

REDACTED COPY MEMO

The chart below shows the items we have redacted and our reasons for doing so.

SECTION REDACTED	RATIONALE
Cover Letter: Proposal Highlights	Confidential: Elements of our proposal strategy
Tab 2: References	Confidential: Need to protect sensitive information about current clients
Tab 2: Subcontractors	Confidential: Teaming partner information is a central factor in our proposal strategy and ability to be competitive
Tab 4.A.1.f Subcontractor Experience	Confidential: Teaming partner information is a central factor in our proposal strategy and ability to be competitive
Tab 4.A.2.a Company Experience	Confidential: Need to protect sensitive information about current clients
Tab 4.A.2.b Similar Experience	Confidential: Need to protect sensitive information about current clients
Tab 4.A.2.b Individual Experience	Confidential: Team composition, teaming partners are elements of our proposal strategy
Tab 4.A.2.c Similar Experience	Confidential: Need to protect sensitive information about current clients
Tab 4.A.2.d Current Contracts	Confidential: Need to protect sensitive information about current clients
Tab 4.A.2.e Project Team	Confidential: Team composition is a central element of our proposal strategy
Tab 4.A.3 References	Confidential: Need to protect sensitive information about current clients
Tab 4.B Business Plan	Confidential: Need to protect our business strategy
Tab 5: Cost Sheet	Confidential: Need to protect our pricing strategy

CBRE presents:

**ITN NO. DMS-12/13-007
TENANT BROKER & REAL ESTATE CONSULTING SERVICES**

Prepared for the Department of Management Services

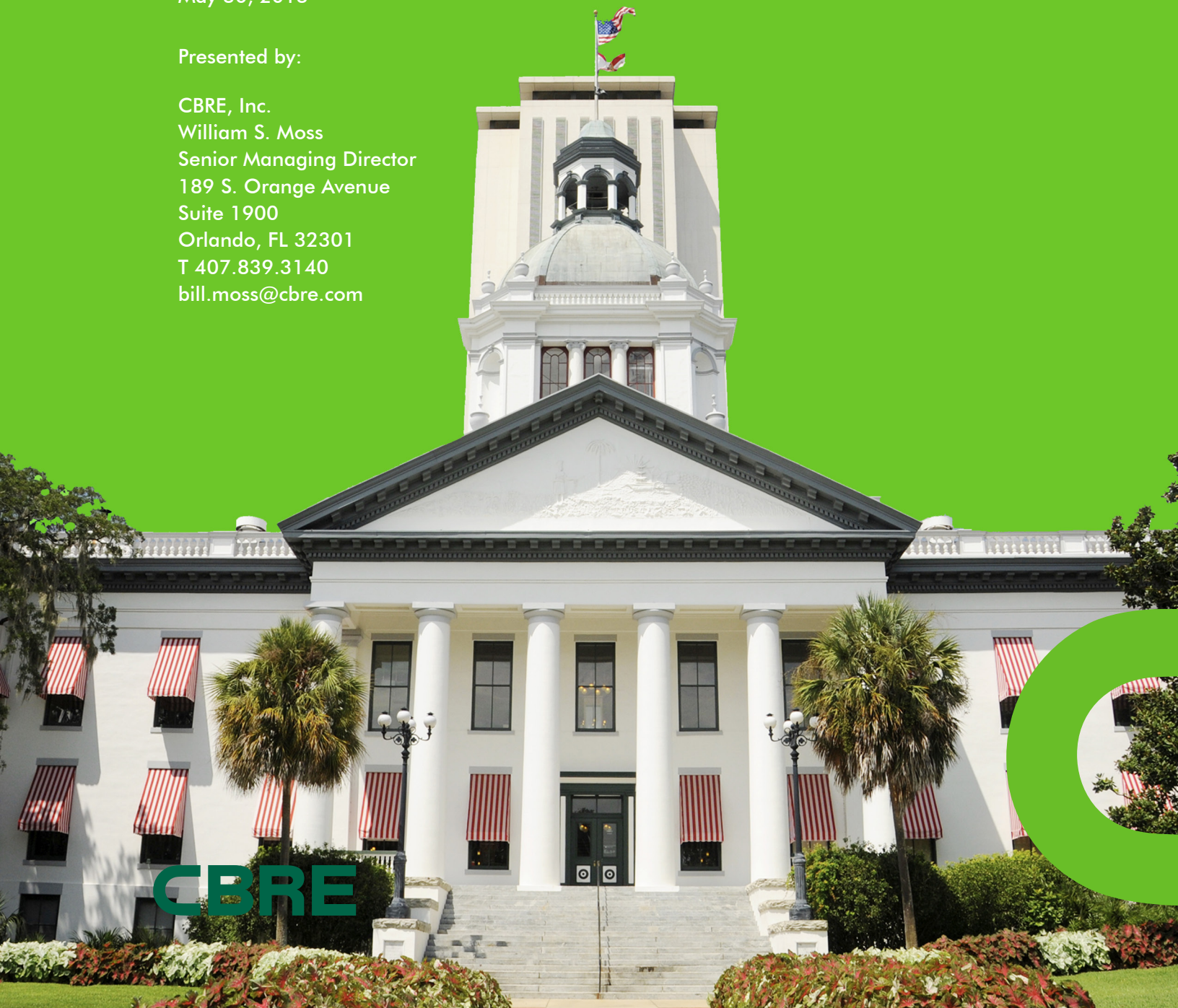


REDACTED COPY

May 30, 2013

Presented by:

CBRE, Inc.
William S. Moss
Senior Managing Director
189 S. Orange Avenue
Suite 1900
Orlando, FL 32301
T 407.839.3140
bill.moss@cbre.com



CBRE





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- Business/Corporate References

Section 2.12 Part B Tab 4

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- Cost Sheet

CBRE © 2013 All Rights Reserved. All information included in this proposal pertaining to CBRE—including but not limited to its operations, employees, technology and clients—are proprietary and confidential, and are supplied with the understanding that they will be held in confidence and not disclosed to third parties without the prior written consent of CBRE.

This letter/proposal is intended solely as a preliminary expression of general intentions and is to be used for discussion purposes only. The parties intend that neither shall have any contractual obligations to the other with respect to the matters referred herein unless and until a definitive agreement has been fully executed and delivered by the parties. The parties agree that this letter/proposal is not intended to create any agreement or obligation by either party to negotiate a definitive lease/purchase and sale agreement and imposes no duty whatsoever on either party to continue negotiations, including without limitation any obligation to negotiate in good faith or in any way other than at arm's length. Prior to delivery of a definitive executed agreement, and without any liability to the other party, either party may (1) propose different terms from those summarized herein, (2) enter into negotiations with other parties and/or (3) unilaterally terminate all negotiations with the other party hereto.

Cover Letter

Tab 1



189 S. Orange Avenue
Suite 1900
Orlando, FL 32301
T 407.839.3140
bill.moss@cbre.com

William S. Moss
Senior Managing Director

CBRE, Inc.

May 30, 2013

Lysle W. Robinson
Purchasing Analyst, Departmental Purchasing
Department of Management Services
4050 Esplanade Way, Ste. 380.9X
Tallahassee, Florida 32399-0950

RE: Proposal in Response to ITN NO.: DMS-12/13-007

Dear Mr. Robinson,

On behalf of CBRE, Inc. and our project team, I am pleased to submit our proposal to deliver Tenant Broker and Real Estate Consulting Services to the State of Florida, Department of Management Service (DMS).

We have thoroughly reviewed the subject ITN and the accompanying addendums, and have developed this response in accordance with our understanding of DMS's goals and objectives. Given that the State's 13.5 million square foot portfolio accounts for approximately \$237 million in occupancy costs, we understand the importance of DMS's goal of making the State's current and proposed private sector lease agreements more efficient and economical.

As required in ITN, please note that CBRE is headquartered at 11150 Santa Monica Blvd, Suite 1600 in Los Angeles, CA, and that the primary location where the work will be managed is Tallahassee, FL, with additional oversight from Orlando.

Highlights of our approach include the following:

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

May 30, 2013

RE: Proposal in Response to ITN NO.: DMS-12/13-007

State of Florida, Department of Management Service

Page 2

Because frequent DMS and agency interaction are critical to understand the State's priorities and provide excellent customer service, we have proposed a Florida-based team. This team will be complemented by consultants and subject matter experts across our full-service platform, which will give the State a combination of quick-response ability supported by strategic, focused subject matter expertise.

Our integrated service offering takes into account all facets of the State's real estate portfolio and the interdependent nature of the real estate functions (e.g., parking, energy consumption needs increase with densification).

CBRE is uniquely positioned with the resources, knowledge and experience to help the State save money, reduce square footage, improve quality and monetize assets. We welcome an opportunity to present our service offerings and proposal to the State.

Sincerely,

A handwritten signature in blue ink, appearing to read 'W. Moss', with a long horizontal flourish extending to the right.

William Moss

Senior Managing Director

Attachments

Tab 2

ATTACHMENT 1 – RESPONDENT’S CONTACT INFORMATION

The Respondent shall identify the contact information as described below.

For solicitation purposes, the Respondent’s contact person shall be:

For contractual purposes, should the Respondent be awarded, the contact person shall be:

Name Jennifer Lear
Title Associate
Address 750 9th Street N.W., Suite 900
Washington, DC 20001
Telephone (202) 585-5726
Fax (202) 783-1723
E-mail jennifer.lear@cbre.com

Bill Moss
Senior Managing Director
189 South Orange Avenue
Orlando, FL 32801
(407) 839-3140
(407) 839-3171
bill.moss@cbre.com

THE REMAINDER OF THIS PAGE IS INTENTIONALLY LEFT BLANK.

ATTACHMENT 2 - CERTIFICATION OF DRUG-FREE WORKPLACE PROGRAM

287.087 Preference to businesses with drug-free workplace programs.--Whenever two or more bids, proposals, or replies that are equal with respect to price, quality and service are received by the state or by any political subdivision for the procurement of commodities or contractual services, a bid, proposal or reply received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall:

- (1) Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
- (2) Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
- (3) Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
- (4) In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than 5 days after such conviction.
- (5) Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, any employee who is so convicted.
- (6) Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements. False statements are punishable at law.

Respondent's Name: CBRE, Inc.

By:  William S. Moss
Authorized Signature Print Name and Title

Date: 5/30/2013

THE REMAINDER OF THIS PAGE IS INTENTIONALLY LEFT BLANK.

ATTACHMENT 3 - NOTICE OF CONFLICT OF INTEREST

Company or Entity Name CBRE, Inc.

For the purpose of participating in the solicitation process and complying with the provisions of Chapter 112, of the Florida Statutes, the undersigned corporate officer states as follows:

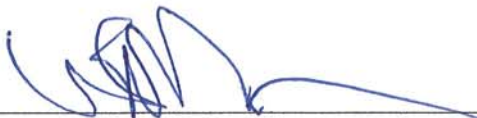
The persons listed below are corporate officers, directors or agents and are currently employees of the State of Florida or one of its agencies (add more lines as appropriate):

<u>N/A</u>	_____
_____	_____
_____	_____

The persons listed below are current State employees who own an interest of ten percent (10%) or more in the company/entity named above (add more lines as appropriate):

<u>N/A</u>	_____
_____	_____
_____	_____

CBRE, Inc.
Name of Respondent's Organization


Signature of Authorized Representative and Date

William S. Moss, Senior Managing Director
Print Name

5/30/2013 Date

ATTACHMENT 4 - NON-COLLUSION AFFIDAVIT

STATE OF Florida
COUNTY OF Orange

I state that I William S. Moss of CBRE, Inc.,
(Name and Title) (Name of Firm)

am authorized to make this affidavit on behalf of my firm and its owner, directors and officers. I am the person responsible in my firm for the price(s) and amount(s) of this Response, and the preparation of the Response. I state that:

1. The price(s) and amount(s) of this Response have been arrived at independently and without consultation, communication or agreement with any other Provider, potential provider, Proposal, or potential Proposal.
2. Neither the price(s) nor the amount(s) of this Response, and neither the approximate price(s) nor approximate amount(s) of this Response, have been disclosed to any other firm or person who is a Provider, potential Provider, Proposal, or potential Proposal, and they will not be disclosed before Proposal opening.
3. No attempt has been made or will be made to induce any firm or persons to refrain from submitting a Response for this contract, or to submit a price(s) higher than the prices in this Response, or to submit any intentionally high or noncompetitive price(s) or other form of complementary Response.
4. The Response of my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive Response.
5. CBRE, Inc., its affiliates, subsidiaries, officers, director, and employees
(Name of Firm)
are not currently under investigation, by any governmental agency and have not in the last three years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to Proposal, on any public contract, except as follows:

I state that I and the named firm understand and acknowledge that the above representations are material and important, and will be relied on by the State of Florida for which this Response is submitted. I understand and my firm understands that any misstatement in this affidavit is, and shall be treated as, fraudulent concealment from the State of Florida of the true facts relating to the submission of responses for this contract.

Dated this 22nd day of May 2013
Name of Organization: CBRE, Inc.
Signed by: [Signature]
Print Name: William S. Moss

being duly sworn deposes and says that the information herein is true and sufficiently complete so as not to be misleading.
Subscribed and sworn before me this 22nd day of May 2013
Notary Public: Michelle M Hoffman
My Commission Expires: February 26, 2014




ATTACHMENT 5 - STATEMENT OF NO INVOLVEMENT

I, William S. Moss, as an authorized representative of the aforementioned company, certify that no member of this firm nor any person having any interest in this firm has been involved with the Department of Management Services to assist it in:

1. Developing this solicitation; or,
2. Performing a feasibility study concerning the scope of work contained in this Invitation to Negotiate.

CBRE, Inc.
Name of Respondent's Organization


Signature of Authorized Representative and Date

William S. Moss
Print Name

ATTACHMENT 7 – ADDENDUM / AMENDMENT ACKNOWLEDGEMENT FORM

This acknowledgment form serves to confirm that the Respondent has reviewed, complied with and/or accepted all Addendum(s) / Amendment(s) to the solicitation posted on the Vendor Bid System (VBS).

Please list all Addendum(s) / Amendment(s) below.

Addendum 1- Written Questions Received

Addendum 2- ITN Revised

CBRE, Inc.

Name of Respondent's Organization



Signature of Authorized Representative and Date

William S. Moss

Print Name

Pass / Fail Requirements Tab 3



Pass / Fail Requirements

TAB 3 SECTION SUMMARY

CBRE satisfies this ITN's Pass / Fail Requirements by meeting or exceeding the requirements as listed below.

Pass / Fail Requirements

The Respondent must satisfy the requirements listed below. By submitting a Reply the Respondent certifies that it either meets or exceeds the requirements below. The Respondent shall place this information under TAB 3 of its Reply.

a. The Reply is received by the date/time indicated in Section 1.04 of the solicitation.

CBRE affirms our response was submitted on May 30, 2013, before the 3:00 p.m. EST deadline.

b. Convicted Vendor List

The Respondent has not been disqualified from the public contracting and purchasing process in accordance with section 287.133(3)(d), Florida Statutes.

CBRE affirms we have not been disqualified from the public contracting and purchasing process in accordance with section 287.133(3)(d), Florida Statutes.

c. Suspended Vendor List

The Respondent has not been removed from the Department's vendor list pursuant to rule 60A-1.006, Florida Administrative Code; neither is the Respondent currently under suspension or debarment by the State or any other governmental authority pursuant to rule 60A-1.002(7), FAC.

CBRE affirms we have not been removed from the Department's vendor list pursuant to rule 60A-1.006, Florida Administrative Code, nor are we currently under suspension or debarment by the State or any other governmental authority pursuant to rule 60A-1.002(7), FAC.

d. MyFloridaMarketPlace Registration

The Respondent is registered in MyFloridaMarketPlace Respondents desiring to sell commodities or contractual services to the State are

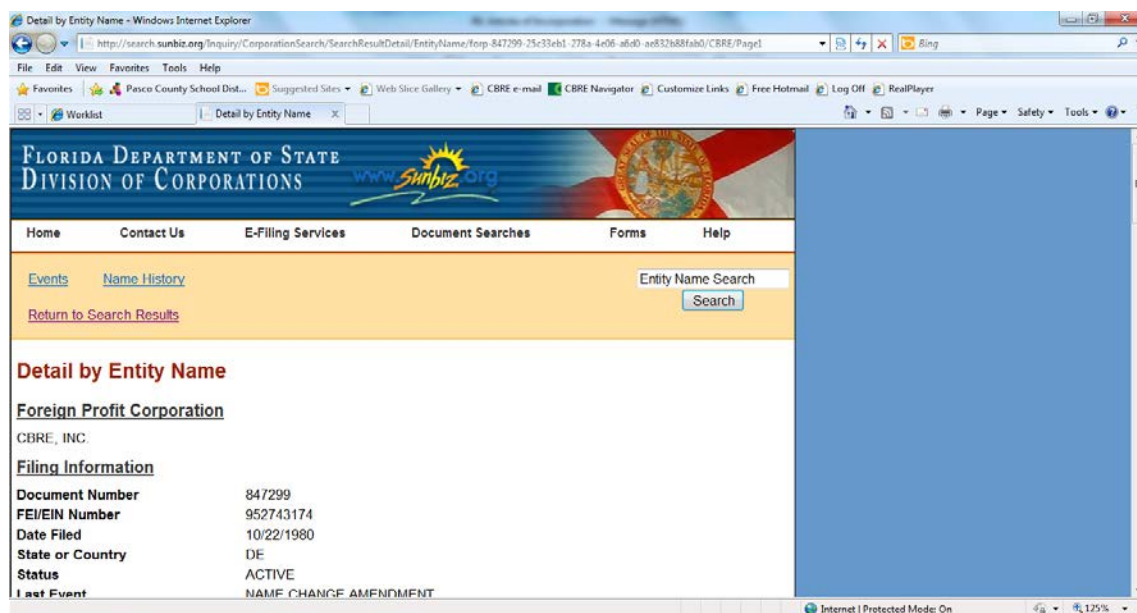




Pass / Fail Requirements

required by rule 60A-1.030, Florida Administrative Code, to register in MyFloridaMarketPlace. Also see Attachment A – PUR 1000 General Contract Conditions.

