ERIE COUNTY WATER AUTHORITY
INTEROFFICE MEMORANDUM

June 20, 2018

To: Jerome D. Schad, Chairman
        Mark S. Carney, Commissioner

From: Paul Riester, Director of Administration

Subject: Gov Spend Software

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As mentioned at the June 14, 2018 Board of Commissioners Meeting, we are now aware of a pricing transparency software that will greatly enhance our research toolbox.

This powerful search engine will provide intelligence on pricing and sole source authenticity from over 20,000 local, state and federal agencies.

Gov Spend was presented at the 2018 Gov Buy Conference in Albany, New York. It is strongly supported by two procurement colleagues, Sean Carroll, Chief Procurement Officer at the Office of General Services, and Paul Brennan, Rockland County Purchasing Director and former President of New York State Association of Municipal Purchasing Officials and National Institute of Governmental Purchasing.

With staff retirements in Central Purchasing, this tool will assist us immediately at verifying the best pricing and with other valuable vendors we need to reach out to for procurement.
The three-year guaranteed rate will allow us to explore Gov Spend for one contract year:

1 User	$4,000 per year
3 Users	$6,000 per year

I am looking for confirmation that I use existing budgeting funds to authorize our enrollment.

PR*lmb
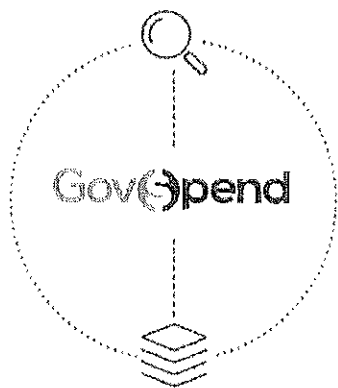
GovSpend

GovSpend is a powerful search engine that provides purchasing intelligence from over 17,000 local, state, and federal agencies.

Web-based access avoids the need to install software, purchase hardware, integrate systems or change processes.

Purchasing Benefits:

- Identify new vendors, products and best prices.

- Access marketplace prices to use in vendor negotiations.

- Validate vendors through analytics and with peers.

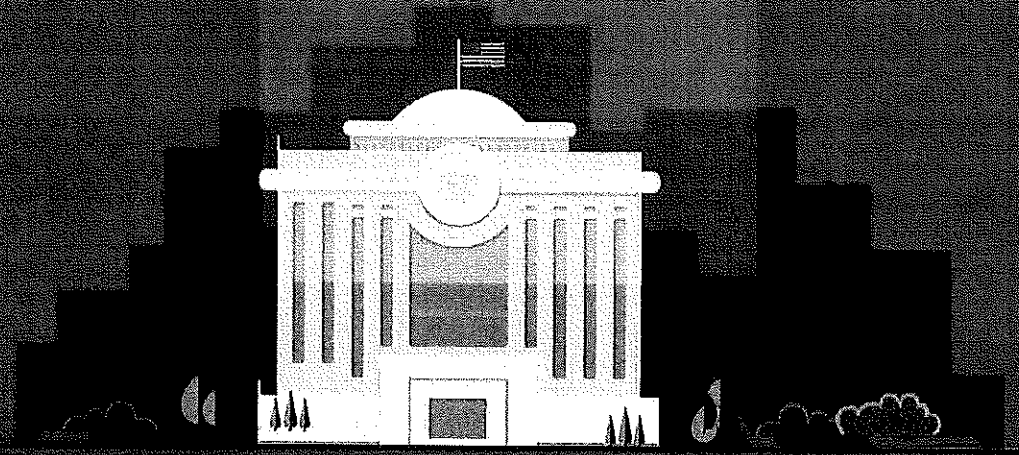## Agency Benefits:

- See purchasing activity and spending patterns across your Agency.

- Monitor your Agency's performance against other agencies.

- Identify lapses in procurement policy compliance.

- Sole Source validation.

To see GovSpend in action, contact us at:

📞 (888) 998-8675   🖥 govspend.us   ✉ gov@govspend.us

GovSpend

Saving agencies time and money by sharing purchasing data

Gov Spend

Ref: **Sole Source Letter**

Thank you for your interest in GovSpend. Hundreds of local, county, state and federal agencies are using GovSpend to realize significant financial savings and efficiencies in their purchasing efforts.

With this product, government Agencies benefit from GovSpend's database of hundreds of millions of local, state and federal purchase order records to:

1) find the best price on products and services they need to purchase

2) easily find hard to locate products

3) find the vendors - and their contact information - who offer these products and services

4) complete a one-click request for quotes from these vendors

5) see an Agency's aggregated purchasing information and performance

6) provide community access to the Agency's purchasing information

7) validate sole source companies

GovSpend represents a suite of proprietary software applications developed and offered exclusively by GovSpend and patented by the United States Patent & Trademark Office (U.S. Patent No. US 2014/0188948 A1).

