

1974. See **Appendix I – Garland Historical Timeline** to review Garland’s historical timeline, including the many innovations introduced and awards received.

Below is a brief summary of those distinct programs and strategies that have proven to be of great value to our public agency customers.

### ***Site-Specific Discount***

Garland/DBS, Inc. administers a process for discounting the final price of a roofing project, as part of the existing Roofing Supplies and Services, Waterproofing and Related Products and Services contract. Since 2010, this proven process has delivered significant savings to Participating Public Agency customers, at times 25 percent or more, in comparison with the line-item pricing commitments made in our current Master Agreement. We would like to continue offering this special promotion should we be awarded the new Roofing Supplies and Services, Waterproofing, and Related Products and Services contract.

The process works like this:

1. The catalog of line item pricing used as the basis for the Master Agreement contains a prevailing wage rate adjustment table that modifies the pricing catalog to the local market wages. Our estimators use these schedules to apply the Master Agreement pricing to the scope of work defined for each project by developing a line-item price breakdown, which serves as our Guaranteed Maximum Price.
2. We will then administer, as a general contractor, a fully transparent, informal process for obtaining competitive quotes on each project from local Garland-authorized roofing contractors. This alternative pricing option offers Participating Public Agencies:
  - Garland’s best government pricing for materials (equal to the General Services Administration’s Federal Supply Schedule)
  - The lowest qualified labor quote, based upon the site-specific elements of the project, and incorporating local prevailing wages as applicable
  - A detailed listing of the costs for general conditions (e.g. bonding, insurance, freight, etc.)
  - A standard mark-up for overhead and profit
3. Any savings provided through site-specific pricing will continue to be passed on directly to the individual Participating Public Agency. If Garland/DBS, Inc. cannot obtain a lower site-specific price, then the Guaranteed Maximum Price will prevail as the basis for the individual Participating Public Agency’s project. Both pricing methodologies, including all supporting documentation, are available to the Participating Public Agency for review and evaluation at any time.

If awarded a new Master Agreement, every Participating Public Agency will be offered the opportunity of a site-specific discount. Unless that offer is formally declined, the agency may then choose the lower of the two pricing scenarios.

Garland/DBS, Inc.'s unique local-market, site-specific pricing process has a well-documented history of generating significant savings for our customers. Garland/DBS, Inc. will continue to assume the responsibility for inviting multiple authorized local contractors to provide quotes to Garland/DBS, Inc. on all turnkey roofing projects, unless it is the preference of the individual Participating Public Agency to work with a specific contractor. The paperwork associated with the local pricing process will remain the sole responsibility of Garland/DBS, Inc., with all communications conducted in collaboration with each agency's locally based Garland representative.

This value-added service has proven to be an expeditious process, typically taking as little as two to four weeks, relieving the Participating Public Agency of the burdensome paperwork associated with competitive bidding while providing all of the pricing and scheduling benefits associated with cooperative purchasing via this Master Agreement. This value-added proposition is being provided in the hope of consistently outperforming the established installed pricing specified in this Master Agreement. Our intent is to be able to offer a one-time site-specific discount for every project, based upon competitively solicited pricing that incorporates the site-specific conditions of each individual project, including the local-market labor rates.

Any nationwide contract is awarded on a bidder's lowest installed pricing for standardized line items intended to encompass a variety of different applications. In reality, roofing (unlike office supplies or furniture) is a complex system of multiple components, each of which ought to be chosen and installed to provide the best performance-to-cost ratio possible.

Through our experience with the original and existing Master Agreements, we have verified that the lowest installed cost available through a site-specific competitively solicited process with local contractors is frequently more advantageous to a Participating Public Agency than the Guaranteed Maximum Pricing on which our contracts were awarded. We believe so strongly in this proven process, Garland/DBS, Inc. will continue to document our offering of this service to every U.S. Communities agency purchasing Roofing Supplies and Services, Waterproofing, and Related Products and Services, whether or not they choose to accept it.

### ***The Differentiating Benefit of Local Contractor Participation***

In implementing the proposed Master Agreement, Garland/DBS, Inc. will be solely responsible for the distribution of all materials and/or the installation of all projects. This