

## 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 at Manoa Athletics Department \_\_\_\_\_ (Department/Campus) \_\_\_\_\_ for exemption from Standard Methods of Source Selection for the following goods, services, or construction:  
Exclusive uniform/apparel sponsorship agreement for the University of Hawaii at Manoa Baseball Program.

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

<b>Term of Contract:</b> (If known)	From: Effective Date of Agreement	To: June 30, 2016	Cost: \$10,000 (annual) (est.)
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<b>Direct any inquiries to:</b> Department: University of Hawaii at Manoa Athletics Department  Contact Name/Title: Tiffany Kuraoka/Asst. AD for Business Operations  Address: 1337 Lower Campus Road, PE/A 109 Honolulu, Hawaii 96822	Phone Number: (808) 956-6505  Fax Number: (808) 956-4637
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Date Posted: July 12, 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: Mike Trapasso - Baseball  
(Department/Program)

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

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

The UH Athletic Department wishes to enter into an exclusive uniform/apparel sponsorship agreement with Under Armour for its Baseball 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 baseball apparel requirements, in excess of the allotted amount, from Under Armour, at wholesale pricing.

Estimated Cost: \$ 10,000.00 ANNUALY

**(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 baseball apparel including Rawlings and Wilson. A total of three proposals were received from Under Armour, Rawlings and Wilson/DeMarini. The proposals were reviewed by Mike Trapasso, Head Baseball Coach, and it was determined that the Under Armour proposal was the most advantageous to the Athletic Department and the baseball program. The Under Armour proposal was considered the best option based on the amount of product allotment and the fact that after the initial purchase of 2 sets of uniforms the first year of the contract, additional purchases would be at a minimum and at wholesale pricing. The other proposals gave less product allotment.

(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.

Mike Trapasso  
Full Name of Principal Investigator, Department Head, or Administrator

[Signature] 6-30-11  
Signature Date

Tiffany Kuraoka  
Full Name of Fiscal Officer

[Signature] 6/30/11  
Signature Date

APPROVED:  
Virginia S. Hinchew  
Full Name of Vice President or Chancellor

[Signature] 7-7-11  
Signature Date

FOR OPRPM USE ONLY

OPRPM COMMENTS:

Recommend Approval

APPROVED  DENIED

[Signature] 7/21/11  
VICE PRESIDENT FOR BUDGET & FINANCE/CHIEF FINANCIAL OFFICER, UNIVERSITY OF HAWAII DATE