These applications are the only solutions on the market which use a national database of purchase order records to create purchasing intelligence to drive increased government procurement efficiency and cost savings. GovSpend is unaware of any product, application or platform in the market that does this.

At GovSpend, we take great pride in knowing that our suite of products drives tremendous financial savings and procurement efficiency - in a way that's easy to deploy and easy to use. We appreciate your consideration of GovSpend's products and look forward to working together.

Sincerely,

Jeffrey D. Rubenstein
President & CEO
954-471-8101
jeff@govspend.us

Form W-9
(Rev. November 2017)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

SMARTPROCURE, INC

2 Business name/disregarded entity name, if different from above

GOVSPEND

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC   ☑ C Corporation   ☐ S Corporation   ☐ Partnership   ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ►

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ►

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from FATCA reporting code (if any)

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

700 W Hillsboro Blvd, Suite 4-100

6 City, state, and ZIP code

Deerfield Beach, FL 33441

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I   Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see What Name and Number To Give the Requester for guidelines on whose number to enter.

Social security number

Employer identification number

4 7 - 2 3 3 7 1 8 9

Part II   Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and

2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and

3. I am a U.S. citizen or other U.S. person (defined below); and

4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here   Signature of U.S. person ►   _[signature]_   Date ►   January 23, 2018

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

• Form 1099-INT (interest earned or paid)

• Form 1099-DIV (dividends, including those from stocks or mutual funds)

• Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)

• Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)

• Form 1099-S (proceeds from real estate transactions)

• Form 1099-K (merchant card and third party network transactions)

• Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)

• Form 1099-C (canceled debt)

• Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

Cat. No. 10231X

Form **W-9** (Rev. 11-2017)

Certificate Of Completion

Envelope Id: 06CCC6124DF04B4DB04D39A3CA5FC142
Subject: GovSpend Purchase Agreement
Source Envelope:
Document Pages: 9   Signatures: 1
Certificate Pages: 1   Initials: 0
AutoNav: Enabled
Envelopeid Stamping: Enabled
Time Zone: (UTC-05:00) Eastern Time (US & Canada)

Status: Delivered

Envelope Originator:
GovSpend
700 West Hillsboro Blvd. Suite 4-100
Deerfield Beach, FL 33441
noreply@govspend.com
IP Address: 12.238.122.226

Record Tracking
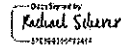
Status: Original
    6/20/2018 10:42:36 AM

Holder: GovSpend
    noreply@govspend.com

Location: DocuSign

Signer Events	Signature	Timestamp
Rachael Scherer rscherer@govspend.us Security Level: Email, Account Authentication (None)	*Rachael Scherer* 57E1691669F2A14	Sent: 6/20/2018 10:43:11 AM Viewed: 6/20/2018 10:44:43 AM Signed: 6/20/2018 10:47:43 AM
	Using IP Address: 12.238.122.226	
Electronic Record and Signature Disclosure: Not Offered via DocuSign		
Paul Riester priester@ecwa.org Security Level: Email, Account Authentication (None)		Sent: 6/20/2018 10:47:45 AM Viewed: 6/20/2018 1:34:41 PM
Electronic Record and Signature Disclosure: Not Offered via DocuSign		

In Person Signer Events	Signature	Timestamp

Editor Delivery Events	Status	Timestamp

Agent Delivery Events	Status	Timestamp

Intermediary Delivery Events	Status	Timestamp

Certified Delivery Events	Status	Timestamp

Carbon Copy Events	Status	Timestamp

Notary Events	Signature	Timestamp

Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	6/20/2018 10:47:45 AM
Certified Delivered	Security Checked	6/20/2018 1:34:41 PM

Payment Events	Status	Timestamps

Gov(S)pend

Thank you

Support
888-998-6348

Government Agency Sales
888-998-8675

govspend.us

What we do

GovSpend combines purchasing data from thousands of government agencies across the county. We make it available over the web without any need to change your eprocurement system.

Check us out in Forbes →

SAVING AGENCIES MONEY BY SHARING INFORMATION

Our mission is to help government agencies make more informed and effective purchasing decisions. Shared access to information provides every government agency with better purchasing power and a more thorough, reliable way to source the best vendors for the job.

Save Time

Use a website designed for government. Stop wasting time on Google.

Find Vendors

Discover vendors already selling to neighboring government agencies.

Save Money

Know the best price the vendor has given any agency across the country.

How we help

Since 2011, GovSpend has been working cooperatively with thousands of local, state, and federal government agencies. We currently have hundreds of millions purchase orders across all 50 states, and we're adding more than 1 million purchase orders per week. If a government agency has bought it, it's in our database.

