DOC #3

**AFFIRMATIVE ACTION AFFIDAVIT
(P.L. 1975, C.127)**

Company Name: PODS LLC

Street: 5585 RIO VISTA

City, State, Zip Code: CLEARWATER, FL 33760

Proposal Certification:

Indicate below company's compliance with New Jersey Affirmative Action regulations. Company's proposal will be accepted even if company is not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

Vendors must submit with proposal:

1. A photo copy of their Federal Letter of Affirmative Action Plan Approval

OR PODS DOES NOT HAVE AN OFFICIAL AFFIRMATIVE ACTION PLAN PROGRAM

2. A photo copy of their Certificate of Employee Information Report

OR

3. A complete Affirmative Action Employee Information Report (AA302)

Public Work – Over \$50,000 Total Project Cost:


A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the

B. Approved Federal or New Jersey Plan – certificate enclosed

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

8/13/20

Date

 NATIONAL ACCT. EXEC.
Authorized Signature and Title

DOC #3, continued

P.L. 1995, c. 127 (N.J.A.C. 17:27)
MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT, PROFESSIONAL AND SERVICE
CONTRACTS

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.


The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

A handwritten signature in black ink, appearing to be "J. H. Williams", written in a cursive style.

Signature of Procurement Agent

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 (http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html). Please refer back to these instructions for the appropriate links, as the Local Finance Notices include links that are no longer operational.

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a. The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at <http://www.nj.gov/dca/divisions/dlgs/programs/lpcl.html#12>. They will be updated from time-to-time as necessary.
 - b. A public agency using these forms **should edit them to properly reflect the correct legislative district(s).** As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
 - c. Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d. The form may be used “as-is”, subject to edits as described herein.
 - e. The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f. The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract (See Local Finance Notice 2006-7 for additional information on this obligation at http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html). A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. NOTE: This section is not applicable to Boards of Education.

A. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

- any State, county, or municipal committee of a political party
- any legislative leadership committee^a
- any continuing political committee (a.k.a., political action committee)
- any candidate committee of a candidate for, or holder of, an elective office:
 - of the public entity awarding the contract
 - of that county in which that public entity is located
 - of another public entity within that county
 - or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county

The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
- all principals, partners, officers, or directors of the business entity or their spouses
- any subsidiaries directly or indirectly controlled by the business entity
- IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs).

When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure.

Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report.

The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement.

The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act.

The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law. **NOTE: This section does not apply to Board of Education contracts.**

* N.J.S.A. 19:44A-3(s): “The term "legislative leadership committee" means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”

Check here if the information is continued on subsequent page(s)

DOC #4, continued

List of Agencies with Elected Officials Required for Political Contribution Disclosure
N.J.S.A. 19:44A-20.26

County Name: *N/A*

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

{County Executive}

County Clerk

Surrogate

Sheriff

Municipalities (Mayor and members of governing body, regardless of title):

**USERS SHOULD CREATE THEIR OWN FORM, OR
DOWNLOAD FROM THE PAY TO PLAY SECTION OF THE
DLGS WEBSITE A COUNTY-BASED, CUSTOMIZABLE FORM.**

STOCKHOLDER DISCLOSURE CERTIFICATION

Name of Business:

I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

Partnership Corporation Sole Proprietorship

Limited Partnership Limited Liability Corporation Limited Liability Partnership

Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

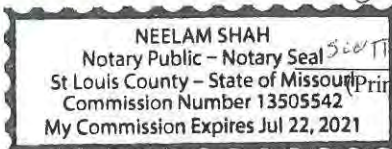
Stockholders: #

Name: <u>PODE LLC</u>	Name:
Home Address: <u>5505 RIO VISTA CLEARWATER, FL 33760</u>	Home Address:
Name:	Name:
Home Address:	Home Address:
Name:	Name:
Home Address:	Home Address:

Subscribed and sworn before me this 13th day of AUGUST, 2020

(Notary Public) Neelam Shah

My Commission expires: 07/22/2021



[Signature]
(Affiant)

SEWITT C. MUELLER - NAT. ACCT EXEC.

(Print name & title of affiant)

(Corporate Seal)

STATE OF NEW JERSEY -- DIVISION OF PURCHASE AND PROPERTY
DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN

Quote Number:

RFP-001734

Bidder/Offeror:

PODS LLC

PART 1: CERTIFICATION

BIDDERS MUST COMPLETE PART 1 BY CHECKING EITHER BOX.

