

From: Michael Harris
Sent: Sunday, April 01, 2018 6:35 PM
To: Whitney Elizabeth Smith <wesmith@uark.edu>
Subject: DRAFT: RFP 02122018 - Athletics Retail Merchandising

Whitney:

The evaluation committee has completed the review and evaluation of proposals for the Athletics Retail Merchandising - RFP 02122018.

Proposals were received from the following vendors:

1. Dyehard Fan Supply
2. Fanatics
3. GameDay Holdings

The evaluation committee initially met on Monday, March 5 to go through the procedures and distribute proposals for review. Following the meeting, the committee decided that we would like to have each of the three bidders make an on-campus presentation.

The bidder presentations were:

- Fanatics – Monday, March 12
- Dyehard Fan Supply – Tuesday, March 13
- GameDay Holdings – Thursday, March 15

Following the last presentation, the committee met and requested the bidders to make their Best and Final Offers by noon on Tuesday, March 27. The BFOs were distributed to the committee and it met on Wednesday, March 28 to discuss the offers. Committee members scored the proposals individually and turned them into Mike Harris by Friday, March 30. Attached is a summary of the evaluations.

The committee recommends the award of Athletics Retail Merchandising – RFP 02122018 to Dyehard Fan Supply for a five-year term. Evaluation forms and supporting documentation have been attached or forwarded to your office.

Thank you for your assistance with this process.

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Athletics Retail Merchandise RFP - BFO Scoring - March 28, 2018

Mike Harris

	Criteria A: Complete/Thorough Proposal	Criteria B: Contractor Qualification	Criteria C: Financial Proposal	Criteria D: Marketing Proposal	Total
Dyehard Fan Supply	14	17	40	25	96
Fanatics	13	20	24	22	79
GameDay Holdings	15	16	16	23	70

Clayton Hamilton

	Criteria A: Complete/Thorough Proposal	Criteria B: Contractor Qualification	Criteria C: Financial Proposal	Criteria D: Marketing Proposal	Total
Dyehard Fan Supply	12	15	40	20	87
Fanatics	15	20	24	25	84
GameDay Holdings	8	10	16	15	49

Andrew Roberts

	Criteria A: Complete/Thorough Proposal	Criteria B: Contractor Qualification	Criteria C: Financial Proposal	Criteria D: Marketing Proposal	Total
Dyehard Fan Supply	14	16	40	25	95
Fanatics	12	20	24	20	76
GameDay Holdings	15	14	16	15	60

JT Geren

	Criteria A: Complete/Thorough Proposal	Criteria B: Contractor Qualification	Criteria C: Financial Proposal	Criteria D: Marketing Proposal	Total
Dyehard Fan Supply	14	18	40	25	97
Fanatics	13	20	24	20	77
GameDay Holdings	15	16	16	22	69

Patrick Dale

	Criteria A: Complete/Thorough Proposal	Criteria B: Contractor Qualification	Criteria C: Financial Proposal	Criteria D: Marketing Proposal	Total
Dyehard Fan Supply	13	15	40	25	93
Fanatics	10	20	24	22	76
GameDay Holdings	15	10	16	10	51

Total Scores

	Mike Harris	Clayton Hamilton	Andrew Roberts	JT Geren	Patrick Dale	TOTAL SCORE
Dyehard Fan Supply	96	87	95	97	93	468
Fanatics	79	84	76	77	76	392
GameDay Holdings	70	49	60	69	51	299

Whitney Smith 4/3/18