



Request for Proposal

Athletics Video Analysis

May 1, 2017



A VASCUPP™ Member Institution
Issued by
Procurement and Supplier Diversity Services
Charlottesville, Virginia

A. GENERAL INFORMATION

Request for Proposal (RFP) Name: Athletics Video Analysis

RFP Number: KC050117

Issue Date: May 1, 2017

Brief Description: The University of Virginia (the “University”) and its Department of Athletics seeks a qualified firm to provide Athletics Video Analysis Software for several of its varsity sports programs.

Preproposal Questions: Any questions concerning this RFP must be sent to Kevin Crabtree / Kc5yc@virginia.edu no later than 12PM (EST) on Monday May 8, 2017 in order to guarantee a timely response prior to the proposal due date.

Proposal Due Date: 1 PM (EST) on Monday May 15, 2017. Firms must submit an electronic original proposal that will be received by the University by the proposal deadline. The electronic proposal must be submitted via email to Kevin Crabtree / kc5yc@virginia.edu with a copy to: pur-rfp@eservices.virginia.edu. In the subject line of the email, please put the following: the Firm’s name followed by “KC050117 Proposal for Athletics Video Analysis”.

Presentations and Negotiations: The University is planning on holding presentations and negotiations with finalist on June 6, 2017. The University plans to notify these firms by May 26, 2017 of the University’s interest in negotiations. Presentations and negotiations will take place on grounds at the University.

Expected Award Date: June 30, 2017

Term of Agreement: The expected term of a resulting Agreement will be for five years, with the ability to renew on the same or similar terms and conditions, for one additional two-year period if mutually agreeable to the University and the Selected Firm. The Selected Firm and the University will mutually agree at least 180 days prior to each renewal period whether to renew the terms of the Agreement.

University Contact information:

Refer all RFP questions to Kevin Crabtree / kc5yc@virginia.edu. During the RFP process, all communication must be directed to the buyer listed above, with the exception of issues directly related to SWAM business and SWAM subcontracting opportunities. Such SWAM issues may be directed to Les Houghton, Director of Supplier Diversity Services, at (434) 924-7174 or SWAM@virginia.edu. Any failure to adhere to this requirement may result in the rejection of the firm’s proposal or cancellation of the RFP

This Request for Proposal (RFP) has been posted on Procurement and Supplier Diversity Services web site for your convenience. Addenda and attachments are posted if issued. The RFP can be downloaded at this web site: <http://www.procurement.virginia.edu/pagerfp>. It is the firm’s responsibility to ensure that the latest version of the entire RFP and related links are reviewed prior to submission of a

proposal. We encourage you to check the web site frequently for any changes prior to the due date. Call (434) 924-1346 if you have trouble accessing the RFP from the web. For questions about the content of the RFP, contact the buyer listed above. Additional information can be found on Procurement and Supplier Diversity Services web site: <http://www.procurement.virginia.edu>.

For ease of reference, each firm or individual receiving this RFP is referred to as a “firm” and the firm or individual selected to provide services for the University is referred to as the “Selected Firm.” This RFP states the instructions for submitting proposals and the procedure and criteria by which a firm may be selected.

B. SCOPE OF GOODS & SERVICES

The University and its Department of Athletics seeks a qualified firm to provide Athletics Video Analysis Software for several of its varsity sports programs (the “Goods and Services”). The specific sports program’s may include baseball, men’s basketball, women’s basketball, field hockey, men’s lacrosse, women’s lacrosse, men’s soccer, women’s soccer, and softball.

The Selected Firm’s Software must:

- 1) General Software / Hardware requirements:
 - a. Software must be able to accept a High Definition (HD) signal from video capture devices. Software must have the capability to process and combine inputs from multiple cameras for a single game. List any specific video capture device hardware that is required in order for the software to operate.
 - b. Ability to use on mobile devices such as phones and / or tablets
 - c. Ability to process video input from both stop-and-go sports (baseball) as a well as continuous play sports (basketball, soccer)
- 2) Software edit and viewing requirements:
 - a. Ability to view and edit video on multiple devices.
 - b. Provide the opportunity for live and post-event video edits and comments. This capability will also be available for secondary device(s) not connected to the video capture device. In regards to post event video editing, the ability to do this offline is a requirement.
 - c. Ability to utilize graphic overlays and add notes to video clips.
 - d. Ability to create and use custom analysis tools.
 - e. Ability to transfer “Project Files” to work on the same information in multiple locations either thru network connectivity or Local work.
 - f. Ability to export clips (create an HD file for output). HD File would be in a .MP4 or .Mov file with a bit rate equal to or smaller than 25mb/s (Ideally in the h.264 compression codec). This process must be able to happen quickly and must be able to share content with non-software users without losing graphics, notes, other video edits and enchantments.
 - g. Allow to cut/edit video by just using the raw file. Multiple coaches want to be able to watch the entire game and clip from that footage versus just watching clips of opponents and games.
- 3) Customer Service requirements:

- a. Provide 24 hour, 7 day a week technical support via phone, chat, and / or email.
- b. Annual onsite training specifically tailored to the University's usage of the software.
- c. Provide a dedicated account representative
- d. Securely store all of the University's previous years of video files and archive where they can easily be accessed and used.

