

Frequently Asked Questions (FAQ)

This section will answer the most frequently asked questions about GS \$Mart®. If you feel that the answer to the question is not clear enough, or if you would like further explanation concerning the question, please contact the Marketplace Administrator. If you would like to pose any questions for this website, please contact the [Marketplace Administrator](#).

1. How is a Lender selected for a financing?

This is still the most asked question that is received by the Marketplace Administrator.

The Lender is selected by the Agency that requires the financing. The Marketplace Administrator is not the one that selects the Lender.

The Agency makes the decision on which order(s) that they would like to have financed. They then look over the posted rates on the Web. The contact at the Agency then selects, as requested by DGS, between three and five Lenders from the Participating Lenders page on the Web. The Lenders that are normally selected are those that have the lowest rates posted on the Web pages that correspond with the terms (number of payments and amount to be financed) that the Agency is looking for. The Agency then contacts the Lenders, discusses the specifics of the upcoming financing, then receives a rate quote from the Lender. The Agency then selects the Lender from those that respond with a rate quote and payment schedule.

The Agency does not have to contact all of the Participating Lenders. As stated in the previous paragraph, they normally choose the Lenders that have the lowest posted rates for the terms that the Agency is looking for. If a Lender does not quote interest rates for a particular amount or number of payments, or does not quote rates at all, the Agency does not have to contact them.

2. How does a new Lender become "qualified" to quote rates on GS \$Mart®?

The process for a new Lender to get qualified is located on the Lender Qualification pages. The process has remained the same since the inception of GS \$Mart®. It is important that all Lenders abide by the qualifications that were in place when they applied to become a qualified Lender.

3. Are Agencies "shopping" rates?

To better answer this question, "shopping rates" should be defined.

Shopping rates is when an agency receives a bid or response from a Lender (Lender A), then calls another Lender (Lender B) to ask if Lender B can beat Lender A's rate. I heard of one example where the agency called a lender and asked "Lender A quoted an interest rate of ____% for this deal, can you (Lender B) beat it." This is what shopping rates is about. GS \$Mart® is not like the retail stores out there that will meet or beat the competitions price.

In using GS \$Mart®, shopping rates is unacceptable. GS \$Mart® would like to keep a level playing field for everybody involved, and shopping rates does not do it. As a Lender, when asked for an interest rate quote, you should provide your best offer. Lenders should not expect to get a second chance to quote a better rate. A rate quote should be honored just as a bid for equipment. Does the State tell equipment vendors what their competition is bidding on equipment?