



Central Consolidated School District # 22

Administration Complex – Finance Department

PO Box 1199, Shiprock, NM 87420

US Hwy 64 Old High School Rd

Business Office · 505-598-5834/598-9684 · Fax 598-6626

Personnel · 505-598-1018/368-4963 · Fax 598-1019

Administration · 505-368-4984 · Fax 505-368-5232

A sole source *determination* is not effective until the *sole source request for determination* has been posted for thirty (30) calendar days without challenge, and subsequently approved in writing by the Business Manager, Central Purchasing Office of CCSD. The foregoing requirement is regardless of whether the *sole source request for determination* has been signed by the Agency and/or the Contractor.

I. Name of Agency: Central Consolidated School District

Name / Department of Submitter: Ben Tensay

Telephone Number: 505-368-2467

II. Name of prospective Contractor: Hudl

Address of prospective Contractor: 29775 Network Place Chicago, IL 60673-1775

Amount of prospective contract: 13,500

Term of prospective contract: Annual Subscription beginning 19-23 SY

III. Please thoroughly list the services (scope of work), construction or items of tangible personal property of the prospective contract:

Hudl is a leverage video source to create engaging learning moments that fully capture the attention of all of our student athletes across Central Schools athletics that play football and basketball. Hudl also helps coaches and players by allowing them to break down film with statistics after the film has been uploaded to each on-line account, giving student athletes the opportunity to view how they performed and how they can improve.

IV. Provide an explanation of the criteria developed and specified by the agency as necessary to perform and/or fulfill the contract and upon which the state agency reviewed available sources. (Do not use "technical jargon;" use plain English. Do not tailor the criteria simply to exclude other contractors if it is not rationally related to the purpose of the contract.)

The Hudl subscription program that we chose to go with offers unlimited game film for our accounts in Football, Boys and Girls Basketball. We are also provided with Hudl assist, which is a product that gives us professional advanced reports on how teams and players did during games and the entire season.

V. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor *the one source* capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the “best” source or the “least costly” source. Those factors do not justify a “sole source.”)

Hudl is used around the state of NM with the majority of our NMAA member schools. Over 90% of the high schools around the US are utilizing Hudl. This program also allows us to exchange film with other schools for scouting purposes. It will also help college coaches to be able to see our students athletes performance in order to determine as one part of their eligibility to play at the college level.

VI. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are *unique and how this uniqueness is substantially related to the intended purpose of the contract*.

This service is an annual subscription for our sports teams and student athletes; with the unlimited access, we are able to keep archives of games for student athletes to look back on and keep for memories. The Hudl assist program is a very important aspect of this subscription to help our teams grow as we move forward with each season. Along with the subscription, we will receive an Ipad, tripod and bag to carry the filming equipment during road games.

VII. Explain why other similar professional services, services, construction or item(s) of tangible personal property *cannot* meet the intended purpose of the contract.

AS OF APRIL 2019 HUDL IS NOW THE SOLE PROVIDER FOR FILM BREAKDOWN AND SERVICES FOR HIGH SCHOOL ATHLETICS FOR ALL SPORTS. KROSSOVER WHICH WAS NMAA SPONSORED SERVICE WAS BOUGHT OUT BY HUDL. ALL NMAA SCHOOLS WHO HAVE HAD KROSSOVER ARE NOW SWITCHING OVER TO HUDL. THE NEXT COMPETITIVE SERVICES FOCUS ON COLLEGE AND PROFESSIONAL SPORTS.

VIII. Provide a narrative description of the agency’s due diligence in determining the basis for the procurement, including procedures used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet; reviewing telephone books and other advertisements; contacting similar service providers; and reviewing the State Purchasing Agent’s vendor list. Include a list of businesses contacted (*do not state that no other businesses were contacted*), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.

HUDL IS NOT A PART OF ANY NATIONAL CO-OP SERVICES. WE ARE SPENDING OVER \$3500 FOR SERVICES SO WE HAD TO FIND 3 QUOTES IN ORDER TO PROCESS OUR ANNUAL SUBSCRIPTION WITH HUDL. WE CONTACTED A SERVICE CALLED KROSSOVER (APRIL 2019) TO GET A QUOTE. THEY STATED TO US THAT THEY WOULD BE JOINING HUDL. IT IS ALSO STATED ON THEIR WEBSITE.

SYNERGY STREAMING SERVICES WERE CONTACTED (JULY 2019). SYNERGEY STATED THEIR SERVICES FOCUS ON COLLEGE BASKETBALL AND PRO BASKETBALL. DV SPORTS SOFTWARE (JULY 2019) WAS ANOTHER OPTION BUT AFTER SPEAKING WITH THEM ON THE PHONE THEIR MAIN FOCUS WAS NOT THE SERVICES WE NEEDED FOR OUR HIGH SCHOOL SPORTS. SINCE HUDL BOUGHT OUT KROSSOVER, WHO WAS THEIR COMPETITOR WITH NMAA SCHOOLS, HUDL IS THE BEST OPTION FOR CENTRAL SCHOOLS ATHLETICS. MAJORITY OF NEW MEXICO HIGH SCHOOLS WILL HAVE HUDL AND WILL BE ESSENTIAL FOR US TO DO FILM EXCHANGE WITH TEAMS AND SCOUTING TO HELP OUR TEAMS BE PRPEPARED FOR CONTEST.

Submitted By:

Date: 8-1-19


Signature of Employee Submitting form

If this sole source relates to a procurement of general services:

- 1) the signature of the CCSD CPO on this form certifies the sole source has been posted for thirty (30) calendar days and has received no challenges;
- 2) the sole source is granted as of the date of signature by the CCSD CPO; and
- 3) the signature of the Superintendent on this form is the final signature required for this sole source procurement.

If this sole source relates to a procurement of professional services:

- 1) the signature of the CCSD CPO on this form certifies the sole source has been posted for thirty (30) calendar days and has received no challenge(s); and
- 2) the signature of the Superintendent on this form is the final signature required for this sole source procurement.

Certified by:

Chief Procurement Officer /or Designee
CCSD Central Purchasing Office

Date: _____

APPROVED:

CCSD Superintendent of Schools

Date: _____