

Why Florida governments are utilizing **GovDeals**

- **GovDeals** is a highly efficient and proven system that produces higher prices for clients.

- Other Florida governments currently using **GovDeals** with success
 - 1) **Florida League of Cities** –Mike Sittig, Executive Director – (800) 342-8112
 - 2) **City of Brooksville** (Hernando Co.)
 - 3) **City of Ft. Myers** (Lee Co.)
 - 4) **City of Gulfport** (Pinellas Co.)
 - 5) **City of Highland Beach** (Palm Beach Co.)
 - 6) **City of Madison** (Madison Co.)
 - 7) **City of Mexico Beach** (Bay Co.)
 - 8) **City of Neptune Beach** (Duval Co.)
 - 9) **City of Palm Beach Shores** (Palm Beach Co.)
 - 10) **City of Palm Coast** (Flagler Co.)
 - 11) **City of Punta Gorda** (Charlotte Co.)
 - 12) **City of Riviera Beach** (Palm Beach Co.)
 - 13) **City of St. Petersburg** (Pinellas Co.)
 - 14) **City of St. Pete Beach** (Pinellas Co.)
 - 15) **City of Tallahassee** (Leon Co.)
 - 16) **City of Tampa** (Hillsborough Co.)
 - 17) **City of Palatka** (Putnam Co.)
 - 18) **City of Orlando** (Orange Co.)
 - 19) **City of Miramar** (Broward Co.)
 - 20) **Village of Miami Shores** (Miami-Dade Co.)
 - 21) **City of Palm Bay** (Brevard Co.)
 - 22) **City of Tarpon Springs** (Pinellas Co.)
 - 23) **City of Callaway** (Bay Co.)
 - 24) **City of Pompano Beach** (Broward Co.) (PENDING)
 - 25) **City of Pensacola** (Escambia Co.) (PENDING)
 - 26) **City of Safety Harbor** (Pinellas Co.)
 - 27) **City of Belleview** (Marion Co.) (PENDING)
 - 28) **City of Coleman** (Sumter Co.)
 - 29) **City of Plant City** (Hillsborough Co.) (PENDING)
 - 30) **City of South Pasadena** (Pinellas Co.)
 - 31) **City of Coral Gables** (Dade Co.) (PENDING)
 - 32) **City of Jacksonville** (Duval Co.) (PENDING)
 - 33) **City of Boca Raton** (Broward Co.) (PENDING)

 - 34) **Pinellas County Commission**
 - 35) **Pinellas County Sheriff's Office**
 - 36) **Flagler County Sheriff's Office**
 - 37) **Charlotte County Commission**
 - 38) **Charlotte County Airport Authority**
 - 39) **Englewood Water District**
 - 40) **Sarasota-Manatee Airport Authority**
 - 41) **Hillsborough County Commission**
 - 42) **Escambia County Sheriff's Office**
 - 43) **Escambia County Commission**
 - 44) **Pasco County Sheriff's Office** (PENDING)
 - 45) **Leon County School Board** (Leon Co.)
 - 46) **Martin County School Board** (Martin Co.)
 - 47) **Tampa Bay Water** (Pinellas Co.)
 - 48) **Alachua County Sheriff's Office** (Alachua Co.)
 - 49) **School District of Lee County** (PENDING)

- **Governments in other states have benefited from GovDeals**

- 1) **Alabama**
local governments
- 2) **California**
local governments
- 3) **Florida**
local governments
- 4) **Illinois**
local governments
- 5) **Kentucky**
local governments
- 6) **Michigan**
local governments
- 7) **North Carolina**
local governments
- 8) **Ohio**
state and local governments
- 9) **South Carolina**
local governments
- 10) **Tennessee**
state and local government
- 11) **Virginia**
Local governments
- 12) **Mississippi**
local governments

- **Registered and highly active Buyers in all 50 states and 19 foreign countries**

- **Major benefits for clients of GovDeals**

- 1) **Produces higher prices.** Global exposure to a HUGE number of active and highly targeted buyers produces increased number of bids and higher prices for you.
- 2) **Reduced warehouse space.** No need to accumulate items for months to hold an auction. Your items are auctioned immediately, as they become available - **not** stored. Direct and indirect savings realized due to less damage, “shrinkage”, and warehouse space required.
- 3) **No transportation required.** Eliminate the transportation and handling of your surplus equipment as well as the direct and indirect costs associated with transporting them to off-site auction sites. Sell your items right from your warehouse or surplus yard - without ever having to move them.
- 4) **Weather and uncomfortable conditions are eliminated.** Buyers can view items and conduct their bidding in a comfortable environment that fits their schedule. Sellers provide accurate descriptions with colorful digital images to view on the user-friendly **GovDeals** site. You never have to worry about a “rain out” date and re-scheduling or bidders being “too hot” or “too cold” for your auction.
- 5) **Continuous revenue stream.** Sell your items immediately as they are declared surplus. Revenues are returned on a frequent and timely basis.
- 6) **Avoid “absolute” auctions low prices.** No need to accept low price or bring the equipment home. Reject bids if not acceptable – or utilize the easy and “painless” **ReserveBid** feature.
- 7) **Positive cash flow.** List items for 14 days. Allow 5 business days for receipt of payment. Itemized invoice arrives at end of month for all items sold during month.

