

# GovDeals<sup>®</sup>

*A Liquidity Services Marketplace*

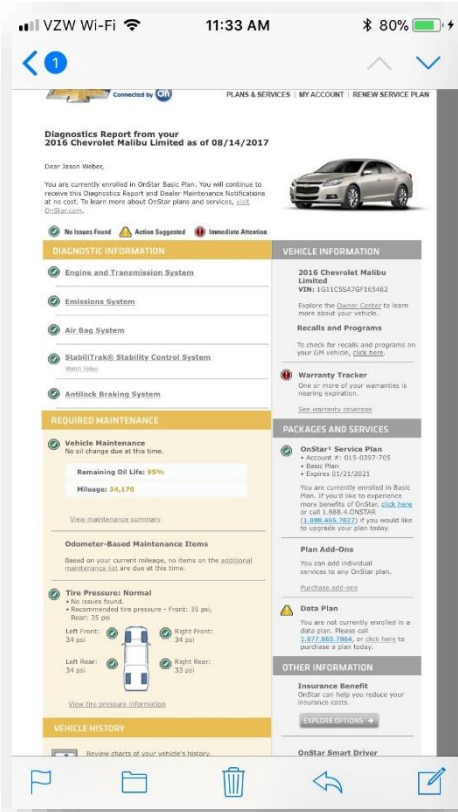
Online Government Surplus Auctions

**GovDeals.com – “Maximizing the Most Important Aspects of Your Surplus Auctions – Control, Transparency and Revenue”**

***Thursday, October 16<sup>th</sup>, 2019***

**Presented By: Andrew Joosten**  
Midwestern Representative

# Technologies To Make Our Lives Easier



### Traditional Auction Model

#### ➤ Event driven

- Infrequent auctions
- Items must be stored somewhere
- High Cost of Storage
- Environmental/Sustainability Issues
- Items may lose value sitting/waiting for next event. Flat tires & dead batteries!
- Transportation Costs
- Weather concerns
- Overtime for staff
- Bidders must travel
- Fewer/local bidders
- Lower ROI
- Less Control/Transparency

### GovDeals Online Model

#### ➤ Inventory/Item driven

- Sell Immediately. As is/where is.
- Reduced storage footprint
- Low Storage Costs
- Very Green & Sustainable
- Items are not subject to age/damage/depreciation devaluing
- Transportation almost eliminated
- It never rains on a GovDeals Auction!
- Very little staffing and no security costs
- Typically, only the winning bidder travels
- Huge national/international bidder base
- Highest ROI for broad spectrum of items
- Complete control and fully transparent
- **Government only Marketplace**

The Clutter “Creep” is Real. Get Rid of it!

**Selling online gives YOU control over how, where, and when you sell your surplus. We sell just about everything!**







## THE 80/20 RULE

Vehicles and Equipment

October – October (2019)

Total Sold:	\$307,957,824.47
Total Items:	252,843
Total Clients:	6,465
Avg. Sale Price:	\$1,217.98

Vehicles Sold:	\$176,839,020.34
# Vehicles:	52,037
Heavy Equipment Sold:	\$87,736,461.96
# Heavy Equipment:	8,513

# Success Selling All Types of Assets

## State of Wisconsin

### Department of Natural Resources:

- *(1) RV Barney Devin 50 Foot Steel Hulled Great Lakes Gill-Net Boat – Sold for \$52,550.00*
- *Lot of Used Treated Lumber from Boardwalk – Sold for \$1.00*

Large or small, GovDeals sells it all!

