

Department of Intercollegiate Athletics



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Ronnie Taylor
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Ronnie:

The Department of Athletics is seeking approval to sole source the Coaching Video Solution in our football office to DVSport out of Pittsburgh, PA. DVSport software is currently in place in the football office and is vital to our coaches' preparation and evaluation of players on our roster and opponents. The Coach's Video hardware and software is in need of an upgrade due to the age of the hardware and technology needed. This is necessary for our football coaches to operate in the most successful and efficient manner possible.

The main rationales supporting this sole source request are as follows. This is not an all-inclusive list, as the software has many more features that are exclusive to it that are essential to its performance:

1. **24/7 Support.** In our industry, nothing is more important than being able to have questions answered instantaneously with coaches working all hours of the night. The staff here at USM will have direct cell phone numbers for multiple DVSport Dedicated Support and Account Managers that are assigned to Southern Miss specifically. In addition, Southern Miss staff members can also call their main office line and be connected with a dedicated support manager immediately. DVSport's primary competitor is linked to an 800 number that will put you in a queue to talk with an available support agent when one becomes available. If you call the competitor after normal business hours, you get connected to an answering service who then sends the call out to the support managers on call for that day who will then get back to you when they can. This is a fundamentally different support model of having immediate contact with a dedicated group of people.
2. **iPad Integration.** Included in the proposal is the DVSport Shuttle iPad application. The DVSport Shuttle App for IOS provides players, coaches and staff to have the availability to access any cutups, games, playbooks, reports and data directly from their IOS device at any time. The database being accessed is the same as the database living on the DVSport Database Server here on campus that hosts the DVSport Game Day Software. The DVSport Game Day Software has DVSport Shuttle App access directly built into it. This means that any coach, player or staff member can access or send edits and documents to any device or group of devices from directly within the app. This includes game film, cutups, reports, and playbooks. DVSport is the only company that provides this capability with the IOS App integrated directly into their DVSport Game Day coaching application. Their main competitor requires a multi-step conversion process to post items to the cloud for access on the IOS device utilizing the Thunder Cloud Application.
3. **Integration with other applications.** DVSport is integrated with Microsoft Office, creating for greater office efficiency, this includes integration with Microsoft PowerPoint for presentations. For example,

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DVSPORT works natively with PowerPoint while their main competitor requires multiple conversions for PowerPoint Playbooks.

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. Manufacturer warranties and extended support is in this contract to ensure proper operation of equipment.

The products involved have little interaction with state infrastructure. All software is mostly run on a local intranet in the Athletic Center. Some components require Internet access to upload footage to DVSPORT Galaxy (cloud based service provided by DVSPORT in the proposed upgrade).

We looked at XOS as well for this software purchase and they didn't have many of the necessary features that we require in this purchase such as the 24/7 service, iPad integration, and integration with Microsoft Office.

This upgrade meets two primary business requirements. First, it gives our coaches the tools to analyze and correct techniques by our own players as well as analyze and prepare for upcoming opponents using a multitude of useful features. Second, that DVSPORT's package has full integration with Microsoft Office, it makes it easier to manage and more efficient and user friendly for our staff and coaches.

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

Sincerely,

Kent Hegenauer
Sr. Associate Athletic Director