



3771 Eastwood Drive
Jackson, MS 39211-6381
Phone: 601-432-8000
Fax: 601-713-6380
www.its.ms.gov

Craig P. Orgeron, CPM, Ph.D., Executive Director

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Craig P. Orgeron, CPM, Ph.D.

CC: ITS Project Number 49590

Date: June 9, 2026

Initial
CPD

Re: Sole Source Certification Number 5005 to provide a collegiate athletics operations platform for the University of Southern Mississippi (USM)

Contact Name: Denetta Durr

Contact Phone Number: 601-432-8022

Contact E-mail Address: Denetta.Durr@its.ms.gov

Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 5005 for the University of Southern Mississippi (USM), please be advised that ITS intends to award Teamworks Innovations, Inc., as the sole source provider of a collegiate athletics operations platform for three years upon contract execution, in an amount not to exceed \$824,669.32. Please be advised that ITS will determine if additional products or services are within scope during the certification period and may increase the spending authority accordingly. Should Teamworks Innovations, Inc., change their name during this certification period, then ITS will determine if a recertification is necessary. For an explanation regarding Mississippi state law, policy and procedures for sole source procurements, refer to Attachment B: Sole Source Procurement Overview.

Sole Source Criteria

1. The product or services being purchased must perform a function for which no other product or source of services exist:

Teamworks is the only platform that unifies every aspect of collegiate athletics through a comprehensive operating system. Every critical function is powered by a unified platform of best-in-class products, fostering collaboration, efficiency, and innovation. The solution provides secure storage and sharing of documents, scouting reports, playbooks, forms, and other team-related information, with access controlled through user permissions. The Teamworks solution provides the institution with tools to restrict access to protected data, helping to maintain compliance with the Family Educational Rights and Privacy Act (FERPA) under United States law. While other systems may offer one or more similar features, such

as name, image, and likeness (NIL) resources, their systems often lack recruiting compliance capabilities. Only Teamworks provides an entire suite of tools that meets the needs of an entire department.

2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services:

The integrated suite transforms the way teams operate, as a result, it streamlines the means through which the University of Southern Mississippi acquires, coordinates, and deploys its talent. The solution streamlines access through a single sign-on authentication that simplifies roster management while consolidating credentials and maximizing application security. Student athletes gain seamless access to every tool with one login, which boosts engagement and maximizes program impact. Additionally, partnering with Teamworks as a single vendor provides significant cost savings compared to managing multiple separate solutions.

3. The product or services must be available only from the manufacturer and not through resellers who could submit competitive pricing for the product or services:

Teamworks is the sole provider of an integrated athletics operations platform that unifies Hub, Compliance & Recruiting, Academics, Influencer (NIL), General Manager (revenue sharing), Wallet (digital banking), and Scouting within a single operating system with single-on authentication and centralized roster management. Teamworks has not authorized any other third parties to act on its behalf with regard to resale, delivery, or services of its platform. The associated implementation and support services for the software are provided directly by Teamworks, and no third parties are accredited to perform these services. The Vendor’s sole source certification letter is included as Attachment A.

Schedule

Task	Date
First Advertisement Date	06/09/26
Second Advertisement Date	06/16/26
Response Deadline From Objectors	06/23/26 at 3:00 P.M. Central Time
Notice of Award/No Award Posted	Not before 06/24/2026

Project Details

The University of Southern Mississippi (USM) seeks to renew its collegiate integrated athletics operations platform with single sign-on authentication and centralized roster management. The system has been in use since 2021, and the platform manages 17 Division I programs serving 400-plus student-athletes. This renewal will consolidate previous campus and foundation agreements into one contract. Since 2017, USM has spent a total of \$569,456.53 for this system, using both state and foundation funds.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the collegiate athletics operations platform should not be certified as a sole source should provide information in the following format for the state to use in determining whether or not to proceed with awarding the Sole Source contract to Teamworks Innovations, Inc.

1.1 Interested Party Information

1.1.1 Contact Name, Phone Number and email address

1.1.2 Company Website URL, if applicable

1.2 Objection to Sole Source Certification

1.2.1 Interested parties must present specific objections to the Sole Source certification using the criteria listed above.

1.2.2 A statement regarding the Interested Party's capabilities as related to this Sole Source Certification Request.

1.3 Comments will be accepted at any time prior to Tuesday, June 9, 2026, at 3:00 p.m. (Central Time) to Denetta Durr at Denetta.Durr@its.ms.gov or at the Mississippi Department of Information Technology Services, 3771 Eastwood Drive, Jackson, Mississippi 39211. Responses may be delivered by hand, via regular mail, overnight delivery, e-mail or by fax. Fax number is (601) 713-6380. ITS WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach ITS on time. Interested Parties may contact Denetta Durr to verify the receipt of their Responses. Responses received after the deadline will be rejected.

1.4 Interested Party responses should include the following information:

<p style="text-align: center;">SUBMITTED IN RESPONSE TO Sole Source Certification No. 5005-49590 Accepted until June 9, 2026 @ 3:00 p.m., ATTENTION: Denetta Durr</p>

If you have any questions concerning the information above or if we can be of further assistance, please contact Denetta Durr at 601-432-8022 or via email at Denetta.Durr@its.ms.gov.