**Cost Savings of Bidder Removal**





# LSI's End-of-Life Asset Marketplaces



**Government  
Liquidation**

**GovDeals**<sup>®</sup>

**Liquidity  
Services Inc.**

NASDAQ: LQDT

**Liquidation.com**



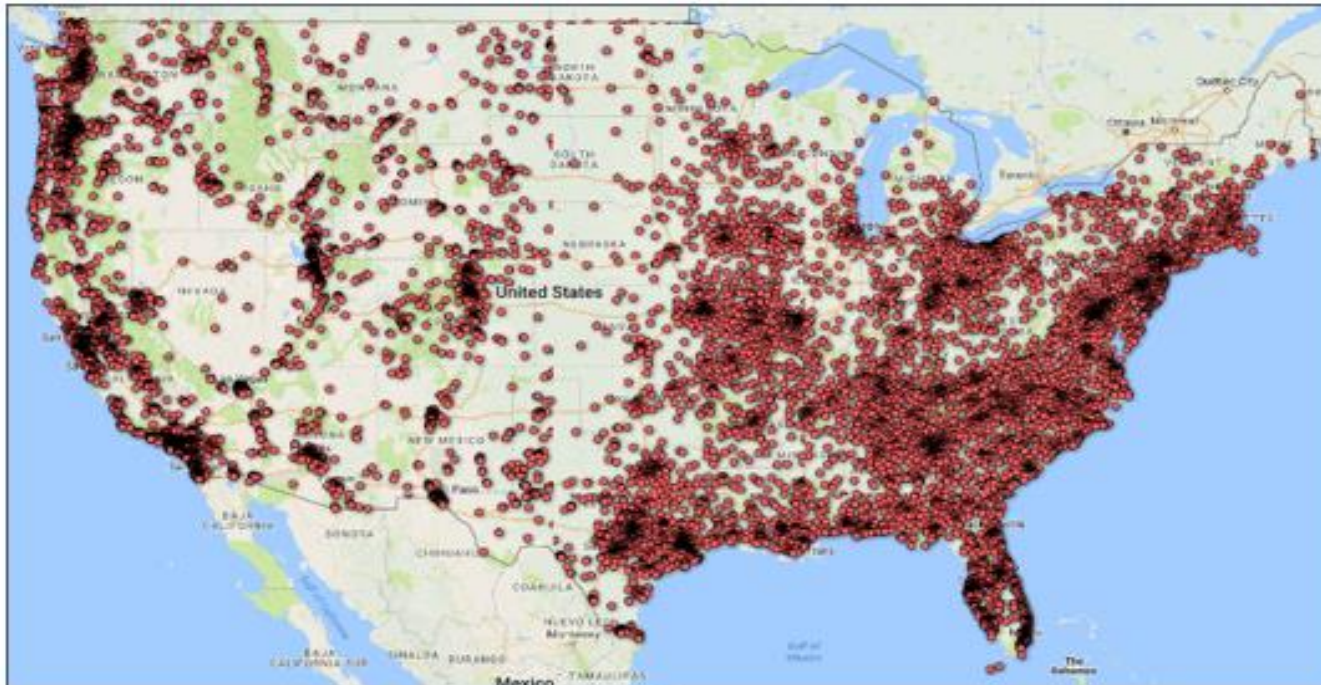
**AuctionDeals**  
A LIQUIDITY SERVICES MARKETPLACE

