

# Attachment B

## Key Personnel

### Instructions:

Answer all questions thoroughly. This Attachment shall be completed for all key personnel in the administration of any resultant contract under this solicitation. A separate resume may be attached as supplemental information, but shall not take the place of this attachment. Answers such as "See attached Resume" will not be accepted. If resumes are included please also reference the position on the resume.

**Position** Government Account Manager

**Name** Larry Waters

### Current Information

Position currently held in firm:	Government Account Manager
Years with firm:	25 years
Years in current position:	12 years
Years experience in role under this contract:	10 years
Percentage of employee's time dedicated to this contract:	20%

### Related Experience

Project Name: Manager of State contracts for Florida, Texas, Mississippi, Georgia, Alabama, Tennessee New Mexico and General Services Administration (GSA)		
Job title Government Account Manager	Project begin date 12 years	Project end date on going
Duties performed related to proposed position: provide sales and support to Neopost Channel Partners for state and federal contrats.		
Project Name		
Job title	Project begin date	Project end date
Duties performed related to proposed position		

Identify the primary function(s) of the candidate in performing the services required by this solicitation. Indicate the corresponding solicitation/response page and paragraph.

Marketing and sales support throughout the United States for the NASPO contract  
 Work with Neopost Channel partners to insure NASPO contract is in compliance with all aspects of the contract

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**Position** Government Account Relationship Manager      **Name** Stacey Graham

#### Current Information

Position currently held in firm:	Gov't Account Relationship Manager
Years with firm:	25 years
Years in current position:	12 years
Years experience in role under this contract:	10 years
Percentage of employee's time dedicated to this contract:	50%

#### Related Experience

Project Name: General Services Admin(GSA)		
Job title Gov't Account Relationship Manager	Project begin date 12 years	Project end date ongoing
Duties performed related to proposed position; manage and maintain GSA contract, website and modifications of GSA contract		
Project Name NASPO contract		
Job title Gov't Account Relationship manager	Project begin date 10 years	Project end date
Duties performed related to proposed position Duties performed related to proposed position; manage and maintain NASPO contract, website and modifications of NASPO catalog and e-procurement		

Identify the primary function(s) of the candidate in performing the services required by this solicitation. Indicate the corresponding solicitation/response page and paragraph

<p>Catalog updates</p> <p>Reporting of sales to NASPO and individual states</p> <p>Processing of orders</p> <p>Contract question</p> <p>Service provider assistance</p>
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