

**For BAFO: Prices must be include all expenses, travel and advertising, where applicable.**

**Furniture Auctions Conducted Within Lancaster County (In-Person)**

Furniture Auctions conducted within Lancaster County (In-Person) should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.

Per V.H.3, to include simultaneous ~~live internet~~ and phone bidding for auctions. Bidder

Initial     *AS*    

	<b>Cost</b>
For gross sales up to and including \$15,000	\$ 4,000.00
For gross sales between \$15,001 and \$20,000	\$ 750.00
For gross sales between \$20,001 and \$25,000	\$ 750.00
For gross sales between \$25,001 and \$30,000	\$ 750.00
For gross sales between \$30,001 and \$35,000	\$ 750.00
For gross sales between \$35,001 and \$40,000	\$ 750.00
For gross sales between \$40,001 and \$45,000	\$ 750.00
For gross sales between \$45,001 and \$50,000	\$ 750.00
For gross sales between \$50,001 and \$55,000	\$ 750.00
For gross sales between \$55,001 and \$60,000	\$ 750.00
For gross sales between \$60,001 and \$65,000	\$ 750.00
For gross sales between \$65,001 and \$70,000	\$ 750.00
For all gross sales exceeding \$70,000	\$ 750.00

**Furniture Auctions Conducted Outside Lancaster County (In-Person)**

Furniture Auctions conducted outside Lancaster County (In-Person) should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.

Per V.H.3, to include simultaneous ~~live internet~~ and phone bidding for auctions. Bidder

Initial     *AS*    

	<b>Cost</b>
For gross sales up to and including \$15,000	\$ 4,250.00

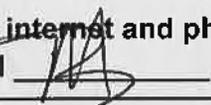
**BEST AND FINAL OFFER (BAFO) Cost Proposal  
Request For Proposal Number 6154 Z1**

For gross sales between \$15,001 and \$20,000	\$	750.00
For gross sales between \$20,001 and \$25,000	\$	750.00
For gross sales between \$25,001 and \$30,000	\$	750.00
For gross sales between \$30,001 and \$35,000	\$	750.00
For gross sales between \$35,001 and \$40,000	\$	750.00
For all gross sales exceeding \$40,000	\$	750.00

**Vehicle/Equipment Auctions Conducted Within Lancaster County (In-Person)**

Vehicle/Equipment Auctions conducted within Lancaster County (In-Person) should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.

**Per V.H.3, to include simultaneous live internet and phone bidding for auctions. Bidder**

**Initial** 

	<b>Cost</b>	
For gross sales up to and including \$750,000	\$	45,000.00
For gross sales between \$750,001 and \$950,000	\$	7,500.00
For gross sales between \$950,001 and \$1,000,000	\$	7,500.00
For gross sales between \$1,000,001 and \$1,250,000	\$	7,500.00
For gross sales between \$1,250,001 and \$1,500,000	\$	7,500.00
For gross sales between \$1,250,001 and \$1,750,000	\$	7,500.00
For gross sales between \$1,750,001 and \$2,000,000	\$	7,500.00
For all gross sales exceeding \$2,000,000	\$	7,500.00

**Optional On-Line Furniture Auctions**

On-line Furniture Auctions should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.

	<b>Cost</b>	
For gross sales up to and including \$15,000	\$	2,250.00
For gross sales between \$15,001 and \$20,000	\$	500.00
For gross sales between \$20,001 and \$25,000	\$	500.00
For gross sales between \$25,001 and \$30,000	\$	500.00
For gross sales between \$30,001 and \$35,000	\$	500.00
For gross sales between \$35,001 and \$40,000	\$	500.00
For gross sales between \$40,001 and \$45,000	\$	500.00