FAILURE TO CHECK ONE OF THE BOXES WILL RENDER THE PROPOSAL NON-RESPONSIVE.

Pursuant to Public Law 2012, c. 25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that neither the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury's Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division's website at <http://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Bidders must review this list prior to completing the below certification. **Failure to complete the certification will render a bidder's proposal non-responsive.** If the Director finds a person or entity to be in violation of law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party

PLEASE CHECK THE APPROPRIATE BOX:

I certify, pursuant to Public Law 2012, c. 25, that neither the bidder listed above nor any of the bidder's parents, subsidiaries, or affiliates is listed on the N.J. Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. **I will skip Part 2 and sign and complete the Certification below.**

OR

I am unable to certify as above because the bidder and/or one or more of its parents, subsidiaries, or affiliates is listed on the Department's Chapter 25 list. **I will provide a detailed, accurate and precise description of the activities in Part 2 below and sign and complete the Certification below.** Failure to provide such will result in the proposal being rendered as non-responsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.

PART 2: PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN

You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below.

EACH BOX WILL PROMPT YOU TO PROVIDE INFORMATION RELATIVE TO THE ABOVE QUESTIONS. PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED TO MAKE ADDITIONAL ENTRIES, CLICK THE "ADD AN ADDITIONAL ACTIVITIES ENTRY" BUTTON.

Name	<u>N/A</u>	Relationship to Bidder/Offeror	_____
Description of Activities	_____		
Duration of Engagement	_____	Anticipated Cessation Date	_____
Bidder/Offeror Contact Name	_____	Contact Phone Number	_____

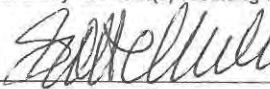
ADD AN ADDITIONAL ACTIVITIES ENTRY

Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the above-referenced person or entity. I acknowledge that the State of New Jersey is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of any contracts with the State to notify the State in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreement(s) with the State of New Jersey and that the State at its option may declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print):

SCOTT MUELLER

Signature:



Title:

NATIONAL ACCOUNT EXECUTIVE

Date:

8/13/20

DOC #6

Certification of Non-Involvement in Prohibited Activities in Iran

Pursuant to N.J.S.A. 52:32-58, Offerors must certify that neither the Offeror, nor any of its parents, subsidiaries, and/or affiliates (as defined in N.J.S.A. 52:32 – 56(e) (3)), is listed on the Department of the Treasury’s List of Persons or Entities Engaging in Prohibited Investment Activities in Iran and that neither is involved in any of the investment activities set forth in N.J.S.A. 52:32 – 56(f).

Offerors wishing to do business in New Jersey through this contract must fill out the Certification of Non-Involvement in Prohibited Activities in Iran here:

http://www.state.nj.us/humanservices/dfd/info/standard/fdc/disclosure_investmentact.pdf.

Offerors should submit the above form completed with their proposal.

DOC #7

NEW JERSEY BUSINESS REGISTRATION CERTIFICATE
(N.J.S.A. 52:32-44)

Offerors wishing to do business in New Jersey must submit their State Division of Revenue issued Business Registration Certificate with their proposal here. Failure to do so will disqualify the Offeror from offering products or services in New Jersey through any resulting contract.

<https://www.njportal.com/DOR/BusinessRegistration/>

CustomerName	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	
University of Cal Berkeley																														
UC Davis Mind Institute	(409.18)										556.00	138.00												556.00	148.00					
UC San Diego				313.98	313.98	591.97	502.98	502.98	502.98	651.97	156.99	156.99	156.99	404.47	156.99	266.98	266.98	266.98	404.47	1,969.99		268.00	268.00	194.00						
UCLA EEB obo of Stephen Hubble					3,761.24		239.99	346.00																						
UCLA Athletics							526.00	388.00	526.00									959.94	689.97	689.97	1,139.92									
UCLA- Recreation							263.00	194.00	194.00	69.00																				
ucla store - hill top shop										252.98	279.98																			
Berkeley Student COOP						1,445.00	480.00											2,022.00					265.48	89.99						
University California Riverside	185.74	185.74	185.74	185.74	185.74	0.00	351.48	175.74	275.74	175.74	175.74	175.74	175.74	175.74	175.74	175.74	175.74	175.74	175.74	175.74	175.74	175.74	175.74	175.74	175.74	175.74	185.74	185.74	185.74	185.74
All Customers	(223.44)	185.74	185.74	499.72	4,260.96	2,036.97	2,363.45	1,606.72	1,498.72	1,149.69	1,168.71	470.73	332.73	580.21	332.73	442.72	2,464.72	1,402.66	1,270.18	2,835.70	1,315.66	709.22	1,089.73	517.74	175.74	185.74	471.69	384.74	384.74	