Over \$750M in annual sales of surplus assets globally

Over 3 Million buyers growing at 15% per year

# GovDeals Overview

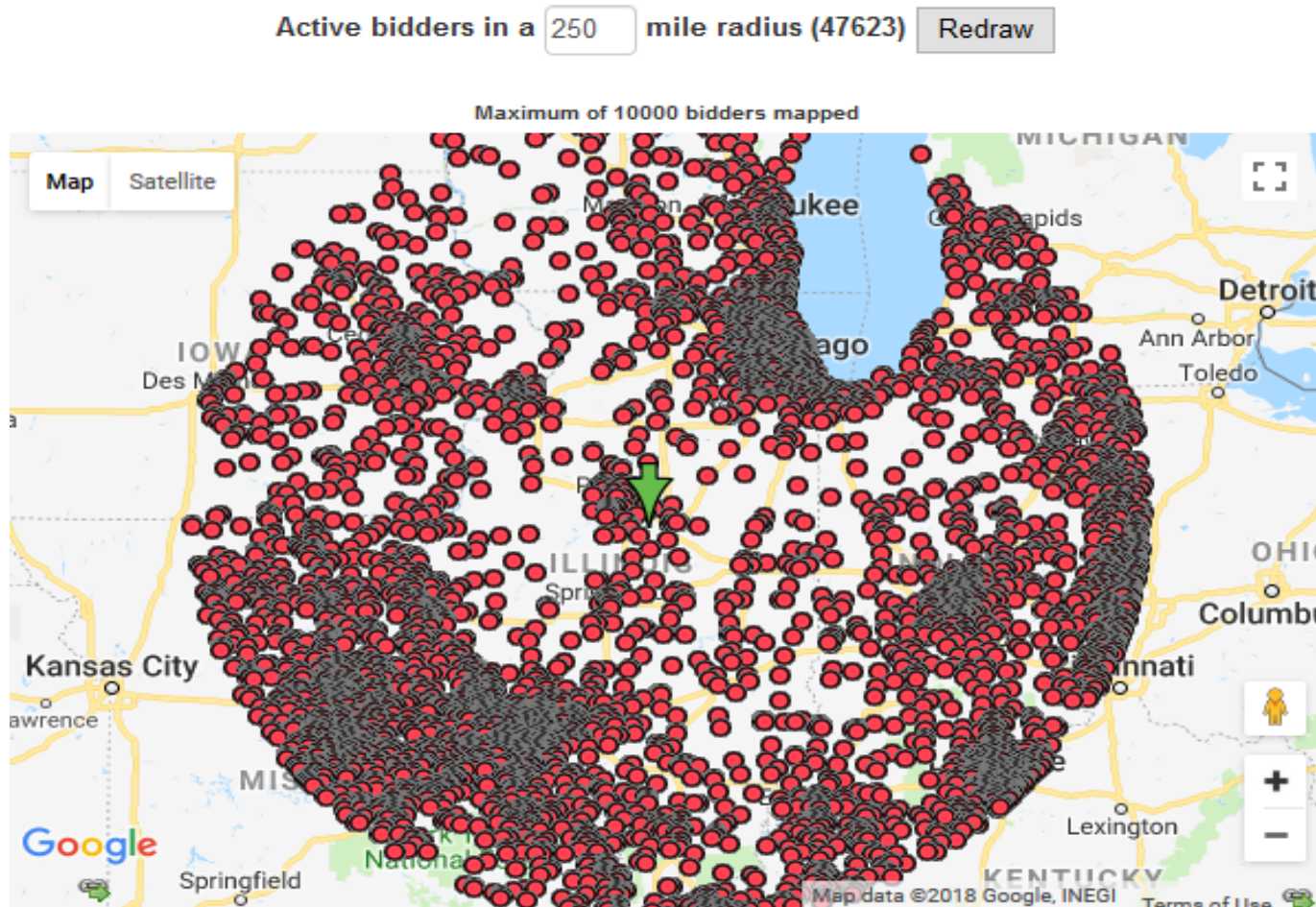
- Founded in 2000, selling government surplus online is GovDeals only business for nearly **20 years**.
- GovDeals recently surpassed **\$2 BILLION** in total sales on the site since 2001. Over **\$300 MILLION** this year!
- Headquartered in Montgomery, AL, GovDeals has direct employees all over the Country and has grown to become the **largest vendor in the Government-only online sales marketplace**.
- Currently supports over **13,000** Government clients across North America.
- Over **800,000** active registered bidders @ **GovDeals.com**, plus access to **3 Million+** with all LSI marketplaces.