"If better procurement data reduces the City's
$11 billion contracts budget by just 1 percent, we will
realize savings of more than $100 million a year"

Ari Hoffnung · Deputy Comptroller of Budget & Public Affairs, City of New York

How it works

Agencies are choosing to search GovSpend instead of wasting countless hours on Google. You can now type in any product or service that you need to buy and instantly see which vendors your fellow peers (other agencies in your state or across the country) have chosen. Not only can you find qualified vendors, you can also view detailed pricing of what your neighboring agencies have paid to make sure you are getting the best deal.

FIND THE BEST AVAILABLE GOVERNMENT RATE

Save an enormous amount of time & frustration and know instantly if the vendor of your choice is giving you the BEST AVAILABLE GOVERNMENT RATE along with a host of other features. Anytime you need to make a purchase above your agency threshold, you can now use our RFQ button. A single click will add hours back into your day and give you the best and final price for negotiation.

Searching Google for Taser Cam HD Part# 26810: $649.99
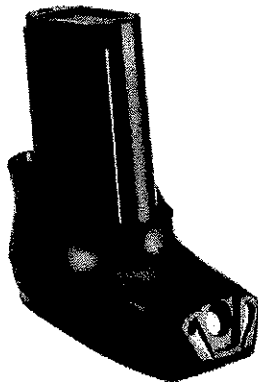
TASER CAM HD

The TASER CAM HD is intended for use with the X26 and X26P series devices. [illegible body text]

$649.99

Add to Cart

WHAT WE FOUND

Searching GovSpend found 3 agencies who bought from the same vendor at 3 different prices.

Orange County Board of County Commissioners
to Taser International

9/16/2016

Item #26810 - TASER CAM, TCHD

Qty 16   **$548.96**

Purchase Order #: M0000079602 with 6 line items for $30,500.70

Township of Eastampton
to Taser International

6/15/2016

26810 - TASER CAM, TCHD

Qty 1   **$555.55**

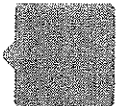Purchase Order #: 16-00502 with 8 line items for $2,444.70

Athens-Clarke County
to Taser International

6/14/2016

Item #26810 - TASER CAM, TCHD c04170002

Qty 8   **$445.38**

Purchase Order #: 29133 with 7 line items for $14,824.72

REQUEST A QUOTE IN SECONDS

Find the lowest price and click the Request Quote button. We will notify the vendor, including a reference to the best available government rate, to ensure you are getting the best deal.

Athens-Clarke County
Athens-Clarke County, GA

Taser International
PO BOX 29661 Phoenix, AZ 85038

$14,824.72

Date: 2/10/2017

Description
Tasers & related equipment 5/14/16

Line Items

Line	Description	Qty	Price	Measure	Amount	
1	Item #11002 - Handle, Black, Class III, X26P	8	$892.97	ea	$7,143.76	Request Quote →
2	Item #26810 - Taser Cam. TCHD C0417	8	$445.38	ea	$3,563.04	Request Quote →
3	Item #26762 - Kit, USB, Taser Cam HD E0417	1	$15.94	ea	$15.94	Request Quote →
4	(Freight) E 0417 0002	1	$144.30	ea	$144.30	Request Quote →

Our recognition

Founded in 2011, GovSpend has grown
tremendously over the past 5 years to more
than 200 employees. We have been recognized
by numerous national publications and received
multiple innovative technology awards to help
the public sector.
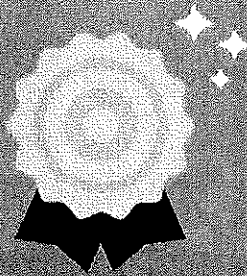
Inc.

"GovSpend's data...allows businesses to search for the areas where their product is likely to be in highest demand."

Forbes

"Cash-strapped government agencies could save a lot of money if they had access to a centralized database of relevant purchases by comrades in other locations."

The Washington Post

"GovSpend gives our users the ability to see precisely how to competitively price and market their products and services."

REUTERS

"GovSpend operates as a searchable database of government procurement information, allowing users to find a whole range of past deals."

amazon
web services

2016 Amazon City on the
Cloud Challenge

Winner of Partner in Innovation Award

GovSpend is a powerful tool used by government agencies to share and access critical purchasing intelligence. Hundreds of millions of government purchase orders from local, state and federal agencies are made available and easily searchable via GovSpend. This information is used by agencies to quickly find products, research pricing, verify vendors, ensure compliance, provide data to their citizens and benchmark their performance internally and externally. This can dramatically reduce costs, increase procurement efficiency and decrease records requests. GovSpend uses Amazon Web Services to make their SaaS available in the cloud to cities and to government agencies at every level.

SXSW⚡

2016 South by
South West

1st Place Award Winner Civic Technology Pitch

President Obama, in his SXSW keynote and his preceding weekly address, listed three ways
that tech talent can make a difference:

✅ Make government work better through digital services to improve citizen interactions with government.

