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City of Jacksonville, Florida

Procurement Award Form (PAF)

Part 1 – Form Type: JPAC Award Request: Renewals, Extensions, and Unit Price Increases

Goods and/or Services: Personal Exemption Compliance Services

Requested Action and Justification:

Recommend approval of award to The Exemption Project, Inc. (DBA TrueRoll) as the highest-scoring, responsive, responsible bidder. Period of service will be from date of executed contract through September 30, 2026 with four (4) one (1) year renewal options.

Please note that this is a revenue generating project. Awarded supplier receives 27% of the fees collected minus a 2% administration fee payable to the Duval County Tax Collector's Office.

To be executed by formal contract amendment through the Office of General Counsel.

Supplier:	The Exemption Project, Inc.	**Basis of Award:**	Highest Evaluated	**BID Opening Date:**	12/09/2025

POA #:	N/A	**PO #:**	N/A	**Change Order #:**	N/A
Solicitation #:	RFP-NONCON 17168-26 26	**Contract #:**	N/A	**Contract ADM #:**	N/A
Term:	1 year	**Options:**	4, 1-year renewal	**Options Used:**	N/A

Federally Funded:	No	**JSEB Rec:**	Encouragement
Licenses Verified:	N/A	**JSEB %:**	0
Bonds Required:	No	**Bonds Waived Pursuant To:**	N/A

Fund:	00191	**Center:**	810001	**Acct:**	531090	**Proj:**	000000	**Activity:**	00000000	$ 0
Fund:		**Center:**		**Acct:**		**Proj:**		**Activity:**		$
Fund:		**Center:**		**Acct:**		**Proj:**		**Activity:**		$

New NTE/GMP:	$ 0	**Contingent Amt:**	$ 0	**DMP/ODPO Amt:**	$ 0

Using Agency/BU:	PAAD:ADMINISTRATION		
Concurrence:	Signed by: Joyce Morgan C3CAD8BB20524D1...	**Title:**	Duval County Property Appraiser 2/3/2026
Concurrence:		**Title:**	
Concurrence:		**Title:**	
Concurrence:		**Title:**	

Procurement Analyst/Buyer:	Signed by: Ruth Keith C58E7E28D7654E9...	**Chief of Procurement:**	Signed by: 2/17/2026 B10F1D51735245 6...
Name:	Ruth Keith	**Name:**	Dustin L. Freeman

Part 2 – JPAC Action: All award actions subject to lawfully appropriated funds.		**Part 3 – Final Awarding Authority Action:**	
Members who approve:		**Action:**	
Members who disapprove:		**Signature:**	
Date:		**Date:**	

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PAF Instructions
Part 1 (using agency)

Form Type: This form will be used for both Administrative Awards and JPAC Requests. Select type from dropdown options.

Goods and/or Services: Enter a brief description of the types of goods and services included in the request.

Requested Action and Justification: Enter a brief description of the requested action or authority being sought. i.e.; *Request permission to award the lowest, responsive responsible bidder for an ITB or award the highest ranked supplier for an RFP.* This block should also be used for additional information such as additional 4th account strings, or other information essential for contract execution.

Supplier: Enter awarded supplier name**.** If multiple, include in "Requested Action and Justification" box.

Basis of Award: Select from Lowest Price Technical Acceptable (LPTA), Highest Price Technical Acceptable (HPTA) or N/A.

Bid Opening Date: The date bids were unsealed by Procurement.

POA #: This is your 1Cloud generated Agreement number. Select Type, Enter Number.

PO #: Enter the PO number or agreement release number.

Change Order #: Provide the applicable change order number represented by this request.

Solicitation #: Select Prefix type, Enter Number, and Year.

Contract #: This number should be the same as your POA number (unless procured prior to 2020)

Contract Amendment #: Provide the applicable amendment number represented by this request.

Term: Select the Period of Performance or Term for the initial period.

Options: Period of time for each renewal or option.

Options Used: Prior to this request, enter how many options were already used.

Federally Funded: Select yes or no from dropdown if Federal Funds will be used.

JSEB Rec: Select Encouragement or JSEB Set Aside Option.