# Huge Midwestern Bidder Base

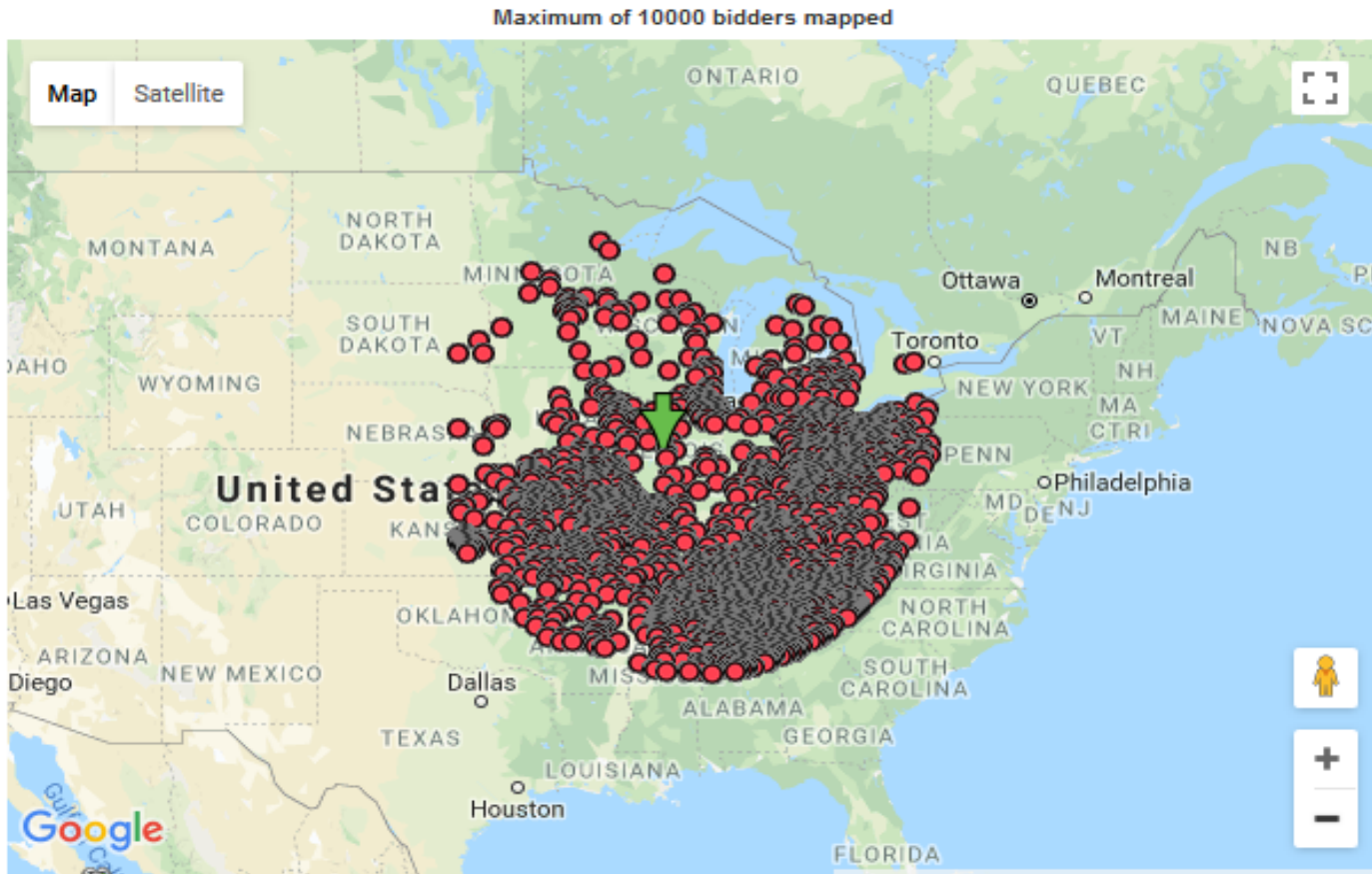
- GovDeals has nearly **48,000** active registered bidders within a 250 mile radius of Bloomington, IL.



# Huge Midwestern Bidder Base

- GovDeals has nearly **215,000** active registered bidders within a 500 mile radius of Bloomington, IL.

