

Erin Rauch

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.

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 | <https://fiscal.gmu.edu/purchasing/>

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.

From: Erin Rauch <erauch@gmu.edu>
Sent: Monday, October 17, 2022 5:13 PM
To: Lauren Bigelow <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
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From: Lauren Bigelow <Lauren@growthcap.net>
Sent: Monday, October 17, 2022 5:06 PM
To: Erin Rauch <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

From: Erin Rauch <erauch@gmu.edu>
Sent: Monday, October 17, 2022 11:09 AM
To: Lauren Bigelow <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
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From: Lauren Bigelow <Lauren@growthcap.net>
Sent: Thursday, October 13, 2022 10:04 AM
To: Erin Rauch <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

From: Erin Rauch <erauch@gmu.edu>
Sent: Friday, October 7, 2022 5:19 PM
To: Lauren Bigelow <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 | <https://fiscal.gmu.edu/purchasing/>

From: Erin Rauch <erauch@gmu.edu>
Sent: Friday, September 30, 2022 9:28 PM
To: Lauren Bigelow <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
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