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 **JACKSON STATE UNIVERSITY®**

**DEPARTMENT OF ATHLETICS**

**INVITATION FOR BIDS (IFB)**

PROCUREMENT AND SPONSORSHIP OF ATHLETIC APPAREL, FOOTWEAR, AND UNIFORMS

**SECTION 1. ADMINISTRATIVE OVERVIEW**

* 1. **Introduction**

The following is Invitation for Bid (IFB) issued by Jackson State University (hereinafter referred to as the “University” or “JSU”) seeking bids from experienced and qualified athletic apparel dealers to provide a full range of sports apparel, footwear, equipment and uniforms for the JSU Department of Athletics. You will be bidding on a list of specifications selected from the various sports (Attachment C- List of Specifications) as well as general specifications listed below. The Attachment spreadsheet is divided into several tabs for each sport and summary tab for your total bid. This spreadsheet must be submitted as part of your overall bid for you to be considered.

* 1. IFB **Organization** This IFB is organized into the following sections:

Section 1: Administrative Overview – Provides Contractors with general information on the objectives of this IFB, procurement schedule and procurement overview.

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Section 2: Scope of Work – Provides Contractors with a general description of JSU, the tasks to be performed, outlines University and Contractor responsibilities and defines deliverables.

Section 3: BIDS Requirements – Outlines the required format and content for the Contractor’s bid.

* 1. **Submission of Questions**

Contractors may submit questions via email to JSU Athletics Bid#18-04 -1 to: pnelson@jsums.edu. The deadline for submission of questions is 2:00 p.m. CST on August 9, 2018. Any questions and their answers shall be published as an addendum by August 2, 2018, 2:00 pm.

* 1. **Submission of Bids**

Contractors shall submit a clearly marked original Bid, plus three copies and an electronic version on CD or USB drive. Bid shall be received by the JSU Office of Purchasing and Travel on August 9, 2018 no later than 2:00 p.m. at which time a representative of the Office of Purchasing will announce publicly the names of those firms submitting bids. No other public disclosure will be made until after the award of the contract. Any bid received after the date and time stated above shall be rejected. BIDS shall be mailed or delivered to:

Office of Purchasing and Travel

 Jackson State University

1400 John R. Lynch Street

Jackson, Mississippi 3927

Bids may also be electronically submitted through MPTAP (Mississippi Procurement Technical Assistance Program) @ [www.mscpc.com](http://www.mscpc.com). The outside cover of the package containing the bid shall be marked with **Bid #18-04-1 JSU All Sports Apparel submitted by (Name of Contractor).**

* 1. **Costs for Bids Preparation**

Any costs associated with the preparing or submitting of bids shall be the sole responsibility of the Contractor.

* 1. **Disqualification of Bids**

The University reserves the right to consider as acceptable only those bids submitted in accordance with all the requirements set forth in this IFB and which demonstrate an understanding of the scope of work. Any bids offering any other set of terms and conditions contradictory to those included in this IFB may be disqualified without further notice.

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 A Contractor shall be disqualified and the bid automatically rejected for any one or more of the following reasons:

* The Bid shows any noncompliance with applicable Mississippi/Federal law.
* The Bid is conditional, incomplete or irregular in such a way to make the bid indefinite or ambiguous as to its meaning.
* The Bids has any provision reserving the right to reject or accept award, or to enter into a contract

pursuant to an award, or provisions contrary to those required in the solicitations

* The Contractor is debarred or suspended.
	1. **Addenda to This IFB**

JSU may need to issue one or more addenda related to this IFB. Such addenda shall be added to the original IFB document and distributed.

* 1. **Right to Withhold Awarding of Contract**

Contractors are advised that JSU reserves the right not to make award of this contract.

* 1. **Final Contract**

The University shall not be responsible for work done, even in good faith, prior to the University’s execution of a final contract with the Contractor.

* 1. **Inspection of Bids and Confidential Information**

Bids may be available for public inspection upon notice of award and shall be available for public inspection after the contract is signed by all parties. Information marked as “Confidential” in any bid shall be honored as such, to the extent allowable under the Mississippi Public Records Act of 1983, as amended. The University treats Bids as confidential until after the award is issued. At that time, they become subject to disclosure under the Mississippi Public Records Act of 1983, as amended.

* 1. **Contract Invalidation**

If any provision of this contract is found to be invalid, such invalidation will not be construed to invalidate the entire contract.

