

LAMPS AND BALLAST WEBINAR

February 24, 2010 (Featuring Voss Lighting, Inc.)

QUESTIONS AND ANSWERS

1. Question: Is there a minimum order requirement?

Answer: No

2. Question: Are all of the Voss Lighting contracted items loaded on the virtual catalog?

Answer: Yes, all of the CORE ITEMS are loaded in Team Georgia Marketplace

3. Question: Only the items listed in the grid are on contract, correct? No everything in their catalog?

Answer: The contract covers both Core and Non-Core Items. The Core items have a fixed price. The non-core items receive a percent off the supplier's catalog list price. Voss's discount structure for the awarded categories is: Fluorescent Lamp: 88.10%; Miniature Lamp: 52%

4. Question: Are any of the other vendors suppliers of fluorescent bulbs?

Answer: Yes. However, the contract was awarded "by category", based on competitive bid. Consequently, should customers have need for fluorescent lamps and miniature lamps, they should be purchased from Voss Lighting.

5. Question: What if product can be found cheaper than contract?

Answer: We recognize there will instances where you will be able to find items cheaper. However, if you look at the market basket "wholeistically", the awarded suppliers are the overall most competitive, in the respective category.

6. Question: Are lamp fixture items on statewide contract listings?

Answer: Yes