

# Why GA governments are utilizing GovDeals

- **GovDeals** is a highly efficient and proven system that produces higher prices for clients.
- **Many governments in multiple states are using GovDeals with continued success**
  - Alabama**  
Local governments
  - Arizona**  
Local governments
  - Arkansas**  
Local governments
  - Florida**  
Local governments
  - Georgia**  
Local governments
  - Illinois**  
Local governments
  - Indiana**  
Local governments
  - Iowa**  
Local governments
  - Kansas**  
Local governments
  - Kentucky**  
Local governments
  - Mississippi**  
Local governments
  - Missouri**  
Local governments
  - North Carolina**  
Local governments
  - Ohio**  
State & Local governments
  - Oklahoma**  
Local governments
  - Pennsylvania**  
Local governments
  - South Carolina**  
Local governments
  - Tennessee**  
State & Local governments
  - Texas**  
Local governments
  - Virginia**  
Local governments
- **Other governments in Georgia are using GovDeals with success**
  - 1) Georgia Municipal Association
  - 2) Atlanta Regional Commission
  - 3) Association of County Commissioners of Georgia
  
  - 4) Chatham County Commission
  - 5) Columbia County Board of Commissioners
  - 6) Wilkinson County Board of Commissioners
  - 7) Jackson County Government
  - 8) Ware County Board of Commissioners
  - 9) Union County
  - 10) Houston County Commissioners
  - 11) Douglas County Board of Commissioners
  - 12) Baldwin County Board of Commissioners
  - 13) Crisp County Board of Commissioners
  - 14) Clay County Board of Commissioners
  - 15) McDuffie County Board of Commissioners
  
  - 16) City of Morrow
  - 17) City of Statesboro
  - 18) City of Adairsville
  - 19) City of Calhoun
  - 20) City of Bainbridge
  - 21) City of Kennesaw
  - 22) City of Waycross
  - 23) City of Riverdale
  - 24) City of Tybee Island
  - 25) City of Roswell
  - 26) City of Metter
  - 27) City of Hinesville
  
  - 28) City of LaGrange
  - 29) City of Stone Mountain
  - 30) City of Pine Lake
  - 31) City of Savannah
  - 32) City of Milledgeville
  - 33) City of Sandersville
  - 34) City of Fayetteville
  - 35) City of Smyrna
  - 36) City of Hahira
  - 37) City of Screven
  - 38) City of Monticello
  - 39) City of Cumming

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| 40) City of Acworth                               | 56) Bulloch County Department of Transportation |
| 41) City of Thomson                               | 57) Bulloch County Schools                      |
| 42) City of Quitman                               | 58) Brooklet Elementary                         |
| 43) City of Peachtree City                        | 59) Julia P. Bryant Elementary                  |
| 44) City of Gainesville                           | 60) Langston Chapel Elementary                  |
| 45) Georgia Sheriff's Association                 | 61) Langston Chapel Middle School               |
| 46) Georgia Department of Administrative Services | 62) Mattie Lively Elementary School             |
| 47) Georgia World Congress Center                 | 63) Mill Creek Elementary                       |
| 48) Loganville Fire and Emergency Services        | 64) Nevils Elementary Schools                   |
| 49) Richmond County Board of Education            | 65) Portal Elementary School                    |
| 50) Wilkinson County Board of Education           | 66) Portal Middle and High School               |
| 51) Atlanta Public Schools                        | 67) Sallie Zetterower Elementary                |
| 52) Habersham Board of Education                  | 68) Southeast Bulloch Middle School             |
| 53) Bulloch County Schools Central Office         | 69) Southeast Bulloch High School               |
| 54) Bulloch County Board of Education Maintenance | 70) Statesboro High School                      |
| 55) Bulloch County School, Technology Department  | 71) Stilson Elementary School                   |
|   | 72) William James Middle School                 |
|   | 73) Harris County Sheriff's Office              |
|   | 74) Lincoln County Sheriff's Office             |
|   | 75) Sardis Police Department                    |
|   | 76) Dooley County Board of Education            |

- **Registered and highly active Buyers in all 50 states and 21 foreign countries**

- **Major benefits for clients of [GovDeals](#)**

- 1) **Produces higher prices.** Global exposure to a large 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, concise 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. Single items sold in excess of \$100,000 have a reduced rate for the amount that exceeds \$100,000.
- 2) No licensing fees – no monthly re-curing costs.
- 3) No minimum quantities to list – monthly or annually.
- 4) All items sold during the month are invoiced at end of month with full itemization. Payment upon receipt of invoice.
- 5) 100% contingency contract - 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) **Default Buyers** – This is a rare event, but the options are; **a)** negotiate with the 2<sup>nd</sup> highest bidder, **b)** re-list if unsuccessful in negotiating with 2<sup>nd</sup>, 3<sup>rd</sup> and additional reasonable Buyers. No costs are incurred until your items are sold and payment is 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 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.
- 3) **Digital camera** – capable of taking a 1MB or smaller photo.
- 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.

**If you have any questions or would like a sellers agreement, please contact:**

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