

SIGNATURE PAGE

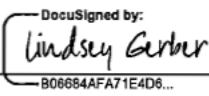
CC-10-2027

To the Monmouth County Board of County Commissioners:

**THE UNDERSIGNED HEREBY DECLARES THAT
I (WE) HAVE CAREFULLY EXAMINED THE SPECIFICATIONS.
I (WE) HEREBY CERTIFY PRICES QUOTED ARE IN ACCORDANCE
WITH YOUR REQUIREMENTS.**

Company Name: Governmentjobs.com, Inc. (d/b/a NEOGOV)
(PRINT)

Preparer's Name: Lindsey Gerber
(PRINT)

Signature:  10/15/2026 | 8:48:13 AM PDT
(DATE)

Address: 2120 Park Place, Suite 100
El Segundo, CA 90245

Telephone No.: (310) 971-9588

Fax No.: (310) 426-6305

E-Mail Address: bids+submission@neogov.net
*****(This should be the email where Contracts would be sent)*****

Contact Person: Lindsey Gerber

FEIN: 
(Federal Employee ID)

BRC: 
(Business Registration Certificate)

(Revised 2/2017)

Transmittal Letter and Proposer Profile - Proposed Administrative Fee

NEOGOV operates as an enterprise public safety financial technology platform rather than a standalone scheduling tool. Our fee structure is percentage-based because the underlying operational costs, financial liabilities, working capital requirements, and capital guarantees scale directly with the total dollar value of each transaction:

- **100% Credit Risk Absorption (Pay Assurance):** Under our Pay Assurance model, NEOGOV absorbs 100% of commercial vendor bad-debt credit risk—guaranteeing officer wages, County administrative fees, and vehicle surcharges are paid on schedule every pay period even if a commercial customer delays payment or defaults. A shift billed at 0/hour represents a higher financial liability and default risk absorbed by NEOGOV than a shift billed at 0/hour.
- **Proportional Merchant & Financial Processing Costs:** Core banking and payment processing costs—including credit card interchange rates, ACH electronic funds transfers, merchant gateway fees, chargeback protections, and payment dispute resolution—are assessed by financial institutions as a percentage of total transaction volume.
- **Working Capital & Wage Advancements:** NEOGOV advances payroll funds to officers and remits County/vehicle fees upfront prior to collecting receivables from commercial employers. Higher hourly job rates require NEOGOV to advance larger amounts of working capital per detail hour worked.

Multi-Year Administrative Fee Schedule (2027 – 2031):

Year 1 (2027 Base Contract Year 1): 6.75% of Gross Off-Duty Billing

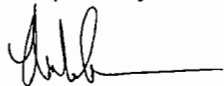
- Year 2 (2028 Base Contract Year 2): 6.75% of Gross Off-Duty Billing (0% increase / rate locked)
- Year 3 (2029 Base Contract Year 3): 6.75% of Gross Off-Duty Billing (0% increase / rate locked)
- Option Year 1 (2030 Extension Option 1): 6.75% of Gross Off-Duty Billing (0% increase / rate locked)
- Option Year 2 (2031 Extension Option 2): 6.75% of Gross Off-Duty Billing (0% increase / rate locked)

Cost Summary for Monmouth County:

- Setup & Onboarding Fee: -bash.00 (One-time implementation fee waived)
- Direct Cost to County Taxpayers: -bash.00 (100% commercial vendor funded)
- Out-of-Pocket Expenses: Included (-bash.00 additional out-of-pocket charges)
- Projected Annual Billing Baseline: ,000,000 Gross Off-Duty Billing baseline

Contract Term	Rate Structure	Fee
Year 1 (2027)	Base Term	6.75%
Year 2 (2028)	Base Term	6.75%
Year 3 (2029)	Base Term	6.75%
Option Year 1 (2030)	1-Year Option	6.75%
Option Year 2 (2031)	1-Year Option	6.75%

Respectfully submitted,



Nicholas Kromer
Vice President of Revenue Operations