By Year	Revenue
2018	15,203.71
2019	13,294.00
2020	1,602.65

Orders Summary

Count of OrderID	Column Labels					
	2016	2017	2018	2019	2020	Grand Total
Row Labels						
Berkeley Student COOP			5	6		11
1195049			5			5
1616884				6		6
UC Davis Mind Institute		1	1	1		3
970428		1				1
1417585			1			1
1818977				1		1
UC San Diego		2	1	3		6
997739		2				2
1184845			1			1
1482315				1		1
1756320				1		1
1788027				1		1
UCLA EEB obo of Stephen Hubble			1			1
1182845			1			1
UCLA Athletics			2	3		5
1063331			2			2
1661815				3		3
UCLA- Recreation			1			1
1260924			1			1
ucla store - hill top shop		1	1	1		3
889144		1				1
1353834			1			1
1821012				1		1
University California Riverside	2					2
531928	2					2
University of Cal Berkeley					2	2
2058414					1	1
2064511					1	1

Grand Total	2	4	12	14	2	34
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Local Storage and Commercial Pricing

12.5% Off Initial Delivery / 12.5% Off Monthly Rent / 12.5% Off Interfranchise Transportation

Employee Relocation:

12.5% Off Initial Delivery / 12.5% Off Monthly Rent / 16% Off Interfranchise Transportation

***UC/OMNIA Members who book an employee relocation order with PODS will also receive our partnership offer of \$200 worth of service thru our Porch.com

LOCAL STORAGE - August 2020

Monthly Rental - Storage Center

Market	Market Price	OMNIA Discount	OMNIA Price
San Diego, 92173	\$299.99	12.5%	\$262.49
Los Angeles, 90013	\$299.99	12.5%	\$262.49
San Francisco, 94108	\$294.99	12.5%	\$258.12
Sacramento, 95816	\$319.99	12.5%	\$279.99

Monthly Rental - Onsite

Market	Market Price	OMNIA Discount	OMNIA Price
San Diego, 92173	\$214.99	12.5%	\$188.12
Los Angeles, 90013	\$229.99	12.5%	\$201.24
San Francisco, 94108	\$229.99	12.5%	\$201.24
Sacramento, 95816	\$239.99	12.5%	\$209.99

LOCAL STORAGE - January 2020

Monthly Rental - Storage Center

Market	Market Price	OMNIA Discount	OMNIA Price
San Diego, 92173	\$209.99	12.5%	\$183.74
Los Angeles, 90013	\$219.99	12.5%	\$192.49
San Francisco, 94108	\$229.99	12.5%	\$201.24
Sacramento, 95816	\$214.99	12.5%	\$188.12

Monthly Rental - Onsite

Market	Market Price	OMNIA Discount	OMNIA Price
San Diego, 92173	\$169.99	12.5%	\$148.74
Los Angeles, 90013	\$179.99	12.5%	\$157.49
San Francisco, 94108	\$184.99	12.5%	\$161.87
Sacramento, 95816	\$179.99	12.5%	\$157.49

Employee Relocation - INTRASTATE MOVE

Monthly Rental

Market	Market Price	OMNIA Discount	OMNIA Price
San Diego, 92173	\$249.99	12.5%	\$218.74
Los Angeles, 90013	\$249.99	12.5%	\$218.74
San Francisco, 94108	\$249.99	12.5%	\$218.74
Sacramento, 95816	\$249.99	12.5%	\$218.74

Initial Delivery

Market Price	OMNIA Discount	OMNIA Price
\$130.00	12.5%	\$113.75
\$130.00	12.5%	\$113.75
\$130.00	12.5%	\$113.75
\$130.00	12.5%	\$113.75

