

From: [Sarah Strahl](#)
To: [Erin Rauch](#)
Subject: RE: Negotiations - GMU-1424-17, International Employer of Record Services
Date: Tuesday, November 07, 2017 7:02:06 PM
Attachments: [image003.png](#)
[image004.png](#)

Hi there Erin,

I hope this email finds you well. To answer your two questions in your letter:

- 1 – Yes, we would be open to discussing more favorable pricing but we would have to understand better what the anticipated scope will be to provide more favorable pricing.
- 2 – Yes, Utilizing pay-mode is not an issue for us.

Thank you for the opportunity to reply to this inquires. Please let me know if there is anything else I can answer.

Warmest regards,
Sarah

Sarah Lovelace-Strahl | Vice President, Sales

Cell: 303.548.5450 | Skype: sarah.strahl23



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From: Erin Rauch [mailto:erauch@gmu.edu]
Sent: Friday, November 3, 2017 3:16 PM
To: Sarah Strahl <sstrahl@iworkglobal.com>
Subject: Negotiations - GMU-1424-17, International Employer of Record Services

Hi Sarah,

Please see the attached negotiation letter for your response. I'm out of town next week, but will periodically check my email to see if you have any questions.

Regards,

Erin Rauch, CPPB, VCO, CUPO
Assistant Director | Purchasing

George Mason University

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