CBRE affirms we are registered in MyFloridaMarketPlace. The screenshot below depicts our status as an active corporation to transact business in Florida.



- e. The Respondent is authorized to do business in the State. The Respondent shall provide the Department copies of its Articles of Incorporation.

NOTE: Pursuant to section 607.1503(1), Florida Statutes, out-of-state corporations are required to obtain a Florida Certificate of Authorization from the Florida Department of State, Division of Corporations, to transact business in the state of Florida. The Respondent agrees to attain such authorization within seven (7) business days of notice of award, should the Respondent be awarded. Website: www.sunbiz.org

Per Section 2.11 (a) above, CBRE affirms we are an active corporation that is authorized to do business in the State.

Please see the following pages for CBRE’s Article of Incorporation.



Pass / Fail Requirements



FLORIDA DEPARTMENT OF STATE
Division of Corporations

October 7, 2011

CINDY KEE
CBRE, INC.
11150 SANTA MONICA BLVD., SUITE 1600
LOS ANGELES, CA 90025

Re: Document Number 847299

The Amendment to the Application of a Foreign Corporation for CB RICHARD ELLIS, INC. which changed its name to CBRE, INC., a Delaware corporation authorized to transact business in Florida, was filed on October 4, 2011.

Should you have any questions regarding this matter, please telephone (850) 245-6050, the Amendment Filing Section.

Darlene Connell
Regulatory Specialist II
Division of Corporation

Letter Number: 411A00023118

www.sunbiz.org

Division of Corporations - P.O. BOX 6327 -Tallahassee, Florida 32314



Pass / Fail Requirements

PROFIT CORPORATION APPLICATION BY FOREIGN PROFIT CORPORATION TO FILE AMENDMENT TO APPLICATION FOR AUTHORIZATION TO TRANSACT BUSINESS IN FLORIDA (Pursuant to s. 607.1504, F.S.)

SECTION I (1-3 MUST BE COMPLETED)

847299
(Document number of corporation (if known))

1. CB Richard Ellis, Inc.
(Name of corporation as it appears on the records of the Department of State)

2. Delaware
(Incorporated under laws of)

3. October 23, 1980
(Date authorized to do business in Florida)

FILED
OCT 15 PM 2:27
SECRETARY OF STATE
TALLAHASSEE FL

SECTION II (4-7 COMPLETE ONLY THE APPLICABLE CHANGES)

4. If the amendment changes the name of the corporation, when was the change effected under the laws of its jurisdiction of incorporation? October 3, 2011

5. CBRE, Inc.
(Name of corporation after the amendment, adding suffix "corporation," "company," or "incorporated," or appropriate abbreviation, if not contained in new name of the corporation)

(If new name is unavailable in Florida, enter alternate corporate name adopted for the purpose of transacting business in Florida)

6. If the amendment changes the period of duration, indicate new period of duration.

(New duration)

7. If the amendment changes the jurisdiction of incorporation, indicate new jurisdiction.

(New jurisdiction)

8. Attached is a certificate or document of similar import, evidencing the amendment, authenticated not more than 90 days prior to delivery of the application to the Department of State, by the Secretary of State or other official having custody of corporate records in the jurisdiction under the laws of which it is incorporated.

Brian D. McAllister
(Signature of a director, president or other officer - if in the hands of a receiver or other court appointed fiduciary, by that fiduciary)

Brian D. McAllister
(Typed or printed name of person signing)

Senior Vice President
(Title of person signing)



Part A
Qualifications
Tab 4A



Part A Qualifications

TAB 4.A SECTION SUMMARY

In this section we describe our firm's corporate management and Florida leadership structure. We describe our 35 years of experience serving clients in the State of Florida, eight office locations throughout the State and their service delivery highlights.

- 4.A.1 Company profile
- 4.A.2 Company qualifications, project team and subcontractors
- 4.A.3 Business / corporate references

4.A.1 Company Profile

- a. **Provide company's legal name, date incorporated and state of incorporation (if not incorporated, indicate date started in business and type of business, e.g., sole proprietorship, partnership, etc.).**

Organization name: CBRE, Inc.

Incorporated: Delaware, Dec. 1, 1971 (original certificate of CB Commercial Real Estate Group)

- b. **Provide federal identification number and unemployment compensation number.**

FIN and Unemployment compensation number: 95-2743174

- c. **Describe company organization and, if applicable, relationships with subsidiaries, parent corporations and affiliates or other related companies; include organization charts and details concerning facilities that serve markets/areas within Florida.**

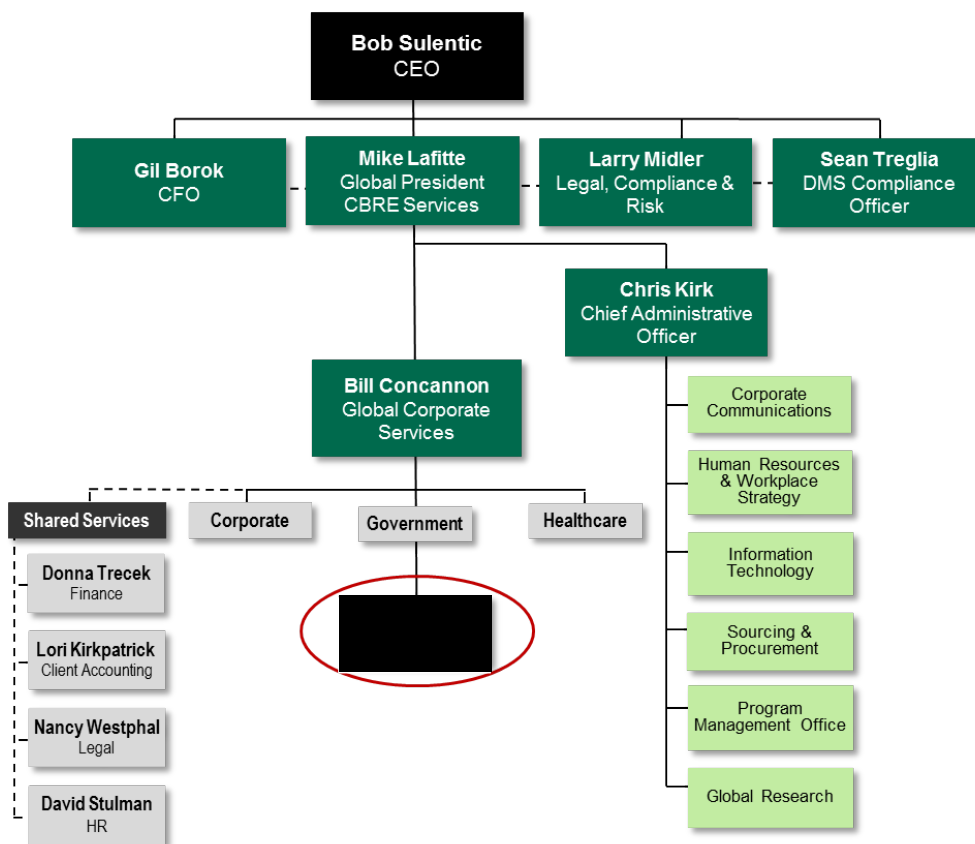
Depicted in the organization chart below is CBRE's corporate management structure beginning with Bob Sulentic, CBRE Inc.'s Chief Executive Officer, to proposed Account Director [REDACTED], who will be responsible for the successful management of the DMS contract.

As a portfolio-level assignment, this contract will be managed within CBRE's Global Corporate Services (GCS) division within the division's government group as show on the following page.



Part A Qualifications

CBRE's Leadership Organization Chart



Subsidiaries and Other Related Companies

Trammell Crow Company (TCC)

In late 2006, CBRE merged with TCC. TCC is fully integrated as a wholly-owned subsidiary of CBRE, and is one of the nation's leading commercial developers dedicated to building value for all of its clients through creative solutions, superb buildings and highly skilled local professionals. TCC has developed or acquired over 525 million square feet of buildings with a value exceeding \$55 billion.

CBRE Investors, LLC

CBRE Investors, L.L.C. is a registered investment advisor that sponsors real estate investment funds and programs for institutional investors worldwide. CBRE Investors is a wholly-owned, but independently managed, subsidiary of CBRE, Inc. CBRE Investors has





Part A Qualifications

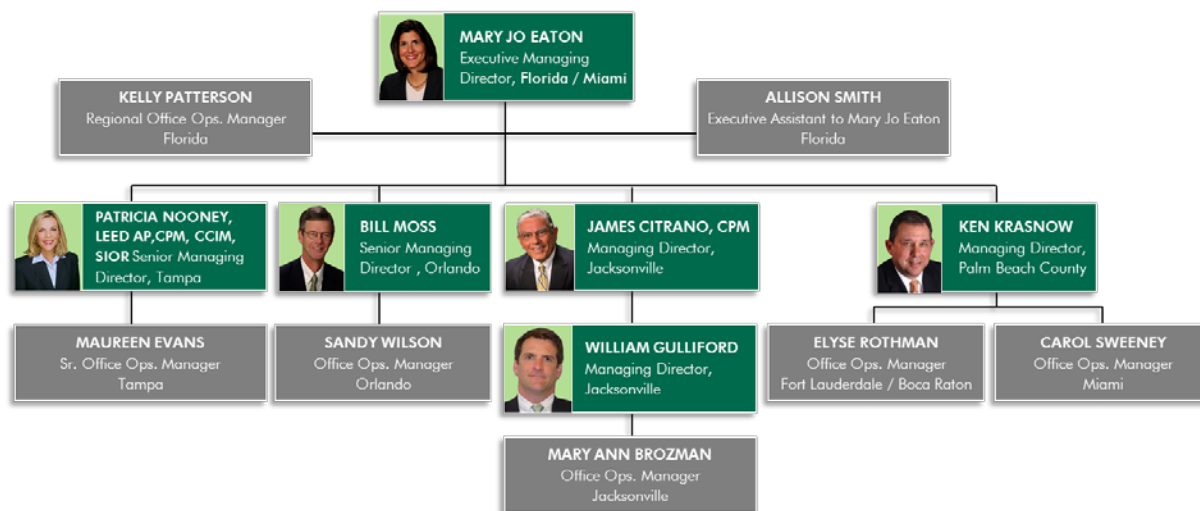
more than \$94.1 billion in assets under management and investment programs that span three continents and a range of risk/return alternatives.

Florida Leadership

In the chart below we identify CBRE’s Florida management and leadership organization. Florida’s network of functional, service line and regional expertise coupled with the close working relationships CBRE maintains with our clients, allows for unique insight within the Florida commercial real estate industry. Florida leadership regularly shares this information internally through bi-monthly meetings and externally via industry organizations and other forums such as CoreNet, IAOP, Realcomm, IFMA, BOMA and ULI.

Please note William Gulliford will join the Jacksonville office as Managing Director on June 3, 2013, following the retirement of James Citrano.

CBRE’s Florida Operations Organization Chart



FLORIDA SERVICE LINE/DEPARTMENT LEADERS



Part A Qualifications

Florida Presence: 35 Years / 8 Offices

CBRE has been the dominant commercial real estate firm in Florida for over 35 years. The map to the right highlights CBRE’s offices in comparison to the State’s leased properties. With eight offices covering the DMS portfolio, CBRE has the service coverage, on-the-ground resources and local market intelligence to perform the in-scope services for DMS.

The offices that will service DMS and state agencies offer a full range of real estate services including tenant representation, project management, land services (acquisition and disposition), workplace strategies, investment sales and banking, valuation and advisory, and research and marketing services. Office locations include:



- **Boca Raton**
5100 Town Center Circle
Tower II, Suite 600
Boca Raton, FL 33486
- **Fort Lauderdale**
200 E. Las Olas Blvd.
Suite 1620
Fort Lauderdale, FL 33301
- **Jacksonville**
8651 Baypine Road
Jacksonville, FL 32256
- **Miami**
111 Brickell Bay Drive
Miami, FL 33131
- **Orlando**
189 S. Orange Ave.
Suite 1900
Orlando, FL 32801
- **Tampa**
101 E. Kennedy Blvd.
Suite 1500
Tampa, FL 33602
- **Tallahassee**
311 E. Park Avenue
Tallahassee, FL 32301
- **West Palm Beach**
4400 PGA Blvd
Suite 102
Palm Beach Gardens, FL 33410



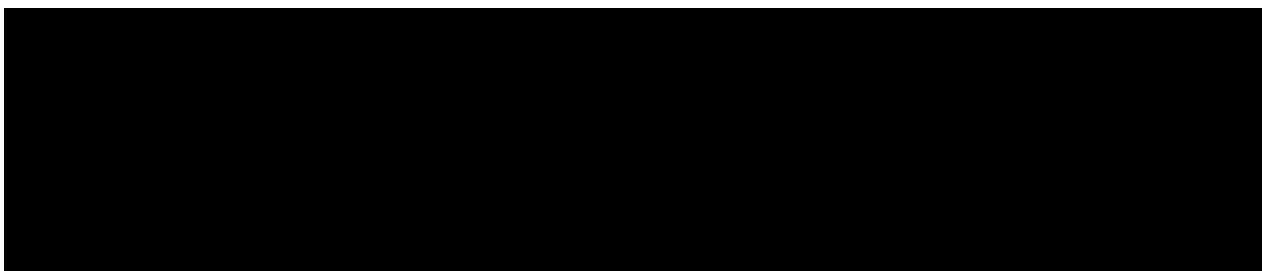


Part A Qualifications

Florida by the Numbers

Equipped to provide service to DMS and agencies throughout all regions in the State of Florida, CBRE’s market coverage, resources and expertise is unrivaled by any other firm. We employ [REDACTED] professionals, including [REDACTED] brokers, which have fostered strong working relationships with the local real estate community across the State. Our operations are proven and serve the diverse needs of property owners, corporate users and public institutions—helping them to achieve their objectives of saving money, consolidation, acquisition, disposition or portfolio enhancement.

A snapshot of our business activity in Florida is provided below:



Clients of CBRE Florida have the best of both worlds—professionals with in-depth local market knowledge combined with the global reach and resources of the world’s largest real estate services firm. In the last year, CBRE Florida professionals have been recognized for their quality service and innovative practices. Examples of 2012 awards include:

	CBRE Miami was ranked in the Top 10 Real Estate Deals of 2012 by the South Florida Business Journal
	Received Engineer of the Year Award by BOMA, Miami-Dade
	Received Lease of the Year Award from Commercial Real Estate Women (CREW), Tampa Bay
	Received Building of the Year (500,000-1,000,000 SF): Esperante by BOMA, West Palm Beach
	Received Building of the Year (500-1,000K SF): Bank of America Plaza by BOMA, Tampa





Part A Qualifications

Highlights of Florida Service Lines

CBRE's Florida offices stand ready to assist DMS with full-service capabilities and extensive resources:

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]





Part A Qualifications

[REDACTED]

[REDACTED]

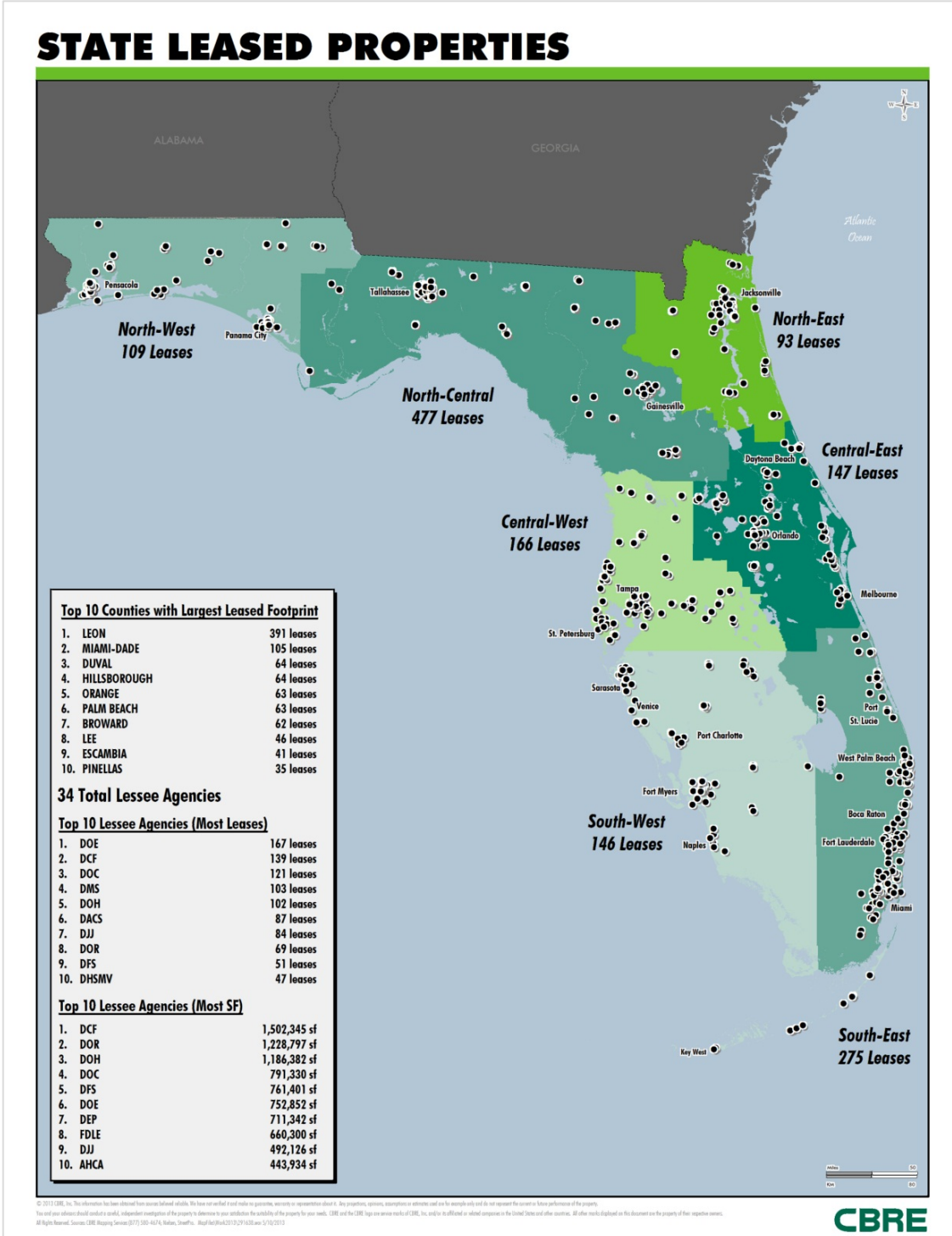
[REDACTED]

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

[REDACTED]

[REDACTED]

Part A Qualifications





Part A Qualifications

Given that DMS is in the service-to-citizens business, population density mapping is critical to ensure DMS is located in areas where the population is shifting. Utilizing current and projected population density information can allow DMS to more strategically examine its long-term real estate assets and needs.