JESB %: If JSEB Participation, enter the percentage.

Bonds Waived Pursuant to: Select option from Drop down.

Funding Sources: Fund/Center/Account/Project/Activity, all fields are required even if zeros.

New NTE/GMP: Enter the new total not to exceed amount. Note, this should match the contract maximum indebtedness, if applicable**.**

Contingent Amount: If your agency requests an allowance for unforeseen additional expenses, then specify the amount of your requested increase and new NTE that represents the contingency allowance. This is over and above any quote.

DMP/ODPO Account: Enter the Direct Materials Purchase/Owner Direct Purchase Order Account. Used mainly for CIP (Capital Improvement/Construction) Projects

Using Agency/BU: Select one from the dropdown list.

Concurrence: Using Agency internal routing requirements for Electronic Signatures (follow Proc Manual for threshold requirements)

Title: Title of person electronically signing form.

Attachments: Included any supplemental information to the Procurement Award Form. i.e.; *Scope of work, previous awards*.

**Any field where there is no data available, or no entry is required, either leave it blank or enter N/A. Any fields where there is known data, include for informational purposes. Any changes to an original award should contain the data that is being changed and any other relevant data required for JPAC review and approval.*

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Request for Proposal (RFP) Personal Exemption Complian

RFP-17168-26

Total Points	20 Points	20 Points	15 Points	15 Points	10 Points
Suppliers	**COMPETENCE**	**APPROACH AND WORK PLAN**	**TECHNOLOGY PLATFORM & INTEGRATION**	**STAFFING AND TRAINING PLAN**	**EXPERIENCE AND REFERENCES**
Vendor: The Exemption Project, Inc. (TrueRoll)					
Joyce Morgan	18.00	19.00	15.00	14.00	10.00
Keith Hicks	18.00	18.00	12.00	12.00	8.00
Desi Green	20.00	20.00	12.00	12.00	8.00
Laura Winter	19.00	18.00	13.00	14.00	9.00
Teresa Pulley	16.00	17.00	14.00	12.00	9.00
Average	18.20	18.40	13.20	12.80	8.80

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ce Services

10 Points	5 Points	5 Points	OVERALL	Rank
IMPLEMENTATION PLAN AND DELIVERABLES	PARTNERSHIP AND COMMUNICATION	FEE STRUCTURE AND VALUE	Total Points (100 max)	
6.00	5.00	5.00	92.00	
9.00	4.00	5.00	86.00	
10.00	5.00	4.00	91.00	1
8.00	4.00	5.00	90.00	
9.00	4.00	5.00	86.00	
8.40	4.40	4.80	**89.00**	

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Award Solicitation: Request for Proposals (RFP) Personal Exemption Compliance Services

Solicitation **RFP - Non-Construction 17588** Procurement BU **CCU BU** Close Date **12/9/2025 16:00** Solicitation Currency **USD**	Responses Received **1** Active Responses **1** Shortlisted Responses **1**	Invited Suppliers **223** Will Participate **1** Responded **1**

Line Summary

Requisitioning BU	Line	Item	Item Revision	Supplier	Business Relationship	UOM	Quantity	Response Quantity	Award	Award Quantity	Rank	Response Price	Score	Promised Delivery Date	Supplier Site	Response	Requested Delivery Date	Category Name	Location	Line Type
PAAO: Property Appraiser's Office	1 Please add $1.00			The Exemption Project, Inc.	Spend Authorized				Yes		1	0.27	100.00			492757		208.53 Integrated Software	Yates Suite 270	Orders

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Award Solicitation: Request for Proposals (RFP) Personal Exemption Compliance Services

Instance: **RFP** - Myrtle(Myrtle) 17148 Procurement BU: **CCJ-Bid** Close Date: **1/29/2025 16:00** Solicitation Currency: **USD**	Responses Received: **1** Active Responses: **1** Shortlisted Responses: **1**	Unique Responders: **202** Will Participate: **1** Responded: **1**

