GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
Authorized Federal Supply Schedule Price List
Price List Current as of Modification # PS-A812 Effective 2/3/2020

Schedule Title: Multiple Award Schedules (MAS)

Industrial Group: Professional Services

Contract Number: 47QRAA20D001L

Contract Period: November 19, 2019 through November 18, 2024

Contractor: Sorcity.com, Inc.
13625 Pond Springs Road
Suite # 202
Austin, TX 78729
Website: www.sorcity.com

Contract Administrator: Wes Guillemaud
Sorcity.com, Inc.
13625 Pond Springs Road
Suite # 202
Austin, TX 78729

Phone: (469) 855-1411
Fax: (512) 366-9166
Email: Wes@sorcity.com

Business Size: Small

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at: www.fss.gsa.gov.

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address GSA Advantage! is: www.GSAAdvantage.gov.
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Corporate Profile – Service Value

For a solicitation officer looking to get lower prices, save time, and save money safely and quickly, without added time, money, people or software, the Sordicy reverse auction Center of Excellence service is a great option.

Since 1999 organizations have saved millions of dollars more by letting Sordicy help them prepare solicitations and run reverse auctions for them, so they reach more Suppliers, get more competitive bidding, and gain lower prices in less time. Benchmarks show that on average, you will get 12% lower prices with Sordicy on Goods, Services, and Capital purchases.

Reverse auctions can save government hundreds of millions of dollars more and make your sourcing efforts much easier. Suppliers can see when they are outbid and they can enter lower bids, driving your prices down.

Past Performance some Sordicy customers...

Core Competencies
✓ Gain 12% lower prices
✓ Save 3-9 days sourcing
✓ Pay no fee for the service
✓ Reach more suppliers
✓ Help writing the solicitation
✓ Help reviewing data
✓ Help qualifying Suppliers
✓ Better results

"This contract extension is a result of our success in leveraging Reverse-Auctions which have already saved AAFES millions of dollars. We are very pleased with the performance and professional services of Sordicy.com."

Hayward Moore, C.P.M., AAFES
CLIENT FEEDBACK

Major Tim Hawkins, Ph.D., U.S. Air Force: "After contracting officers solicited proposals from several companies, the lowest bid received was about $2 million. Often, the government will award a competed contract based on initial pricing received -- not this time." The suppliers then entered their bids for the generators during the 2nd round Sorcity eBid Event, and after 278 bids during six hours, the price was bid down to $1.5 million dollars. This reduced the price enough to save the Air Force $395,000. It was great watching the bidding process unfold. Conducting this process online gave each supplier the opportunity see what they were up against as they bid against their competition, but it was that competition that led to big savings for the Air Force. Our taxpayers deserve it, and our Air Force needs the savings to fund modernization… by ignoring eBidding, we are certainly leaving a lot of money on the table."

Rose Kohut, Director of Purchasing, Richardson ISD; "I would like to thank you all once again for your encouragement and absolute professional manner in the way Sorcity handled our reverse auction this past week. We are truly excited and very pleased with the results and look forward to reaping the 41% cost savings that we witnessed in the live Event! I believe I can confidently say that RISD Purchasing was pleased (again) with the overall process that Sorcity 'managed' for us and all the time it did indeed remove from the typical bidding process."

Don Marshall, Director of Logistics, Spring ISD; "We have utilized the services of Sorcity several times since the reverse auction method of procurement was approved for use by school districts. I have found them to be professional and able to provide technical expertise of the highest quality. We have internal software that allows us to perform reverse auctions in-house, but I have found Sorcity can provide a larger group of interested vendors. This translates to real savings when we compared actual bids to eBids for the same product. We plan to continue using the Sorcity eBid service in securing goods and services where it makes sense."

Mark Schulman, Sr. Director of Continuous Improvement, Imperial Sugar; "You can't truly appreciate the ease and simplicity of getting lower prices through the Sorcity Ebid process until you try it. Since they don't charge the buyer any fee, we said why not. We were very cautious at first but recognized the time savings through Sorcity and our ability to maintain complete control over our requirements. We gained a significantly lower price. We are very pleased with the results and are pursuing more savings with Sorcity. What a great option for all major bids."

