

## Erin Rauch

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**From:** Lauren Bigelow <Lauren@growthcap.net>  
**Sent:** Tuesday, October 18, 2022 7:29 AM  
**To:** Erin Rauch  
**Subject:** RE: Negotiations: RFP GMU-1821-22, Program Design & Event Management Services

Thanks Erin. I appreciate the rapid response. I think that your answer should cover it. I did a second review of the contract and we're good to go.

The project pricing would be \$150k per year. The project fee would not include graphic design, printing, PR or marketing placements, travel, food/bev catering, speaker/sponsor gifts, hotels, software, technology, or registration supplies.

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**From:** Erin Rauch <erauch@gmu.edu>  
**Sent:** Monday, October 17, 2022 5:29 PM  
**To:** Lauren Bigelow <Lauren@growthcap.net>  
**Subject:** RE: Negotiations: RFP GMU-1821-22, Program Design & Event Management Services

Oh well, I can answer that now. I'm required to ask for better pricing and am just asking for the best pricing you can provide. The department doesn't have specific expectations.

I can do 10AM wed if you still want to meet.

Thank you,

Erin Rauch, CPPB, VCO, CUPO  
Assistant Director | Purchasing  
George Mason University  
[erauch@gmu.edu](mailto:erauch@gmu.edu) | <https://fiscal.gmu.edu/purchasing/>

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**From:** Lauren Bigelow <Lauren@growthcap.net>  
**Sent:** Monday, October 17, 2022 5:22 PM  
**To:** Erin Rauch <erauch@gmu.edu>  
**Subject:** RE: Negotiations: RFP GMU-1821-22, Program Design & Event Management Services

How about right at 10am? I just want to get a sense of the expectations on pricing.

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**From:** Erin Rauch <[erauch@gmu.edu](mailto:erauch@gmu.edu)>  
**Sent:** Monday, October 17, 2022 5:13 PM  
**To:** Lauren Bigelow <[Lauren@growthcap.net](mailto:Lauren@growthcap.net)>  
**Subject:** RE: Negotiations: RFP GMU-1821-22, Program Design & Event Management Services

I'm open Wed after 10AM. If your questions are about contract terms, I probably won't know the answer.

Thank you,

Erin Rauch, CPPB, VCO, CUPO  
Assistant Director | Purchasing  
George Mason University  
[erauch@gmu.edu](mailto:erauch@gmu.edu) | <https://fiscal.gmu.edu/purchasing/>

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**From:** Lauren Bigelow <[Lauren@growthcap.net](mailto:Lauren@growthcap.net)>  
**Sent:** Monday, October 17, 2022 5:06 PM  
**To:** Erin Rauch <[erauch@gmu.edu](mailto:erauch@gmu.edu)>  
**Subject:** RE: Negotiations: RFP GMU-1821-22, Program Design & Event Management Services

Hi Erin,  
Do you have 5 minutes for a couple of questions tomorrow or Wednesday?  
Thanks! Lauren

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**From:** Erin Rauch <[erauch@gmu.edu](mailto:erauch@gmu.edu)>  
**Sent:** Monday, October 17, 2022 11:09 AM  
**To:** Lauren Bigelow <[Lauren@growthcap.net](mailto:Lauren@growthcap.net)>  
**Subject:** RE: Negotiations: RFP GMU-1821-22, Program Design & Event Management Services

Hi Lauren,

Forgot to hit send on Friday!

The contract is Attachment B from the RFP. It's very similar to the other one you signed this year.

Can you also revisit #1 and provide the reduced rate if possible?

Thank you,

Erin Rauch, CPPB, VCO, CUPO  
Assistant Director | Purchasing  
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[erauch@gmu.edu](mailto:erauch@gmu.edu) | <https://fiscal.gmu.edu/purchasing/>

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**From:** Lauren Bigelow <[Lauren@growthcap.net](mailto:Lauren@growthcap.net)>  
**Sent:** Thursday, October 13, 2022 10:04 AM  
**To:** Erin Rauch <[erauch@gmu.edu](mailto:erauch@gmu.edu)>  
**Subject:** RE: Negotiations: RFP GMU-1821-22, Program Design & Event Management Services

Hi Erin,  
Thank you for the call yesterday and email to my academic address. Unfortunately my 2pm meeting went past 6pm and I didn't want to bother you outside of office hours. I found your emails in the quarantine of my mail server and have put you in my safe sender list so we're all good now.  
I have answered all of the questions in the attached document with the exception of one. In the emails that you sent, there wasn't a sample contract. Would it be identical to what GCN already has, or is there a separate contract template for the upcoming contract?  
Best regards, Lauren

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**From:** Erin Rauch <[erauch@gmu.edu](mailto:erauch@gmu.edu)>  
**Sent:** Friday, October 7, 2022 5:19 PM  
**To:** Lauren Bigelow <[Lauren@growthcap.net](mailto:Lauren@growthcap.net)>  
**Subject:** RE: Negotiations: RFP GMU-1821-22, Program Design & Event Management Services

Hi Lauren,

Checking to see if you received my email? A response was requested for today.

Thank you,

Erin Rauch, CPPB, VCO, CUPO  
Assistant Director | Purchasing  
George Mason University  
[erauch@gmu.edu](mailto:erauch@gmu.edu) | <https://fiscal.gmu.edu/purchasing/>

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**From:** Erin Rauch <[erauch@gmu.edu](mailto:erauch@gmu.edu)>  
**Sent:** Friday, September 30, 2022 9:28 PM  
**To:** Lauren Bigelow <[Lauren@growthcap.net](mailto:Lauren@growthcap.net)>  
**Subject:** Negotiations: RFP GMU-1821-22, Program Design & Event Management Services

Hi Lauren,

Please see the attached negotiation letter for your response.

Thank you,

Erin Rauch, CPPB, VCO, CUPO  
Assistant Director | Purchasing  
George Mason University  
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