✅ Use new technologies to allow us to tackle big problems in new ways.

✅ Use big data, analytics, technology to make civic participation easier.

CODE *for* AMERICA
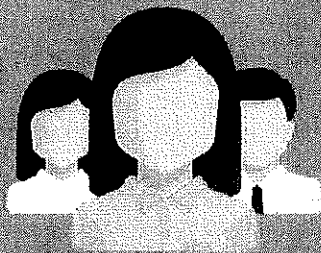
Code for America
Accelerator

Selected into Code for America Acceletator

This first-of-its-kind, four-month program "turbocharged" select civic startups by providing them a springboard to amplify market awareness of their product, additional funding, business mentoring specific to the "government 2.0" space, and introductions to a broad network of civic leaders and potential investors. GovSpend was proud to be one of five companies selected.

"The combined spending of 85,000 federal, state and local government agencies in the U.S. would represent the largest purchasing organization in the world. However, these agencies primarily operate independently, rarely sharing best practices, pricing or vendor information," said Jeff Rubenstein, President and Chief Executive Officer of GovSpend. "Together with Code for America we can transform government procurement based on actionable data and help agencies save time and money."

Our clients

Agencies of all population sizes use GovSpend, from the quiet towns of 2,000 residents to the bustling cities of 2 million. Our clients share the common goal of saving time, finding qualified vendors and spending taxpayer dollars as wisely as possible by shopping for best value.

SELECTED CUSTOMERS

ORANGE COUNTY
FLORIDA

SCF

CITY OF FORT LAUDERDALE

ROME
the copper city.

UNT
EST. 1890

AUGUSTA
COUNTY
PUBLIC
SCHOOLS

SEMINOLE
STATE
COLLEGE

Rockland
County

Mountain
Line

"The benefits of the GovSpend application have been immeasurable. This product is an incredible time saver and makes procurement a much easier task. We are very happy with the customer service provided to us by the team at GovSpend. They have been responsive to all of our needs and requests for assistance. Providing a vendor endorsement is something I rarely do, as most vendors do not rise to the level of satisfaction that would prompt me to recommend their product. GovSpend has risen to that level and I have no qualms with recommending their product."

- Police Captain, City of Aventura, FL.

The Township of Lower requested quotes through GovSpend and was able to achieve a real savings of $1,918 from the quote they had previously received.

Lower Township, NJ

Rockland County, using GovSpend's vendor filter, was able to contest a vendor's sole source status once they identified additional vendors for a specific product, and therefore was able to negotiate a savings of almost $40,000.

Rockland County, NY

We were quoted $6,799 for a Micro Rider Scrubber (SC2000) and found that a local school purchased the same model for a cheaper price from the exact same vendor. I called the vendor right away and referenced the historical PO found in (GovSpend) and they matched the same rate, which saved us $1,021. Our team continues to negotiate better deals after a quick search in (GovSpend). Worth the investment!

Cleveland County, NC

HOUSING AUTHORITY *Pennsylvania*
MONROE COUNTY

In one month, (GovSpend) has saved us over $50,000. I found a tree trimming company that is going to do work for us for over $50,000 less than one we previously had under contract. Excellent tool that I'll continue to use...it already paid for itself 10 times over.

Housing Authority of Monroe County, PA

UNT
EST. 1890

We've only been using it for a month and recognized $12K in savings.

University of North Texas, TX

Who we are

The senior leadership of GovSpend has a strong background in government. Our CEO has been an auxiliary law enforcement officer for almost 20 years. The other members of the team include retired law enforcement officers as well as procurement executives from federal agencies, including the Department of Navy.
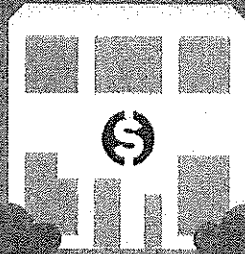
OUR BOARD
OF ADVISORS

Kirk Buffington
Director of Finance City of Ft. Lauderdale

Kirk has served as President of the National Institute of Government Purchasing (NIGP), President of the Florida Association of Public Purchasing Officials (FAPPO) and was elected to the NIGP Board of Directors, Region VII. He is also an adjunct professor at Florida Atlantic University in the Public Administration program.

Ron Klein
Former United States Congressman

Ron has served in the public and private sector as an elected official & attorney for over 30 years. He was elected to the Florida House of Representatives, Florida State Senate and U.S. House of Representatives. He is currently an attorney with Holland & Knight's Public Policy & Regulation Group.

Joe Vittoria
Former Chairman and CEO of Avis, Inc

Joe is currently the Chairman & CEO of Puradyn Filter Technologies, Inc., and Chairman of Greenjets Inc. He is the former Chairman and CEO of Travel Services International, a company he founded and took public in July 1997.

