

Department of Intercollegiate Athletics



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Ronnie Taylor
Procurement Specialist
University of Southern Mississippi-Itech
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Ronnie:

The Department of Athletics is seeking approval to sole source for the Video Exchange Service in our football office to Dragonfly out of Tuscaloosa, AL. The Video Exchange Software is essential for us to trade game film with our opponents in an efficient, timely fashion.

The main business rationale supporting this sole source request are as follows.

1. **Conference Compatibility.** In Conference USA it was agreed upon by the Athletic Directors and Head Coaches that all schools use Dragonfly. Without it we would be unable to trade video and be compatible with our opponents which would cause us to be at a competitive disadvantage, and also have a negative impact on our efficiency upon our football office

To fund this upgrade, money has been set-aside in the Athletic Department operational budget, specifically in the Football Budget.

We anticipate all components of this contract to be fully functional throughout the duration of the contract.

The products and services involved have little interaction with state infrastructure. Dragonfly is used over the internet as a way to upload and download game film.

The Conference looked at Thundercloud Exchange as well for this software purchase. The Conference Members saw Dragonfly as a superior product in comparison.

If you have any questions or concerns please feel free to let me know.

Sincerely,

Kent Hegenauer
Sr. Associate Athletic Director