

**UNIVERSITY OF HAWAII  
NOTICE OF EXEMPTION FROM STANDARD METHODS OF SOURCE SELECTION**

The Vice President for Budget and Finance/Chief Financial Officer, University of Hawaii, is in the process of reviewing the request from  
University of Hawaii Manoa Athletics Womens Water Polo Program (Department/Campus) for exemption from Standard Methods of Source Selection for the following goods, services, or construction:

Exclusive uniform/apparel sponsorship agreement with Under Armour for the Women's Water Polo Program.

**Vendor:** Under Armour  
(If known)  
**Address:** 1020 Hull Street, Baltimore, MD 21230

|                                        |             |           |                                   |
|----------------------------------------|-------------|-----------|-----------------------------------|
| <b>Term of Contract:</b><br>(if known) | From: ----- | To: ----- | Cost: \$6,000.00<br>(est. annual) |
|----------------------------------------|-------------|-----------|-----------------------------------|

|                                                                                                                                                                                                                                                                       |                                                      |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|
| <b>Direct any inquiries to:</b><br>Department: University of Hawaii at Manoa Athletics Women's Water Polo Program<br>Contact Name/Title: Tiffany Kuraoka, Asst. Athletics Director Business Operations<br>Address: 1337 Lower Campus Rd. PE/A 109, Honolulu, HI 96822 | Phone Number:<br>956-6505<br>Fax Number:<br>956-4637 |
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Date Posted: November 4, 2011

Submit written objections to this notice to issue an exemption from Standard Methods of Source Selection, within seven (7) calendar days from the date posted to:

Office of Procurement and Real Property Management  
1400 Lower Campus Road, Room 15  
Honolulu, Hawaii 96822

**REQUEST FOR EXEMPTION FROM STANDARD METHODS OF SOURCE SELECTION**

TO: OFFICE OF PROCUREMENT AND REAL PROPERTY MANAGEMENT

FROM: Maureen Cole / Athletics / Water Polo  
(Department/Program)

Pursuant to APM Section A8.220, the Department requests a procurement exemption to purchase the following:

**Description of goods, services, or construction:**

Description of goods, services, or construction:

UH Athletic Department wishes to enter into an exclusive uniform/apparel sponsorship agreement with Under Armor for its Women's Water-polo Program. Under the proposed agreement, the University would receive a cash value product allotment for each season, beginning the effective date of the agreement until June, 30 2016. As a condition of the receipt of such annual product allotments, the University would be required to purchase all of its Water-polo apparel requirements, in excess of the allotted amount, from Under Armour, at wholesale pricing.

Estimated Cost: \$ 6,000.00 ANNUALLY

**(1) Explanation describing how procurement by standard competitive means is either not practicable or not advantageous to the University;**

It is impractical to utilize standard procurement procedures for the purpose of soliciting proposals from sports equipment manufacturers for sponsorship and outfitting programs for the university's athletic teams. Manufacturers do not adhere to a common set of requirements and criteria typical of advertised procurement solicitations for purposes of formulating their proposals for each particular college sports team. It is more advantageous in the sports marketing area to solicit such proposals by approaching manufacturers on an informal, one on one basis.

**(2) Details of the process or procedures to be followed in selecting the vendor to ensure as fair and open competition as practicable;**

Other sports manufacturers were solicited for proposals to provide Water-polo apparel including Adidas. A total of three proposals were received from Under Armor, Asics, and Lululemon. The proposals were reviewed by Maureen Cole, Head Waterpolo Coach, and it was determined that the Under Armour proposal was considered the most advantageous to the Athletic Department and the Water-polo program. The Under Armour proposal was considered the best option based on the amount of product. The other proposals gave less product allotment and did not include wholesale pricing.

(3) A description of the Department's internal controls and approval requirements for the exempted procurement; and

Tiffany Kuraoka, Assistant Athletics Director for Business Operations and Carl Clapp, Associate Athletics Director will review and sign every purchase requisition.

(4) A list of Department personnel, by position title, who will be involved in the approval process and administration of the contract:

Tiffany Kuraoka, Assistant Athletics Director for Business Operations  
Carl Clapp, Associate Athletics Director

Direct questions to: Tiffany Kuraoka Phone: 956-6505

I CERTIFY THAT THE INFORMATION PROVIDED ABOVE IS TO THE BEST OF MY KNOWLEDGE, TRUE AND CORRECT.

Maureen Cole - Women's Water-polo

Full Name of Principal Investigator, Department Head, or Administrator

[Signature] 10/14/11  
Signature Date

TIFFANY KURAOKA

Full Name of Fiscal Officer

[Signature] 10/20/11  
Signature Date

APPROVED:

Virginia S. Hinshaw

Full Name of Vice President or Chancellor

[Signature] 11/2/11  
Signature Date

Absence 11/1/11

FOR OPRPM USE ONLY

OPRPM COMMENTS:

Recommend approval.

APPROVED  DENIED

31 OCT 2011 10:40

[Signature]

[Signature]

VICE PRESIDENT FOR BUDGET & FINANCE/CHIEF FINANCIAL OFFICER, UNIVERSITY OF HAWAII

DATE