



August 5, 2019

David McQuillin
VP Sales, Co-Founder, and Partner
Atrium
3126 W. Cary St. #727
Richmond, VA 23221

**RE: Notice of Intent to Award Contract to Atrium
RFP #2019.1 One Card Program, Notice of Intent to Award Contract**

Dear David:

On behalf of Youngstown State University (“**YSU**”) and Sourcing Alliance, thank you for your interest and participation in this Request for Proposal (“**RFP**”) process to develop Sourcing Alliance’s One Card Program (the “**Program**”) and initial implementation at YSU. After careful review and scoring of the proposals submitted on June 14, 2019, it is the decision of the YSU and Sourcing Alliance proposal review team that your organization’s proposal is the lowest responsive and responsible proposal. As a result, it is the intent of Sourcing Alliance and to award a group purchasing contract and YSU to award a One Card implementation contract to Atrium.¹

As the lowest responsive and responsible proposer, your proposal has responded to the RFP specifications in all material aspects, and contains no irregularities or deviations from those specifications which we deem would materially and/or substantively affect the quality of the proposal, designate your proposal unresponsive or disqualified, or provide you with an unfair competitive advantage. Some of the factors that were considered by the YSU and Sourcing Alliance proposal review team in evaluating your proposal included, but are not limited to, Atrium’s technical scoring, ability to perform and/or execute under the proposed contract, pricing model, and experience.

Sourcing Alliance and Atrium must now finalize and reach agreement regarding the group purchasing agreement contract terms and conditions. The group purchasing agreement contract award and final agreement will be presented to the CCOG Board of Directors for ratification on behalf of Sourcing Alliance. Upon completion of group purchasing agreement contract negotiations and execution, Sourcing Alliance and Atrium will be authorized to proceed under the terms of that contract and provide the goods and/or services contracted to current and future Sourcing Alliance members in accordance with the terms, conditions, and pricing as set forth and negotiated pursuant to the RFP.²

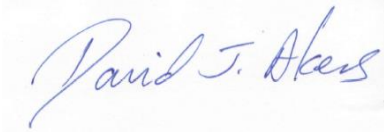
YSU and Atrium must now finalize and reach agreement regarding the One Card implementation contract for YSU approval and execution pursuant to University Policy. Upon completion of the One Card implementation contract for YSU, YSU and Atrium will be authorized to proceed under the terms of that implementation contract and deploy the One Card program at YSU prior to the beginning of the second semester in January 2020.

¹ Please be advised that this Intent to Award Notice is subject to the execution of a written contract and, as a result, does not constitute the formation of a contract and/or binding agreement between Sourcing Alliance and Atrium or between YSU and Atrium. If Atrium fails to execute a contract with either Sourcing Alliance and/or YSU, then Sourcing Alliance and/or YSU may revoke the award and award the contract to the next lowest responsive and responsible proposer/supplier. Additionally, Sourcing Alliance and YSU reserve the right to cancel this Notice of Intent to Award at any time prior to the execution of a written contract.

² ANY PARTY SEEKING TO PROTEST THIS NOTICE OF INTENT TO AWARD MUST SUBMIT A WRITTEN PROTEST IN ACCORDANCE WITH SECTION 6.1 OF RFP #2019.1.

If you have any questions or concerns, please contact David Akers immediately.

Sincerely,



David J. Akers, President & CEO
Sourcing Alliance