The following two maps illustrate population density—the first depicts 2013 population density and the second map depicts projected 2018 population density. Below we’ve highlighted cities in Florida with the most drastic population increase that is projected to occur in the next five years:

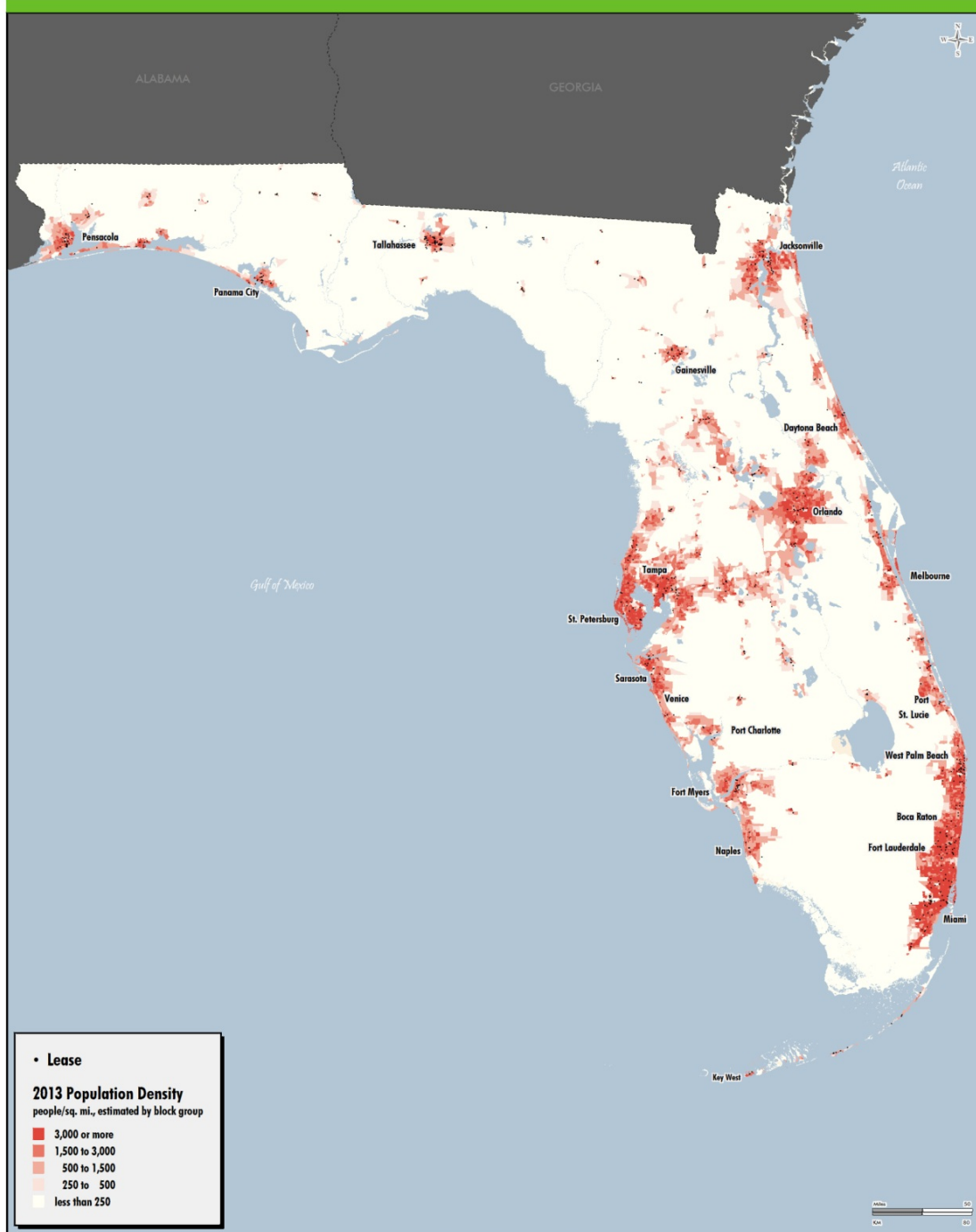
Ft. Myers Metro area	+6.7 %
Naples Metro area	+6.2 %
Orlando Metro area	+6.1%
Miami, Ft Lauderdale Metro area	+5.8 %
Palm Coast Metro area	+5.6 %
Pensacola Metro area	+5.4 %
Tampa Metro area	+5.1 %
Ft Walton / Destin Metro area	+5.1 %



Part A Qualifications



2013 POPULATION DENSITY & STATE LEASED PROPERTIES



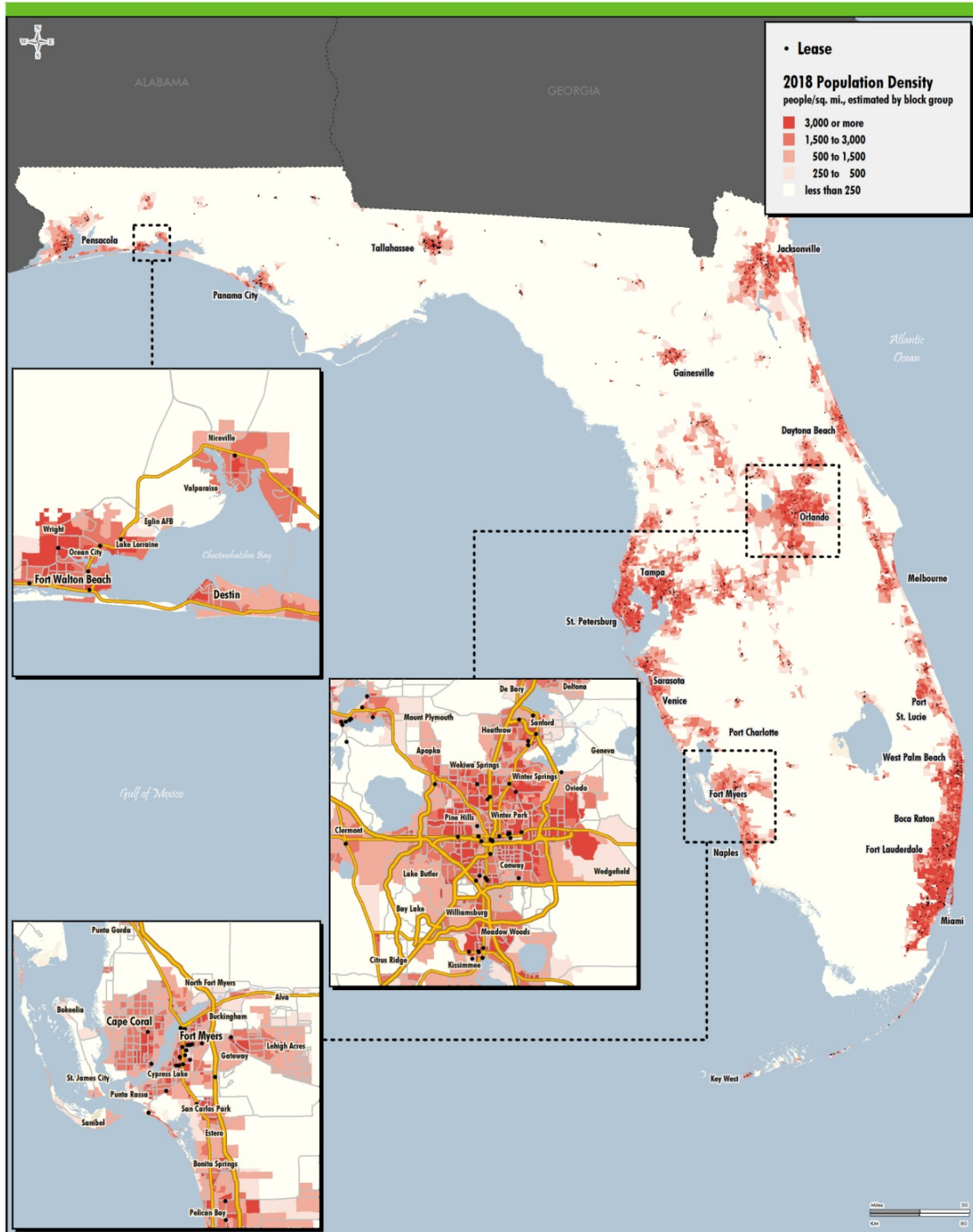
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Part A Qualifications



FLORIDA 2018 POPULATION DENSITY & LEASE PROPERTIES



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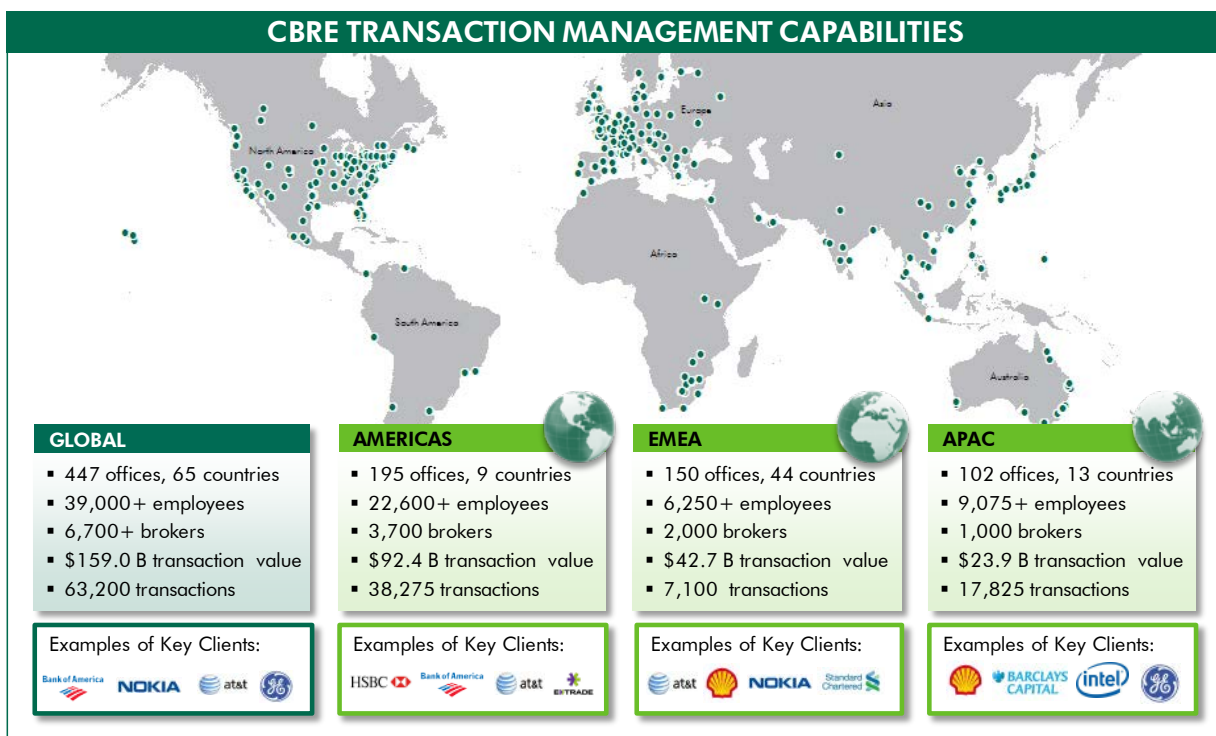




Part A Qualifications

d. Describe company’s principal type of business.

Our strength as a firm is our full-service delivery model, but our principal type of business historically has been and is now transaction management. We deliver transaction management services to more corporations and public entities than any other real estate services firm in the world. In 2012, CBRE completed 69,475 lease and sales transactions valued at \$189.8 billion. We employ over 6,700 brokers in 65 countries that deliver a complete spectrum of commercial real estate transaction management services including tenant representation, acquisitions and dispositions, as well as marketing and consulting.



One of the principal benefits to partnering with CBRE is that we are a full service commercial real estate firm capable of delivering all scope of work services on the same platform—and do so from more locations throughout the State than anyone else. Our service coverage and resources provide DMS and State Agencies with consistency and seamless delivery across its portfolio. In turn, this allows DMS and the CBRE account team to focus on DMS’s core real estate goals of saving money, reducing occupied square footage, improving space





Part A Qualifications

quality and assisting State agencies with the acquisition and disposition of assets. It also allows state agencies to focus on their core mission and CBRE to focus on real estate needs that support those missions. The end goal is to implement proven best practices and processes that create value and savings to the State.

e. Document company’s insurability and bonding capacity.

As outlined in the certificate on the following page, our standard limits are displayed below; however, each of our accounts may have limits larger or smaller than those expressed in the certificate.

Product	Type	Limit
General Liability	General Aggregate	\$2 million
	Products Comp/Ops	\$2 million
	Personal & Advertising Injury	\$2 million
	Each Occurrence	\$2 million
	Fire Damage (any one fire)	\$50,000
	Medical Expense (any one person)	\$10,000
Automobile Liability		\$2 million
Excess Liability	Aggregate	\$8 million
	Each Occurrence	\$8 million
Worker’s Comp and Employer’s Liability		\$1 million



Part A Qualifications



ACORD **CERTIFICATE OF LIABILITY INSURANCE** DATE (MM/DD/YYYY)
5/10/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY A Mend, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE OF A CONTRACT BETWEEN THE ISSUING INSURER(S), A UTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<p>PRODUCER: Aon Risk Services of the Northeast, Inc. Stamford CT Office 1600 Summer Street Stamford CT 06907-4907 USA</p>	<p>CONTACT LINE: PHONE (NUMBER) PHONE (FAX) E-MAIL ADDRESS PRODUCER CURS NUMBER INSURER'S AFFILIATING COVERAGE NAIC #</p>
<p>INSURED: CBRE Group, Inc., and Subsidiaries 301 Main Street, 2nd Floor Norwalk, CT 06851</p>	<p>PHONE (NUMBER) PHONE (FAX) E-MAIL ADDRESS PRODUCER CURS NUMBER INSURER A: INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:</p>

COVERAGES

THIS IS TO CERTIFY THAT POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. Limits shown are as requested

EXP. DATE	TYPE OF INSURANCE	POL. #	SUB. NO.	INDUC. NUMBER	START DATE	END DATE	LIMITS	
A	GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> CONTRACTORS POLL APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO- <input checked="" type="checkbox"/> LOC- <input type="checkbox"/> BIDD.			010238415911	3/1/2013	3/1/2014	EACH OCCURRENCE BODILY PROPERTY DAMAGE (Per occurrence) PERSONAL & ADV. INJURY (Per person) MED. EXP. (Any one person) PERSONAL & ADV. INJURY GENERAL AGGREGATE PRODUCTS - COMP/PROP AGG	\$2,000,000 \$50,000 \$10,000 \$2,000,000 \$2,000,000 \$2,000,000
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTO <input type="checkbox"/>			849238400111	3/1/2013	3/1/2014	COMBINED SINGLE LIMIT (Per accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	\$2,000,000
B	UMBRELLA LIAB. <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB. <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> DEDUCTIBLE <input checked="" type="checkbox"/> RETENTION \$10,000			100102705043B	3/1/2013	3/1/2014	EACH OCCURRENCE AGGREGATE	\$8,000,000 \$8,000,000
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY BY PROPRIETORS/PARTNER/EXECUTIVE OFFICERS/SHAREHOLDERS (Mandatory in NH) <input type="checkbox"/> EMPLOYER'S LIABILITY EMPLOYER'S LIABILITY	Y/N		WC91476307 WC938415614	3/1/2013	3/1/2014	<input checked="" type="checkbox"/> WC START-UP POLICY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT E.L. DISEASE-A EMPLOYEE E.L. DISEASE-POLICY LIMIT	\$1,000,000 \$1,000,000 \$1,000,000
D	BUSINESS PERSONAL PROP & TENANT IMPROVEMENTS			UC262	3/1/2013	3/1/2014	All Risk Form, \$10,000 Deductible, Replacement Cost	\$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

The Certificate Holder is included as an additional insured, with respect to Commercial General Liability, to the extent required by written contract.