* 1. **IFB** **Terms and Conditions**

All Bids submitted under this IFB shall remain in effect for a period of ninety (90) days following the closing date to allow time for evaluation, approval and award.

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The terms and conditions should be reviewed carefully to ensure full responsiveness to the IFB. The failure of any respondent to receive or examine any contract, document, form, addenda or to visit the sites and acquaint itself with conditions there-existing, will not relieve it of any obligation with respect to its bids or any executed contract. The submission of a bid shall be conclusive evidence and understanding of the University’s intent to incorporate such terms and conditions into the resulting award and subsequent purchase orders.

* 1. **Advertising**

Terms of this Bid notwithstanding, in submitting a bid, the Vendor agrees, unless specifically authorized in writing by an authorized representative of JSU on a case-by-case basis, that it shall have no right to use, and shall not use, the name Jackson State University, its officials or employees, or the Seal of the University, A.) In any advertising, publicity, promotion; nor, B.) To express or imply any endorsement of the University’s services; nor, C.) to use the name of the state, its officials or employees or the University seal in any manner (whether or not similar to uses prohibited by subparagraphs (A) and (B) above, except only to manufacture and deliver in accordance with this agreement such services as are hereby contracted by the University.

* 1. **Hold Harmless Clause**

The Contractor shall, indemnify, defend, and hold harmless the University from loss from all suits, actions, or claims of any kind brought as a consequence of any negligent act or omission by the Contractor. The Contractor agrees that this clause shall include claims involving infringement of patent or copyright. For purposes of this paragraph, “University” and “Contractor” includes their employees, officials, agents, and representatives. “Contractor” also includes subcontractors and suppliers to the Contractor. The word “defend” means to provide legal counsel for the University or to reimburse the University for its attorney’s fees and costs related to the claim. This section shall survive the Contract.

* 1. **Prevailing Law**

The terms and conditions of this Invitation for Bids, and any ensuing contract, shall be governed by and construed in accordance with the laws of the State of Mississippi.

* 1. **Term of Contract**

The contract period will be from the initial date of contract signature for a period of a maximum of five (5) years, with no auto-renewals clauses. This contract may be terminated if JSU participates in any bowl games or other major competitions that change the status of its sports teams.

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**1.17 Contract Cancellation** The University reserves the right to cancel the contract for any reason beneficial to the University, upon ninety (90) days written notice to the Contractor.

**1.18 Contractor’s Default/Termination of Contract**

Written Notice – In the event the Contractor fails to perform in accordance with any of the terms, conditions of obligations of this agreement, the University shall notify the Contractor, in writing, of the specific nature of the Contractor’s default. If the Contractor fails to correct or remedy said default with seven (7) calendar days of Contractor’s receipt of written notice from the University, the University may, at its discretion, terminate this agreement.

The University shall notify the Contractor with written notice of the termination by certified mail, return receipt requested and said termination will be effective as of the postmark date of said notice.

**1.19 Formation of Agreement and Award**

The response to this IFB will be considered an offer of contract. At its option, the University may take one of the following actions in order to form an agreement between the University and the selected respondent:

1. Accept a Bid as written by issuing a written “Notice of Award” to the selected respondent which refers to this IFB and accepts the bid as submitted
2. Because the University may use the alternative described above, each respondent should include in his or her written Bids all requirements, terms or conditions it may have and should not assume an opportunity will exist to add such matters after the quote has been submitted.
3. Items will be contracted separately on an as-needed basis by the SU Department of Athletics utilizing an authorized University purchase Any purchase orders issued as a result of this IFB will contain by reference all the specifications, terms and conditions in this IFB The University’s standard Purchase Order terms and conditions have been included for your review (See Appendix I).

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**SECTION TWO: SCOPE OF WORK**

**2.1 Background**

Founded in 1877, Jackson State University has been providing young men and women the opportunities that will empower them to succeed in an increasingly complex world. As the Urban University of Mississippi, Jackson State emphasizes public service programs designed to enhance quality of life and seek solutions to urban problems in the physical, social, intellectual, and economic environments.

Located in Jackson, Mississippi, the capital city and the cultural, political, geographic and business center of Mississippi, the campus is a scenic 125-acre tract only five minutes from downtown and less than twenty minutes from the Jackson-Evers International Airport. Tree-lined walkways and a large central plaza add to the atmosphere of a major university in a bustling capital city.

