

As explained below, Paymentus requests that certain information submitted in response to RFP #2024-061 be redacted from material provided in response to any valid open records requests.

Paymentus agrees that the entire proposal response, including confidential, trade secret and proprietary information may be shared with an evaluation committee and technical advisors during the evaluation process. We are submitting a redacted version of the RFP response, with the trade secrets and non-public confidential information redacted. We have no objection to the redacted version being made available in response to a valid Open Records request.

The trade secrets and confidential information generally includes the following:

1. A formula, pattern, compilation, program, device, method, technique or process
2. Derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use
3. Is the subject of efforts by the organization that are reasonable under the circumstances to maintain its secrecy.

Information specific to this proposal

Designated Information	Page	Explanation
1 As marked [Proprietary & Confidential], including client references	9	This information is not public and is governed by client confidentiality agreements. Consent for disclosure was granted for release only to City of Lee's Summit. Disclosure of the names and contact information would cause substantial harm to competitive position and aid a competitor in compiling a list of prospects and identifying contacts, or save them time and money if they elect not to pursue.
2 As marked [Proprietary & Confidential], including non-public facing solution screenshots, reports, processes and technology flows.	20, 22, 26-27	Intellectual property, patented technology and non-public information for which release could cause substantial harm to our competitive position.
3 As marked [Proprietary & Confidential], including pricing and services included	28-31	Because a significant part of the cost of providing the service is common to all providers (i.e. interchange and assessments, etc.), price competition is particularly strong. If competitors know each other's unit pricing, it provides a clear competitive advantage by enabling them to fine-tune their bids. It is clear that in a competition, when one party knows exactly what the other party does, it will have an advantage. That is why we keep this information confidential under the terms of our contracts with our clients, how we handle the information internally, and by including confidentiality and trade secret legends on our proposals, as we have done in this case.