C. BASIS OF SELECTION

Proposals will be evaluated based upon the overall merits/value of the proposal including, but not limited to, price. The University will evaluate proposals, and if a firm is to be selected, select the firm on the basis of:

1. The firm's plan to provide the University with the Goods and Services as described in the Scope of Good and Services section;
2. The firm's experience in providing Goods and Services similar to those described in this RFP, to include the firm's references from clients;
3. The firm's financial proposal; and
4. The firm's Small, Woman-owned and Minority-owned (SWAM) business status and/or the firm's plan for utilization of SWAM businesses. For more information about SWAM and the University's SWAM plan, please see the letter in Attachment 1 and refer to the following site:
www.procurement.virginia.edu/main/publicpostings/rfp/SWAMplan.pdf

Note 1: A 10% minimum weight will be given to this criterion in evaluating proposals.

Note 2: Any questions related to SWAM business and SWAM subcontracting opportunities can be directed to Les Houghton, Director Supplier Diversity, at (434) 924-7174 or lh7sn@virginia.edu.

D. CONTENTS OF PROPOSAL

Firms will provide the following information:

1. A brief history of the firm and its experience, qualifications and success in providing the type of Goods and Services requested.
2. A detailed description and the full specifications of the software proposed. Each firm will indicate in its proposal the firm's ability to achieve/comply with each specification. In the event that the firm wishes to propose an alternate specification that, in any way, differs from the above specifications, the firm will detail the proposed change(s) and how the proposed change would compare to the listed specification. Proposals will be formatted in such a way to address each of the above specifications in a line-by-line process.
3. The firm's proposed fee for providing the Goods and Services.
4. At least three references where similar goods and/or services have been provided. Include the name of the firm / organization, the name of the contact person, and their email and telephone number.
5. The firm's Small, Woman-owned and Minority-owned (SWAM) businesses status and/or how the firm intends to utilize SWAM firms in regards to this particular procurement.

6. Provide a list of institutions of higher education with which the firm has signed a term contract.
7. Provide the amount of annual sales the firm has with each VASCUPP Member Institution. A list of the VASCUPP Members can be found at <https://vascupp.org>
8. Complete and return the information requested in Attachment 2, Firm Information.
9. Answer the following questions:
 - a. What operating systems is the software compatible with / able to run on?
 - b. What Biometric Tracking systems is the software compatible with / able to synch with?

NOTE:

Virginia Freedom of Information Act

Except as provided, once an award is announced, all proposals submitted in response to this RFP will be open to inspection by any citizen, or interested person, firm or corporation, in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by a firm prior to or as part of its proposal will not be subject to public disclosure under the Virginia Freedom of Information Act only under the following circumstances: (1) the appropriate information is clearly identified by some distinct method such as highlighting or underlining; (2) only the specific words, figures, or paragraphs that constitute trade secrets or proprietary information are identified; and (3) a summary page is supplied immediately following the proposal title page that includes (a) the information to be protected, (b) the section(s)/page number(s) where this information is found in the proposal, and (c) a statement why protection is necessary for each section listed. The firm must also provide a separate electronic copy of the proposal (CD, etc.) with the trade secrets and/or proprietary information redacted. *If all of these requirements are not met, then the firm's entire proposal will be available for public inspection.*

IMPORTANT: A firm may not request that its entire proposal be treated as a trade secret or proprietary information, nor may a firm request that its pricing/fees be treated as a trade secret or proprietary information, or otherwise be deemed confidential.

E. TERMS AND CONDITIONS

This solicitation and any subsequent award is subject to:

- 1) The Selected Firm registering as a vendor with the University of Virginia. <https://www.procurement.virginia.edu/pagevendorregistrationform>
- 2) Unless otherwise deemed appropriate by the University, the Selected Firm(s) will enroll in one of the University approved methods for receipt of electronic payments. Accordingly, the Selected Firm agrees to accept Bank of America's ("BoA") ePayables® method of electronic payment or BoA's PayMode® method

of electronic payment. For more information:
<http://www.procurement.virginia.edu/pagepaymentmethods>

- 3) The Selected Firm registering and accepting eVA Terms and Conditions prior to award: <http://www.eva.virginia.gov/>.
- 4) The University's Mandatory Contractual Provisions:
<http://www.procurement.virginia.edu/main/publicpostings/rfp/mandatoryprovisions.pdf>
- 5) The University's Preferred Contractual Provisions:
<http://www.procurement.virginia.edu/main/publicpostings/rfp/preferredprovisions.pdf>

Note: Unless a firm *expressly and specifically states its exception* to any of the Preferred Provisions in its written proposal, then the proposal from the firm will automatically be deemed to include those Provisions.