Building on its historic mission of empowering diverse students to become leaders, Jackson State University will become recognized as a challenging, yet nurturing, state-of-the-art technologically-infused intellectual community. Students and faculty engage in creative research, participate in interdisciplinary and multi-institutional/organizational collaborative learning teams and serve the global community.

Jackson State University enrolls approximately 7,500 students of which 23 percent of the students live on campus. The University employs 535 faculty members and 946 staff with a total operating budget of $209 million with $78 million designated as annual research revenues. The University offers 43 Bachelors, 36 Masters, three Specialists in Education and 11 Doctoral degrees. The academic calendar is based on fall and spring semesters and a 10-week summer term. JSU is a member of the Southwestern Athletic Conference (SWAC) for intercollegiate athletics, offering eight collegiate sports for men and ten sports for women.

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**2.2 Sport Sponsorship**

**Jackson State currently sponsors the following men’s sports**:

Football Basketball

Baseball Tennis

Indoor Track and Field Outdoor Track & Field

Cross Country

**Jackson State currently sponsors the following women’s sports:**

Basketball Softball

Cross Country Indoor Track and Field

Outdoor Track & Field Bowling

Tennis Volleyball

Soccer

JSU also offers non-competitive cheerleading and marching band.

**2.3 Objectives** It is the intent of the University to enter into a five-year79 agreement with a qualified and experienced local athletic apparel, footwear, equipment and uniform dealer to procure a full range of sports uniforms and related apparel, equipment and shoes from one manufacturer and or branding of all items for all teams for the JSU Department of Athletics on an as-needed basis. Note that the pending agreement between JSU and the vendor will cover equipment and selected supplies.

**2.3 Vendor Qualifications**

Selected vendor must maintain a business establishment with adequate inventories of the product offered and must be capable of processing and shipping large numbers of various orders. Bids will be accepted only from established authorized dealers and/or from the manufacturer. Any vendor submitting a response hereby guarantees that it has a direct relationship with the manufacturer and is an authorized dealer of the manufacturer, that the manufacturer has agreed to supply the dealer with all the quantities of the products required by the dealer in fulfillment of its obligation under any resultant contract with the University and that the vendor will provide a certificate from the manufacturer acknowledging the authorization of the dealership. If vendor is found to be non- authorized, JSU reserves the right to reject vendor’s bid.

Vendors must submit with their bid a copy of each referenced price list and catalog in effect on the date of the bid opening. A copy of said price list must be supplied before an award can be

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made. Vendors are required to furnish to the University, upon request and without charge, a catalog(s) and price lists related to the products that will be available to JSU under any subsequent award. Selected vendor must be able to provide stock items, which are considered products available for ordering at any time throughout the life of the contract. The vendor MUST deliver all stock items within four (4) weeks of receipt of an order. The vendor must identify their policy for a stock item exchange (i.e., size) and any restrictions to the exchange policy.

Selected vendor must also be able to provide custom items or products fashioned to the buyer’s specification that could have sport specific production periods. Manufacturers refer to these production periods as their “production window.” The vendor must identify minimum quantity order for custom item orders. The vendor must deliver all custom items within eight (8) weeks of receipt of order and six weeks (6) for modified stock/custom items.

Contractor MUST furnish all quantities actually ordered within the specified time frame. If the vendor fails to provide the items or quantities ordered and on time, JSU reserves the right to purchase those items from other vendors outside the contract.

**2.4 Historical Data**

For bidder’s reference, JSU annually purchases (uniforms, practice gear, socks, sideline apparel, hats and shoes, equipment and supplies for approximately 320 student-athletes in our 16 intercollegiate sports programs, as well as for athletic administration. Data is provided for informational purposes ONLY and annual numbers will vary.

**2.5 Pricing**

Pricing shall be based on discount off current published manufacturer’s list price and FOB destination. Bidder’s pricing shall remain constant through the term of the contract. The awarded vendor may update the manufacturer’s price list during the contract period on the anniversary date or as issued by the manufacturer to reflect new products, supplier’s price changes, and deletion of discontinued products, etc. However, all percentage discounts bid shall remain firm (or increase) for the duration of the contract. Supplier shall provide the University with copies of price lists as issued by manufacturer and as requested by the University. If a vendor discontinues a product previously purchased, the equivalent new product must be offered at the same or lowered price.

Contract prices may increase or decrease during the contract period in accordance with changes made by the manufacturer in their established nationally distributed price list or published catalog. Catalog or price lists may indicate changes but the percentage discount

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originally accepted for award shall not be decreased. New products will be considered for inclusion provided they are pertinent to the award description and offered to the University at the same terms and conditions as in the original bid and at pricing or discount deemed to be reasonable and in the best interests of the University.

