

Exhibit A

Scope of Services

The SERVICE PROVIDER agrees to provide the CITY with access to utilize their GovQuote online quoting system to assist the CITY with obtaining quotes under the CITY's threshold for formal solicitations at no cost.

What is GovQuote?

- GovQuote is a web-based marketplace where agencies and companies meet to request and respond to requests for quotes on products and services.
- Agencies can view multiple responses from different companies who bid on products and services. These responses are displayed in chat windows and are sent via email.
- When an agency has decided on a company at the desired price, they select that company to complete the transaction. All companies are notified of the resulting selection and the "winning" company can then be contacted to complete the transaction.
- This marketplace allows companies to compete to win agency business and allows agencies to quickly and easily find the exact product or service they need with minimal fuss.

GovQuote History

GovQuote was founded by B2G leaders and public procurement experts with decades of experience in government contracting. Starting with the idea that the request for quote process could be streamlined using a smart, technology-driven system, GovQuote cuts out costly, unneeded features, keeping only what really matters — an easy way to sell to the government market.

Since 2010, our solutions have saved government agencies millions of dollars in both time and money, by giving them access to the most advanced purchasing platform for products and services. We've helped countless agencies strategically source companies from the entire pool of government contractors, not just the few they know about.

We developed this platform with the mandate that we do not add any additional complexity to an agency's existing quoting process. In fact, it's been designed to significantly reduce the time and effort required to follow current agency processes for gathering multiple quotes.

How does GovQuote make money?

We don't -- and that is what sets us apart.

GovQuote was designed to be a simple, easy-to-use website, that doesn't require teams of engineers and technical personnel to support. By designing the system to be fast, secure and inherently stable, as well as easy to use, the cost to maintain the GovQuote system is minimal.

While our service may include some premium features in the future, such as online advertising, GovQuote's core value will always be to make quote requests from government agencies available to all companies on an accessible, intuitive platform -- free of charge.

Why should agencies use GovQuote?

- **Save time and effort** - Existing quoting processes can be expensive and time-consuming. GovQuote takes just 15 seconds to sign up and provides a fast, easy, and cost-effective alternative.
 - **Request quotes in 60 seconds or less** - Creating requests is easy and our technology allows only the most qualified companies to receive them. Simply enter your product or service requirements, choose the matching industry categories, and publish your request for quote (RFQ) to 9000+ qualified vendors ready to provide competitive prices. Email and in-app notifications let you know as soon as you receive a quote.
 - **Receive quotes directly in your inbox** - Use your existing vendors or allow our smart technology to match you with new suppliers instantly. Businesses publicly compete for the lowest price, which can save you 15-20%.
- **Get the best price** - Reach the largest audience of companies actively competing for the business of local, state and federal government agencies.
 - **Better use of agency budget** - More competition and lower prices means agencies will avoid overpaying for products and services, saving millions of dollars in taxpayer money.
 - **Access to more companies** - GovQuote allows agencies to tap into a nationwide pool of vendors giving them more choices of who to buy from.
- **Communicate more effectively** - No more phone-tagging or fax machines. GovQuote is the first fully online marketplace that allows agencies to communicate directly with companies in real time.
- **Award quotes with the click of a button** - Keep all your quotes centralized, compare prices easily, and choose the best offer. Avoid communication delays and stay connected with vendors using a smart instant messaging system.
- **Audit-proof recordkeeping** - Detailed records of each transaction are automatically generated to satisfy auditors and/or public records requests — viewable and downloadable at any time.
- **Streamline your process** - Centralize your procurement team and provide your buyers with powerful, data-driven tools to maximize purchasing efficiency and transparency.
- **World-class support** - Ask us anything about GovQuote via our online chat and get an answer in just minutes.
- **No costs for Vendors to see Requests** - Level the playing field by helping small and minority-owned companies with lower margins compete with larger organizations. More business for companies, better prices for agencies.
- **No cost for Agencies** - While GovQuote will offer premium features for agencies in the future, the core platform is currently available free of charge.