<p>CERTIFICATE HOLDER</p>	<p>CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY CONDITIONS. AUTHORIZED REPRESENTATIVE <i>Aon Risk Services Northeast Inc.</i></p>
----------------------------------	--



Part A Qualifications

- f. If the Respondent proposes to use any subcontractors, it must describe its experience as a prime contractor managing subcontractors, and its plan to manage and coordinate any proposed subcontractors.**

One of the advantages of partnering with CBRE on this assignment is our ability to self-perform the vast majority of services DMS requires. The implicit advantage in this approach is that CBRE is accountable to DMS and can deliver services more seamlessly than firms who rely more heavily on subcontractors to deliver services—the practice of which can take increase risk, especially when a smaller firm competes as a prime contractor.

Experience as Prime Contractor

Nevertheless, on portfolio-level assignments—because of the breadth of specialty services and remote locations—we do use subcontractors to supplement our primary service offering.

Examples include instances where 1) our clients require services that are distinct from commercial real estate services like space programming, design, maintenance, parking and 2) our clients require brokerage or consulting services in regions that fall outside our primary geographic coverage (e.g., the Western panhandle and Southwest part of the state).

We may make the decision—as we have in the State of Florida—that our clients are better served if we partner with a strong regional broker rather than to attempt to service a location on the fringe of our coverage.

[Redacted]

- [Redacted]

- [Redacted]

- [Redacted]

- [Redacted]



Part A Qualifications

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

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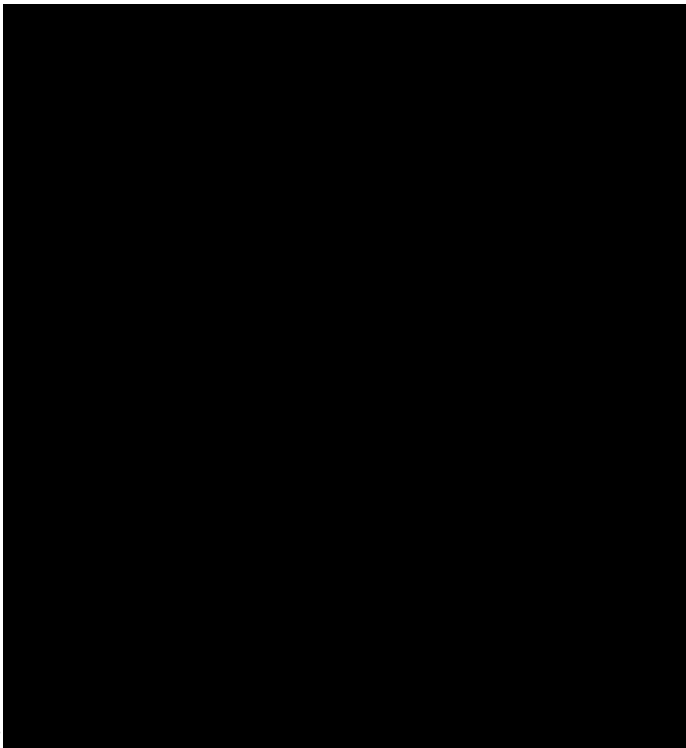
[REDACTED]

Subcontractor Management

[REDACTED] Account Manager, will have primary oversight and management responsibilities of our five subcontractor partners. [REDACTED] will be responsible for coordinating all communication, maintaining records, and ensuring that each subcontractor partner has clearly defined roles for each assignment in which they are engaged.

[REDACTED] will report to [REDACTED], Account Director, and will provide weekly status updates on subcontractor engagement and performance.

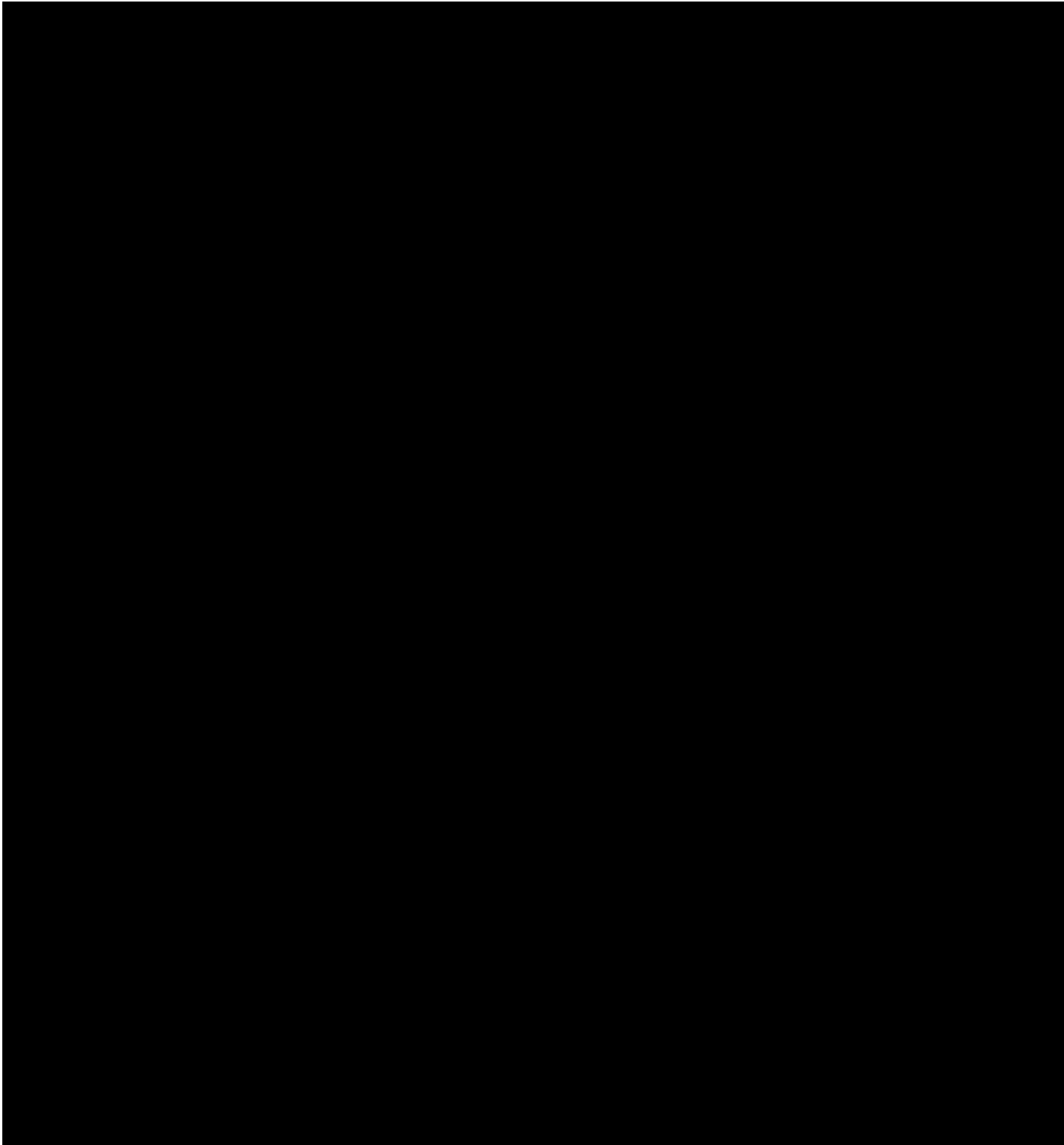
Please note that we will have teaming agreements in place with each of our subcontracting partners and that we have worked closely with all of our non-broker consultants on previous Florida-based projects.





Part A Qualifications

It is important to note that CBRE, including [REDACTED], has worked closely with all of our broker and non-broker consultants on previous Florida-based projects.



Part A Qualifications



- g. If Respondent has defaulted on a contract, or had a contract terminated for cause, within the past five years, describe in detail.**

CBRE has not defaulted on a contract nor had a contact terminated for cause within the past five years.

- h. Certify that company is not delinquent paying taxes to the federal government, the State, or any governmental authority, describe in detail.**

CBRE certifies that it is not delinquent in paying federal, State or other taxes.

- i. If company has filed for bankruptcy protection within the past five years, or is currently in the process of filing or planning to file for bankruptcy protection or financial restructuring or refinancing, describe in detail.**

CBRE confirms that our company has not filed for bankruptcy protection within the past five years, or is currently in the process of filing or planning to file for bankruptcy protection or financial restructuring or refinancing, describe in detail.

- j. If entering into the Contract would give rise to an apparent or actual conflict of interest, describe in detail.**

Entering into the Contract would not give rise to an apparent or actual conflict of interest. As the dominant commercial real estate services company in many of our regional coverage areas and local marketplaces in Florida, CBRE often encounters this concern, and questions about conflicts of interest are not unusual. While our more one-dimensional competitors may argue against CBRE's full-service platform and market coverage, CBRE has found that more representation in the marketplace yields more market awareness and a better ability to gauge fast-developing market trends. The collective information CBRE is uniquely able to obtain helps our clients stay informed so they can make the best real estate decisions for their organizations.

Part A Qualifications

To ensure that any potential conflict situations are addressed up front and managed properly, CBRE adheres to numerous internal guidelines, policies, and procedures, the details of which are provided below.

- In the case of a potential dual agency (whether it is the local implementing professional who represents the DMS, or another CBRE professional who represents the owner or sublessor), the situation is immediately disclosed by the Account Team. DMS can then decide how best to manage the situation with the Account Team up to and including substituting particular team members on assignments.
- Our written corporate policy dictates that members of every project team must have no communications, direct or indirect, with members of any outside team on any matter that would or might compromise the confidentiality of the client relationship or any private or proprietary information and documents.
- Document production, circulation, and storage will be segregated and restricted to the team producing the material. Appropriate instructions to staff are already in place and are periodically reinforced.
- Access to computer programs and databases is already restricted appropriately with individual security codes.
- As a company policy, neither CBRE nor its employees owns real estate that would put it in a position of potential conflict of interest with its clients.
- CBRE will execute and deliver a confidentiality agreement and, if requested, the agreement will be countersigned by each individual member of the account team.



k. If company has any pending or threatened litigation by or against the State, or any other governmental authority, describe in detail.

From time to time, CBRE is involved in litigation incidental to its business. No lawsuit that has concluded has had a material effect on the financial position of the company. In the company's opinion, no litigation to which CBRE is currently a party, if decided adverse to the company, is likely to have a materially adverse effect on the company's results of operations or financial condition. Further, it is





Part A Qualifications

unlikely that any litigation will have materially adverse effect on CBRE's ability to perform for DMS.

4.A.2 Company qualifications, project team and subcontractors

- a. **Company History and Experience - Summarize the company's history and experience performing real estate transactions including but not limited to property acquisition and disposition and other similar services for public entities (or similar private organizations), including number of years of service. Specify which areas within Florida where the history and experience apply.**

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]



Part A Qualifications



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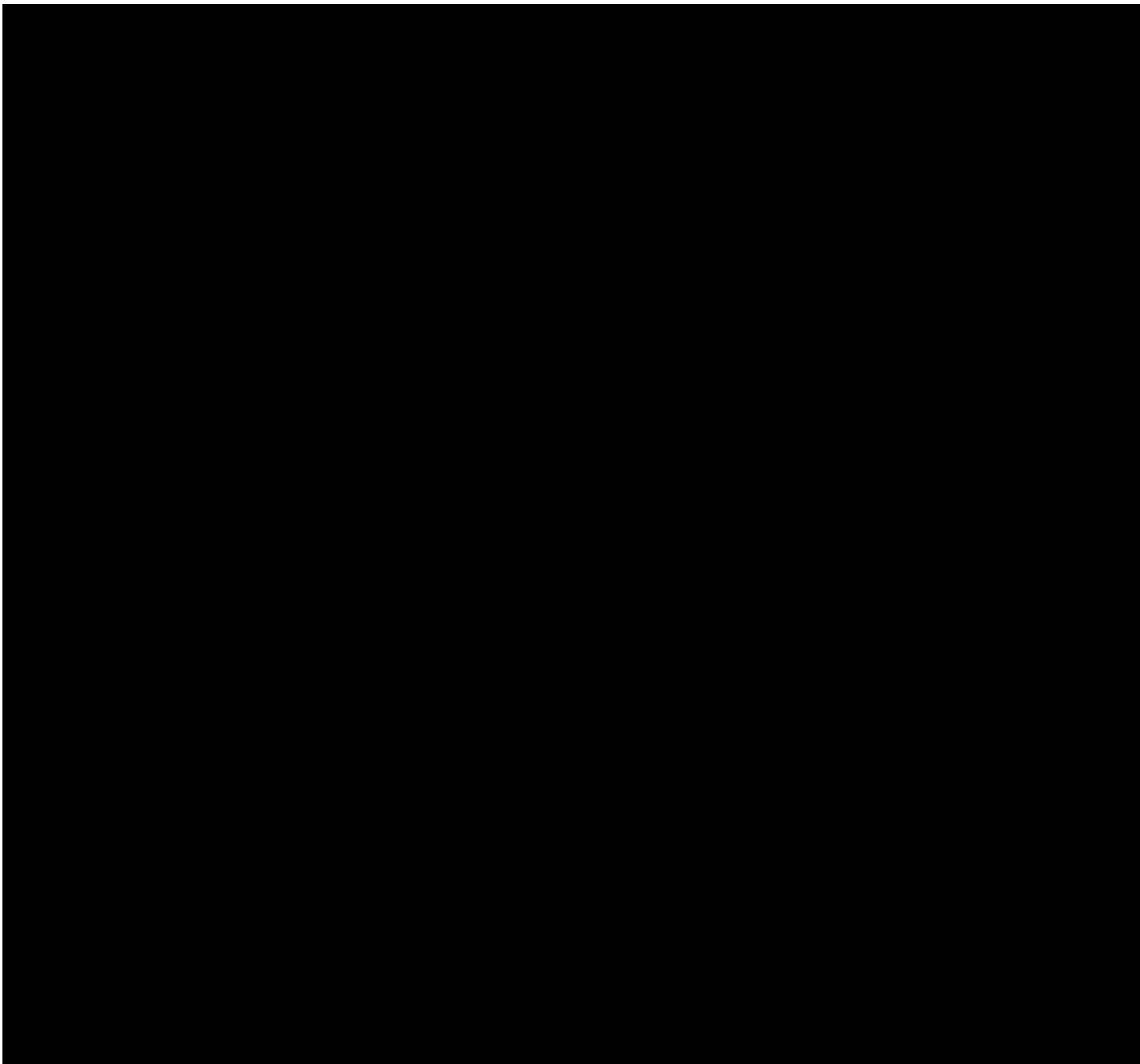
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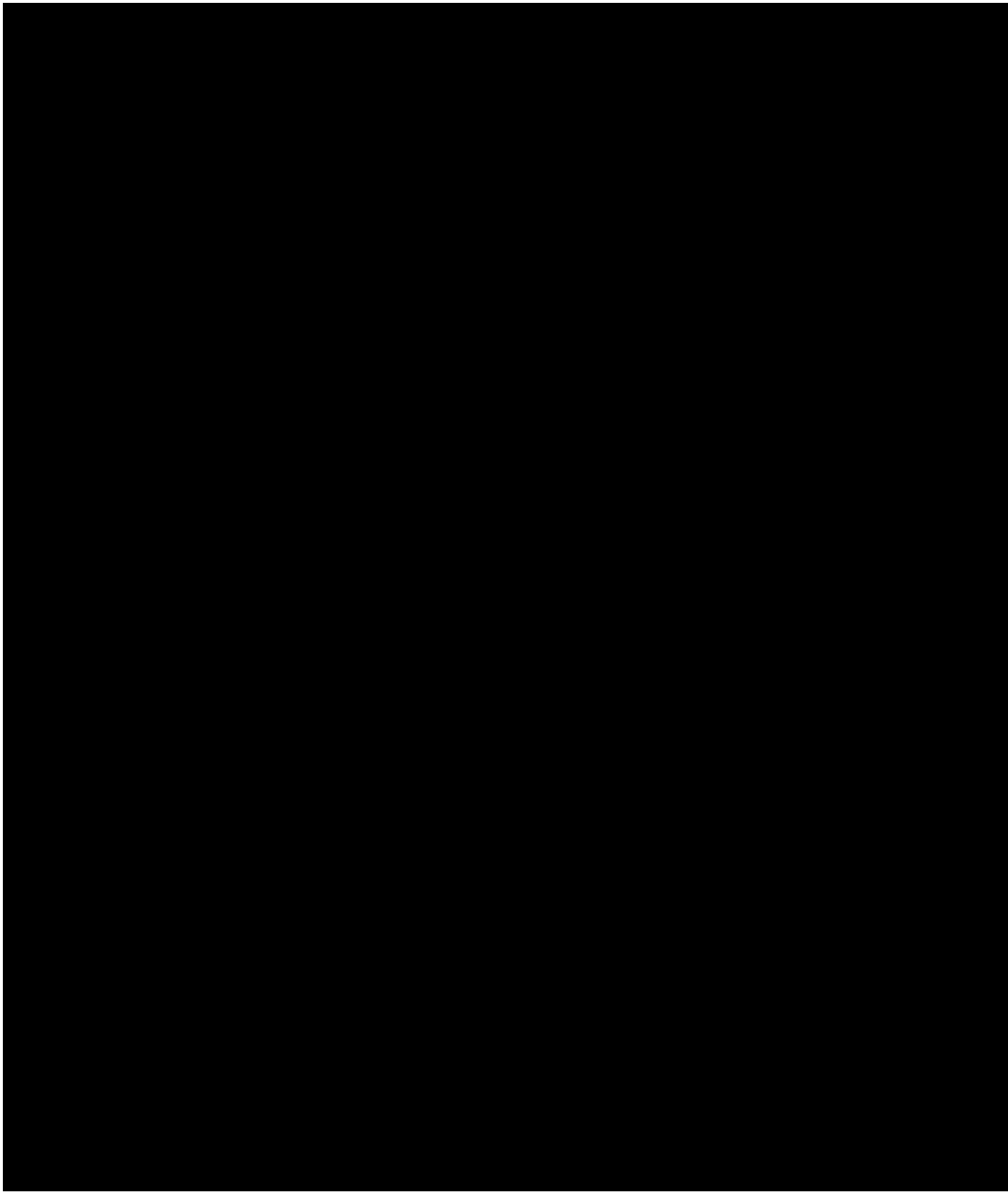
Part A Qualifications