Active bidders in a  mile radius (214181)



# Some Illinois Clients...



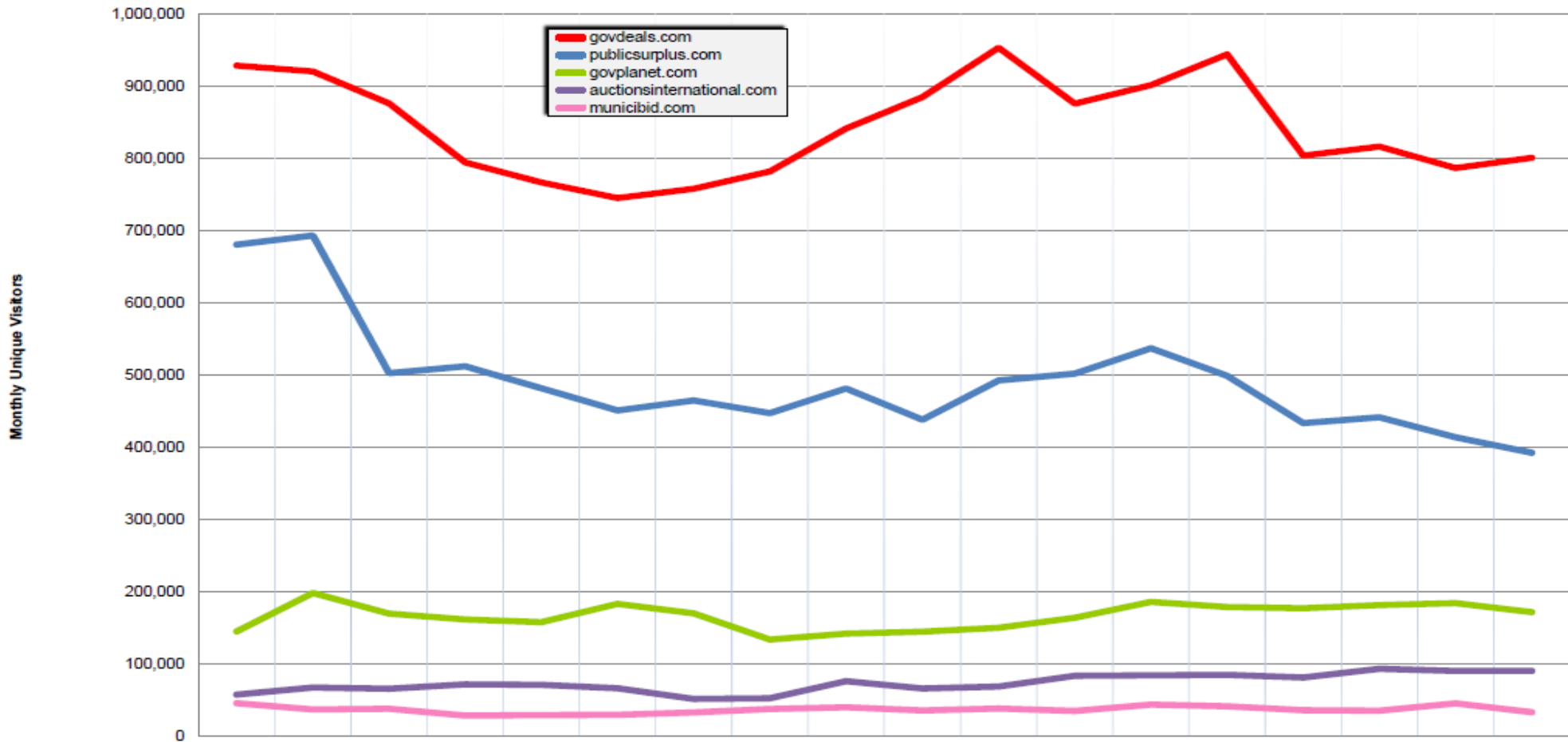
## *Chicago, IL*

- University of Chicago, IL*
- College of DuPage, IL*
- Joliet Junior College, IL*
- College of Lake County, IL*
- McHenry County College, IL*
- John A. Logan College, IL*
- Black Hawk College, IL*
- Illinois Central College, IL*
- Illinois Institute of Technology, IL*
- McHenry County, IL*
- Augustana College, IL*
- Elgin Community College, IL*
- Waubensee Community College, IL*
- Peoria County, IL*
- Winnebago County, IL*
- Sangamon County, IL*
- Bloomington, IL*
- and many more...*