Overview

		DE Lonsdale Project, Inc **Response: 400757**
Business Relationship		Direct Purchase
Supplier Contact		Myrtle(Myrtle)
Location Contact		Abramson, Tyler
Supplier Email		None
Supplier Phone		3125882
Requested Amount		$100
Bid Bond		
Total Asset Amount		
Date of Response		12/5/2024 14:17
Response Number		
Supplier Number		
Note to Buyer		
Alternate Bid		No
Requirements Show Scoring Criteria		**DE Lonsdale Project, Inc** **Response: 400757**
Text Name	**Target Value**	**Response** **Score**
1. Affirmation (Preliminary/Response Stage)		
1 Type name and title of person submitting Comments		a. Acknowledge Tyler Morrison - CFO a. Acknowledge The Exemption Project Inc. (DBA - Fusetaxx)
2 No Intentions: Bidder has not altered the original Solicitation Document in any way and further understands that any such alteration of the original solicitation document shall be grounds for rejection.		a. Acknowledge
3 Solicitation Silence: The Solicitation Silence policy is in effect for this solicitation and all communications related to this solicitation must be in writing to the designated procurement representative. Violations of the solicitation silence may result in the rejection/disqualification of the submission.		a. Acknowledge
4 Legal authorization and solicitation specific minimum requirements: All bidders must be legally authorized to do business in Duval County and shall comply with all minimum requirements for this bid. Failure to submit evidence for meeting any of these requirements may be grounds for rejection. Such legal authorization may include but not limited to business licenses and particulars such as specific licensure, experience on similar projects, years of expertise in the area etc.		a. Acknowledge
5 Certification of No Conflict of Interest: Supplier certifies that to the best of its knowledge, no City employee or agency requiring the goods or services described in the specifications has a material financial interest in the Supplier's company. Supplier must complete and submit the attached Conflict of Interest Statement fully detailing any potential conflicts.		a. Contractor certifies that no official or employee of the City or independent agency requiring the goods or services described in the specifications has a material financial interest in the Contractor's company.
6 Equal Business Opportunity Program: Pursuant to Part 4 of Chapter 126, Jacksonville Ordinance Code, the City of Jacksonville encourages the utilization and participation of Small and Emerging Business Enterprises (SEBEs) in City contract awards based upon availability. It is the City's intent in adopting this program to reflect the philosophy with regards to enhancing participation of SEBEs in all areas of procurement.		a. Acknowledge
7 Electronic Signature: I understand this acknowledgment serves as my electronic signature and has the same force and effect as my manual signature.		a. Acknowledge
2. Submittal Statement (Preliminary/Response Stage)		
1 Submittal Statement: Bidder certifies that this proposal is made in good faith, without collusion or connection without other entity bidding on this work. Bidder has examined and read all Drawings, Specifications, General and Special Conditions,and other Contract Documents, and has satisfied itself as to the conditions and fullyunderstands the extent and character of the work covered by this Proposal and the specifiedrequirements, for the proposed work. Bidder certifies that no officer or agent of the CITY will receive any benefit from this bid. Bidder agrees that this Proposal is made in conformity with the Contract Documents and agreesthat in case of any discrepancy or differences between its Proposal and the Contract Documents,the provisions of the latter shall prevail. Bidder agrees that it will withdraw its Sealed Competitive Bidding Proposal after the same wasconsidered and has verified every item placed thereon, and agrees to indemnify, defend and saveharmless the CITY against any cost, damage or expense which may be incurred or caused by anyerror in the preparation of its bid. Bidder notes that all applicable taxes are included in the unit prices or Lump Sum Bid andacknowledges this project is not exempt from the State or Local Sales or Use taxes, andpaymentof such taxes is the responsibility of the Bidder. Bidder understands and agrees that the CITY will have the 120 calendar days after theBid Opening date to allow the CITY time to award the bid, should it be awarded, and toinstill prepare and execute the contract (or issue the purchase order). This time period begins atthe time bids are opened. Bidder agrees that its bid pricesshall remain in effect throughout the life of the CITY. The bid prices shall remain in effect throughout the life of the Contract. Failure of the CITY tocisue NTP within the specified time period shall allow Bidder to withdraw its Bid andterminate its contract without penalty or forfeiture of its bid bond. Failure of the CITY tocisue NTP within the specified time period shall not entitle Bidder to an adjustment of its Bid prices,unless mutually agreeable by the CITY. Bidder certifies, under penalty of perjury and contract rescission, that it has all required licenses toperform the work required to fulfill the terms of the contract resulting from a successful bid.Furthermore, the Bidder affirms that all subcontractors requiring to be licensed are listed in itsresponse and are properly licensed to perform work on their respective portions of this project.		a. Acknowledge
3. General Requirements (Preliminary/Response Stage)		
1 **Scope of Services and Deliverables:** The Duval County Property Appraiser's Office (DCPA) of the City of Jacksonville, Florida is currently accepting bids, proposals and qualifications for a turnkey personal exemption compliance services. This initiative supports the full lifecycle of exemption management—from initial application vetting through ongoing monitoring and investigative support—with the goal of improving tax roll accuracy, reducing revenue loss, and enhancing public trust. The selected vendor will provide an integrated solution combining technology, data analytics, and investigative support to maximize early detection, taxpayer outreach, and operational efficiency. The vendor shall provide the following core services: 1. Application Eligibility Verification Integrate with DCPA's exemption application process. Apply automated screening rules and data cross-checks to verify applicant eligibility upfront. Flag potential risks for manual review by DCPA staff. Provide evidence-based reports to support approval or denial decisions. 2. Ongoing Monitoring & Risk Analytics Continuously monitor exemption accounts for changes that may affect eligibility (e.g., property transfers, mismanagement, rental activity, out-of-county homestead). Utilize multiple data sources, including—but not limited to—local, state, and national property and residency databases. Define monthly candidate lists for review, prioritized by confidence level. Leverage machine learning and predictive analytics to identify exemption risks and trends. 3. Investigative & Compliance Support Conduct investigations of flagged exemptions with documented case files. Provide DCPA staff with evidence packages that meet Florida statutory requirements. Provide detailed, annotated reports with supporting documentation (e.g., deeds, court records, water data). Follow DCPA's evidence standards and leave all enforcement decisions to the Property Appraiser's discretion. Assist with preparation of cases for enforcement or legal action when necessary. 4. Technology Platform & Integration Deliver a secure, cloud-based platform accessible to DCPA staff with role-based permissions. Vendor is responsible for all technology procurement, hosting, licensing, and maintenance — **no upfront or ongoing technology cost to the DCPA**. Provide a secure interface for DCPA staff to upload exemption applications, Tax Roll data, and other relevant inputs, and to manage case files, review flows, review tools, and reports. Direct integration with DCPA's CAMA system is not permitted. Provide case management tools, dashboards, and reporting functions. Ensure compliance with all CCC data privacy, security, and retention requirements. 5. Training & Support Provide ongoing training to DCPA staff on system functionality and workflows (in-person or virtual). Offer periodic refresher training and updates when new features or rules are implemented. 6. Partnership & Support Collaborate with DCPA staff to align workflows, reporting formats, and enforcement protocols. Maintain open communication and responsiveness throughout the contract term. 7. Fee Structure - Contingency-based pricing tied to verified revenue recovery by the Duval County Tax Collector. - Enforcement actions (e.g., liens) remain at the sole discretion of DCPA. 8. Performance Expectations - Capacity to scale services to meet the needs of a large urban county with diverse property types and exemption criteria. - Ability to ensure the vendor's systems and staffing can handle the size and diversity of Duval County's property base. **Deliverables** The vendor shall provide, at minimum, the following deliverables: Implementation Plan: A detailed project plan with timelines, milestones, and responsibilities for system implementation and staff training. Technology Platform: Fully functional, secure software with integrated case management, analytics, and reporting capabilities. Monitoring Dashboard: Real-time reporting on exemption status and flagged cases. Case Files: Documented evidence packages for each investigated case, suitable for administrative and legal review. Monthly & Quarterly Reports: Metrics on application screenings, flagged cases, investigations completed, and exemptions corrected/removed. Annual Program Assessment: Comprehensive review of program outcomes, taxpayer impacts, and recommendations for continuous improvement. Staff Training Materials: Documentation, user guides, and training modules for DCPA staff.		a. Acknowledge
2 **Bidders should submit or comply with the following requirements. Failure to submit any of these requirements may be grounds for rejection.** - Demonstrated experience providing homestead exemption compliance services to property appraiser or tax assessment offices within the State of Florida. - Must include at least one Florida-based engagement within the past five years. - Experience should reflect familiarity with Florida statutes, exemption types, and administrative procedures. - Experience working with counties of comparable size and complexity to Duval County, including urban and suburban parcel diversity, high exemption volume, and multi-agency coordination. - Proven ability to work within the operational and legal frameworks of Florida counties, including coordination with local staff and compliance with records requirements. - Must include at least one project example or client reference from a Florida county demonstrating that they've handled similar work, ideally involving staff training, familiarity with Exemption compliance, coordination with local staff, and related Florida guidelines & statutes. - Submission of at least two references or case studies from Florida-based engagements. - References		a. Acknowledge
3 To maintain comparability and facilitate the evaluation process, Responses shall be organized in the manner set forth below. Tab delineations for each of the sections would be helpful. The formal response to the RFP - Non-Construction: Each section is clearly indicate within the Cover Letter that also Response is for the RFP. The RFP shall contain no more than thirty (30) single-sided, 1.5-spaced, 8½" by 11" pages, including appendices. The font size shall be Arial with a minimum font size of 12 p oints. The title page and a single- page cover letter will not be counted as part of the 30-page limit. A cover letter in excess of one page and any other information o utsmitted beyond that noted in the requirements will be counted as part of the 30- page limit. Any Bids not conforming to these guidelines will be rejected without being considered by the City. Provide proof of insurance, bonding capacity, and licen sing. Copies of these documents may be included in appendices and will not be counted against the 30-page limit. 1) Title Page: Include **only** RFP Title, RFP Number, Contractor's name, address, phone number. 2) Cover Letter: Include **only** the following: Date of Letter RFP Title and Number Bidder's full name, address and phone number Names of the persons who will be authorized to make representations for the Bidder, their titles, addresses (including email addresses) and phone numbers. Bidder's Federal Employer ID Number. Acknowledgement that (i) the Response is based on the terms, set forth in the RFQ and all amendments thereto posted on the City website prior to the date of the Response, and (ii) the Bidder will be responsible for monitoring City's website for subsequent amendments and for either maintaining, amending, or withdrawing the Response prior to the		a. Acknowledge

Received 12 April 2024;
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Available online 3 August 2024;
Publication date 15 December 2024.

*Corresponding author: Ahmed Ali Ibrahim Ali Ali Ali

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FEE STRUCTURE AND VALUE (Maximum 10 Points) Provide a clear explanation of your proposed contingency-based pricing model, including the percentage or formula used to determine compensation based on verified revenue recovery or cost savings. Tips & Criteria: Explain how your proposal prioritizes measurable value and	10 PTS		

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Award Solicitation: Request for Proposals (RFP) Personal Exemption Compliance Services

Solicitation **RFP - Non-Construction 1716**	Responses Received **1**	Invited Suppliers **223**
Procurement BU **COJ BU**	Active Responses **1**	Will Participate **1**
Close Date **12/9/2025 16:00**	Shortlisted Responses **1**	Responded **1**
Solicitation Currency **USD**		

Lines

Number of Awarded Lines	**0**	Total Current Value		Total Savings Amount	
Number of Awarded Suppliers	**0**	Total Award Amount		Total Savings	

1 Please add $1.00

Requisitioning BU	**PAAD: Property Appraiser's Office**	Start Price		Award Amount	
Line Type	**Dollars**	Current Price	**1.00**	Savings	
Category Name	**208.53 Integrated Software**			Savings	
Location	**Yates Suite 270**				

	Target Value	**The Exemption Project, Inc Response: 455757**
Business Relationship		Spend Authorized
Supplier Site		
Response Status		Active
Shortlist Status		Included
Rank		1
Line Pricing		
Response Price		0.27
Unit Price Savings		0.73
Unit Price Savings Percent		73.00%
Minimum Release Amount		
Award Decision		
Award		No
Award Amount		
Promised Delivery Date		
Note to Buyer		
Attachments		No