History & Experience

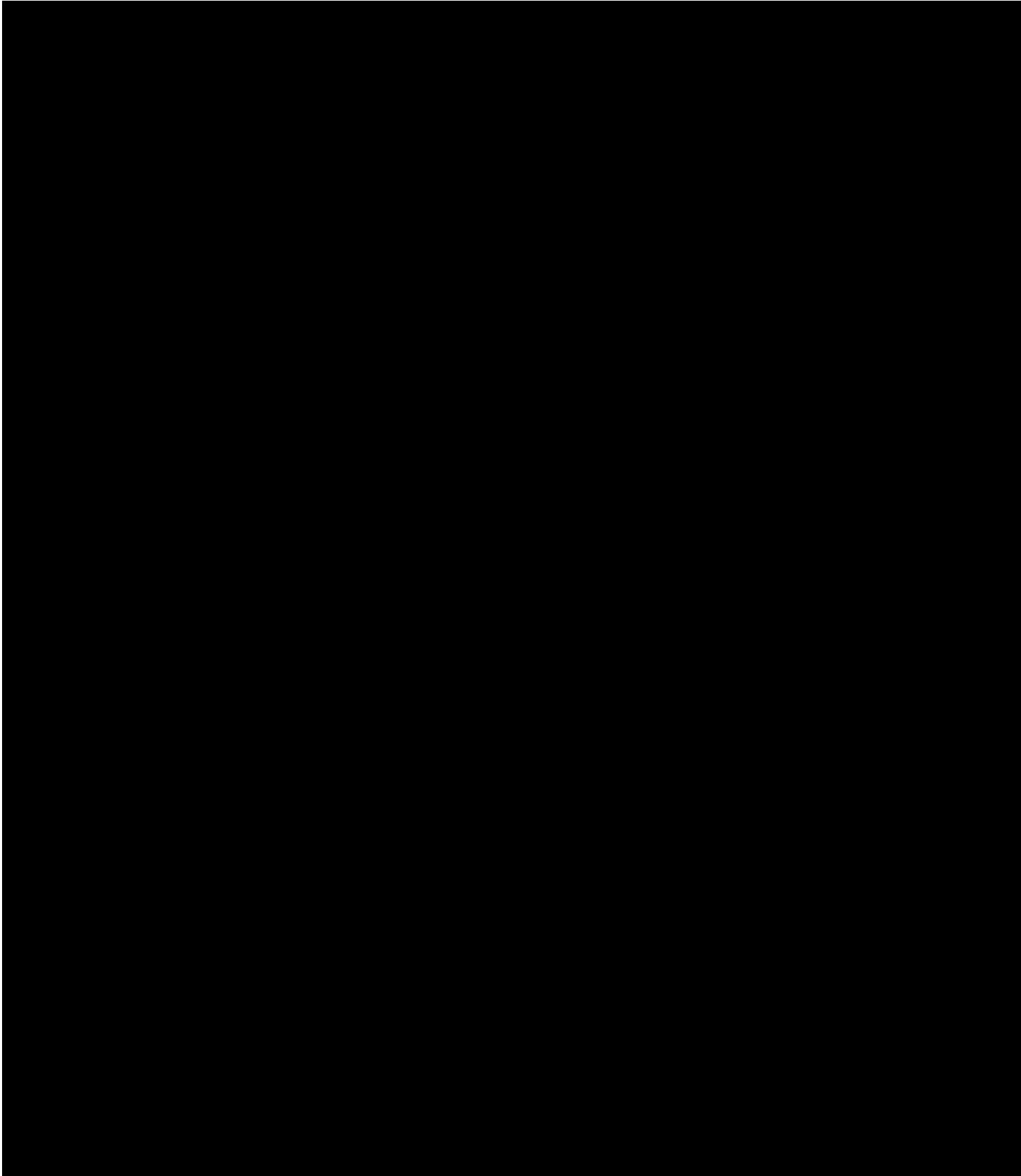
The chart below highlights select public and private entities in the State of Florida and in the U.S. where we have experience and history delivering transaction management, property acquisition, disposition and other similar real estate services. We include the dates and years of service and locations where services are currently or have recently been performed. We have carefully chosen a mix of public and private sector Florida based clients to demonstrate our capabilities.



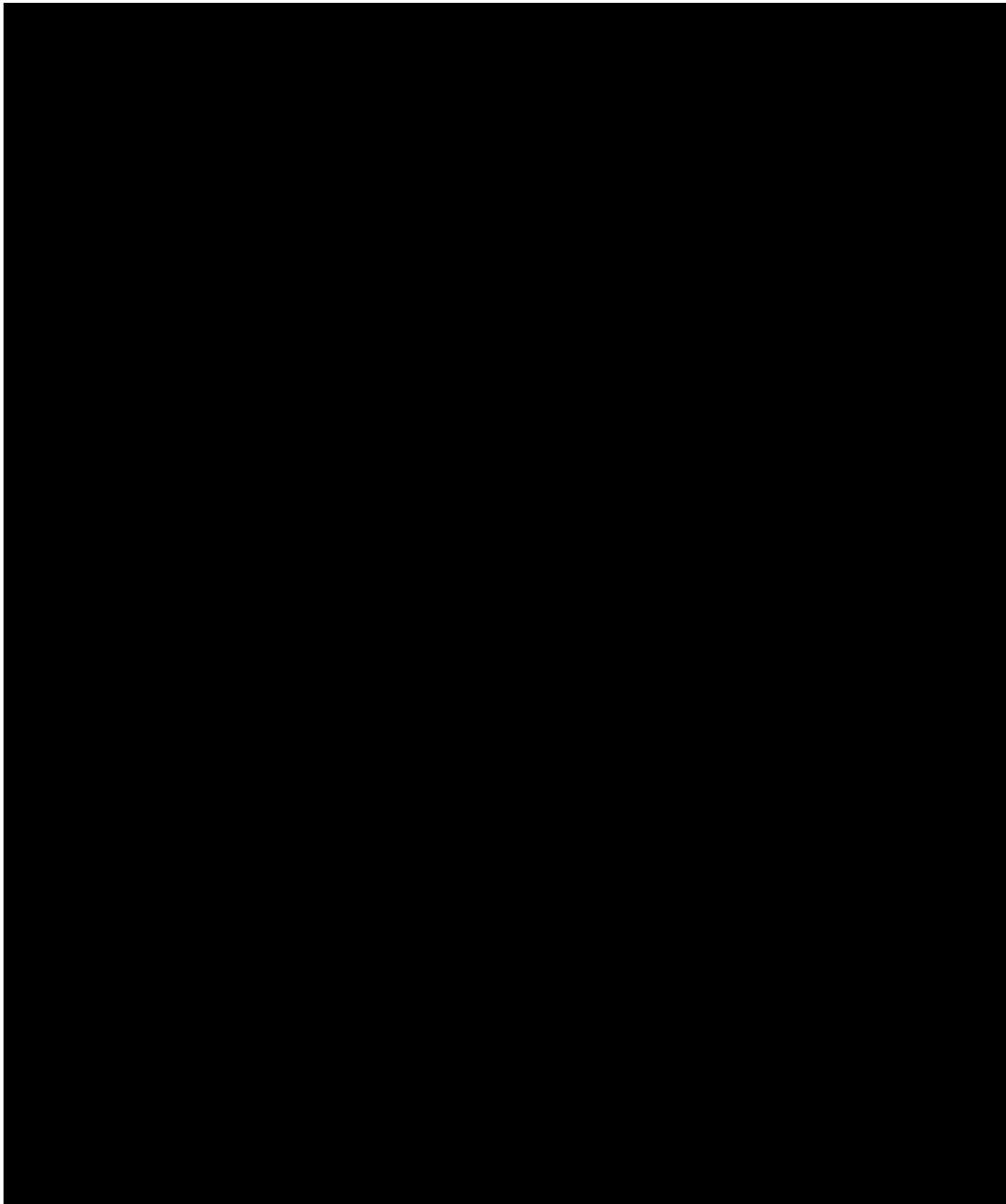
Part A Qualifications



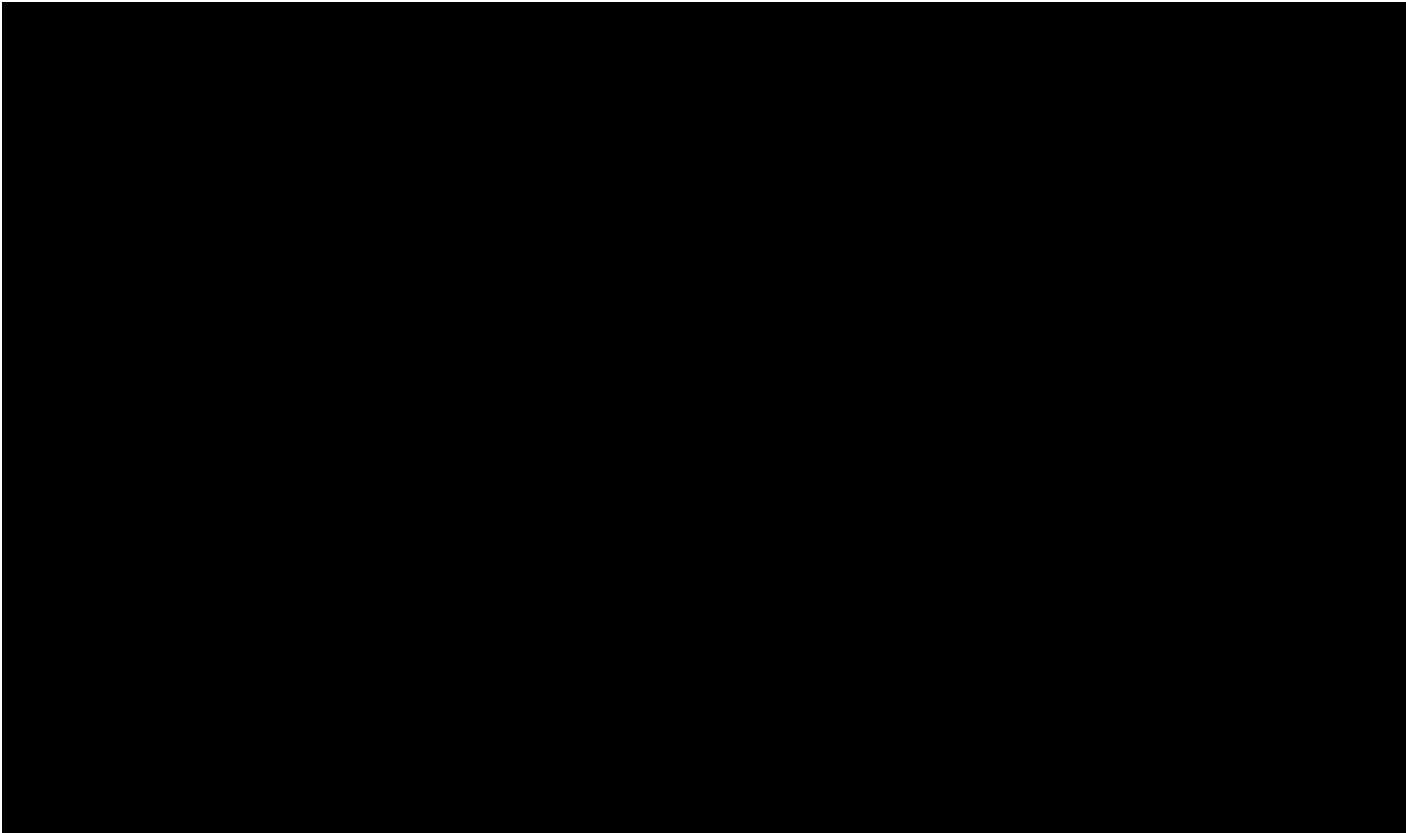
Part A Qualifications



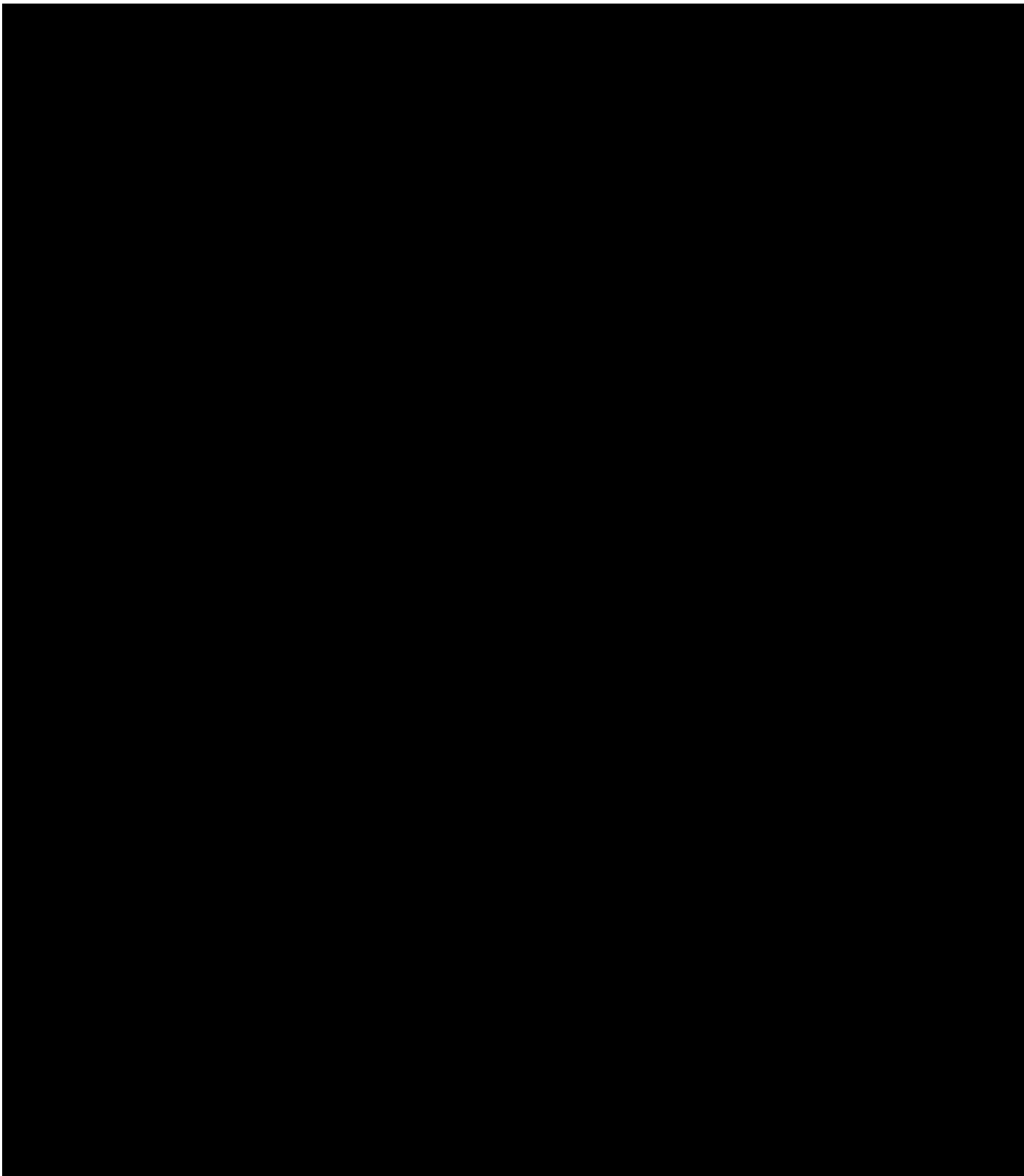
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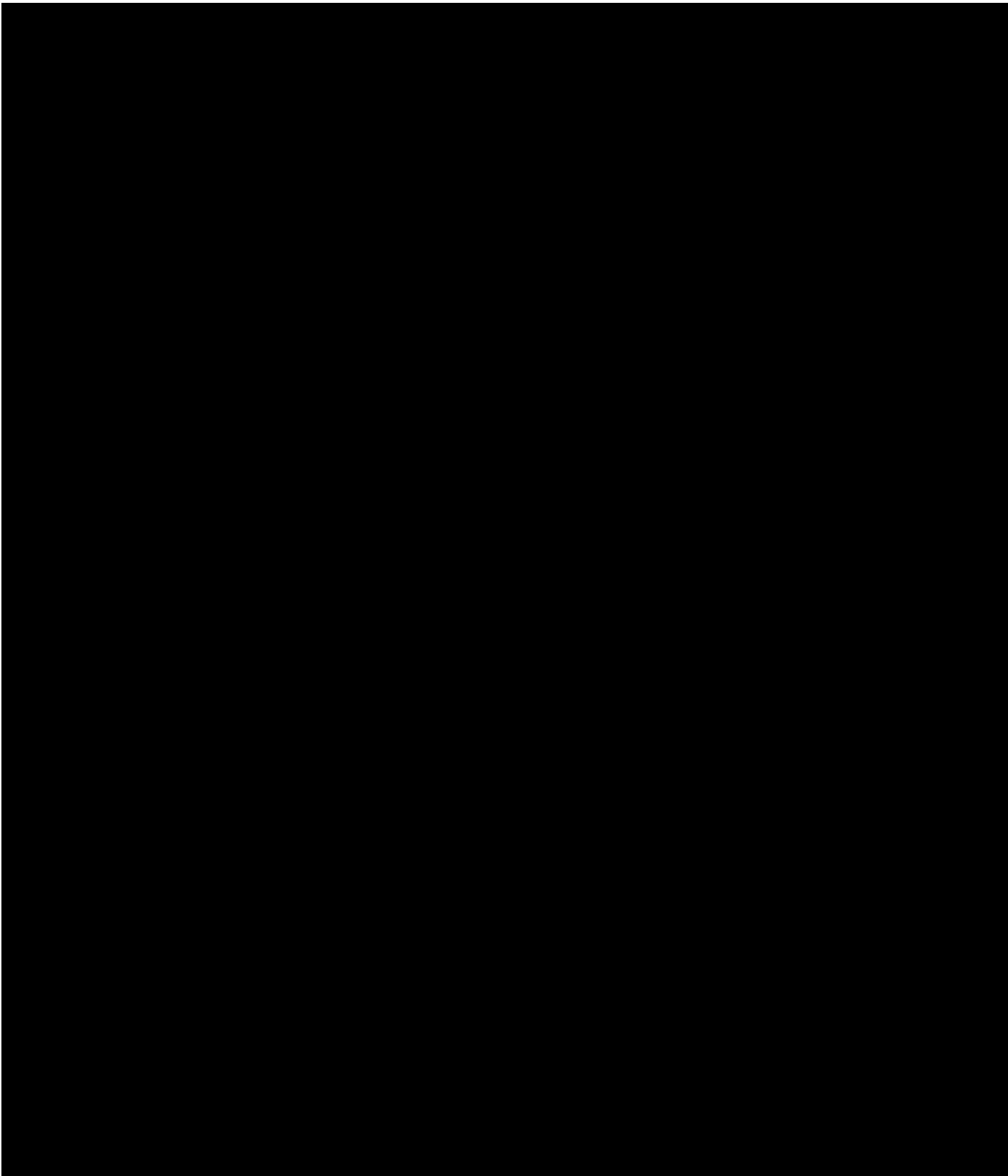
Part A Qualifications