Tom Labombarda
Captain, Aventura Police Department

Capt Labombarda has 14 years of service with the Aventura (FL) Police Department. He is currently responsible for Communications, Fleet, Records, Personnel & Training. Tom has been active with the Department of Justice & National Institute of Justice for over 10 years.

Al Lamberti
Former Sheriff, Broward County

Sheriff Lamberti led the largest sheriff office in the United States until 2012. He was previously elected to the Board of Directors of the National Sheriffs Association. In 2012, Sheriff Lamberti was elected to serve as the Vice President of the Major County Sheriffs Association, and served as the Chairman of the Board of the Florida Sheriffs Association.

Tony Strianese
Former Chief of Police, City of Delray Beach

Chief Strianese is a seasoned law enforcement senior executive with over twenty years of progressive urban policing experience, fiscal management and a proven record of effective results-oriented leadership. He is a graduate of the FBI National Academy, 230th Session.

THE RIGHT MIX OF
PASSION AND EXPERIENCE

Jeff Rubenestein
CEO

Jeff is an accomplished senior executive responsible for building successful technology companies – most recently building and selling Advanced Public Safety to Trimble Navigation Ltd. (TRMB). Jeff is an attorney, auxiliary law enforcement officer, and has spent his career working with government organizations.

Jim Fenoglio
CFO

Jim brings 35 years of expertise in financial management of growth-oriented businesses in the software and distribution industries. After gaining a background in public accounting at Arthur Andersen & Co., Jim headed the finance group in a $400M division of DHL Worldwide Express and was the CFO of a public safety software vendor.

Jack Siney
Chief Revenue Officer

Jack brings over 20 years of sales and marketing experience, and has a great sense of humor. He began his career as a contract negotiator for the U.S. Navy, and I.T. consultant for the government division of PricewaterhouseCoopers. He's sold a variety of technology solutions to government agencies – resulting in sales of over $100 million.

Peter Cagnina
VP of Client Services

Peter brings 30 years of experience in government and information management. Peter started his career in government as a Delray Beach Police officer. Most recently, he served in various executive level positions at Advanced Public Safety, which was acquired by Trimble Navigation Ltd.

Kostas Dimitriou
General Manager

Blending his wealth of experience in technology and government procurement, Kostas leads the GovQuote team to develop effective, unique purchasing strategies to help government agencies save time and money. Prior to joining GovQuote he held leadership positions at highly successful technology integrators ACC-Hellas and American Computers & Engineers. Kostas also worked in the healthcare, retail, infrastructure, and banking fields, making him a well-rounded, passionate business leader.

Kristen Ross
Director of HR

Kristen brings 10 years of diverse human resources experience working with both startups and established organizations. Her experience includes benefits, employee relations, policy development, training and development, payroll, talent acquisition and management

Gov(S)pend

Please contact our staff to help you with your Local,
State, and Federal agency procurement needs.

Forbes | The Washington Post | **Inc.**

☎ 888-998-8675   ✉ gov@govspend.us   💻 govspend.us

← Hide

✕

New Search   Save   Share   Open i

Viewing 1-50 of 51 Items

DATE ↓	AGENCY ∨	COMPANY ∨	DESCRIPTION ∨	QTY ∨	V
04-27-18	City of Tonawanda, NY	**U And S Services**	REPLACE VARIABLE SPEED DRIVE PUMP #1 YOUNG ST SANITARY SEWER PUMP STATION INVOICE #5732 *This result also matched on 2 other fields*	1	$4,
04-27-18	City of Tonawanda, NY	**U And S Services**	REPLACE *VARIABLE SPEED DRIVE PUMP* #1 MAIN SANITARY SEWER PUMP STATION INVOICE #5751 *This result also matched on 2 other fields*	1	$10,
01-12-18	Connetquot Public Library, NY	**Thermal Solutions**	Install one Daikin 36,000 BTU (3 ton) Ductless variable speed heat pump, Air Conditioning System for Children's Activity Room	1	$8,
07-05-17	Onondaga County, NY	**KJ Electric**	trouble shoot pump 9 variable speed drive (cooling issue)	1	$