# Market Presence – Unique Web Visitors

**Web Traffic Analysis**  
18-month comparison of monthly Unique Visitors



	July 2017	August 2017	September 2017	October 2017	November 2017	December 2017	January 2018	February 2018	March 2018	April 2018	May 2018	June 2018	July 2018	August 2018	September 2018	October 2018	November 2018	December 2018
govdeals.com	928,691	920,534	876,580	794,686	766,799	745,317	758,024	782,104	841,567	885,369	953,581	876,198	901,617	944,476	804,230	816,715	787,023	801,198
publicsurplus.com	680,859	693,369	502,678	512,111	481,886	451,163	464,836	447,261	481,574	438,280	492,572	501,934	537,247	499,099	433,561	441,687	413,760	392,422
govplanet.com	144,848	198,148	169,432	161,578	157,914	183,251	169,855	133,651	142,029	144,532	149,976	163,993	185,934	178,671	176,925	181,391	184,142	171,494
auctionsinternational.com	57,282	67,260	65,529	71,542	71,026	66,284	51,387	52,240	76,094	65,770	68,516	83,509	84,050	84,687	80,975	93,149	90,335	90,282
municibid.com	45,461	36,743	37,838	28,328	28,987	29,274	32,823	37,493	39,956	35,526	38,296	34,916	43,464	41,295	35,900	34,955	45,226	33,248



# Auctions of Interest – College

## 2009 Ford Econoline Bus

Black Hawk College, IL  
**\$6,050.00**



## Doyon Floor Mixer

College of DuPage, IL  
**\$3,650.00**



## 2005 John Deere Front Mower

Joliet Community College, IL  
**\$4,301.00**



# Auctions of Interest – College

## Wood Table and (4) Chairs

College of DuPage, IL

**\$64.00**



## Lot of (7) Adult Bikes

Winnebago County, IL

**\$73.00**



## Lot of Preschool Furniture

John A. Logan College, IL

**\$4,920.00**





# GovDeals is a Partnership–Oriented Auction Solution

- We use a targeted marketing and advertising campaign to promote your auctions, including CarDaddy, AutoTrader, FireTrader, Rock & Dirt, Locanto, ClassifiedAds.com, and many others.
- GovDeals provides aggressive and ongoing asset-specific marketing. Total of 7 full-time marketing specialists. Clients receive a copy of all ads run on their assets.
- All advertising and marketing is provided at No Additional Cost to our clients.
- GovDeals' marketing campaign will include local bidder awareness activities, marketing in local and statewide newspapers, online publications and other activities designed to attract additional bidders to your agency's GovDeals auctions.

**ROCK & DIRT**  
THE EQUIPMENT MARKETPLACE

Spanish | Settings

ADVERTISING & FEATURES | SUBSCRIBE | CONTACT US | MY ACCOUNT | LOG OUT

Follow Us: Facebook, Twitter, YouTube, LinkedIn, Pinterest, Instagram

HEAVY EQUIPMENT TRUCKS TRAILERS CRANES PARTS ATTACHMENTS DISMANTLED INDUSTRY RELATED AUCTIONS & EVENTS FIND A COMPANY

Auction Item - 2005 CHEVROLET SILVERADO WITH PLOW Pickup Truck

CHEVROLET SILVERADO WITH PLOW

Auction Item  
Stock #: 5404-179

GET IMMEDIATE FINANCING  
For simple and secure financing, click here.