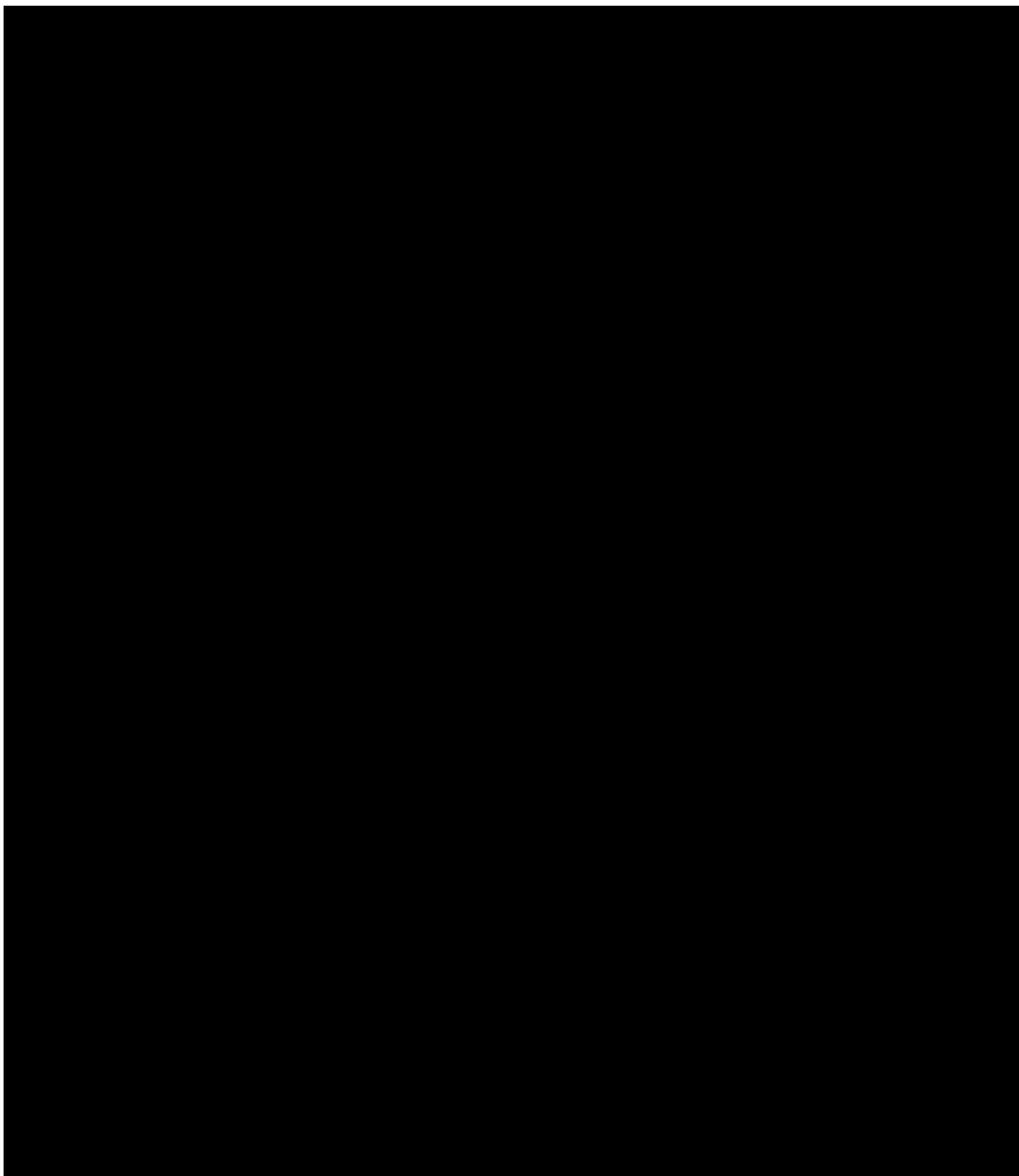
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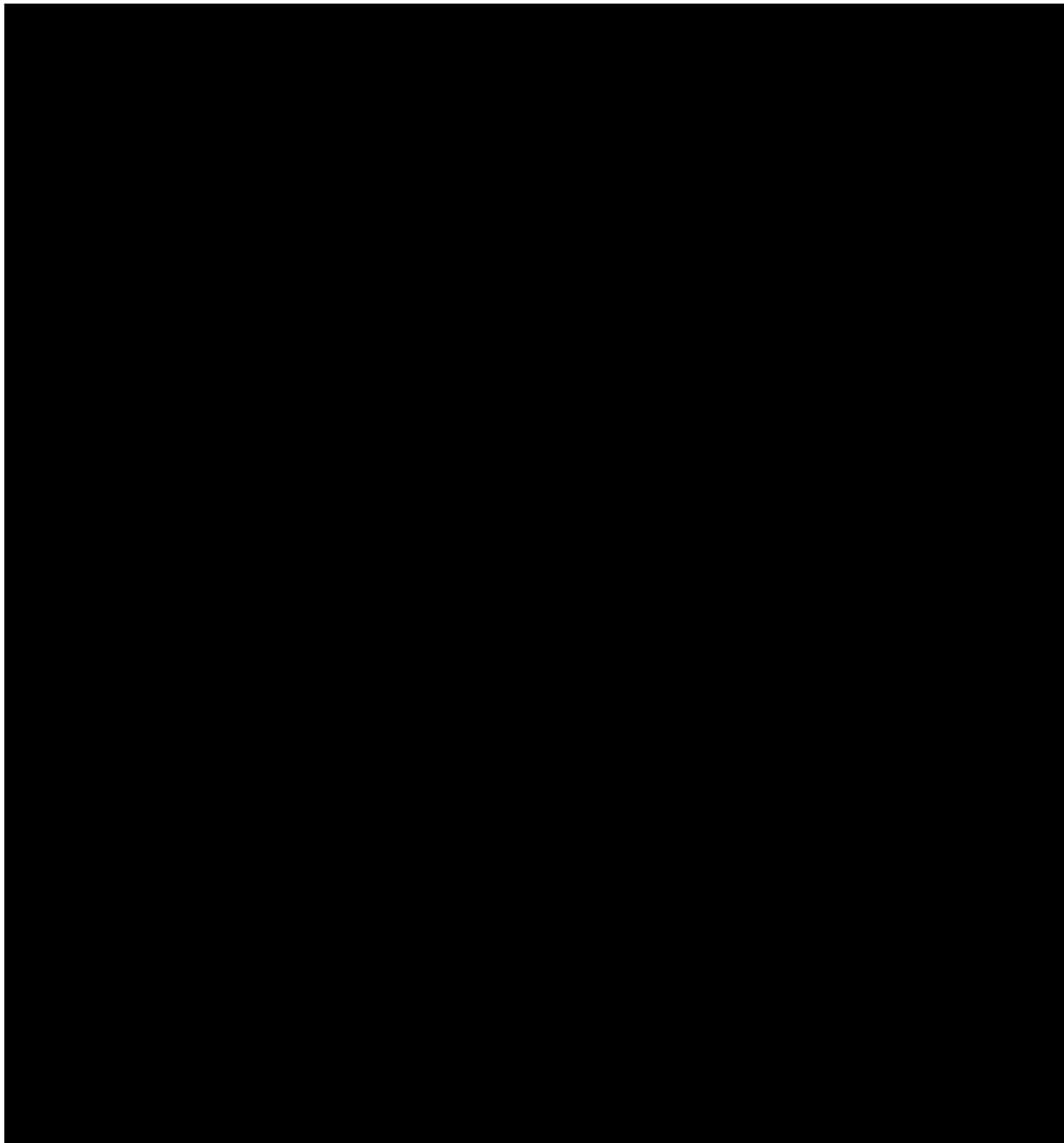
Part A Qualifications



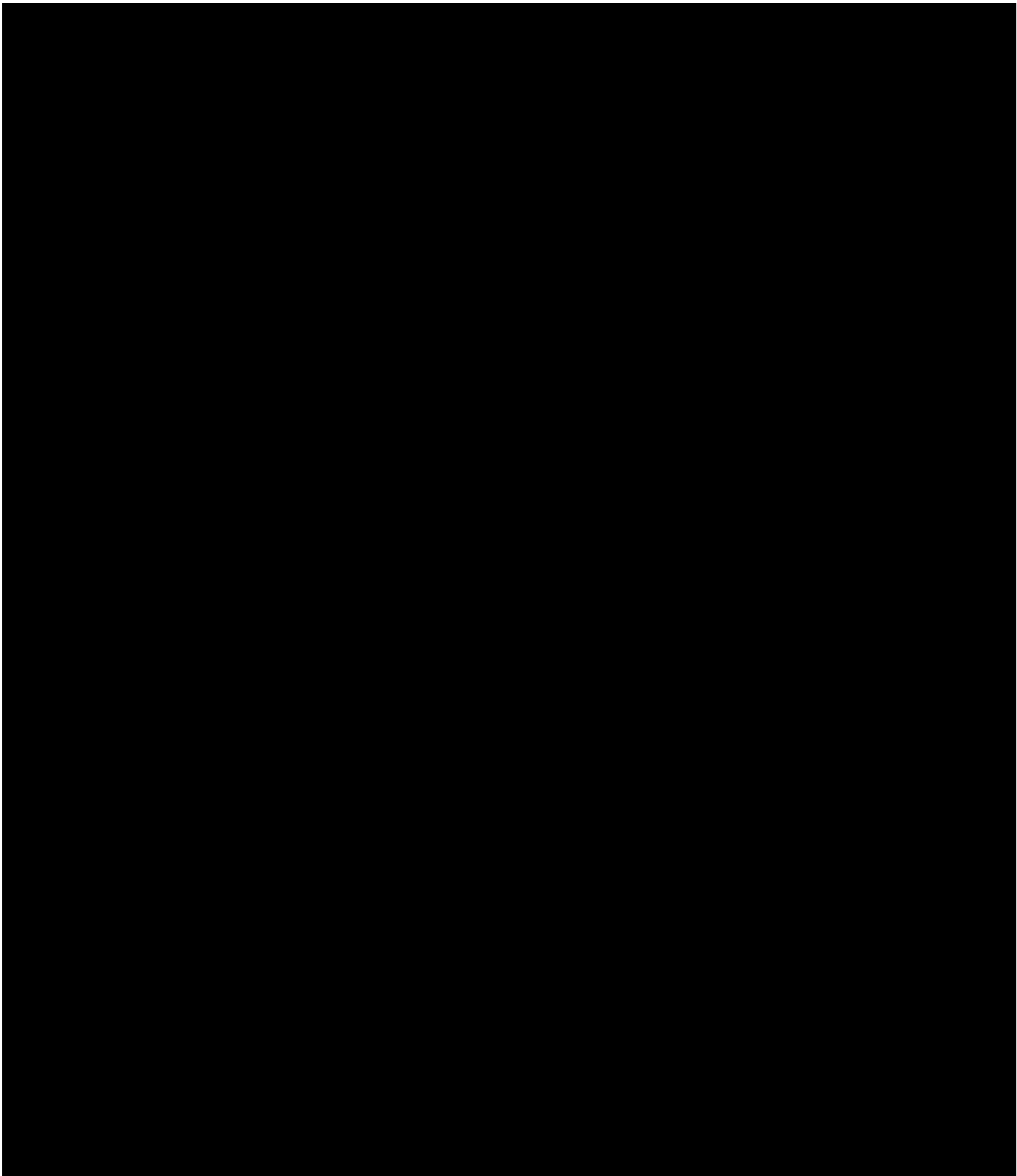
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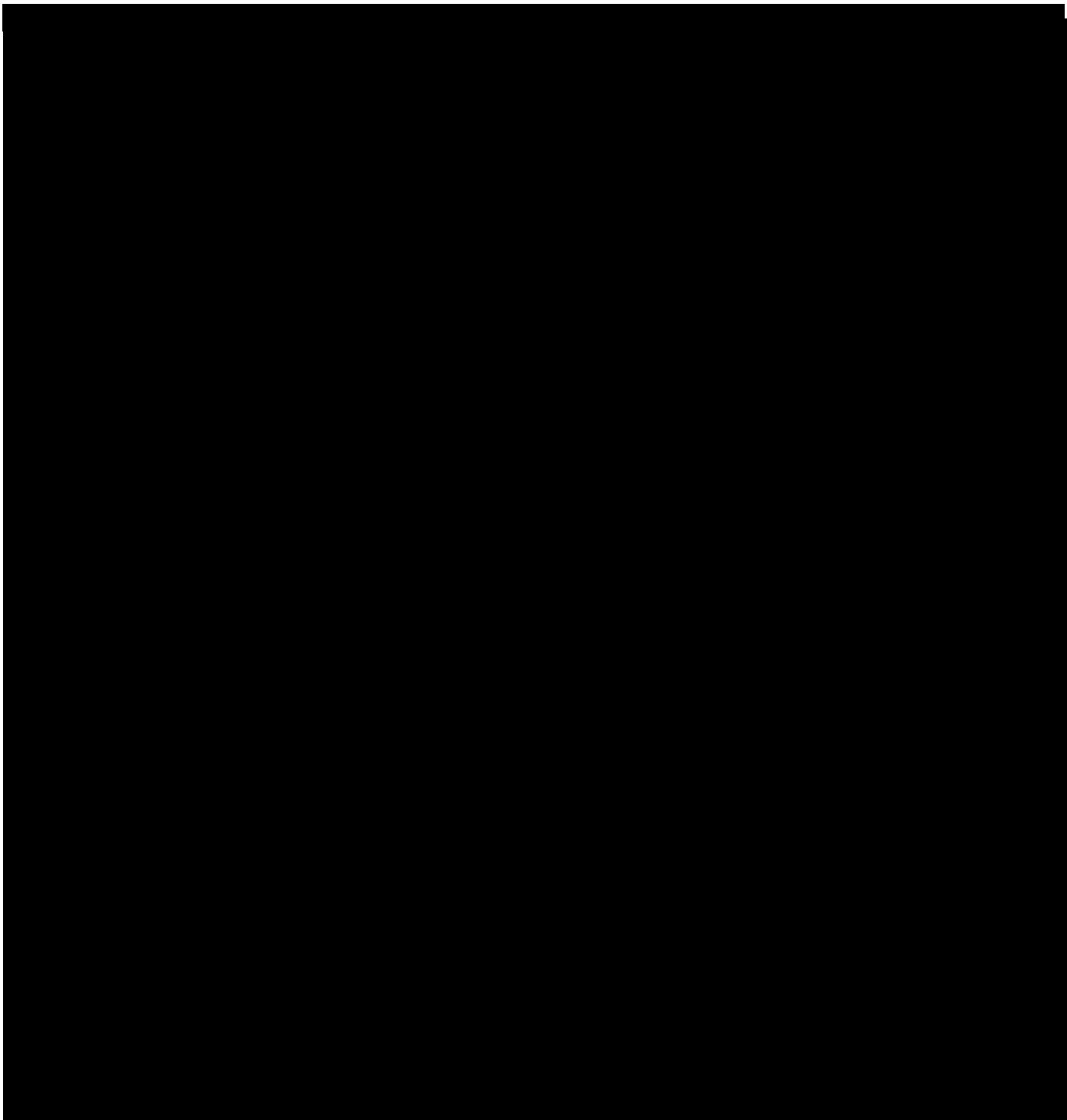
Part A Qualifications



