

## Iron Planet # 041316-IPI

Pricing for contract # 041316-IPI is provided at these rates for the following services to Sourcewell participating agencies.

The table below describes our service offerings and associated pricing.

Dynamic Solutions					
Service Model (SM)	Online Onsite	Online Offsite	Physical Onsite	Physical Offsite	Do it Yourself
Description	Items sold online, from the member's location. Includes all value-added services.	Items sold online, but Iron Planet is required to transport and store items away from member site. Includes all value-added services and transportation and storage costs.	Items sold through physical auction held on member site. Can be simulcast to leverage the buy power of a global market. Simulcast option allows member to take advantage of the included value-added services such as inside sales.	Items sold through physical auction. Requires us to transport, store, and auction items at a remote site. Can be simulcast to leverage the buy power of a global market. Simulcast option allows member to take advantage of the included value-added services such as inside sales.	A site dedicated to facilitating transactions between government sellers and a global buyer base. Leverages global buyer base and targeted marketing.
Pricing	85/15 Proceed Share	80/20 Proceed Share	75/25 Proceed Share	70/30 Proceed Share	2.5% of the sale price of an item

We are committed to our partnership with the NJPA to support its members, grow our business, and to strengthen its alliance and incentivize existing members and new members to join. Therefore, we are offering rate discounts based on total Gross Auction Sales through Iron Planet’s contract. Rate discounts will be evaluated annually and based on the prior year’s total Gross Auction Sales. The first year of the contract will be executed at the initially proposed rates defined in our response to question 7. Rate discounts will only be applied to proceed share rates for full-service solutions.

Gross Auction Sales	Rate Discount	Example Rate
\$0 to \$20,000,000	0	85/15
\$20,000,001 to \$25,000,000	.25%	85.25/14.75
\$25,000,001 to \$30,000,000	.50%	85.50/14.50
\$30,000,001 to \$35,000,000	.75%	85.75/14.25
\$35,000,001 and up	1%	86/14

Additionally, we are seeking a truly partnered relationship with the NJPA members that we will be serving. We strive to accomplish that through performance, as seen in a pricing model where we are compensated based on our ability to sell assets for the highest possible sale price. Members will be able to take advantage of an additional rate discount based on their own total Gross Auction Sales. These discounts will be evaluated and applied similarly to the whole contract discount. Discounts will be evaluated annually and based on the prior year’s total Gross Auction Sales. As above, the first year of the contract will be executed at the initially proposed rates. Likewise, these discounts will only be applied to proceed share rates and will be applied in addition to any whole contract discounts.

Gross Auction Sales	Rate Discount	Example Rate
\$0 to \$2,500,000	0	Contract Rate
\$2,500,001 to \$5,000,000	.25%	Contract Rate + .25%
\$5,000,001 to \$7,500,000	.50%	Contract Rate + .50%
\$7,500,001 to \$10,000,000	.75%	Contract Rate + .75%
\$10,000,001 and up	1%	Contract Rate + 1%