



Purchasing Department  
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Fairfax, VA 22030  
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<http://fiscal.gmu.edu/purchasing/>

March 30, 2021

Mr. Tony Pearman  
President & CEO – [tony@visitaccess.com](mailto:tony@visitaccess.com)  
Access, Inc.  
701 Patterson Ave. SW  
Roanoke, VA 24016

SUBJECT: RFP GMU-1692-21, Creative & Marketing Services

Dear Mr. Pearman:

We have reached the point in the evaluation process where we are ready to start negotiations/clarifications as provided for in Section XIII, B of the subject RFP. Therefore, we would appreciate your response to the following:

- Mason is an educational institution and entity of the Commonwealth of Virginia. As such, we are obligated to ensure that all pricing and contractual elements meet our institution's needs. Can Access provide a reduced hourly rate for services?
  - *In our RFP, Access offered to extend a flat reduced rate for all services of \$125 an hour.*
  - *In compliance with our standing with VCCS, Access will extend an additional offer to provide a rate of \$115 an hour, a 30% savings for GMU.*
- Do you have any minimum hourly requirements for jobs? For example, a 4-hour minimum per project.
  - *No, we do not.*
- If awarded a contract, do you acknowledge, agree and understand George Mason University cannot guarantee a minimum amount of business?
  - *Yes*
- Do you agree to sign Mason's Standard Contract (RFP Attachment B – Sample Contract) if awarded a contract?
  - *Yes*

Please advise if you have any questions or need clarification before responding.

Regards,

A handwritten signature in black ink that reads "Erin Rauch".

Erin Rauch, CPPB, VCO, CUPO  
Assistant Director | Purchasing  
[erauch@gmu.edu](mailto:erauch@gmu.edu)