- 6) The University's Procedure for Resolution of Contractual Claims
<http://www.procurement.virginia.edu/main/publicpostings/rfp/resolution.pdf>
- 7) The Selected Firm agrees to the University Data Protection terms and conditions:
http://www.procurement.virginia.edu/forms/DataProtectionAddendumforPOs_20140527.pdf?from=241203.

8) Insurance

Listed below is the insurance the Selected Firm must maintain under any Agreement resulting from this RFP. In no event should the Selected Firm construe these minimum required limits to be its limit of liability to the University. The Selected Firm will maintain insurance which meets or exceeds the requirements of the University with insurance companies that hold at least an A- financial rating with A.M. Best Company. No Agreement will be executed by the University until the Selected Firm satisfies the insurance requirements of the University. The Selected Firm may be required to provide the University with a valid Certificate of Insurance before providing any goods or services to the University. The University reserves the right to approve any insurance proposed by the Selected Firm.

Commercial General Liability:

The Selected Firm and any Subcontractor will provide a minimum combined single Limit of Liability for bodily injury and property damage of \$1,000,000 per occurrence with a \$2,000,000 aggregate with coverage for the following:

- {X} Personal Injury
- {X} Contractual
- {X} Products / Completed Operations
- {X} Additional Insured*

***Additional Insured:**

The University will be named as an Additional Insured, and the proper name is: "The Commonwealth of Virginia, and the Rector and Visitors of the University of Virginia, its officers, employees, and agents."

9) Formation of the Agreement with the Selected Firm

All proposals received will first be carefully evaluated by the University, and then the University intends to conduct negotiations with two or more firms. After negotiations have been conducted, if the University chooses to make award, the University will select the firm which, in its opinion, best meets the needs of the University. Alternately, if the University determines in writing and in its sole discretion that only one firm is fully qualified, or that one firm is clearly more highly qualified than the others under consideration, it may decide to negotiate and award an agreement to that single firm. In either event, the University intends to execute a mutually satisfactory written agreement which will reflect and largely incorporate this RFP as reconciled with any pertinent documents, such as the proposal submitted and relevant negotiation correspondence.

Because the University may choose to negotiate and award to a single firm as discussed above, each firm must include in its written proposal all requirements, terms or conditions it may have, and should not assume that an opportunity will exist to add such matters after the proposal is submitted.

Any firm(s) invited to negotiations should note that the University reserves the right to begin negotiations by combining the best aspects of submitted proposals from all responding firms as the basis for subsequent formation of any Agreement resulting from this RFP.

Firms should also note that, as described above, certain matters will automatically be deemed part of the proposal.



UNIVERSITY of VIRGINIA
OFFICE OF THE VICE PRESIDENT FOR FINANCE
Attachment 1

Vice President for Finance's Request for Commitment

Greetings:

The University of Virginia is able to deliver excellent education, research, healthcare, and public service because the high value support from you and all our suppliers of goods and services. Thank you for sharing our commitment to excellence. As a University, we are committed to diversity within our students, our faculty and staff, and our vendors and contractors. An important part of our procurement program involves our commitment to doing business with small, women- and minority-owned (SWaM) businesses. We look to you to help us achieve this objective.

We currently have a substantial volume of activity with small firms; however, we are striving to increase the number of substantial, long-term business relationships with minority-and women-owned businesses. We need your help here.

I have two requests. First, I ask that you actively seek out opportunities to involve small, women-and minority-owned businesses as you deliver services to UVa. Our team in Procurement and Supplier Diversity Services will assist you in identifying qualified diverse business partners. Second, please report your success in this area through our quarterly subcontracting reports – this is critical in quantifying how well we are meeting our goals. The terms and conditions previously provided to your organization outlined this process.

This effort is important to the University. We truly appreciate your efforts to join us in this commitment and partnership towards excellence.

Sincerely,



Melody S. Bianchetto
Vice President for Finance

O'Neil Hall
Post Office Box 400210
Charlottesville, Virginia 22904-4210
434-982-2347 · Fax: 434-297-6444
msb2p@eservices.virginia.edu * www.virginia.edu/avpfinance

Attachment 2
Firm Information

Full Legal Name (*Company name as it appears with its Federal Taxpayer Number*):

Address:

Telephone Number:

FAX Number:

Web Address:

Email Address:

DUNS Number:

SWAM Information:

Is the firm certified with the Commonwealth of Virginia's Department of Small Business & Supplier Diversity (SBSD): Yes No

Minority-Owned Business: Yes No

Women-Owned Business: Yes No

Small-Owned Business: Yes No

Is the firm registered as a vendor in the Commonwealth of Virginia's e-procurement system (eVA)? Yes No

Point of Contact for this Proposal:

Name:

Address:

Office No.

Mobile No.

FAX No.

Email Address: