

USM SSP 23\_021 Notice of Proposed Sole Source Purchase of Teamworks

[http://www.ms.gov/dfa/contract\\_bid\\_search/Bid](http://www.ms.gov/dfa/contract_bid_search/Bid)

RFx: 3150004840

Comments/objections will be received as required per Section 31-7-13 (C) of the Mississippi Code until 8:00 a.m. (Central Time) on March 17, 2023.

Any person or entity that objects and proposes that the commodity listed is not sole source and can be provided by another person or entity shall submit a written notice to:

Steve Ballew

Director of Procurement & Contracts 118 College Dr. Box 5003 Hattiesburg, MS 39406

[bids@usm.edu](mailto:bids@usm.edu)

Phone: 601-266-4131

Subject Line must read "Sole Source Objection USM SSP 23\_021"

The notice shall contain a detailed explanation of why the commodity is not a sole source procurement. Appropriate documentation shall also be submitted if applicable.

If after a review of the submitted notice and documents, USM determines that the commodity in the proposed sole source request can be provided by another person or entity, then USM will withdraw the sole source request publication from the procurement portal website and submit the procurement of the commodity to an advertised competitive bid or selection process.

If USM determines after review that there is only one (1) source for the required commodity, then USM will appeal to the Public Procurement Review Board. USM will have the burden of proving that the commodity is only provided by one (1) source.

**Run Dates: 3/2, 3/9**

**The University of Southern Mississippi**  
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The University of Southern Mississippi anticipates purchasing the item(s) listed below as a sole source purchase. Anyone objecting to this purchase shall follow the procedures outlined below.

1. Description of the commodity that USM is seeking to procure: Teamworks delivers an integrated operating system (suite of software/services) that combines student-athlete engagement, logistics and operations, academic success, content delivery & social media management, and NIL Services. Teamworks and its suite of products (Hub, Academics, INFLCR) incorporate a single authentication uniquely, which assists with roster management, credential consolidation and security of the platforms. This helps us ensure student-athletes have access to all platforms with one login, maximizing engagement and helping us ensure we achieve our desired impact.
2. Explanation of why the commodity is the only one that meets the needs of the agency: No competitive services offer the same comprehensive suite of tools to meet the needs of our athletic department. The closest (and most cost effective) comparison we could find the market was Google Apps for Business, which provides a platform that supports email and file sharing needs (although it has much more complicated administrative requirements, and no direct training, support, and service). Other systems offer one or more similar features (for example, other products offer text messaging capabilities, but the delivery confirmation and reporting are less robust and competitors use of “short codes” for SMS messaging creates issues for some end users), but only Teamworks provides an entire suite of tools that meets the needs of our department. To assemble a similar package of features from amongst various product offerings would require using multiple vendors,

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and would result in a much greater cost to the University. Finally, Teamworks has hundreds of teams using their platform, and we desire a product that has this type of track record for delivering success.

3. Explanation of why the source is the only source is the only person or entity that can provide the required commodity: There isn't another vendor or vendors who can provide the same services as Teamworks. On top of that, the ability for these vendors to integrate is a great benefit to the student-athlete and staff experience.
4. Explanation of why the amount to be expended for the commodity is reasonable: Rather than continue to have our teams purchase Teamworks on their own combined with the fact that we are already committed to INFLCR's NIL solution through our Athletics Foundation, we felt an obligation to provide the same level of services for all of our teams. By going this route, we were presented an opportunity to package these three services (Teamworks, INFLCR, Retain) for a bundled cost, allowing us to significantly save compared to purchasing "a-la-carte."
5. Efforts that the agency went through to obtain the best possible price for the commodity: By pursuing these products for our athletic department, we actually take advantage of a bundled package opportunity rather than paying for each product "a-la-carte," ultimately saving Southern Miss Athletics over \$100K.

<b>Advertisement Schedule</b>	<b>Date</b>
<b>1<sup>st</sup> scheduled</b>	<b>March 2, 2023</b>

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<b>2<sup>nd</sup> scheduled</b>	<b>March 9, 2023</b>
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Any person or entity that objects and proposes that the commodity listed is not sole source and can be provided by another person or entity shall submit a written notice, by March 17, 2023, at 8:00 AM CST, to:

Steve Ballew  
Director of Procurement & Contracts  
[steve.ballew@usm.edu](mailto:steve.ballew@usm.edu)

**Subject Line must read "Sole Source Objection USM SSP 23\_021"**

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