Opportunity
As of January 2017, UCSB Athletics faced a dilemma. The former supplier would not renew our apparel contract due to a disagreement over UC policy. Additionally, the department was well past deadline for ordering new equipment for Fall Sports. Two of the largest competitors in the market lined up with quotes for supply – however, the yearly department spend exceeded “direct negotiation” thresholds and sent this effort to a formal bid.

Approach
Procurement Services was engaged to guide the process of sourcing a new apparel provider well before the idea of a formal RFP was entertained. Using the earlier direct quotes, a multi part bid was staged that saw each supplier come twice to the negotiating table. This included a full day of product demos, where these suppliers met teams and coaches and where they explained their online ordering tools/catalogs to the dept. staff. The award was presented to an established apparel provider, who worked with our campus years earlier and is excited about the renewed relationship.

Results
• Transactional savings of approx. $350K per year, averaged across the initial 5 year term
• Additional cost avoidance of nearly $123K over each of these years
• Specific product allowances negotiated for the largest of the team programs, including soccer, volleyball and men’s baseball

Total Benefit ($2,353,250)