GovDeals.com  
800-613-0156  
Ext 5

Map It: 100 Capitol Commerce Blvd  
Suite 110  
Montgomery, AL 36117  
USA  
Hablamos Español

View Additional Items from this Seller

Email Seller

Name: Angeta Jones  
Email: marketing@govdeals.com  
Phone: 800-613-0156  
Preferred Contact: Phone, Email  
Location: Montgomery, AL  
Country: United States

2005 Chevrolet Silverado with plow pickup truck

**Cardaddy**

Hi Rose! My Account Sell My Car Search Sign Out

Cars & Trucks Classic Cars Motorcycles Boats RVs & Campers Snowmobiles ATVs Other

Edit Listing Photos Sell

Home / Used Vehicles

GERALD JONES  
4022 Washington Road Marietta, GA 30067  
Visit website or call (888) 332-7704

New 2013 Mercedes-Benz ML350 \$33,999!

2009 Ford Crown Victoria Police Interceptor  
Auction #5199-41, Ending 07/08/2016

Avoid scams: Deal locally and meet in person. Beware of wire transfers, shipping, cashier checks, and deposits. Additional fraud prevention tips.

Prev 1 of 12 Next

Email a Friend Tweet Share

Starting Bid \$800.00 View Auction

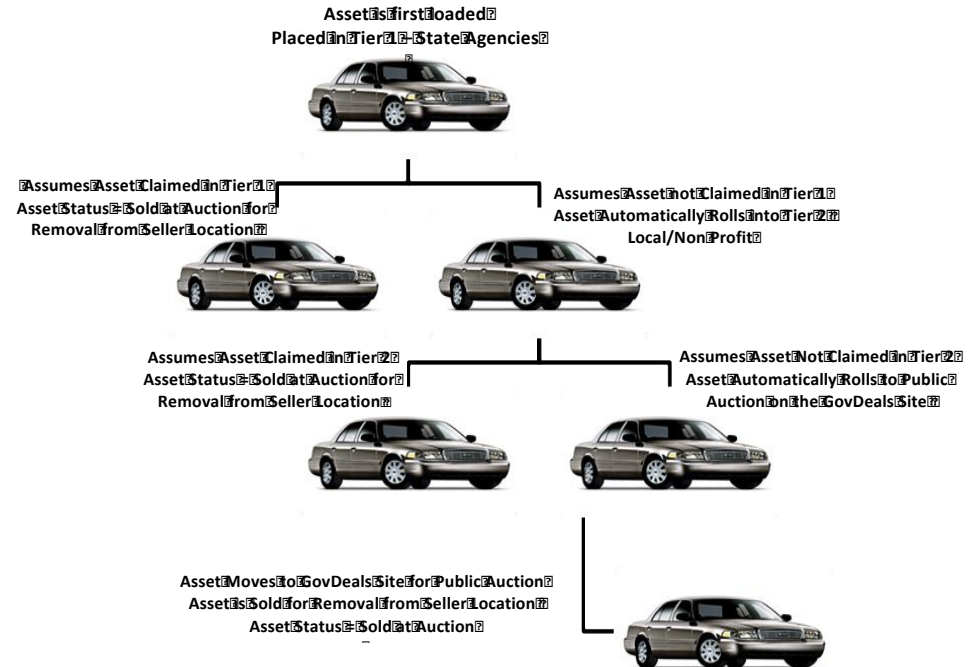
Posted: 1 mins ago

Category: Cars & Trucks  
Year: 2009  
Make: Ford  
Model: Crown Victoria  
Trim: Police Interceptor  
Type: Sedan  
Condition: Used  
Transmission: Automatic  
Int. Color: Gray  
Ext. Color: Black  
Price: Call

# Our No-Cost Tiered Reallocation Process

- Maximizes opportunities for reuse
- Multiple tier availability allows targeted reallocation to various groups
- Addresses “green initiatives”
- Eliminates redundancy of dual asset entry
- Patented functionality
- Training in posting and/or claiming assets
- Allows agencies to demonstrate ‘good faith’ efforts to comply with reallocation statutes

## Surplus Item for Reallocation and/or Auction Example



No fee is assessed for items claimed/purchased in the government/non profit tiers.