Attachment A: Vendor Correspondence

Attachment B: Sole Source Procurement Overview

Attachment A



The Operating System for Sports™

Teamworks Innovations, Inc.
122 E Parrish Street
Durham, NC 27701

April 9, 2026

University of Southern Mississippi Athletics Department
Attn: Shawn Jones, Senior Deputy Athletics Director/COO
118 College Drive, Box 5181
Hattiesburg, MS 39406

Re: Sole Source Justification – Teamworks Integrated Athletics Operations Platform

Dear Shawn,

I would like to confirm that Teamworks is the sole provider of an integrated athletics operations platform that unifies Hub, Compliance & Recruiting, Academics, Influencer (NIL), General Manager (revenue sharing), Wallet (digital banking), and Scouting within a single operating system with single sign-on authentication and centralized roster management.

No other vendor in the collegiate athletics technology market provides this comprehensive integration. Competing vendors offer individual solutions for one or more functional areas but require multiple separate subscriptions that lack the unified integration Teamworks delivers.

+1 202-875-8930

TEAMWORKS.COM

info@teamworks.com

We have not authorized any other third parties to act on our behalf with regard to resale, delivery, or services of our platform. The associated implementation and support services for our software are provided directly by Teamworks, and no third parties are accredited to perform these services.

Kind Regards,

DocuSigned by:

-04886F773C4745E...

Kyle Charters
CFO, Teamworks

Attachment B

The acquisition of information technology for all state agencies and institutions of higher learning (IHLs) is within the scope of the ITS law, found in Mississippi Code Section 25-53-1, et seq., and the policies and procedures established in accordance with this statute, found in the ITS Procurement Handbook posted on the ITS website (www.its.ms.gov).

ITS enabling legislation requires that information technology hardware, software and services be acquired in a manner that insures the maximum of competition among all manufacturers and suppliers of such equipment and services. Accordingly, ITS promotes full and open competition through the issuance of open specifications and the objective evaluation of Interested Party proposals to determine the lowest and best offering to meet an agency's or public university's business requirements. True competition protects the integrity and credibility of purchasing in the public sector and is essential in providing best value and adequate contractual protection for the purchasing entity. In certain limited situations, information technology acquisitions may be sole-sourced.

ITS utilizes the provisions of Public Purchasing Law for Sole Source and Emergency procurements of information technology. Mississippi Public Purchasing Law (Mississippi Code Section 31-7-13) specifies that noncompetitive items available from one source only be exempted from bid requirements (sole-sourced). ITS statute, in Section 25-53-5 (p), permits ITS to utilize provisions in Public Purchasing Law or regulations, when applicable.

Per Public Purchasing law, acquisitions must meet the following criteria to be authorized as sole source:

1. The product or services being purchased must perform a function for which no other product or source of services exists,
2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services, AND
3. The product or services must be available only from the manufacturer and NOT through resellers who could submit competitive pricing for the product or services. The vendor's correspondence regarding this criterion for this project is included as Attachment A.

By policy as documented in the ITS Procurement Handbook, acquisitions of IT services must include the following information to be authorized as sole source:

1. An explanation about why the amount to be expended is reasonable, and
2. An explanation regarding the efforts by the purchaser to obtain the best possible price.

For state agencies, approval of all technology purchases with a lifecycle cost of \$5,000 or less, including sole source purchases, has been delegated to the agency. The ITS Procurement Limits Policies for Agencies (a section in the ITS Procurement Handbook) require a minimum of two competitive written bids or proposals for technology purchases with a lifecycle cost over \$5,000 but not over \$75,000 (not over \$25,000 for projects funded by the American Recovery and Reinvestment Act). Since, for single source items, the procuring agency will be unable to obtain two written bids, ITS must certify all sole source acquisitions of information technology with a lifecycle cost greater than \$5,000.

Institutions of Higher Learning (IHLs) or public universities have been delegated the authority to certify sole source procurements up to \$250,000 lifecycle cost under the ITS Procurement Limits Policies for IHLs (a section in the ITS Procurement Handbook). For the certification of sole source procurements delegated to the CIOs at public universities, the public university must follow ITS' Sole Source Procedure, including advertisement of the intent to award as sole source. Institutions certifying a sole source purchase must ensure the criteria listed above are met and documented in writing by the institution and the Interested Party prior to certifying a product or service as sole source. Sole source documentation must be reviewed and approved by the IHL's CIO for any sole-source certification above \$5,000. All sole source documentation should be retained in the public university's procurement file. Sole source requests above \$250,000 lifecycle cost require ITS approval.

Other than the delegations outlined above, all sole source technology procurements must be certified by ITS.

ITS thoroughly reviews Sole Source Certification Requests, determining if competing products and/or services exist. If so, ITS conducts a competitive procurement. If ITS' review confirms the sole source, then a Sole Source advertisement is issued, giving other Interested Parties an opportunity to identify competing products and/or services. Based upon the results of the Sole Source advertisement, ITS will either certify the request as a sole source or conduct a competitive procurement.