- **What does GovDeals provide?**

- 1) **Large audience of existing Buyers.** We will notify your traditional, local Buyers, also deliver to you a broad spectrum of registered **GovDeals** Buyers in our database, as well as registered **GovDeals** Buyers who are seeking specific items. Traffic on our site is continually growing, thus increasing the total number of active Buyer, which results in higher bids as well as a larger total number of bids.

- 2) **Training and assistance – on-site implementation and ongoing.** We will train your designated personnel in listing items successfully. From taking digital images to composing accurate, succinct and key listings – we will work to assure your success from the outset. We are available for continuing training assistance and support.
- 3) **Assistance and research to determine comparable/fair market values.** **GovDeals** can provide recent actual sales prices for comparable items to accurately and realistically define “starting bids”. We subscribe to a national auction results reporting service and make this available for clients. We utilize multiple database searches to determine fair market values.
- 4) **Highly effective multi-channel marketing program** – immediately presents your items to large group of highly targeted and active buyers.
- 5) **Print media support.** We have developed ads that will be placed in your local, statewide and regional print media.
- 6) **Staffed Help Desk.** There is a Help Desk staffed Monday through Friday from 8:00am to 6:00pm (ET) with live, friendly, trained personnel. Our toll-free number is (800) 613-0156.
- 7) **‘BidWatch’, ‘AutoBid’, ReserveBid and other automated features.** **AutoBid** allows Buyers to set pre-determined bids for items that they seek while it “protects” or increases their bids automatically. Buyers are assured that the closing dates set are never missed. **BidWatch** allows buyers to be notified of upcoming auctions and even specific items that they seek. **ReserveBid** allows Sellers to establish a specific price for an item while notifying Buyers that “Reserve Not Met” must be overcome to purchase the item.

- **What does **GovDeals** cost?**

- 1) Seven and one-half percent (7½%) of the final (closing) sales price.
- 2) No licensing fees – no monthly re-curing costs.
- 3) No minimum quantities – monthly or annually.
- 4) All items sold during the month are invoiced at end of month with full itemization. Payment within 30 days from receipt of invoice.
- 5) No cost if sale is not completed (i.e., payment received).

- **Miscellaneous**

- 1) **Non-exclusive Agreement** - The Sellers Agreement (contract) is NOT exclusive. You can use other auction approaches (i.e., sealed bid, traditional, etc.) in addition to **GovDeals**. Can **not** list items simultaneously with multiple auction services.
- 2) **Re-neg. Buyers** – This is a rare event, but the options are; **a)** negotiate with the 2nd highest bidder, **b)** re-list if unsuccessful in negotiating with 2nd, 3rd and additional reasonable Buyers. No costs are incurred until your items are sold and payment received.
- 3) **Shipping and handling** – Buyers will arrange all handling, loading and transportation. Sellers do NOT ship or load. (**NOTE:** Many Buyers are long-time, repeat purchasers. We encourage you to assist them whenever possible in scheduling requests and possibly assisting in loading difficult items to assure continued loyalty and an overall pleasant experience – which results in repeat purchases).
- 4) **Title transfers** – This is a necessary process whether utilizing **GovDeals**, a traditional auctioneer or sealed bids. With **GovDeals**, less time is expended since your auctions are “ongoing” and less time is expended per week due to an evenly spaced work-load.

- **How to start**

- 1) **Execute Sellers Agreement** – Review and approve Terms & Conditions (last 2-3 pages). Has cancellation clause (both parties) with 60 day notification. One year duration with renewal option unless cancelled. Non-exclusive.
- 2) **Identify key contact for training and liaison** – good thinker, POSITIVE ATTITUDE and knowledge of PC & Internet are helpful. We will train them to succeed – on-site if needed and requested. This person will set the pace for success or failure for your entire organization. We will come on-site and take digital images and load your items to assure success.
- 3) **Digital camera** – recommend Sony Mavica (or similar) with 3 ½ diskettes (not memory sticks) for ease of editing. Go from camera to PC quickly. MS PhotoEditor at no cost if using MS Office Suite.
- 4) **Internet connectivity** – fast is better. Must have Internet access – dial-up service OK.
- 5) **Payments** – direct Buyers to where payments are currently being accepted. Issue them receipt and direct to location for pick-up. Suggest printed directions sheet for Buyer to avoid confusion.