The GovDeals fee only applies to assets successfully sold in the public tier



# Reporting

## Sold Asset Report

- Reporting is key to insuring chain of custody as well as transparency for your agency. **Very important for all public Sellers!**
- Reports are available on a number of customizable search criteria so that you know exactly when, for how much and to whom every asset is sold or donated. **Importance of a clear audit trail.**
- You can run reports at any time based on this or any other search criteria. Reports can quickly be converted to Excel or PDF files.

Select any of the items to display the data or check all items.

**Asset**

<input checked="" type="checkbox"/> Asset ID	<input type="checkbox"/> Asset POC	<input checked="" type="checkbox"/> Category	<input type="checkbox"/> Department
<input checked="" type="checkbox"/> Description	<input checked="" type="checkbox"/> Inventory ID	<input type="checkbox"/> Location Name	<input type="checkbox"/> Dept. #
<input type="checkbox"/> Tier	<input type="checkbox"/> Secondary Inventory ID	<input type="checkbox"/> Location Address	<input checked="" type="checkbox"/> Status
<input type="checkbox"/> VIN/Serial #	<input type="checkbox"/> Make / Brand	<input type="checkbox"/> Model	<input type="checkbox"/> Miles/Hours
<input type="checkbox"/> Year	<input type="checkbox"/> Long Description	<input type="checkbox"/> Title Restriction	<input type="checkbox"/> Authorized Bid Restriction

**Auction**



<input checked="" type="checkbox"/> Starting Bid	<input type="checkbox"/> Reserve	<input type="checkbox"/> Bid Increment	<input type="checkbox"/> # of Visitors	<input type="checkbox"/> Auto Extension
<input checked="" type="checkbox"/> # of Bids	<input type="checkbox"/> Start Date	<input checked="" type="checkbox"/> End Date	<input type="checkbox"/> # of Hits	

**Buyer**

<input checked="" type="checkbox"/> Full Name	<input type="checkbox"/> Agency/Company	<input type="checkbox"/> City	<input type="checkbox"/> State	<input type="checkbox"/> ID #
<input type="checkbox"/> Title To				

**Monetary**

<input type="checkbox"/> Additional Fees	<input checked="" type="checkbox"/> Sold Amount	<input type="checkbox"/> Tax	<input type="checkbox"/> GovDeals Fee
<input type="checkbox"/> Picked Up Date	<input type="checkbox"/> Net Results	<input type="checkbox"/> Tax %	<input type="checkbox"/> Paid Date
<input type="checkbox"/> Credit Reason	<input type="checkbox"/> Check Date	<input type="checkbox"/> Bill of Sale Other \$	<input checked="" type="checkbox"/> Credit Date
<input type="checkbox"/> Check #	<input type="checkbox"/> Buyer's Premium	<input type="checkbox"/> Bill of Sale Other \$ Description	<input type="checkbox"/> Seller Payment
<input type="checkbox"/> Admin Fee			

Start Date   End Date  

or  Check here to get all assets from the beginning.

or Search by Payment #:

<input type="checkbox"/> Hide credits taken outside of date range
<input type="checkbox"/> Hide all credits
<input type="checkbox"/> Remember my selections
<input type="checkbox"/> Export to Excel

# GovDeals Program Features/Highlights

- There is **NO COST** for your Agency to sell with GovDeals.com!!
- Pricing Model...
  - Winning Bidder pays **12.5%** on top of sale price (GovDeals collects payment) for all sold assets. No cost to anyone unless there's a successful sale. Lowest default rate in the industry – less than **4.00%**
- Payments on a **WEEKLY** pay cycle! GovDeals absorbs any Credit Card chargebacks!



- Availability of Cooperative Contracts – **E&I, Sourcewell (NJPA) & ValuePoint/NASPO**



- **2 Dedicated Regional Client Support Representative** for ongoing Training/Support.

# GovDeals<sup>®</sup>

*A Liquidity Services Marketplace*

Online Government Surplus Auctions

## Questions and Thank You

**Andrew Joosten, Midwestern Representative**

**[ajoosten@govdeals.com](mailto:ajoosten@govdeals.com)**

**(708) 714-2600**

**[www.govdeals.com](http://www.govdeals.com)**