IUCG x David Cho

**Questions for David Cho — 3/22/2023**

**General Procurement Relationship and Pipeline Questions**

* How do suppliers get sourced for new projects that occur on campus?
* Is there any inter-university network for procurement (outside of the UMass schools), such that a company serving one university could get leads at other universities?
* Are there any specific requirements or standards that your university has for vendors providing services to the campus community?
* Is there an “approved vendor” list for government work like UMass? How does one get on that list?

**TV Specific Procurement Questions**

* Who would handle the deals with a television provider?
* Do you have any data on what the TV provider contract structure looks like at any of the UMass schools?
* What is the need for a satellite television provider for universities like UMass?
* How much do television needs differ between schools that have primarily commuters (like UMass Boston) and a university that primarily lives on campus (like UMass Amherst)?