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Award Solicitation: Request for Proposals (RFP) Personal Exemption Compliance Services

Solicitation **RFP - Non-Construction 171**	Responses Received **1**	Invited Suppliers **223**
Procurement BU **COJ BU**	Active Responses **1**	Will Participate **1**
Close Date **12/9/2025 16:00**	Shortlisted Responses **1**	Responded **1**
Solicitation Currency **USD**		

Requirements Scoring

Requirements

	Requirement	Acceptable Values	Score	Maximum Score
7.	**Evaluation Criteria - Preliminary Response Stage (Preliminary**			**100**
1.	**COMPETENCE** (Maximum 20 Points) Describe the firm's overall competence to provide comprehensive homestead exemption compliance services as outlined in the Scope of Services. Discuss experience in Florida with property appraiser or tax assessment offices, including demonstrated familiarity with state statutes, exemption types, and administrative procedures. Highlight relevant Florida-based engagements within the past five (5) years, identifying outcomes such as exemptions removed, revenue recovered, and operational improvements achieved.	a. Acknowledge		20
2.	**APPROACH AND WORK PLAN** (Maximum 20 Points) Explain your firm's understanding of the RFP objectives and your ability to deliver a full lifecycle solution—from application eligibility verification through ongoing monitoring, investigation, and reporting. Describe the proposed approach, including: · · Automated eligibility verification and risk scoring methods. · · Use of multiple data sources and predictive analytics to identify exemption risks. · · Procedures for investigating flagged exemptions and preparing documented evidence packages that meet Florida statutory requirements. · · Workflow collaboration and communication protocols with DCPA staff. · · Proposals should demonstrate clear alignment with DCPA's goals of improving tax roll accuracy, minimizing false positives, and maintaining fairness and transparency in taxpayer engagement.	a. Acknowledge		20
3.	**TECHNOLOGY PLATFORM & INTEGRATION** (Maximum 15 Points) Provide a detailed description of the proposed technology platform supporting this project. Discuss the platform's security, hosting, and maintenance features. Explain user access controls, reporting functions, dashboard features, and methods for importing/exporting data between systems. Describe how the platform will support DCPA operations without requiring upfront technology costs or direct integration with CAMA systems.	a. Acknowledge		15
4.	**STAFFING AND TRAINING PLAN** (Maximum 10 Points) Identify the key personnel who will be assigned to this project, their roles, and their relevant experience. Describe the staffing plan to ensure responsiveness, quality, and continuity of service. Explain the firm's training and support strategy, including initial implementation training, refresher courses, and updates when new system features or exemption rules are implemented.	a. Acknowledge		10
5.	**EXPERIENCE AND REFERENCES** (Maximum 10 Points) Provide a list of comparable projects performed for property appraiser or tax offices, including the name of the jurisdiction, scope of services, contact person, and outcomes achieved. At least two (2) references from Florida-based clients are required. Narrative descriptions should include program results such as number of exemptions corrected or removed.	a. Acknowledge		10
6.	**IMPLEMENTATION PLAN AND DELIVERABLES** (Maximum 10 Points) Describe the firm's implementation strategy for launching the compliance program. Provide an estimated project timeline that includes key milestones, staff training, platform activation, and initial reporting. Explain how deliverables such as the implementation plan, technology platform, monitoring dashboard, case files, and reports will be provided. Identify the process for monthly and quarterly reporting, as well as the Annual Program Assessment detailing overall performance, taxpayer impact, and recommendations for continuous improvement.	a. Acknowledge		10
7.	**PARTNERSHIP AND COMMUNICATION** (Maximum 5 Points) Discuss how your firm will maintain an ongoing partnership with DCPA staff. Describe your communication methods, responsiveness standards, and commitment to aligning with DCPA workflows, reporting formats, and enforcement protocols.	a. Acknowledge		5
8.	**FEE STRUCTURE AND VALUE** (Maximum 10 Points) Provide a clear explanation of your proposed contingency-based pricing model, including the percentage or formula used to determine compensation based on verified revenue recovery by the Duval County Tax Collector. Explain how your proposal provides measurable value and long-term sustainability for DCPA without upfront costs.	a. Acknowledge		10

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