Part A Qualifications



Part A Qualifications

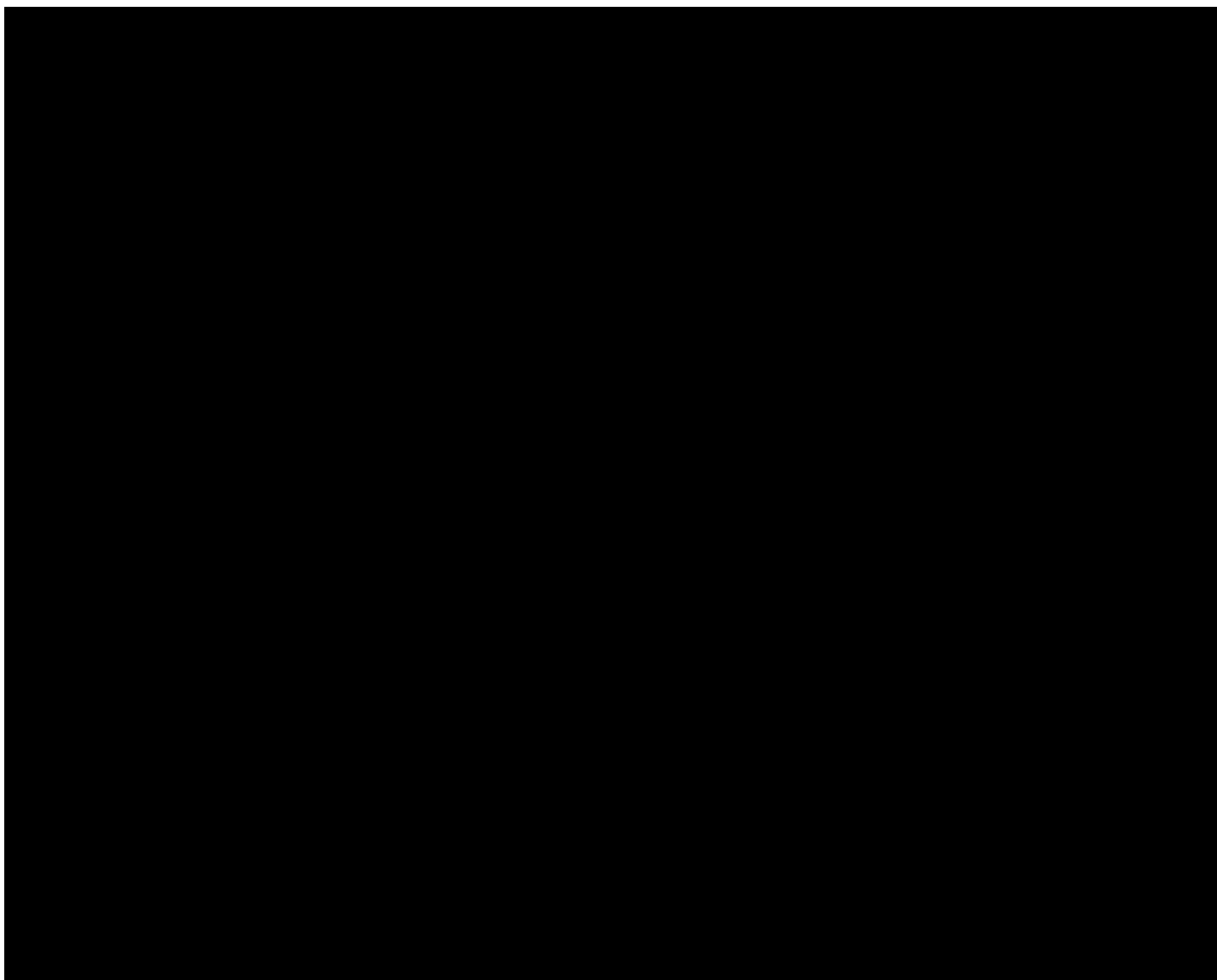




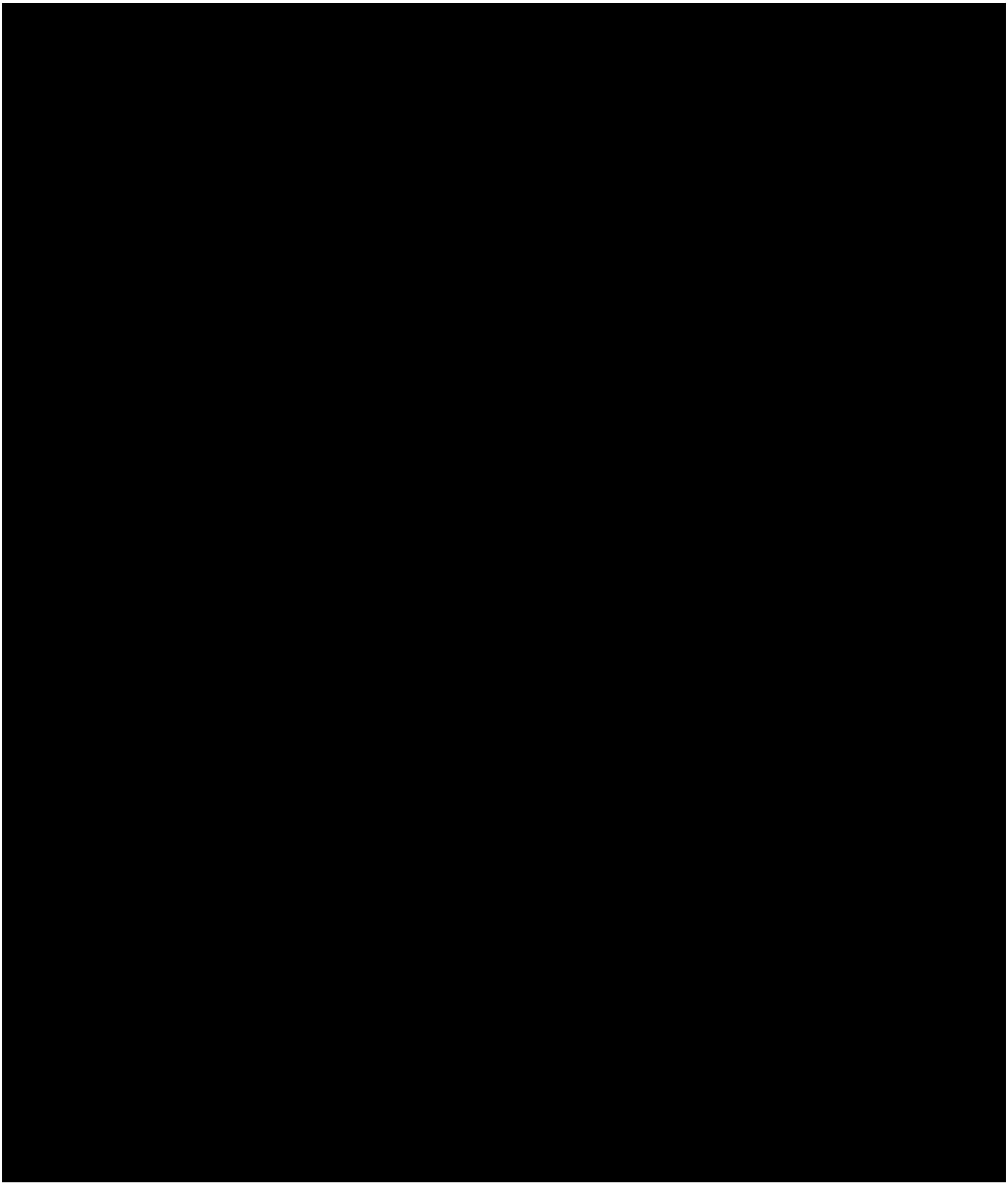
Part A Qualifications

Experience of the Individuals Proposed for the Project

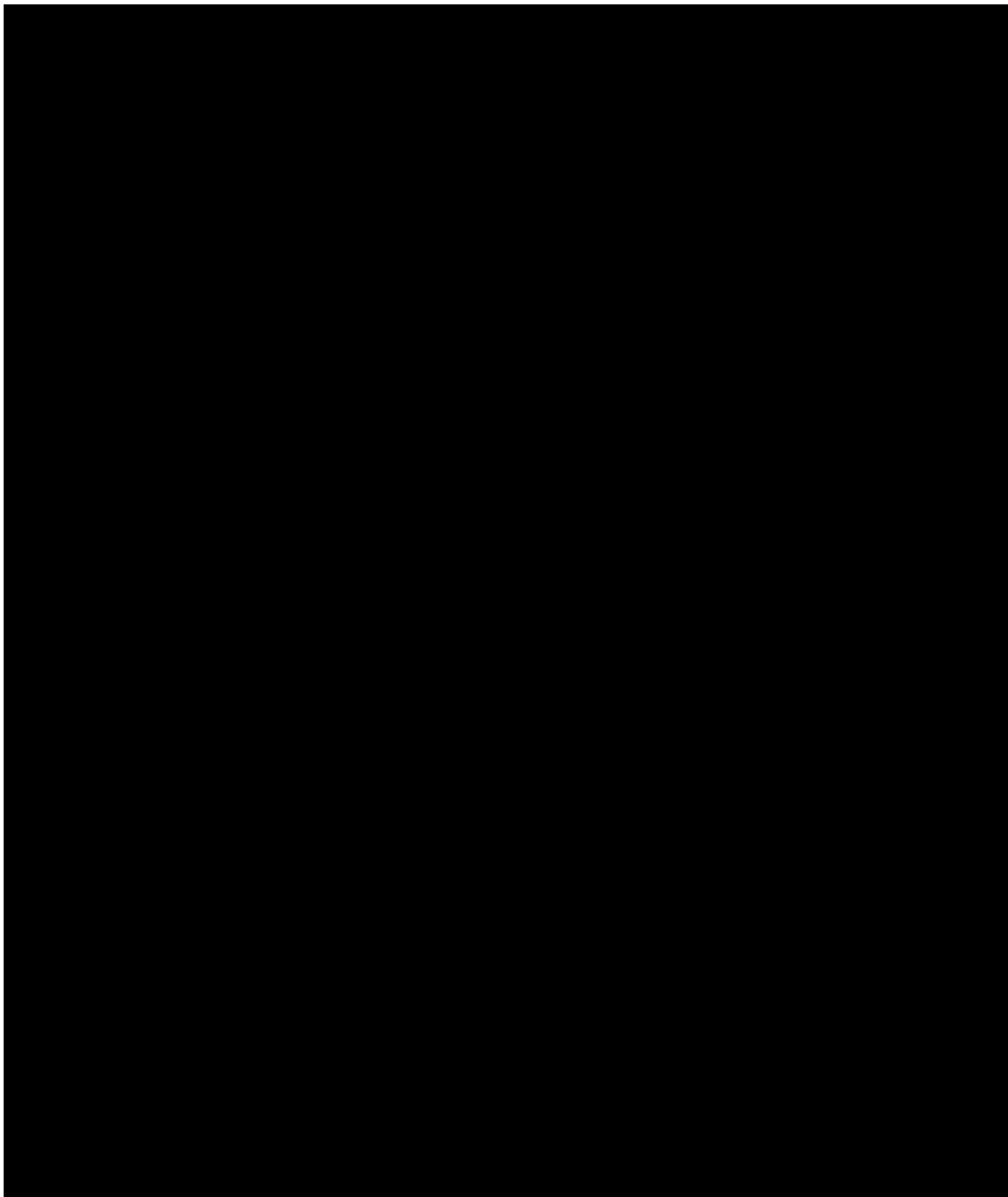
The key personnel CBRE plans to assign to the project are depicted in a table format in Section 2 (e). On the following pages, we have listed project leadership and leaders in specialty practice areas we believe are keys to successfully executing the specifications in the ITN's scope of work. They include: tenant representation brokerage, project management, land services (acquisition and disposition), valuation and advisory (appraisals), market research and specialty consulting services (energy, facilities, workplace strategies, space management and parking). Resumes of the leaders listed below and the resources supporting them across Florida can be found on the pages that follow.



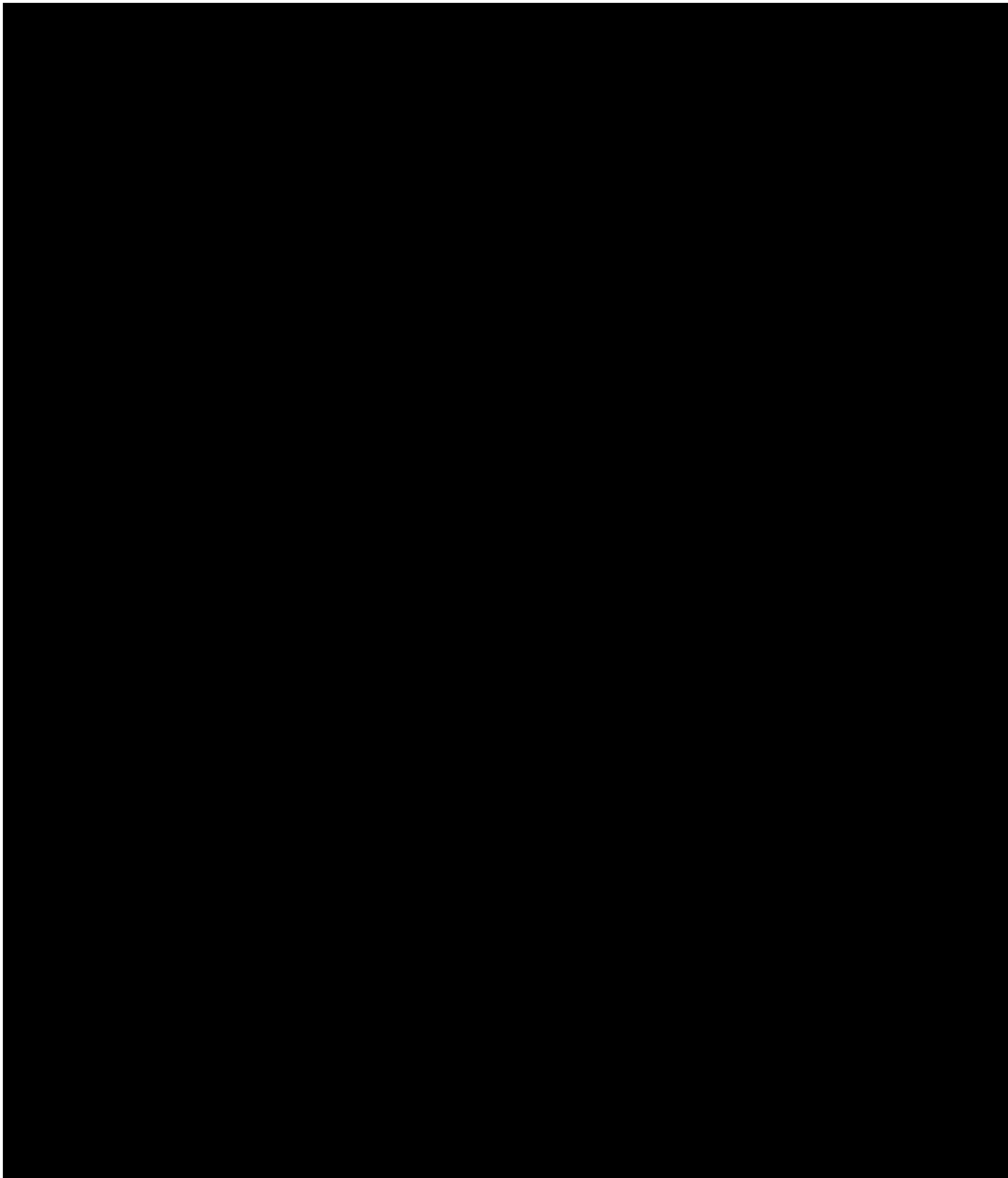
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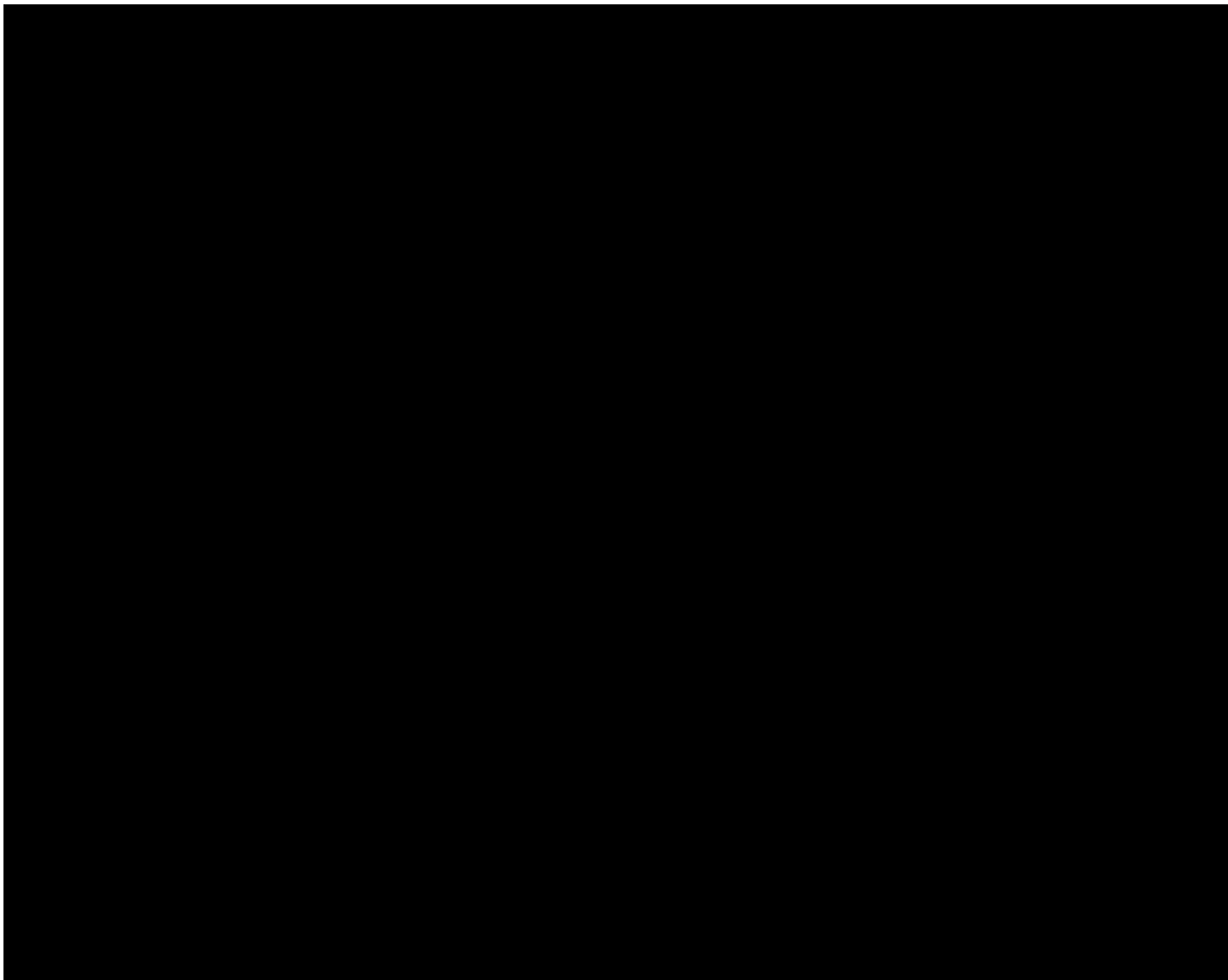
Part A Qualifications



Part A Qualifications



Part A Qualifications



Account Leadership

Part A Qualifications



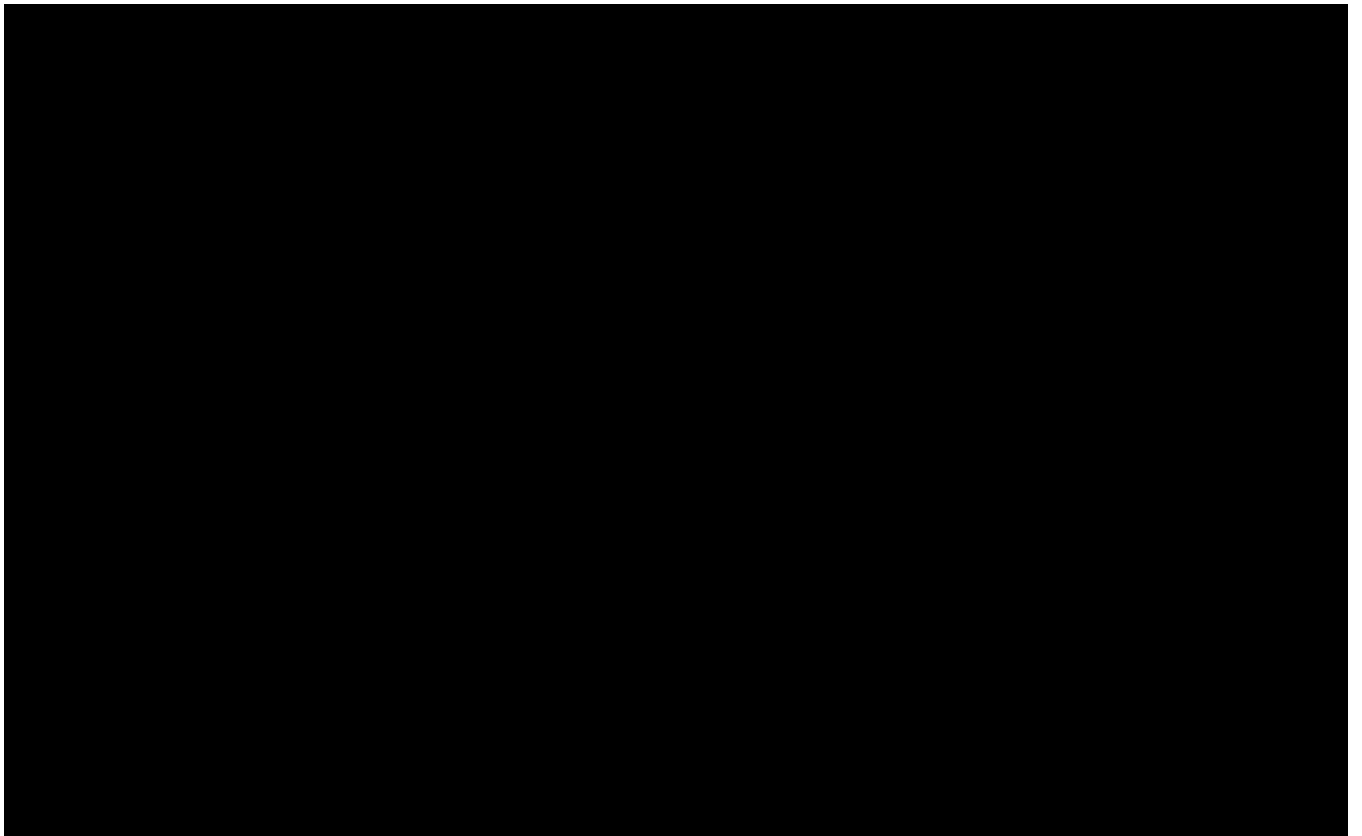
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Part A Qualifications

- c. Demonstrate in detail whether the experience as outlined in (a) above is similar to what is requested in this solicitation, and whether the organization for which the services were provided is comparable to the State in terms of its nature, size, mission and diversity. Include the number of current similar contracts, and the specific services provided under each contract. For each current similar contract, provide the name of a contact person, with address and telephone number. Supply references from three other clients that you deem most representative of your ability to perform this Contract.





Part A Qualifications

- d) **Current Contracts - Submit a list of current contracts of similar size and scope wherein the Respondent has provided services as a Contractor, subcontractor or partner. The list shall also contain the name, contact name and address, telephone number and e-mail address of the entity who received the services from the Respondent. Also, the listing will include a detailed description of the services provided to the identified customer. Consideration shall be given to the duration of such contracts, the volume of services and the quality of services provided.**

[REDACTED]





Part A Qualifications

- e) **Project Team - Provide a listing of each team member that the Respondent will be using to provide the services. The listing shall provide the team member's name, title and years of services with Respondent; and resume with a description of the duties and responsibilities of each identified team member.**

[Redacted]

■ [Redacted]

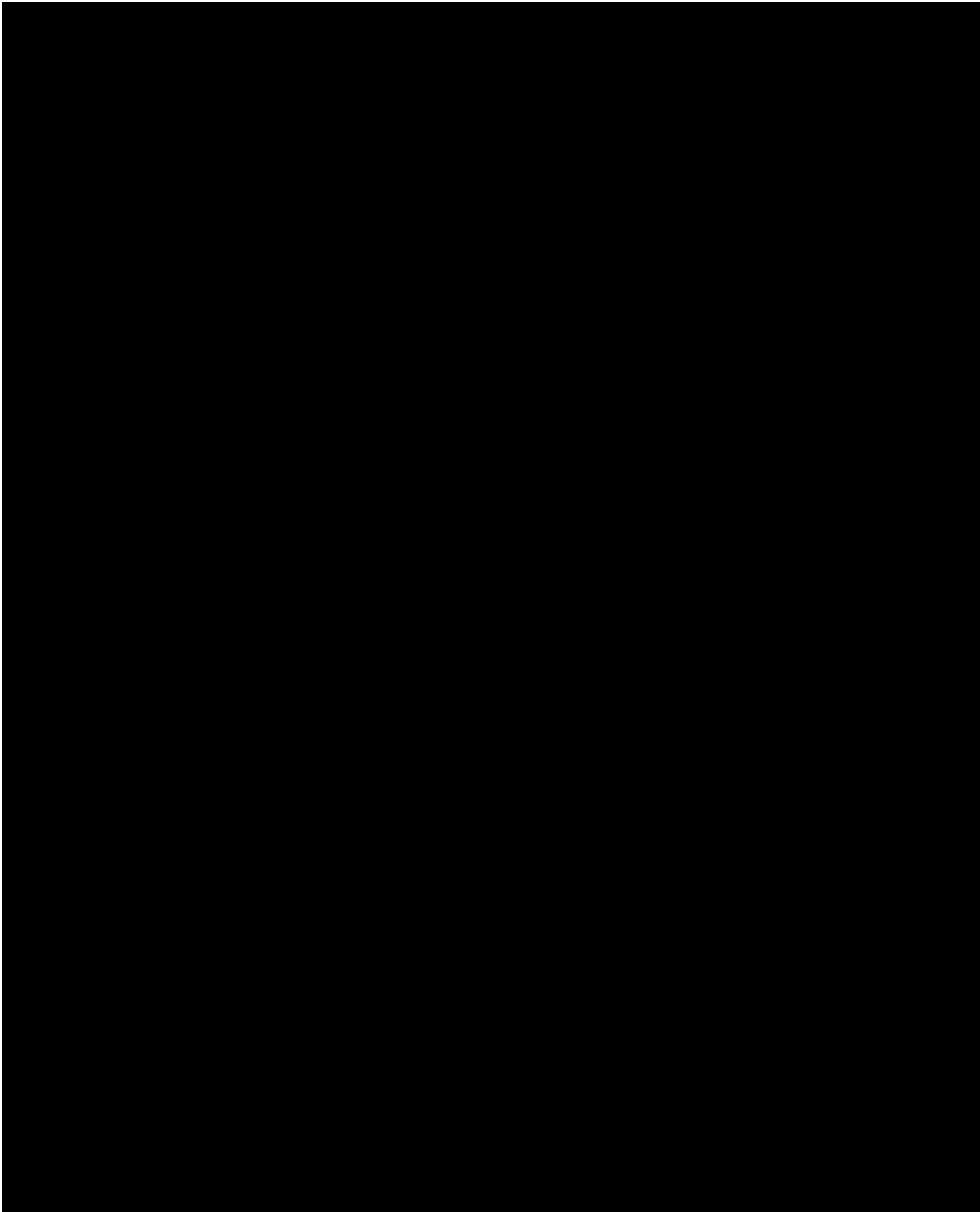
■ [Redacted]

■ [Redacted]

[Redacted]

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Part A Qualifications





Part A Qualifications

- f) **Subcontractors - At the time the ITN Response is submitted, firms will declare their known subcontractors. Provide information for each subcontractor expected to perform services for the State as part of the Contract by utilizing Attachment 8.**

Please see Attachment 8 for information for each subcontractor expected to perform services for the State as part of the Contract.

- 4.A.3 The Respondent shall furnish a minimum of three (3) business/corporate references with their Reply, utilizing the form provided as Attachment 6 of this solicitation to support the requirements of the Business/Corporate Experience. In order to qualify current experience, services described by corporate references shall be ongoing or shall have been completed within the sixty (60) months preceding the issue date of this solicitation.**

References should be directly relevant to the services in the solicitation. References that do not support the service delivery experience may be rejected, along with any incomplete Business / Corporate Reference forms. References will not be accepted from:

- **Current employees of the Department.**
- **Former employees of the Department within the past three (3) years.**
- **Persons currently or formerly employed by the Respondent's organization.**
- **Board members of the Respondent's organization.**
- **Relatives.**
- **Corporations based solely in a foreign country.**
- **A member of the Respondent's organization, who has written, completed and submitted the form on behalf of the reference**





Part A Qualifications

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

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**Part B Business Plan &
Acknowledgment for
Out of State Actions
Tab 4B**

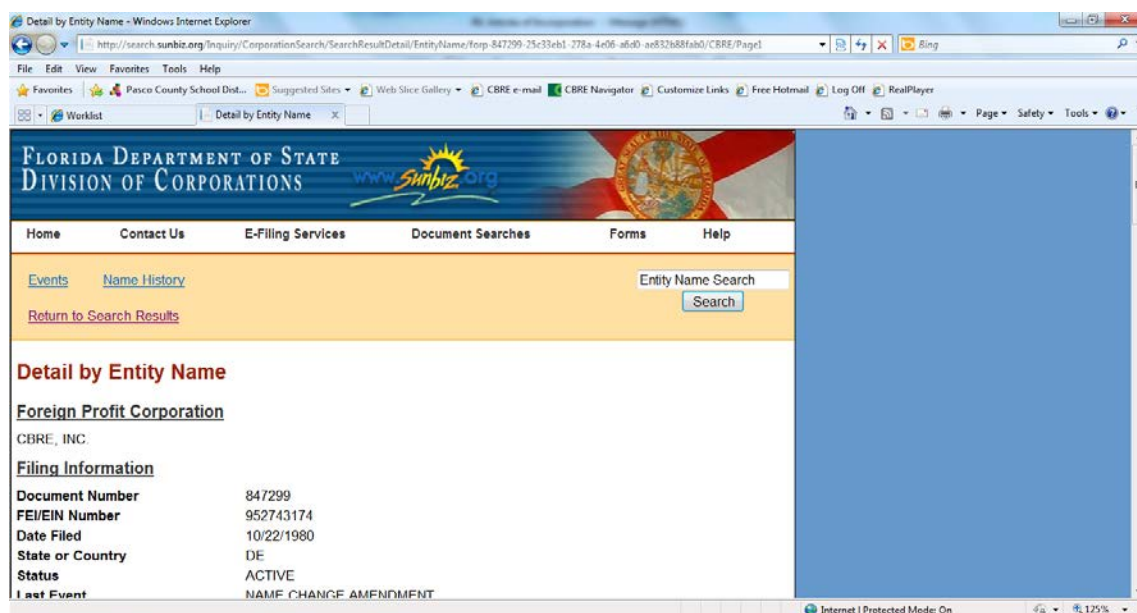
Acknowledgement for Out of State Actions



MyFloridaMarketPlace Registration

The Respondent is registered in MyFloridaMarketPlace Respondents desiring to sell commodities or contractual services to the State are required by rule 60A-1.030, Florida Administrative Code, to register in MyFloridaMarketPlace. Also see Attachment A – PUR 1000 General Contract Conditions.

CBRE affirms we are registered in MyFloridaMarketPlace. The screenshot below depicts our status as an active corporation to transact business in Florida.



The Respondent is authorized to do business in the State. The Respondent shall provide the Department copies of its Articles of Incorporation.

NOTE: Pursuant to section 607.1503(1), Florida Statutes, out-of-state corporations are required to obtain a Florida Certificate of Authorization from the Florida Department of State, Division of Corporations, to transact business in the state of Florida. The Respondent agrees to attain such authorization within seven (7) business days of notice of award, should the Respondent be awarded. Website: www.sunbiz.org

Per Section 2.11 (a) above, CBRE affirms we are an active corporation that is authorized to do business in the State.



Acknowledgement for Out of State Actions



Please see the following pages for CBRE's Article of Incorporation.



FLORIDA DEPARTMENT OF STATE
Division of Corporations

October 7, 2011

CINDY KEE
CBRE, INC.
11150 SANTA MONICA BLVD., SUITE 1600
LOS ANGELES, CA 90025

Re: Document Number 847299

The Amendment to the Application of a Foreign Corporation for CB RICHARD ELLIS, INC. which changed its name to CBRE, INC., a Delaware corporation authorized to transact business in Florida, was filed on October 4, 2011.

Should you have any questions regarding this matter, please telephone (850) 245-6050, the Amendment Filing Section.

Darlene Connell
Regulatory Specialist II
Division of Corporation

Letter Number: 411A00023118

www.sunbiz.org

Division of Corporations - P.O. BOX 6327 -Tallahassee, Florida 32314



Category 3 Cost Sheet Tab 5



Prepared for:
Department of Management Services



INT NO.: DMS-12/13-007

For more information, contact:

William S. Moss
Senior Managing Director
189 S. Orange Avenue
Suite 1900
Orlando, FL 32301
T 407.839.3140
bill.moss@cbre.com

CBRE © 2013 All Rights Reserved. All information included in this proposal pertaining to CBRE—including but not limited to its operations, employees, technology and clients—are proprietary and confidential, and are supplied with the understanding that they will be held in confidence and not disclosed to third parties without the prior written consent of CBRE.

This letter/proposal is intended solely as a preliminary expression of general intentions and is to be used for discussion purposes only. The parties intend that neither shall have any contractual obligations to the other with respect to the matters referred herein unless and until a definitive agreement has been fully executed and delivered by the parties. The parties agree that this letter/proposal is not intended to create any agreement or obligation by either party to negotiate a definitive lease/purchase and sale agreement and imposes no duty whatsoever on either party to continue negotiations, including without limitation any obligation to negotiate in good faith or in any way other than at arm's length. Prior to delivery of a definitive executed agreement, and without any liability to the other party, either party may (1) propose different terms from those summarized herein, (2) enter into negotiations with other parties and/or (3) unilaterally terminate all negotiations with the other party hereto.