Redelivery

Market Price	OMNIA Discount	OMNIA Price	Total
\$130.00	0%	\$130.00	\$462.49
\$130.00	0%	\$130.00	\$462.49
\$130.00	0%	\$130.00	\$462.49
\$130.00	0%	\$130.00	\$462.49

Employee Relocation - INTERSTATE MOVE - August 2020

Long Distance Transportation - Estimated

Origin / Destination	Market Price	OMNIA Discount	OMNIA Price
Boston, 02205 / Los Angeles, 90013	\$3,848.00	16%	\$3,232.32
New York, 11201 / Los Angeles, 90013	\$3,571.24	16%	\$2,999.84
Atlanta, 30303 / Los Angeles, 90013	\$2,487.45	16%	\$2,089.46
Chicago, 60605 / Los Angeles, 90013	\$2,580.50	16%	\$2,167.62
Dallas, 75201 / Los Angeles, 90013	\$1,993.42	16%	\$1,674.47
Denver, 80202 / Los Angeles, 90013	\$1,567.80	16%	\$1,316.95

Employee Relocation - INTERSTATE MOVE - January 2020

Long Distance Transportation - Estimated

Origin / Destination	Market Price	OMNIA Discount	OMNIA Price
Boston, 02205 / Los Angeles, 90013	\$3,404.00	16%	\$2,859.36
New York, 11201 / Los Angeles, 90013	\$3,093.20	16%	\$2,598.29
Atlanta, 30303 / Los Angeles, 90013	\$2,314.41	16%	\$1,944.10
Chicago, 60605 / Los Angeles, 90013	\$2,481.25	16%	\$2,084.25
Dallas, 75201 / Los Angeles, 90013	\$1,784.32	16%	\$1,498.83

