



A Simple Solution

On-line auctions for successful disposition of Government Surplus

DATE January 12, 2011

HOST County Commissioners Association of Ohio

Why Online?

- * Attract a volume of buyers that provides a better rate of return than traditional methods like sealed bids, trade-ins, live auctions.
- * As-is / Where-is culture.
- * No need to transport materials to a site for a live auction.
- * Can sell items as they become surplus.



One man's trash is another's treasure

You may successfully sell anything & everything through online auctions.

GovDeals

- * GovDeals' only business is selling government surplus online
- * Founded in Montgomery, AL in 1999 by a leading Government only asset management solution developer.
- * 1st online sale in April 2001
- * Will sell in excess of \$90MM local and state government surplus in the next 12 months. (more than ebaY)
- * Acquired by Liquidity Services (LSI) Jan '08
- * LSI is publicly traded (NASDAQ: LQDT), is debt-free and has sold over \$1 Billion in online auction sales in its marketplaces over the past 4 years.
- * Headquartered in Montgomery, AL, GovDeals has 55 direct employees to serve its 3200+ clients and has grown region by region to fulfill a commitment to personal, hands-on service to its sellers.

Doing business with GovDeals

- * Non-exclusive agreement allows complete control of use
- * GovDeals only charges for sold items. There are no additional charges. No training, listing, marketing, help desk, or misc fees
- * Uniform fee structure is charged to all clients, so you know you have the best rate.
- * There is no charge for redistribution within internal and local tiers when the transfer or sale is to another government or non-profit
- * Is truly a difference-making solution

Doing business with GovDeals

Marketing

Comprehensive No-Cost Asset-Specific Marketing Solution Available for all High-Value and Unique Assets

Assets are Marketed Vertically to End Users/Resellers of Assets and Internally to Previous GovDeals Bidders/Buyers. Local Bidders and Buyers are Also Targeted

Heavy Equipment

Heavy Trucks/Light Trucks

Fire Trucks

Garbage Trucks

High-Value Confiscated and Impound Vehicles

Aircraft

Utility Vehicles

Any Asset Requiring Additional Marketing and Exposure

GovDeals Statistics

- * \$5,511,218.378 sold on the site last month.
- * Over 700,000 unique visitors to the site during the last quarter
- * 365 Agencies are using GovDeals in Ohio
- * Total Sales in Ohio for 2010 was \$7,304,217.73
- * Total Sales in Nation-wide for 2010 was \$85,522,683

GovDeals Statistics

- * Over 3,200 customers nationwide
- * Over 219,000 registered bidders nationwide
- * Over **26,000** registered bidders in Ohio alone
- * 365 Agencies using in Ohio

Select method of money collection

- * Your choice
- * You collect funds by method(s) of your choice and remit our fee from a single monthly invoice with 30 day terms.
- * Or, we collect the funds directly from the winning bidder via PayPal, Credit Card, or Wire Transfer and remit to you the week following pick-up.
- * We will withhold our fee from your proceeds unless you elect to pay from a monthly invoice.
- * The winning bidder is charged a 5% buyers premium when we collect funds.
- * GovDeals assumes any risk of chargebacks if seller obtains signed bill of sale from winning bidder at pick-up.

Current Bid:	\$4,550.00
Bid Increment:	\$25.00
Minimum Bid:	\$4,575.00
Bids:	10

Payment Options:

Wire Transfer

PayPal

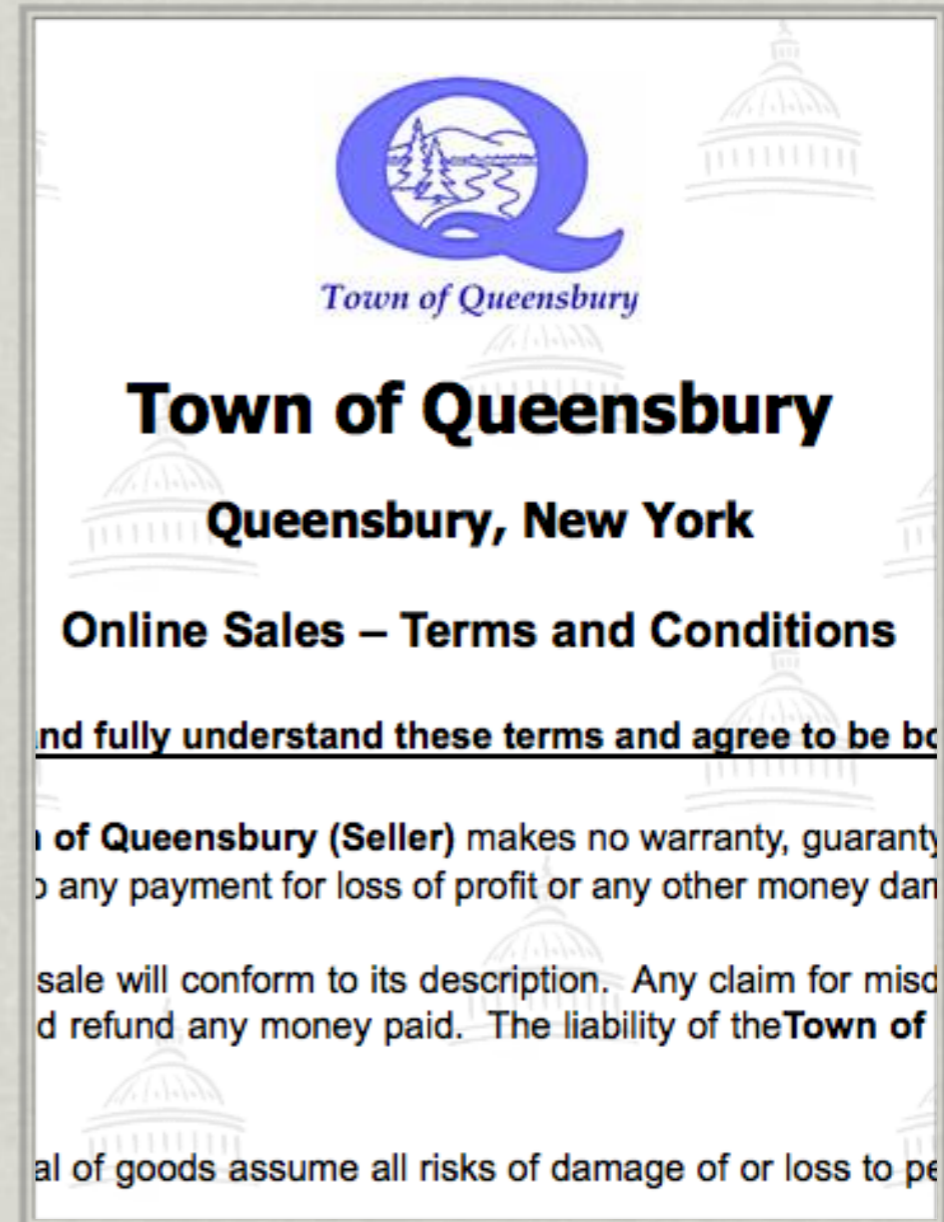
 

 [Email a friend](#)

Winning bidder pays & picks up

- * The culture of honoring winning bid Terms & Conditions is strong within the GovDeals registered bidder base.
- * General terms require the winning bidder to pay within 5 business days and pick up within 10 business days of the auction ending time and date.
- * GovDeals works extremely hard to manage its bidder base and is very intolerant of default bidders.
- * Sellers may lock any default bidder and elect any number of effective re-auction strategies, which we will help you quickly evaluate.



Decide what to sell.....

- * While we sell anything & everything, our non-exclusive agreement allows you to sell as you choose.
- * We encourage discussion of best practice strategies with our team prior to listing your items to achieve the best results. This is the best way to access all of our included services such as asset valuation and asset-specific marketing to targeted bidders.
- * The complete auction results from the most recent twelve months are available to anyone browsing our homepage.
- * These are a great research tool to aid in deciding what to sell and an indicator of what your item may sell for.



....and to whom

- * GovDeals large, active public bidder base aggressively competes for your items
- * GovDeals patented Tiered Redistribution system allows you to restrict who may bid on your items.
- * Our tiers may be used for redistribution of your items within your entity prior to offering them to additional tiers which could include other government entities, non-profits, and ultimately our public tier.
- * This a very efficient and automated conduit for redistribution where we do not charge a fee unless the item is successfully sold in our public tier.



So, why use GovDeals to sell your surplus and confiscated items?

- * Allows you to sell items immediately
- * Nets more money for your surplus items
- * Exposes your surplus to a huge, targeted and managed audience
- * Provides a safe and extremely transparent system
- * Allows you to sell items right where they are, 'as is', thereby eliminating unnecessary and costly transportation
- * Is truly a knowledgeable partner with local sales and sales service personnel living near you
- * Is not a telemarketing company
- * Actively markets your surplus and program to attract active bidders
- * Appreciates and serves all clients, large and small
- * Will work hard to make your GovDeals program successful



A well-known brand & Trusted Vendor

selling surplus online & defining an industry since 2001