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April 1, 2021

Erin Rauch, CPPB, VCO, CUPO
Assistant Director, Purchasing
George Mason University
4400 University Drive, Mailstop 3C5
Fairfax, VA 22030

Dear Ms. Rauch:

Thank you for your letter of March 30. Below are our responses to your questions:

1. 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 you provide a reduced hourly rate for services?

RESPONSE: Yes, we offer a reduced rate of \$99/hour to George Mason University, compared to our normal hourly rate of \$105 for educational institutions that was quoted in our proposal.

2. If awarded a contract, do you acknowledge, agree and understand George Mason University cannot guarantee a minimum amount of business?

RESPONSE: Yes, if awarded a contract, we acknowledge, agree and understand George Mason University cannot guarantee a minimum amount of business.

3. Do you agree to sign Mason's Standard Contract (RFP Attachment B – Sample Contract) if awarded a contract?

RESPONSE: Yes, if awarded a contract, we agree to sign Mason's Standard Contract.

Please let us know if you need any further information.

Sincerely,

Tim Priddy

Principal