Gus Agostinelli, Senior Vice President at Atrium Companies, Inc., "The price reduction percentages achieved with Sorcity equal millions of dollars of savings for us. We needed a lower price to contribute to our competitive edge in the marketplace, while actually improving service-levels in these regions, but without disrupting current business operations or quality. Knowing the sensitivities surrounding online bidding, we were pleased to find that Sorcity provides a host of professional services to ensure our success. Even more pleasing was that it cost our company nothing to conduct these bid events."

Kendall Lake, Manager, Procurement Systems, Vought Aircraft Industries, Inc., "We quickly saw the benefit of using Sorcity and ran three events our first month. It was very easy since there's no training required, software to install and they provide solid responsive customer support. We posted a variety of purchases at no charge and consistently saved time and money."
Jim Tyson, **Pier 1 Imports**, Director, Corporate Purchasing says; one of the most attractive aspects of Sorcity.com is how objective it allows the buying process to be. "This makes it easier for us to take existing vendor relationships out of the mix and keep our selection bottom-line. We have saved millions of dollars more than our negotiated prices over the past several years.

John Lewandowski, Strategic Sourcing Manager, **The Mentholatum Company**: "This is an excellent tool for any procurement organization! I know of no other company that provides this level of service without charging an outrageous fee. We have no fee with Sorcity. I haven't seen an offer like that anywhere. Plain and simple, we have aggressive cost reduction goals and Sorcity offers a way to reach those goals faster, and without software, internal support, or cost. Who wouldn't want to try something this simple to get lower prices? We saved over 20% on our first ebid. We were even more impressed with Sorcity's supplier network, reaching more than we had time to find, which added to the open, competitive bidding. We continue to ebid."

Laura Addonisio, **PCC Structurals, Inc.**, “When I was first asked by our executives to try this method of bidding through Sorcity, it was for a large, complex contract. I had many reasonable concerns, but quickly recognized that I had full control over the bid and nothing was compromised by allowing suppliers to compete against each other online. It was amazing to receive over 100 bids and gain a **savings over $1,000,000 dollars**. The service and thoroughness that Sorcity added allowed me to relax and view them as an extension of my team. We are extremely pleased and have already identified over 20 additional contracts to save time and money using the Sorcity process."

Gene Roth, Purchasing Manager, **Enterprise Rent-A-Car**; "I have found that typically in any sourcing exercise, there are a number of suppliers who have the goods, want our business, and can meet our terms. At that point in the process, the decision is based on price and who we trust can deliver on our agreement. After a brief look it was obvious that a no-cost, no-software tool was basically no risk and worth a try. In our first three events alone we saved over **$6 million**, an average of **42%** on the Reverse-Auctions we held through Sorcity."

Ronda Allen, former Purchasing Manager at **JCPenney**, now with **Boeing** says; "Of the other sites that offer similar services, I still feel Sorcity.com is the best in the market for freeing up a buyer's time for real value-added work."

Deke Knowlton, Chief Procurement Officer, **Greatwide Dedicated Transport**; Having a highly competent procurement staff works even better when they have access to advanced sourcing tools such as Sorcity Strategic Sourcing. At no cost to us, we have already **saved over $1,000,000** by allowing suppliers to compete with each other, instead of against us, through this open, competitive bid service, and we have just begun. The experienced Sorcity team works carefully with ours to deliver results that clearly outperform other bid methods. They made the process quick for our staff and we are already planning to bid more Direct Materials, Indirect Materials, Services and Capital Equipment through Sorcity.

Dan Walker, Senior Vice President Store Operations, **EyeCare Centers of America, Inc.**, "With all the options in the market, Strategic Sourcing can get complex and costly to implement and manage."
Sorcity's Strategic Sourcing services eliminated all the cost, time and pain typically involved, by working with our purchase data and managing much of the sourcing process, while we maintained complete control. They provided quality suppliers, in addition to ours, that understood our needs and bid accurately, all while expanding our supplier reach well beyond our norm. **We saved over $300,000** on our first two purchase contracts and Sorcity did a great job delivering what they said, to include no surprises. **We saved over 18%** on our purchase! We will definitely be working with Sorcity going forward!"