**SECTION THREE: BID** **REQUIREMENTS**

 **3.1 Response Requirements**

All Bids must include a point-by-point response to this IFB with special attention to Section 3.2 and include as much detail as possible. Bids that do not substantially conform to the contents of the Bids request, consequently altering the basis for comparison, may be disregarded and considered unresponsive.

Failure to respond to all points may be grounds for rejection. Likewise, failure to supply any information required to accompany the bids may cause a rejection of the bid as non-compliant. The University reserves the right to request additional information and/or presentations, if clarification is needed.

**3.2 Specific Response Requirements** Provide responses on separate sheets of paper following the sequence below.

A. Name and address of your location or the location of the branch that would be serving

 JSU.

B. Successful respondent will have at least fifteen (15) years of experience in selling collegiate team uniforms and related apparel. How long has your company been in this business? Has it been your primary business focus? Explain.

C. It is JSU’s intent and desire to maintain a standardized one line of apparel, accessories, equipment and shoes from a major athletic apparel manufacturer. Describe in detail your relationship with the manufacturer you would represent in this contract, including the length and nature of your business relationship, status as a local dealer for the manufacturer, level of support both you and JSU can expect from the manufacturer and any other information you deem would be of interest to JSU. Submit with your bid a copy of each relevant catalog in effect on the date of bid opening. Vendor must stock its products no more than three (3) hours’ drive time from the main campus of JSU.

D. JSU will require the following as minimum service capabilities. Confirm the manufacturer’s ability in all four areas.

a. Company shall be able to provide three different levels of uniforms (stock, modified, custom)

b. Company shall be able to provide men’s and women’s cuts in apparel and uniforms

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c. Company shall be able to provide tall and large (Big & Tall) and small and short sizes in apparel and uniforms

d. Company shall be able to provide all footwear in standard sizes as well as

large/wide and small/narrow sizes

E. All apparel and uniforms shall bear the same manufacturer’s trademark per NCAA apparel guidelines

F. All apparel purchased under any subsequent contract award shall be procured in accordance and conformity to the Federal Fair Labor Standards Act. Verify in writing that both you and the manufacturer shall abide by the terms, conditions and requirements of this law while conducting business under this contract.

G. Provide a list of three (3) colleges and universities where such services are currently provided. Give name, address and phone number of contact person at each location. Please describe the length of time and estimated total annual sales at each location.

H. Provide a list of college and university accounts, where services were terminated for any reason.

I. JSU will require on-site services such as measuring. Verify that your company is capable of and experienced with providing such services for apparel, accessories, equipment and shoes.

J. Verify that your company is capable and experienced with providing custom screen printing and embroidery.

K. It shall be the responsibility of you as the local dealer to coordinate all deliveries with the manufacturer to ensure that all items are delivered to JSU in a timely manner. JSU understands our responsibility to meet ordering deadlines set by the contractor and vendor. Please provide details on ordering lead times, logistics, etc.

L. Provide in detail any policies that JSU should be aware of when evaluating responses, such as return or exchange policies, minimum orders policies, etc.

M. JSU will purchase items from the resulting contract with University Purchase Reply with your understanding of this policy.

N. JSU would be interested in considering additional financial incentives, along with the offered discount pricing structure, if offered by the manufacturer. Examples are presented below. These are suggestions only and are not presented to restrict or exclude other similar incentives. Respondents and their manufacturers are encouraged to offer other incentives in which JSU may be interested.

a. Signing Bonus

b. Contract “Kickoff” Bonus (Special rates or offers for the first season for select

 teams)

i. May include comped uniform sets during the initial contract year

c. Incentive Bonuses tied to annual business thresholds

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d. Incentive bonuses tied to performance achievements (i.e., Coach of the Year,

 reaching post season tournaments, winning championships)

e. Annual allotment of money to be used for comp goods

f. Incentive discounts of up to 75% tied to reaching post season tournaments,

 winning championships.

O. Provide details of revenue sharing for the Department of Athletics.

Note: Please use separate tabs in the Attachment C spreadsheet, as necessary, with type, structure and value of the incentives and indicate whether the incentives, if accepted by JSU, shall be in the form of cash or merchandise.

 Provide any additional information you feel may be pertinent for JSU to know when evaluating bids, such as value added or unique services.

