

April 15, 2021

Arthur L. Sample IV
Indiana Department of Administration
Procurement Division
402 West Washington Street, Room W468
Indianapolis, IN 46204

Re: Transmittal Letter for Request for Proposal 21-67165

Dear Mr. Sample,

92c Partners, LLC is pleased to submit a proposal to provide Tenant Brokerage Services to the State of Indiana. As one of the current providers of these services, we know and understand the tremendous importance of reducing overall lease costs while achieving the most flexible lease terms. We also have in depth knowledge of the dynamics of managing the various layers within state government to achieve positive results. We have experience in all 92 counties and know each leased office. Over our tenure, we have assembled a team that is 100% dedicated to the State and have a proven history of measured success in servicing the Indiana Department of Administration and the agencies it supports.

As one of two owners and an authorized representative of 92c Partners, I acknowledge and understand all the information presented in Section 1 and also agree with any requirements/conditions listed in Section 1. I certify that the information offered in our proposal meets all general conditions and I take personal responsibility for the thoroughness and correctness of all financial information supplied with this proposal and Section 2.3.4. I accept all mandatory contract terms listed under 2.3.5.

We have included our company financial information and marked it "Confidential." Per the Access to Public Records, as a privately held organization our financial information is considered confidential and is protected under IC 5-14-3 Sec. 4. (a)(4) and (5). We have attached these as a separate line item under the Business Proposal.

Our team has had the privilege of serving the State of Indiana in this capacity for many years and we hope it continues for many more. We understand change can be considered when you have had a long-standing relationship with a service provider, however we are confident that 92c Partners is the most qualified, seasoned, and professional team to continue servicing the State and its tenant brokerage needs.

We appreciate your time in reviewing our response to Proposal 21-67165. Should you have any questions, please feel free to reach me at the contact information below.



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