From: Beth Buelow
To: Erin Rauch
Subject: Re: Negotiations: GMU-1707-21, Coach Training Services - The Introvert
Date: Wednesday, November 17, 2021 5:50:02 PM

Hi Erin,

Thanks so much for the questions. My responses are below:

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 The Introvert provide reduced rates for services?
   Yes, I can revise my requested fixed per-program rate to $7,000

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

3. Do you agree to sign Mason's Standard Contract as outlined in RFP Attachment B – Sample Contract, if awarded a contract?
   Yes, I would.

Thanks very much, and please let me know if you need any additional information.

Beth

Beth L. Buelow, PCC
Possibilities Catalyst
BethBuelow.com
My book: tiny.cc/introentre
My podcast: howcanisaythis.com

From: Erin Rauch <erauch@gmu.edu>
Date: Wednesday, November 17, 2021 at 4:41 PM
To: Beth Buelow <info@bethbuelow.com>, "bethbuelow71@comcast.net" <bethbuelow71@comcast.net>
Subject: Negotiations: GMU-1707-21, Coach Training Services - The Introvert

Please see the attached letter for your response.

Thank you,

Erin Rauch, CPPB, VCO, CUPO
Assistant Director | Purchasing
George Mason University

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