JSU is seeking a direct relationship with a “Vendor” rather than a team dealer. Although, JSU understands that sometimes it is necessary to use team dealers for fulfillment purposes.

Please provide a proposed contract for services you are providing. Any proposed contract in response to this IFB should include or comply with all requirements included in this IFB.

P. Additional Specifications

For each sport (where applicable) or for the total bid, provide the following information:

State warranties

State payment terms

State logistics capabilities

State relationship to manufacturer & any manufacturer related requirements

Provide letter of good standing from manufacturer

State qualifications & plan to handle account

State ordering deadlines & method of ordering

Ability to customize to team design and colors

Shipping/handling policies

Promotional products, requirements and budgets provided by sport

Discounts provided

Lead times

Billing/Returns/exchange policies

All quantities stated in total-sizes to be provided during ordering

Federal Tax ID

 Sample contract

 Incentives by sport

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 Terms and Termination

 Licensing arrangements

 Others Incentive

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 **APPENDIX I – REFERENCES**

Bids should include references from institutions of similar or the same size where your organization has provided services similar to those being requested by JSU. References may be checked electronically. Email addresses are a mandatory requirement.

**REFERENCE A**

NAME OF FIRM: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

ADDRESS: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

CITY, STATE, ZIP CODE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

TELEPHONE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

CONTACT NAME: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 **REFERENCE B**

NAME OF FIRM: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

ADDRESS: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

CITY, STATE, ZIP CODE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

TELEPHONE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

CONTACT NAME: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**REFERENCE C**

NAME OF FIRM: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

ADDRESS: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

CITY, STATE, ZIP CODE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

TELEPHONE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

CONTACT NAME: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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**ATTACHMENT A – OFFICIAL PRICING SCHEDULE**

All purchase prices shall be based on discount off manufacturer’s list price, current issue and shall include all freight changes for standard delivery to JSU, FOB to the University. All deliveries will be made to the JSU Central Receiving, Attention: Department of Athletics.

Manufacturer Name/Brand: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_%

Title and Date of Applicable Catalog: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ %

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Applicable Pages of Catalog: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_%

Date of pricelist discount applied to: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_%

Stock Items, Apparel: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_%

Stock Items, Practice Gear: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_%

Footwear: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_%

Custom Items: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ %

(May include tackle twill, embroidery or screening)

Modified Custom Apparel Items: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ %

Please remember to us a separate tab in Attachment C as necessary to offer or suggest additional financial incentives as mentioned in Section 3.2

Company Rebates Team Sports Products/Apparels Rebates

Media Packages Bonus Compensation Packages

Marketing Packages E-Commerce Packages

Special Offers ad Promotion Team, Coaches, Player Incentives

PLEASE NOTE: THIS BID MUST BE SUBMITTED WITH A SUMMARY PAGE THAT INCLUES TOTAL DOLLARS AND

Company Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Signature\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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**ATTACHMENT B – CORPORATE SPONSORSHIP**

JSU has a desire to pursue a corporate sponsorship with the selected dealer and/or manufacturer.

A corporate sponsorship may be in the form of some agreement where the University would exchange monetary payments for some combination of tickets, advertising, media exposure, additional goods and services and marketing opportunities. It may be in the form of some annual rebate for goods and services based on volume of business.

The flexibility of such an agreement as well as details of the scope and nature of such a corporate sponsorship, including amount, type, and value of JSU inventory and how that value will be applied, will be some of the topics in calculations to calculate the pricing to determine the selected dealer and/or manufacturer.

If an agreement can be reached, the selected dealer and/or manufacturer will have the opportunity to be named as the “Official Corporate Sponsor of Jackson State Athletics,” to take advantage of the promotion and marketing potential as a result of the ever-increasing exposure of the JSU Department of Athletics programs at the state, regional and national levels.

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**ATTACHMENT C – LIST OF SPECIFICATIONS**

**(ALL QUANTITIES IN THE ATTACHMENT ARE APPROXIMATE ONLY)**

**PLEASE REFER TO SPREADSHEET APPENDIX C**

**Each sport listed needs a bid. Only put the pricing in the yellow cells.**

**All promotional and other considerations should have a**

**negative sign.**

**All sport bids need to be typed into the bid summary sheet.**

**Do not alter the formulae or add additional rows or columns**

**to the tabs in the worksheet.**

**You may add additional tabs as needed to specify promotional**

**or other considerations.**

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