**BEST AND FINAL OFFER (BAFO) Cost Proposal  
Request For Proposal Number 6154 Z1**

For gross sales between \$45,001 and \$50,000	\$	500.00
For gross sales between \$50,001 and \$55,000	\$	500.00
For gross sales between \$55,001 and \$60,000	\$	500.00
For gross sales between \$60,001 and \$65,000	\$	500.00
For gross sales between \$65,001 and \$70,000	\$	500.00
For all gross sales exceeding \$70,000	\$	500.00
<b>Optional On-Line Vehicle/Equipment Auctions</b>		
On-Line Vehicle/Equipment Auctions should be designated as a specific dollar amount in conjunction with the gross sales break points as designated below.		
		<b>Cost</b>
For gross sales up to and including \$750,000	\$	35,000.00
For gross sales between \$750,001 and \$950,000	\$	6,000.00
For gross sales between \$950,001 and \$1,000,000	\$	6,000.00
For gross sales between \$1,000,001 and \$1,250,000	\$	6,000.00
For gross sales between \$1,250,001 and \$1,500,000	\$	6,000.00
For gross sales between \$1,250,001 and \$1,750,000	\$	6,000.00
For gross sales between \$1,750,001 and \$2,000,000	\$	6,000.00
For all gross sales exceeding \$2,000,000	\$	6,000.00

**Prices must reflect the requirements from Section V.**

<b>Estimated Auctioneer Historical Data</b>	
<b>2017</b>	<b>Total Sales</b>
In-Person Furniture Auctions within Lancaster County	\$476,461.00
In-Person Vehicle Auctions within Lancaster County	\$2,808,557.50
In-Person Furniture Auctions outside of Lancaster County	\$16,711.00
In-Person Vehicle Auctions outside of Lancaster County	\$0.00
<b>2018</b>	
In-Person Furniture Auctions within Lancaster County	\$400,887.50
In-Person Vehicle Auctions within Lancaster County	\$3,524,715.00
In-Person Furniture Auctions outside of Lancaster County	\$0.00
In-Person Vehicle Auctions outside of Lancaster County	\$0.00
On-Line Sales	\$51,890.42
<b>2019</b>	
In-Person Furniture Auctions within Lancaster County	\$360,924.50
In-Person Vehicle Auctions within Lancaster County	\$2,167,355.00
In-Person Furniture Auctions outside of Lancaster County	\$83,865.00
In-Person Vehicle Auctions outside of Lancaster County	\$0.00
On-Line Sales	\$261,003.65

## BEST AND FINAL OFFER LETTER

January 21, 2020

Auction Solutions, Inc.  
Ms. Shayne Fili/Mr. Mark Beacom  
7811 Military Avenue  
Omaha, NE 68134  
E-Mail: [shayne@auctionsolutionsinc.com](mailto:shayne@auctionsolutionsinc.com)  
[mark@auctionsolutionsinc.com](mailto:mark@auctionsolutionsinc.com)

RE: Request for Best and Final Offer for RFP Number 6154 Z1, Auctioneer Services

The State of Nebraska, Materiel Surplus Property, has completed its evaluation of the Bidders' Cost Proposals in response to RFP # 6154 Z1. At this time, the State requests your overall Best and Final Offer (BAFO) which will require that a new cost proposal be submitted on the BAFO Cost Proposal form attached.

### **Submission Information**

A response to this request for a Best and Final Offer shall include a complete cost proposal, which is included in this request for a BAFO.

Failure to submit a Best and Final Offer that conforms to this request may result in the rejection of the bidder's cost proposal and thereby disqualify the bidder's entire proposal from further consideration.

Please submit your response with one (1) original and in a sealed envelope by 2:00 PM Central Time on February 4, 2020.

Responses shall be submitted to the following address:

RFP 6154 Z1  
Attn: Dianna Gilliland/Annette Walton, Buyer(s)  
Nebraska State Purchasing Bureau  
1526 K Street, Suite 130  
Lincoln, NE 68508

The sealed responses will be publicly opened on February 4, 2020, at 2:00 PM Central Time at the following address:

Nebraska State Purchasing Bureau  
1526 K Street, Suite 130  
Lincoln, NE 68508