

Amber Hamilton, Senior Buyer
City of Gainesville Purchasing Division
200 East University Ave., Room 339
Gainesville, FL 32601

April 11, 2018

Re: *Invitation to Bid (Bid No. FATG-180073-AH) – Auction Services of Surplus Goods*

Dear Ms. Hamilton:

GovDeals values the relationship we've had with the City of Gainesville over the past 6 years. The City has conducted over 1,000 successful auctions on GovDeals.com for total sales exceeding \$200,000. Types of assets sold include buses, vehicle equipment, computers, bicycles, and several automobiles.

The entire GovDeals team looks forward to continuing our relationship with the City for years to come. This is especially true for your dedicated Client Services Representative, Luciana Goreed, based in Tampa. She has truly enjoyed helping your team utilize GovDeals' innovative platform and foster the City's success.

Upon receiving notice of your current Invitation to Bid for Auction Services for Surplus Goods, we thoroughly reviewed the solicitation in the hopes that our company could provide you with a responsive proposal to sell your retired vehicles and equipment on our online auction platform. However, due to transportation and storage of assets being central to the scope of this RFP, GovDeals will not be able to respond to this solicitation.

While unable to meet the specifications of your RFP, we would appreciate an opportunity to earn the City's surplus vehicle and equipment business utilizing our in-place auction process, as currently utilized for the City's non-vehicle assets.

Thank you for considering continued and further utilization of the GovDeals online auction program as an alternative, or in addition to, the City's current surplus sales processes. Nothing would please us more than an opportunity to meet with your team to answer any questions you may have and provide an on-site demonstration of our back-end system. Please feel free to contact Luciana via phone at 904-238-8797 or email at lgoreed@govdeals.com; my contact information is also provided below.

As President of GovDeals, I know I speak for Luciana and our entire team when I express how much we value every opportunity to serve the City of Gainesville. Please know we will work hard to exceed your expectations and to be individually and collectively accountable for making this happen if given a chance to expand GovDeals' relationship with the City to meet your vehicle liquidation needs.

Sincerely,



Roger Gravley, President

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