



U N I V E R S I T Y O F
SOUTH CAROLINA

Posting Date: May 12, 2014

INTENT TO AWARD

This is a statement of intent to award a contract and becomes the official statement of award effective 8:00 AM May 23, 2014, unless otherwise suspended or canceled. Vendors are encouraged not to begin work on the contract or incur any costs associated with the contract prior to the effective date of the contract. The University of South Carolina assumes no liability for any expenses incurred by vendors prior to the effective date of the contract.

Bidder's right to protest as listed in section 11-35-4210 in the South Carolina Consolidated Procurement Code applies to this award. Protest to be filed with:

Michael B. Spicer
Chief Procurement Officer
Information Technology Management Office
1201 Main Street Suite 600
Columbia, SC 29201

Solicitation Number: USC-RFP-2556-CJ

Issue Date: March 13 2014

Opening Date: March 31, 2014

Description: Provide Outsourced Ticket Sales and Services

Initial Contract Term: July 1, 2014 through June 30, 2015
Maximum Contract Term: July 1, 2014 through June 30, 2018

Estimated Potential Value of Contract: \$1,400,000.00

Awarded To: IMG Learfield Ticket Solutions
ATTN: Anthony Crispino
540 N. Trade Street
Winston-Salem, NC 27101

Revenue Share on all New Season Tickets Sold in a Contract Year

Commission Rate: 32% Commission on Total Gross Revenue of New Season Ticket Sales

Men's Basketball Incentive: \$5,000.00 for 500 New Season Tickets sold for one season and an additional \$1,000.00 for each 100 New Season Tickets sold after 500 New Season Tickets sales is reached until a maximum of \$10,000.00 for 1,000 New Season Tickets are sold for one season

Women's Basketball Incentive: \$5,000.00 for 1000 New Season Tickets sold for one season

\$1,000,000.00 Threshold: After reaching \$1,000,000.00 in New Ticket Sales which includes all revenue from Season Tickets, Partial Plans, Mini-Packs, Group Ticket and Individual Ticket Sales during a contract year, 40% Commission will be paid on all New Sales for the remainder of the contract year

Revenue Share on all Partial Plans, Mini Packs, Group and Individual Ticket Sales in a Contract Year

Commission Rate: 32% Commission on Total Gross Revenue on Partial Plans, Mini Packs, Group and Individual Ticket Sales

\$1,000,000.00 Threshold: After reaching \$1,000,000.00 in New Ticket Sales which includes all revenue from Season Tickets, Partial Plans, Mini-Packs, Group Ticket and Individual Ticket Sales during a contract year, 40% Commission will be paid on all New Sales for the remainder of the contract year

Revenue Share on Renewals in a Contract Year

After the Renewal Deadline and a 30 day Grace Period, Non-Renewed Accounts become eligible to sell at the New Season Ticket commission rate (32%/40%). 10% Commission on the Gross Ticket Price whether or not they are renewed by the Renewal Deadline on all renewals previously sold. If 70% Renewal Rate is attained in a contract year, then all renewals will be commissioned at 12.5% for that contract year. If 80% Renewal Rate is attained in a contract year, then all renewals will be commissioned at 15% for that contract year. If 90% Renewal Rate is attained in a contract year, then all renewals will be commissioned at 17.5% for that contract year. The renewal rates are per sport per contract year.

Charles C. Johnson, III.

Charles C. Johnson, III
Procurement Manager