



DELAWARE STATE UNIVERSITY

OFFICE OF CONTRACTS AND DATA ADMINISTRATION

August 01, 2018

Mr. Christopher M. Smith
Pepsi Bottling Ventures
2300 Goddard Parkway
Salisbury, MD 21801

Email: chris.smith@pbvllc.com
Ph. 410-341-9075

Subject: RFP for Beverage Pouring Rights and Sponsorship - Contract No. 18-04-19-04

Dear Mr. Smith,

Thank you for submitting a proposal to the Delaware State University. We are pleased to inform you that your firm has been awarded above listed contract. This award letter is subject to execution of a written contract, Board of Trustees approval (if required), and fulfilling of any other legal/ procedural formalities.

The highly competitive RFP process revealed your institution's good combination of experience and expertise. The Selection Committee felt that your firm was best suited for the University's needs.

On behalf of Delaware State University, we appreciate the hard work that went into preparing your proposal and we look forward to working with you.

Sincerely,

Zafar Chaudhry
Associate Vice President