



June 10, 2020

U.S. General Services Administration
Center for IT Schedule Operations (QT2F1BA)
ATTN: Rena Willis, Contracting Officer
1800 F Street,
Washington, DC 20405

Re: Benchmark Solutions, LLC's Final Proposal Revision for IT Schedule 70 Offer Number #e
s576865 (SINs 511210)

Dear Ms. Christina Graham:

Discussions between the General Services Administration (GSA) and Benchmark Solutions, LLC regarding the proposal submitted in response to solicitation 47QSM20R0001 (Refresh 02, June 10, 2020) for an IT Schedule 70 Award, have concluded. Your Final Proposal Revision is subject to the Late Submissions, Modifications, and Withdrawals of Proposals provision of this solicitation. Your offer may be rejected if you fail to meet the timeframe established. The Government intends to make award without obtaining further revisions. The FPR must be signed by the person authorized to sign the offer and must include, for comparison purposes, the following elements:

1. Benchmark Solutions, LLC takes the following exceptions to the terms and conditions of the contract: **None.**
2. The following Special Item Numbers (SINs) were proposed: **SIN 511210**
3. Benchmark Solutions, LLC confirms that the EPA clause for the Base Period and Option Periods will be under clause 552.216-70, based on a commercial pricelist.

Benchmark Solutions, LLC confirms that the following chart reflects all agreed upon pricing, whether accepted as proposed or negotiated. The data also includes other proposed or negotiated discounts, e.g. volume discounts, prompt payment terms, etc. Benchmark Solutions, LLC understands that the Industrial Funding Fee must be set aside for remittance to GSA on a quarterly basis. The Industrial Funding Fee (IFF) is a separate collection mechanism and any increase or decrease in the fee does not change the price discount relationship stated above. The current IFF is .75% and should be calculated as follows:

Negotiated price divided by (1 minus .0075) which equates to Negotiated price divided by 0.9925. Example: $(\$100,000 / 0.9925) = \$100,755.67$

	Element	Government	MFC
a.	Basic Discount Terms --SINS 511210	511210: 1-5%	0%

	Quality Volume discount --SINS 511210 --SINS 511210	2% for 1000 -2499 units and will always be 1-5% greater than MFC 2% 2500 units and over and will always be 1-5% greater than MFC	
b.	F.O.B. Shipping Terms	None	None
c.	Payment Terms (Net and Prompt Pay)	NET 30 Days	None
d.	Delivery Terms	NEGOTIATED AT TIME OF ORDER	NEGOTIATED AT TIME OF ORDER
e.	Expedited Delivery Terms (Number of days/hours)	NEGOTIATED AT TIME OF ORDER	NEGOTIATED AT TIME OF ORDER
f.	Warranty Terms	N/A	N/A
g.	Quantity / Volume Discount (Terms & method of calculation) (+ or /)	2% off orders of 1000-2499 units; 4% off orders of 2500 or more units	None
h.	Minimum Order	\$100	None
i.	Restocking Policy (if applicable)	N/A	N/A

Benchmark Solutions, LLC confirms that the following chart reflects GSA awarded pricing Inclusive of IFF.

Based upon pricelist: Benchmark Solutions, LLC Commercial Pricelist
(Effective January 2019)

4. Benchmark Solutions, LLC hereby confirms that any contractor travel required in the performance of this contract and orders placed hereunder must comply with the Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all contractor travel. Benchmark Solutions, LLC understands that contractors cannot use GSA city pair contracts and that the contractor shall not add the Industrial Funding Fee onto travel costs.

5. Benchmark Solutions, LLC understands that the contract administrator is responsible for overall compliance with contract clauses. The contractor's designation of representatives to handle certain functions under this contract does not relieve the contract administrator of responsibility for compliance in these areas. Therefore, any contract compliance issues, including those concerning compliance with contract clauses, may be addressed directly to the contract administrator:

Contract Administrator:

POC: Chris Casula, Executive Director of Sales and Partnerships

Phone: (414) 308-0768

Email: chris.casula@benchmarkanalytics.com

6. Benchmark Solutions, LLC confirms all commercial business practices have been fully disclosed and are current, accurate and complete as of the conclusion of negotiations.
7. Benchmark Solutions, LLC hereby confirms that we have an adequate and auditable recording system capable of sales tracking and submission of the IFF.

Provide Company's Final Proposal Revision by the 2:00 pm, 6/11/2020. The General Services Administration intends to make award without obtaining further revisions. Any revisions submitted after the noted due date will not be considered unless an extension was granted.

Sincerely,

Bob Tulini

PLEASE INSERT SIGNATURE BLOCK HERE

06-10-2020

DATE