

**Exhibit B**  
**State of Florida Price Sheet**

**A. State Agency Fee Structure**

**\*\*Only Florida State Agency customers will utilize the State Agency Fee Structure\*\***

A state agency Customer's fee is based upon whether they are collecting auction proceeds: Non-Financial Settlement Services (Non-FFS) or having GovDeals collect, assume chargeback liability and remit payment to the Customer: Financial Settlement Services (FFS). There is a minimum \$5.00 asset/lot fee on all successful auctions. GovDeals reserves the right to offer a lower fee for the auction of a single asset/lot with an estimated value that exceeds \$500,000.

**State Agency Fee Table**

<b>Non-FSS Fee</b>	<b>FSS Fee</b>
6.25%	9.25%

**B. Other Eligible Users (OEU) Fee Structure**

The OEU Customer's standard fee payable to GovDeals shall be **7.5%** if the non-FSS Tier 1 pricing plan is elected and **12.5%** if the FSS Tier 2 pricing plan is elected (subject to a minimum per asset/lot fee of \$5.00), which will be reduced according to the Tiered Fee Reduction Schedule below.

For each twelve (12) month period of this ACS, once the aggregate auction proceeds for all Customers of Exhibit C: Master Agreement exceeds \$1 million, GovDeals shall pay each Florida ACS OEU Customer a cash rebate at a fixed rate of **1.25%** of their aggregate auction proceeds. The volume of this rebate is not capped and will be remitted annually to the OEU Customer by GovDeals.

The OEU Customer has the option to choose from the following Tier 1 or Tier 2 pricing plans:

**Tier 1 - Customer Collects Proceeds: Non-Financial Settlement Services (Non-FSS)**

**Option A1:** The Customer pays a 7.5% fee (subject to a minimum per asset/lot fee of \$5.00), which will be reduced according to the Tiered Fee Reduction Schedule described below. GovDeals will invoice the Customer each month for fees on items sold in the previous month. The Customer is allowed thirty (30) calendar days from date of invoice receipt to remit payment.

**Option A2:** The Customer pays a 7.5% fee (subject to a minimum per asset/lot fee of \$5.00) and is given the capability to easily pass the entire fee on to the winning bidder as an administrative fee. The Customer is only allowed to pass on to the winning bidder the amount charged to them based on the Tiered Fee Reduction Schedule described below. The amount invoiced to the winning bidder will include the gross sale amount of the item, the administrative fee, and any special fees and sales taxes, if any. By passing this fee on to the winning bidder, the Customer's effective fee is zero percent (0%). GovDeals will invoice the Customer each month for fees on items sold in the previous month. The Customer is allowed thirty (30) calendar days from date of invoice receipt to remit payment.

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**Tier 2 - Customer Elects GovDeals Financial Settlement Services (FSS).**

GovDeals collects the auction proceeds, assumes chargeback liability and remits payment to the Customer. Only one option below can be used and once this option is chosen, it cannot be changed for twelve (12) months.

- Option B1:** The Customer pays a 7.5% fee (subject to a minimum per asset/lot fee of \$5.00), which will be reduced according to the Tiered Fee Reduction Schedule and the winning bidder pays a 5% buyer's premium.\*
- Option B2:** The Customer pays a 5% fee (subject to a minimum per asset/lot fee of \$5.00) and the winning bidder pays a 7.5% buyer's premium.
- Option B3:** The Customer pays a 2.5% fee (subject to a minimum per asset/lot fee of \$5.00) and the winning bidder pays a 10% buyer's premium.
- Option B4:** The Customer pays 0% fee and the winning bidder pays a 12.50% buyer's premium.

\*If the Customer chooses to pay the full 7.5% fee in Option B1, they will have access to the Tiered Fee Reduction Schedule.

**C. Tiered Fee Reduction Schedule**

GovDeals' Tiered Fee Reduction Schedule below explains how the base auction fee of 7.5% is reduced for assets that sell in excess of \$100,000.

When an asset sells for up to \$100,000, GovDeals' fee is seven and one-half percent (7.5%) of the winning bid, but not less than \$5.00.

Where an asset sells for between \$100,000, and \$500,000, GovDeals' fee is seven and one-half percent (7.5%) of the winning bid up to \$100,000, plus five and one-half percent (5.5%) of the winning bid for auction proceeds in excess of \$100,000 up to \$500,000.

Where an asset sells for between \$500,000, and \$1,000,000, GovDeals' fee is seven and one-half percent (7.5%) of the winning bid up to \$100,000, plus five and one-half percent (5.5%) of the winning bid for auction proceeds in excess of \$100,000 up to \$500,000, plus three and one-half percent (3.5%) of the winning bid amount in excess of \$500,000 up to \$1,000,000.

Where an asset sells for greater than \$1,000,000 the GovDeals' fee is seven and one-half percent (7.5%) of the winning bid up to \$100,000, plus five and one-half percent (5.5%) of the winning bid for auction proceeds in excess of \$100,000 up to \$500,000, plus three and one-half percent (3.5%) of the winning bid amount in excess of \$500,000 up to \$1,000,000, plus two and one-half percent (2.5%) of the winning bid amount in excess of \$1,000,000.

**D. GovDeals' Financial Settlement Services (FFS) Program**

- GovDeals collects auction proceeds from the buyers and remits these proceeds to the seller weekly via ACH or check, along with a detailed accounting.
- Buyers pay a buyers' premium. This fee replaces the cost and time needed to secure and send certified funds.

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- GovDeals remits proceeds weekly rather than delaying payment to allow the 30-day electronic payment liability timeframe to expire.
- GovDeals handles payment disputes that occur and assumes all liability for fraud and credit card chargebacks. GovDeals' FSS Customers are never required to return auction proceeds to GovDeals when these incidents occur.
- GovDeals' Customers are covered by a \$5 million crime policy so they are fully protected against any loss of funds. This coverage automatically extends to all GovDeals' Customers. Customers can also request to be named as an additional insured.
- GovDeals is fully compliant with Payment Card Industry Data Security Standards (PCI DSS) which ensures adherence to a set of specific security standards that were developed to protect credit card information during and after transactions.

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