Denver, 80202 / Los Angeles, 90013

\$1,396.95

16%

\$1,173.44

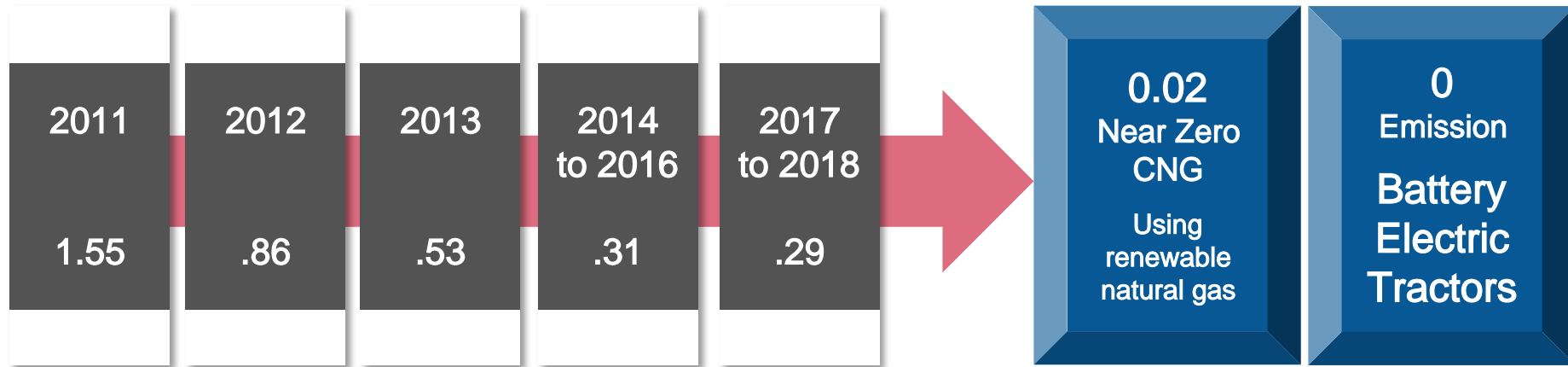
Mr. Car Shipper Flat Rate Schedule

		(Variable)	(Variable)		(Variable)		
	BUDGET	OVERSIZE	Local	TOTAL	FULL	FUEL	Total
AUTOS	FLAT RATE	CHARGES	Delivery	LINEHAUL	FUEL	SURCHG	Billiable
		\$300	\$150		Min 10%		
1-300	695	\$ -	\$ -	\$695.00	10%	\$69.50	\$764.50
301-400	753	\$ -	\$ -	\$753.00	10%	\$75.30	\$828.30
401-500	785	\$ -	\$ -	\$785.00	10%	\$78.50	\$863.50
501-600	831	\$ -	\$ -	\$831.00	10%	\$83.10	\$914.10
601-700	873	\$ -	\$ -	\$873.00	10%	\$87.30	\$960.30
701-800	927	\$ -	\$ -	\$927.00	10%	\$92.70	\$1,019.70
801-900	980	\$ -	\$ -	\$980.00	10%	\$98.00	\$1,078.00
901-1000	1,029.00	\$ -	\$ -	\$1,029.00	10%	\$102.90	\$1,131.90
1001-1100	1,098.00	\$ -	\$ -	\$1,098.00	10%	\$109.80	\$1,207.80
1101-1200	1,130.00	\$ -	\$ -	\$1,130.00	10%	\$113.00	\$1,243.00
1201-1300	1,172.00	\$ -	\$ -	\$1,172.00	10%	\$117.20	\$1,289.20
1301-1400	1,191.00	\$ -	\$ -	\$1,191.00	10%	\$119.10	\$1,310.10
1401-1500	1,206.00	\$ -	\$ -	\$1,206.00	10%	\$120.60	\$1,326.60
1501-1700	1,313.00	\$ -	\$ -	\$1,313.00	10%	\$131.30	\$1,444.30
1701-1900	1,422.00	\$ -	\$ -	\$1,422.00	10%	\$142.20	\$1,564.20
1901-2100	1,473.00	\$ -	\$ -	\$1,473.00	10%	\$147.30	\$1,620.30
2101-2300	1,528.00	\$ -	\$ -	\$1,528.00	10%	\$152.80	\$1,680.80
2301-2500	1,635.00	\$ -	\$ -	\$1,635.00	10%	\$163.50	\$1,798.50
2501-2750	1,710.00	\$ -	\$ -	\$1,710.00	10%	\$171.00	\$1,881.00
2751-3000	1,784.00	\$ -	\$ -	\$1,784.00	10%	\$178.40	\$1,962.40
3001-3250	1,869.00	\$ -	\$ -	\$1,869.00	10%	\$186.90	\$2,055.90
3251-3500	1,946.00	\$ -	\$ -	\$1,946.00	10%	\$194.60	\$2,140.60
3501-3800	2,022.00	\$ -	\$ -	\$2,022.00	10%	\$202.20	\$2,224.20
*Mileages based on Google Maps practical route (primarely interstate)							
*Oversize charges apply for autos as follows:							

Oversize defined as cars with any dimension exceeding					
230" L x 63" H x 84" W					
\$300 Flat Charge					
*For vehicles requiring a 1 day delivery window, add \$150 for local flatbed service					
*Transit times are from the day the vehicle is picked up					

*****Fuel surcharges not to adjust any sooner than semi-annually**

NFI'S PATH TO NEAR ZERO / ZERO EMISSION TRACTORS



*Nox- g/bhp-hr

- >> Implemented strategies to increase mpg year over year for last 10 years
- >> 100% sleeper fleet zero emissions APU's
- >> 38 CNG/LNG tractors through their life and currently run 23 CNG tractors
- >> Operating 11 Near Zero CNG trucks utilizing renewable CNG
- >> Purchased 27 electric yard tractors and 25 lithium battery forklifts

SUSTAINABILITY IN TRANSPORTATION



>> TRANSPORTATION

- SmartWay High Performer, also awarded the EPA SmartWay Excellence award four times
- Administers ongoing tests that focus on key performance indicators like miles per gallon and the EPA's eight SmartWay emissions metrics
- Partnered with Daimler and Volvo to operate battery electric trucks
- Plans to also run electric trucks by Tesla, Toyota, Hyundai and other manufacturers in the near future
- NFI will have 40 electric vehicles in its operational fleet this year, including electric yard tractors
- Decreases fuel usage through battery powered Auxiliary Power Units (APUs), aerodynamic components, downspeeding and low rolling resistance tires
- Utilizing electric yard horse tractors and Near Zero compressed natural gas trucks fueled with renewable CNG
- Exploring viability of class 8 hydrogen cell vehicles



>> PARTNERS

DAIMLER

