



## Request for Proposal

### *Nationals Championships Ticketing Software Vendor*

#### **Event Overview:**

USA Pickleball National Championships, the premier event in the world of pickleball, is gearing up for its annual tournament in Mesa, Arizona. The tournament attracts top players from across the nation, along with enthusiastic spectators, sponsors, and media coverage. This year's event promises to be bigger and better, featuring multiple activation areas, entertainment zones, food vendors, and merchandise stalls.

#### **Scope of Services:**

We are seeking proposals from experienced ticketing software vendors to provide the necessary technology for the USA Pickleball Nationals event. The selected vendor will be responsible for the backend ticketing fulfillment and processing; servicing over 10,000- 20,000 tickets throughout the week.

#### **Required Items:**

- Fully integrated ticketing software
- Inventory management and reporting
- CRM integration and reporting
- Financial processing and auditing
- Brand integration with white label capabilities
- Digital check-in functionalities
- Mobile and responsive viewing

#### **Event Details:**

- Date: November 10-17, 2024
- Location: Mesa, Arizona
- Venue: Arizona Athletic Grounds
- Expected Attendance: 2,000 – 2,500 participants | 10,000 – 15,000 attendees
- **Breakdown**
  - GA - \$10/5,000-10,000
  - VIP- \$100/ 1,000-2,500
  - Center Court GA - \$40/5,000
  - Celebrity Match – \$40/1,800
  - Celebrity Match VIP - \$150/300

#### **Proposal Requirements:**

Interested vendors are requested to submit comprehensive proposals addressing the following:

- **Company Overview:** Provide a brief overview of your company, including experience in providing ticketing solutions for events of our size.

- **Account Management:** Overview of those who will be servicing our partners.
- **Maintenance and Support:** Describe your maintenance and support services during the event, including on-site staff availability for technology issues.
- **Cost Proposal:** Provide a detailed cost breakdown of technology fees or other fee structures.
- **Concessions:** Provide any concessions you are willing to provide to USA Pickleball, including partner discounts, reduced, or removed fees, sponsorships, etc.
- **References:** Include references or testimonials from previous clients for similar events.

**Submission Guidelines:**

Proposals must be submitted via email by June 14, 2024. Please address all proposals to Jose Moreno at [jmoreno@usapickleball.org](mailto:jmoreno@usapickleball.org).

**Selection Process:**

Proposals will be evaluated based on the completeness of the response, the suitability of the software, cost-effectiveness, and experience. Shortlisted vendors may be invited for further discussions.

**Important Dates:**

Proposal Submission Deadline: 6/14/2024

Vendor Selection: 6/30/2024

For inquiries or clarification regarding this RFP, please contact:

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