

EXHIBIT A

ADDITIONAL information e

Financial Considerations-Value Added Flexibility

To meet the evolving needs of our customers, SU continually evaluates our past service offerings and program value to make improvements to guarantee “best value” as well as to better serve our customers in the coming years. SU is pleased to offer enhanced coverage's for out-of-scope service events for the following: No Corrective Maintenance Performed, Software Related Repairs/Updates, Consumables replaced at time of PM/Repair, No Problem Found, No Fault Found and Troubleshooting/Initial Visit on Obsolete Equipment.

SU will offer 1% volume credits annually to be applied to the prevailing renewal price. The credit is based on new SU annual contract revenue and the amounts of the Individual Participating Public Agency using the contract. The total contracted must maintain an annual written amount with SU of one million (\$1,000,000) US dollars to remain eligible for the Volume Renewal Credit. The credit provides a tangible incentive for both parties to operate within the best interests of GovMVMT and establishes a true partnership arrangement.

This credit may be applied only to the following year's renewal and will be calculated as follows:

ANNUAL WRITTEN AMOUNT W/ SU FOR THE EVALUATION YEAR	RENEWAL COST CREDIT (%)	RENEWAL COST CREDIT (\$)
\$1,000,000 to \$3,000,000	1.00%	\$10,000 to \$30,000
\$3,000,001 to \$5,000,000	1.25%	\$37,500 to \$62,500
\$5,000,001 to \$10,000,000	1.50%	\$75,000 to \$150,000
\$10,000,001 and Above	2.00%	\$200,000

SU offers additional programs including Third Party Administration (TPA) and Asset Management Programs and Contract-to-Contract Management to assist in the consolidation of contracts and equipment maintenance. These programs include several diferent approaches to various equipment types. Depending on the Participating Public Agencies current operational and financial processes, these optional programs and enhancements can be utilized, if so desired and mutually agreed upon by the GovMVMT and are ofered independently. Additional details can be provided as requested

EXHIBIT B


University of North Florida
RPF 24-33 Equipment Maintenance Management Program
Price Form

EQUIPMENT CATEGORYe	DISCOUNT %	NOTES
Research Equipment	17%-35%	
Medical & Veterinary Diagnostic Equipment	20%-35%	
Office Environment	20%-35%	
IT & Communications	25%-45%	
Facilities & Physical Plant	25%-35%	Security and Alarms - Excluding physical plant and motorized equipment for maintenance and transport. (HVAC, water systems, elevators, escalators, halon systems etc)
All Other Equipment	20%-35%	

The goal and success of any savings program is departmental participation, usage and volume. The longevity, sustainability and savings advantage of providing a discount range (i.e. 17% - 35%) is that more equipment and equipment types can be quoted. By using a single high discount percentage many times certain items cannot be quoted thus the full potential of savings is not realized. When items are not quoted the departments and end users lose interest and a true savings initiative does not meet its full potential. By incorporating a savings range more equipment, more departments and more savings is provided to the Participating Public Agency

LIST OF MANUFACTURERS THAT WILL NOT PARTNER WITH YOUR COMPANY
NOT APPLICABLE

LIST OF PARTNER MANUFACTURERS
ALL

COMPANY INFORMATION	
LEGAL NAME OF COMPANY RESPONDING	Specialty Underwriters, LLC
BUSINESS STRUCTURE (CORP., JV, LLC, ETC.)	LLC
PRIMARY ADDRESS	9667 S. 20th Street, Oak Creek, WI 53154
NAME OF CONTACT PERSON	Elaine Wilson
EMAIL ADDRESS OF CONTACT PERSON	ewilson@su-group.com
PHONE NUMBER OF CONTACT PERSON	800-558-9910
SIGNATURE OF AUTHORIZED REPRESENTATIVE	
PRINTED NAME OF AUTHORIZED REPRESENTATIVE	Joseph A. Fallico