

**Vendor Questions & Answers for
RFP# SDSU10122023 – SDSU Trademark Licensing and Marketing Services
October 26, 2023**

Vendor A:

1. Whether companies from Outside USA can apply for this? (like, from India or Canada)
Please review section 1.7 CERTIFICATION RELATING TO PROHIBITED ENTITY within the RFP.
2. Whether we need to come over there for meetings?
There will be a requirement to have an onboarding meeting as well as an annual meeting on site. Logo and product enforcement will need to be done with visits to retailers within our regional sales area.
3. Can we perform the tasks (related to RFP) outside USA? (like, from India or Canada)
Tasks can be performed outside the USA as long as the business has authority to work within the United States as well as the state of South Dakota. As indicated above there are circumstances that will necessitate the presence of individuals to be on site or within the USA.
4. Can we submit the proposals via email?
Please review section 1.4 SUBMITTING YOUR PROPOSAL for guidance. You are required to submit your proposal via email.

Vendor B:

1. Is South Dakota State University open to considering proposals with term lengths greater than the three-year term with the option to renew for two additional one-year terms outlined in Section 1.12 of the RFP, or even a straight five-year term?
Per section 1.12 LENGTH OF CONTRACT, The term of the award shall be for three years, with SDSU having an option to renew for up to two additional years in one-year increments upon 90 days written notice. SDSU anticipates the contract shall commence on January 1, 2024. No other term length will be considered under this RFP.

Vendor C:

1. Noting the University's total annual royalty income was essentially flat from FY14 through FY21, exactly what factors contributed to the sizable increase to approximately \$406k in FY22 and the exceptional increase to nearly \$740k in FY23?
The SDSU Football team appeared in the FCS Football Championship game in May of 2021 finishing as a runner up and was again in the FCS Football Championship in January 2023 and won the National Championship.
2. Does your current agency agreement have a termination (or non-renewal) provision whereby the agency shall continue to receive its commission for one year following termination / expiration?
Yes