Exclude ✕

Exclude ✕
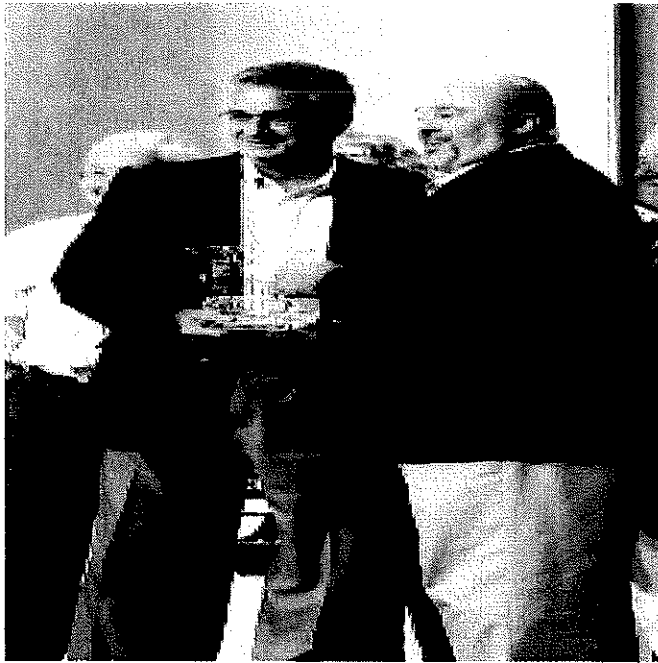
Reference

"*Early adopter*"

Rockland Purchasing Director Wins National Award

NEW CITY, NY, — Rockland County Purchasing Director Paul J. Brennan has achieved natio recognition for his outstanding professional accomplishments serving the taxpayers of Rockland.

Mr. Brennan was awarded the highest honor from the National Institute of Government Procurement.

"The rest of the nation now knows what we in Rockland has known for a long time — Paul Brennan is an outstanding professional who never forgets that he is working for the best interests of the taxpayer," said Rockland County Executive Ed Day.

Mr. Brennan was presented with the Albert H. Hall Memorial Award, the organization's high award.

"He is steady and analytical in every approach to a challenge and is constant in his pursuit enhancing the value of public procurement," Jack Adger, chair of the NIGP governing board NIGP said as he presented Mr. Brennan with the award at a luncheon attended by more tha 1,000 people. "He has an incessant passion for research, knowledge sharing, and benchme (https://logithmiayofoftionlineving his operations at Rockland County."

∧

Mr. Brennan has been Rockland's purchasing director for more than 22 years.

NIGP has 3,000 member agencies representing over 15,000 professionals across the U.S., Canada and other countries.

#

Follow us on Twitter: @rocklandgov (http://twitter.com/rocklandgov)
Follow us on Instagram: instagram.com/rocklandcountyny (http://instagram.com
/rocklandcountyny)
Like us on Facebook: Facebook.com/rocklandgov (http://facebook.com/rocklandgov
Visit our website: rocklandgov.com (http://rocklandgov.com)

Home (/)   Site Search (/site-search/)   Sitemap (/sitemap/)   Media Resources (/r

Web site comments or suggestions? <u>Send us feedback!</u> (http://rocklandgov.com/fee

(https://login.microsoftonline.com   )   ∧

START

DocuSign Envelope ID: 06CCC812-4DF0-4B4D-B04D-39A3CA5FC142

Gov(S)pend
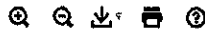
Purchase Agreement
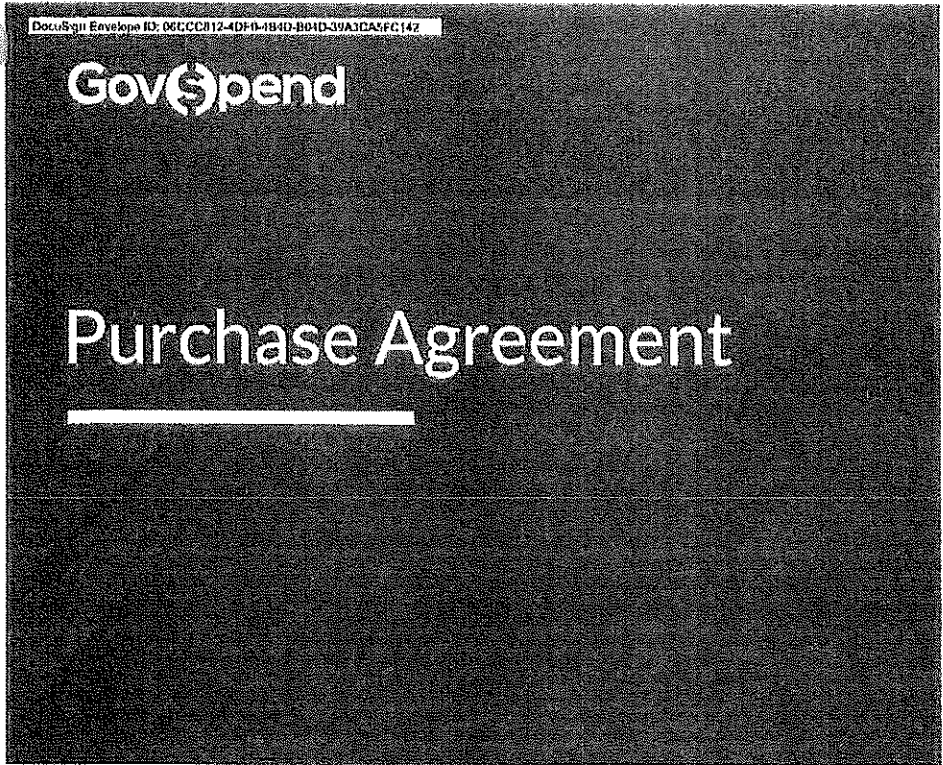
Prepared for:

Erie County Water Authority

Prepared by:

Rachael Scherer

Prepared on:

6/20/2018 | 10:47 AM EDT

Proposal expires on:

6/29/2018

govspend.us

Option #1 (1 user)

Purchase Agreement.pdf

1 of 9

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1 Company Overview

About GovSpend

GovSpend provides access to hundreds-of-millions of purchasing records issued by government agencies at the federal, state, and local levels – in all 50 states. This information provides unprecedented access to identify a fair and reasonable rate, validate sole source, identify piggyback opportunities, and a true vendor reference check across a peer-to-peer sharing network.

U.S. governmental agencies spend over $7 trillion per year. Purchase orders are used to track this
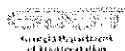
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U.S. governmental agencies spend over $7 trillion per year. Purchase orders are used to track this spending, and contain significant detail regarding each procurement – such as: the vendor (its location & contact information), product & service descriptions, quantities, prices, delivery dates, product & government codes, and more. The power is in bringing all this information together in one system and making it easily searchable.
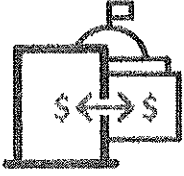
Govspend decreases the amount of time spent searching multiple websites by aggregating purchases made on co-ops, state contracts, discretionary buys, RFPs, and from requesting quotes. In addition, many agencies find savings up to 40% on a single purchase, keeping their community running when budgets are tight.

The GovSpend system is powered by a patented software application that has enabled us to create this unique dataset that does not exist anywhere else in the world. The following are some of the GovSpend customers:

govspend.us

There are 2 ways to access the GovSpend Government Spending Database

GovSpend Search

GovSpend provides access to local, state and federal government spending that have been sourced from government agencies. This data is viewable through a web-based search engine that allows users to search all of the GovSpend historical records anytime on an ad-hoc basis.

GovSpend is provided as a software-as-a-service (SaaS) model with each user designated a unique username & password to enable access to the GovSpend system from any internet-enabled device. GovSpend users have access to online training on all of the search-engine capabilities, system functionalities, and available data elements. GovSpend provides unlimited access to all of data, all of the time.

GovSpend Export

GovSpend Export provides access to the GovSpend database through a customized CSV that is built by a GovSpend data analyst specifically for each client. The report provides a column for every field on the purchase order:
- Date
- Agency Name
- Company Name
- Line Item Description
- Quantity
- Unit Price

The level of detail is the same information found in GovSpend, but you now have the ability to own the purchase order data for uploading into your current system.

90% of our client base uses the GovSpend Search, the option to export records is priced at $0.10 a line item sold in buckets of 50,000 records.

No matter which product you select, all GovSpend clients have full access to our customer support team via phone, chat, and email.

govspend.us

3 Your Subscription

The following is included in your GovSpend Subscription

What's Included:

User Licenses	1
GovSpend Search	Included
Line Item Exports (Total #)	Not Included
GovQuote Access	Unlimited
Online Help Center	Included

- This Agreement is for 3 years, with annual payments of $4,000, due at the beginning of each year.

- Net Terms of 15 days.

Subscription Details

1st Payment	$4,000	Due on:	6/29/2018
2nd Payment	$4,000	Due on:	6/29/2019
3rd Payment	$4,000	Due on:	6/29/2020
4th Payment	$X,XXX	Due on:	
		Total	**$12,000**

govspend.us

4 Signature Page

Contact Information

Agency Name	Erie County Water Authority
Street Address	
City	
State	
Zip	
Primary Contact Name	
Primary Contact Email	
Billing Contact Name	
Billing Contact Email	

Customer

Signature	
Full Name	Paul Riester
Title	
Date	

GovSpend

Signature	*Rachael Scherer*
Full Name	Rachael Scherer
Title	Government Account Manager
Date	6/20/2018	10:47 AM EDT

GovSpend's Data

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govspend.us

Line Item Exports

Additional exports are priced per line item and can be purchased by contacting a GovSpend sales representative. Export credits will be added to the account upon receiving payment. Line item export credits purchased are one-time (i.e. non-recurring) and will expire at the end of your initial subscription period.

Multi-year Agreements

GovSpend offers multi-year agreements to allow our customers to lock in pricing. Historically, we've increased prices as we've expanded our data coverage and added new features. Multi-year agreements are designed to benefit the customer and are part of all GovSpend agreements.