**Hayward Moore, C.P.M., Chief, Procurement Branch, Army Air Force Exchange Services,** "This contract extension is a result of our success in leveraging Reverse-Auctions which have already **saved AAFES millions of dollars.** We are very pleased with the performance and professional services of Sorcity.com," AAFES has demonstrated that Reverse-Auctions can be applied not only to expense or MRO items, but also to resale items in their exchanges on generic and private label products. This leadership on the retail side provides US armed forces with a better value on the goods they buy.

**Lisa Scharf, C.P.M., Purchasing Manager, Taylor Publishing Company,** "The Sorcity model made complete sense to try since there is no cost or software implementation. Our results speak for themselves with a **31% savings** on our first set of Reverse-Auctions for various products and services. The time we spent understanding the Sorcity tool was minimal and well worth these savings. They are very helpful and provided us solid professional services to achieve these great results."

**Judy Remitz, Buyer, Menasha Material Handling Corp.,** "I really do appreciate Sorcity.com for your assistance in obtaining new vendors. This Reverse-Auction service saves immeasurable time for me and we are very happy with the large dollar savings!"

**Rob Overmyer, Senior Buyer, Parker Hannifin,** "I have run a number of Reverse-Auctions for a variety of items and have achieved great success. Sorcity offers one of the easier and more effective on-line solutions to sourcing my requirements. By having my current suppliers bid through my Reverse-Auctions also, it takes even less time and I'm ensured the best price."

**Patty Borck, Buyer, Owens Corning;** Our company has placed several Reverse Auctions through Sorcity.com, our latest saved over 15% on what we expected to pay. The results are excellent, we saved significant time by not having to locate new suppliers, administer the RFQ, or negotiate the price. We are pleased to have this capability without the cost, risk or time required by other e-Procurement offerings on the market. It's a great solution!

**Rich Lefebvre, e-Business Practice Marketing Director at Electronic Data Systems (EDS);** "The all-inclusive reverse-auction model like Sorcity.com gives the buyer a comprehensive sourcing tool and the same service at no cost. So, find me one purchasing agent out there who would actually prefer making their corporate purchases through dozens of specialists, if they could get the same products for less money through one single source."
CUSTOMER INFORMATION

1a. **Table of awarded special item number:**

**Multiple Award Schedule (MAS)**

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>OLM</td>
<td>Order-Level Materials</td>
</tr>
<tr>
<td>541611</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
</tbody>
</table>

**541611 Subgroups**
- Acquisition/Grant Management Support
- Facilitation Services
- Management Consulting Services
- Program/Project Management Support
- Strategic Planning

1b. **Lowest Price Model:**

**MAS SPECIFIC LABOR CATEGORY HOURLY RATES**

Sorcity offers two options for our fees to be paid. **Option 1** is seller-paid, which means when you place a solicitation for goods or services out for bid through a Sorcity reverse auction, then only the awarded seller pays the Sorcity fee and agrees to that prior to bidding. **Option 2** is where the Government agency using the Sorcity reverse auction pays the Sorcity fee.

Both options are shown in the tables below. Sorcity clients often use the seller-paid option since sellers usually have a cost of sales and this fee replaces other sales costs they do not incur when business comes to them through Sorcity. The choice of Sorcity fee payment is up to the Government agency and Sorcity can further explain the options in an initial phone call.

Option 1 – Fee paid Only by the Supplier you award, so fee to Government agency is:

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Director</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
</tr>
<tr>
<td>Analyst</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
<td>$0.00</td>
</tr>
</tbody>
</table>
CUSTOMER INFORMATION

Option 2 – Fee Paid directly by Government agency instead of by the seller is:

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Director</td>
<td>$158.69</td>
<td>$158.69</td>
<td>$158.69</td>
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</tr>
<tr>
<td>Analyst</td>
<td>$77.08</td>
<td>$77.08</td>
<td>$77.08</td>
<td>$77.08</td>
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</tr>
</tbody>
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1c. Labor Descriptions:

**Director**
Experience: Minimum of 20 years of Consulting and/or directly relevant industry experience
Education: Minimum Bachelor’s Degree or equivalent in a related field

**Labor Category Skills and Expertise:**

The Director has experience managing programs and the demonstrated ability to offer guidance and direction for multiple projects and in design, implementation and managed services including, but not limited to:

- Conducting and leading responsibilities including client relations and project delivery through Sorcity’s Lifecycle, while maintaining client contact at leadership level.
- Assisting and educating clients on their ability to save time and money with Sorcity and identify savings opportunities.
- Providing recommendations, solutions, quality control, and establish and help meet objectives. Monitoring project progress, project management, issue resolution.

**Analyst**
Experience: Minimum of 5 years of Consulting and/or directly relevant industry experience
Education: Minimum Bachelor’s Degree or equivalent in a related field

**Labor Category Skills and Expertise:**

The Analyst has experience in supporting projects including, but not limited to:

- Conducting project work including, working with clients through delivery using Sorcity’s Lifecycle, while providing quality control, analysis, research, qualify and engage Suppliers to place bids, preparing solicitations, conducting market research, developing bid strategies, qualifying suppliers, assisting with the award process, monitoring supplier performance.
CUSTOMER INFORMATION

2. Maximum Order: $1,000,000

3. Minimum Order: $100

4. Geographic Coverage: Domestic Only (50 States, D.C.)

5. Point of Production: Austin, TX

6. Discount from List Prices or Statement of Net Price: Prices are net prices and include all discounts and fees

7. Quantity Discounts:
   1% for task orders between $100,000 and $250,000
   2% for task orders between $250,000 and $500,000
   3% for task orders over $500,000

8. Prompt Payment Terms: Net 30 Days
   [Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.]

9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold.

9b. Notification that Government purchase cards are not accepted above the micro-purchase threshold.

10. Foreign Items: None

11a. Time of Delivery: Contact Contractor

11b. Expedited Delivery: Contact Contractor

11c. Overnight and 2-day Delivery: Contact Contractor

11d. Urgent Requirements: Contact Contractor
CUSTOMER INFORMATION

12. **F.O.B. Point:** Destination

13a. **Ordering Address:**
    
    Contract Administrator
    Attn: Wes Guillemaud
    Sorcity.com, Inc.
    13625 Pond Springs Road
    Suite # 202
    Austin, TX 78729
    
    Phone: (469) 855-1411
    Fax: (512) 366-9166
    Email: Wes@sorcity.com

13b. **Ordering Procedures:**
    [For supplier and services, the ordering procedures, Information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.]

14. **Payment Address:**
    
    Electronic Payment/Wire Transfer and ACH
    Bank: JPMorgan Chase
    Address: Dallas, TX 75201
    Account Number: 244978949165
    Routing Number: 111000614
    Transmitted Memo: Reverse Auction #

15. **Warranty Provision:** None

16. **Export Packing Charges:** N/A

17. **Terms and Conditions of Government Purchase Card Acceptance:** N/A

18. **Terms and Conditions – Rental, Maintenance, and Repair:** N/A

19. **Terms and Conditions – Installation:** N/A

20. **Terms and Conditions – Repair Parts:** N/A
CUSTOMER INFORMATION

20a. Terms and conditions – Other Services: N/A

21. List of Service/Distribution Points: N/A

22. List of Participating Dealers: N/A

23. Preventive Maintenance: N/A

24a. Special Attributes: N/A

24b. Section 508 Compliance: The professional services offered by Sorcity are technical, managerial and advisory services which are not generally considered Electronic and Information Technology (EIT) and which are not provided by the government to employees or to the public. Section 508 Compliance does not apply to these services. If these services are ordered in support of agency requirements relating to EIT applications, products and services provided to employees or to the public, then, Sorcity will address Section 508 Compliance requirements as set out in a Task Order or Statement of Work. The EIT standard can be found at: www.Section508.gov/.

25. Data Universal Number System (DUNS): 071476225

26. Notification regarding Registration in System for Award Management (SAM) Database: Registered

End