Online Help

We've created a web-based training course that teaches you how to use all aspects of GovSpend. You can move at a self-guided pace so you can either jump right into GovSpend after the first few lessons or work your way through the entire guide to quickly become an expert. In addition to the online training course, we have a comprehensive help center containing articles and short video-clips to answer any questions you may have.

Support Team

Our U.S. based, in-house experts are available via telephone or direct in-app chat. They are here to ensure you have the tools and knowledge you need to be successful. If you're having trouble with a specific search or navigating the system, they are just a phone call or chat message away to answer a question. If you need a longer or more in depth review of the entire system, for you or your licensed users, we offer a private webinar.

Cancellation Policy

This is a legally binding agreement. Upon cancellation, all services terminate immediately and any remaining obligations under this agreement are due and payable. By signing this Agreement, you are confirming that you understand our cancellation policy and agree to these terms.

govspend.us

Gov(S)pend

Purchase Agreement

OPTION #2   3 users

Prepared for:

Erie County Water Authority

Prepared on:

6/13/2018 | 11:25 AM EDT

Prepared by:

Rachael Scherer

Proposal expires on:

6/29/2018

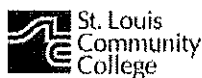govspend.us

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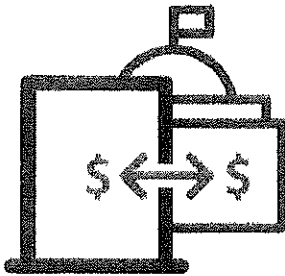
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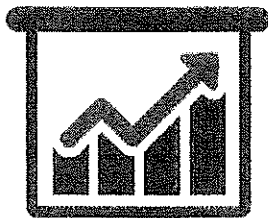## GovSpend Search

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Line Item Exports (Total #)	Not Included
GovQuote Access	Unlimited
Online Help Center	Included
One-time Discount Included	($1,000)

This Agreement is for 3 years, with annual payments of $6,000, due at the beginning of each year.

Net Terms of 15 days.

One-time Discount approved by Steven Bryan.

Subscription Details

1st Payment	$6,000	Due on:	6/29/2018
2nd Payment	$6,000	Due on:	6/29/2019
3rd Payment	$6,000	Due on:	6/29/2020
4th Payment		Due on:	

Total	**18,000**

Signing of this Agreement indicates that you have the corporate authority to enter into an agreement for your organization. It also indicates your acceptance of GovSpend's Terms of Service and Privacy Policy, which can be viewed at govspend.us/terms and govspend.us/privacy. This Purchase Agreement is deemed accepted by GovSpend upon sending of an invoice or sending of a receipt for payment by GovSpend.

govspend.us

4 Signature Page

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Agency Name	Erie County Water Authority
Street Address	
City	
State	
Zip	
Primary Contact Name	
Primary Contact Email	
Billing Contact Name	
Billing Contact Email	

Customer

Signature	
Full Name	
Title	
Date	

GovSpend

Signature	DocuSigned by: *Rachael Scherer* —87E5BB090F7941A...
Full Name	Rachael Scherer
Title	Government Account Manager
Date	6/13/2018 | 11:25 AM EDT

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5 Stuff to Know

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GovSpend

700 W. Hillboro Blvd, Suite 4-100
Deerfield Beach, FL 33441
954.420.9900
www.govspend.us

Ref: **Sole Source Letter**

Thank you for your interest in GovSpend. Hundreds of local, county, state and federal agencies are using GovSpend to realize significant financial savings and efficiencies in their purchasing efforts.

With this product, government Agencies benefit from GovSpend's database of hundreds of millions of local, state and federal purchase order records to:

1) find the best price on products and services they need to purchase
2) easily find hard to locate products
3) find the vendors - and their contact information - who offer these products and services
4) complete a one-click request for quotes from these vendors
5) see an Agency's aggregated purchasing information and performance
6) provide community access to the Agency's purchasing information
7) validate sole source companies

GovSpend represents a suite of proprietary software applications developed and offered exclusively by GovSpend and patented by the United States Patent & Trademark Office (U.S. Patent No. US 2014/0188948 A1).

These applications are the only solutions on the market which use a national database of purchase order records to create purchasing intelligence to drive increased government procurement efficiency and cost savings. GovSpend is unaware of any product, application or platform in the market that does this.

At GovSpend, we take great pride in knowing that our suite of products drives tremendous financial savings and procurement efficiency - in a way that's easy to deploy and easy to use. We appreciate your consideration of GovSpend's products and look forward to working together.

Sincerely,

Jeffrey D. Rubenstein
President & CEO
954-471-8101
jeff@govspend.us

9 W-9

Gov(S)pend

Thank you

Support
888-998-6348

Government Agency Sales
888-998-8675

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