Vanderbilt
Internal Campus Supplier Training Session 2016
Today’s Schedule

• Welcome: 1:00 – 1:10
• Procurement: 1:10 – 1:40 (30 minutes)
• Freight: 1:40-1:50 (10 minutes)
• Break: 1:50-2:00 (10 minutes)
• Trademark Licensing & Finance: 2:00-3:00 (60 minutes)
• Medical Center: 3:00 -3:20 (20 minutes)
• Break: 3:20-3:30 (10 minutes)
• CLC: 3:30-4:30 (60 minutes)
<table>
<thead>
<tr>
<th>Order Process</th>
<th>Steps</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vanderbilt Department</td>
<td>1. Contact Licensee(s) for preliminary quotes</td>
</tr>
<tr>
<td>Licensee (Awarded Supplier)</td>
<td>2. Chose Licensee to produce the order</td>
</tr>
<tr>
<td>Trademark Licensing &amp; CLC</td>
<td>3. Submit Merchandise Order Request</td>
</tr>
<tr>
<td>Procurement</td>
<td>4. Review request and reply to Department &amp; Licensee</td>
</tr>
<tr>
<td>Disbursement Services</td>
<td>5. Provide final quote to Dept. &amp; reference MOR#</td>
</tr>
<tr>
<td></td>
<td>6. Submit artwork to Dept.</td>
</tr>
<tr>
<td></td>
<td>7. Submit artwork to CLC for TL approval &amp; reference MOR#</td>
</tr>
<tr>
<td></td>
<td>8. Review artwork on CLC website &amp; reply to Licensee</td>
</tr>
<tr>
<td></td>
<td>9. Submit requisition in eProcurement, attaching final quote</td>
</tr>
<tr>
<td></td>
<td>10. Review requisition and send Purchase Order to Licensee</td>
</tr>
<tr>
<td></td>
<td>11. Fulfil purchase order &amp; ship merchandise to Dept.</td>
</tr>
<tr>
<td></td>
<td>12. Receive &amp; accept merchandise</td>
</tr>
<tr>
<td></td>
<td>13. Send invoice to Disbursement Services referencing both PO# &amp; MOR#</td>
</tr>
<tr>
<td></td>
<td>14. Enter invoice for payment</td>
</tr>
<tr>
<td></td>
<td>15. Send electronic payment to Licensee</td>
</tr>
</tbody>
</table>
1. Department receives Demand for Merchandise
2. Department Contacts Licensee for preliminary estimate
3. Department Completes Merchandise Request Form
4. Licensee Provides Final Quote and Reference MOR#
5. Department creates requisition in eProcurement and attaches Final Quote
6. Requisition Approved and PO Sent to Licensee
7. Licensee receives PO and Processes Order
8. Merchandise Shipped
9. Department Receives Merchandise
10. Licensee submits Invoice referencing both PO and MOR#
11. Invoice received and Processed by Disbursements
12. Licensee Paid for Merchandise

** Licensee must still follow required ordering and payment process
Streamlined Process: Blanket Purchase Orders

**Procurement Issues Master Agreement to Licensee**

Department creates BPO Requisition in eProcurement

BPO Requisition reviewed by all necessary groups for approval via eProcurement

Procurement Services issues Blanket PO to Licensee

Department issues order to Licensee referencing BPO #

Licensee fulfills order and submits invoice referencing BPO #

Repeat invoicing and payment until balance of BPO is zero

**Licensee must still follow required ordering and payment process**
Attachment C
Supplemental Terms & Conditions

17) Price Quotations

• The Supplier shall provide a not to exceed quote (“Supplier Quotation”) on the company’s letterhead for any custom design products in accordance with the terms and rates provided in this Agreement.

• Supplier shall provide detailed cost estimates (if any) within their quotation related to design services, reconfiguration cost, and other value added services.

• The Supplier Quotation shall include all supplemental charges that may be assessed in addition to the pricing for the goods and/or services provided including cost of goods, inventory handling charges, program management, artwork/design or any other charges that might be incurred by Vanderbilt.

• The Supplier Quotation shall include the product list price, the discount percent applied, and the net discounted price to be billed VANDERBILT.

• The Supplier Quotation shall include the Merchandise Request Number provided by the Office of Trademark Licensing.
Excerpts:
Procurement Policies and Procedures for Departments

Procurement Services
2.5 Conflicts of Interest

Vanderbilt as a general rule does not enter into purchasing contracts with students, faculty, staff, or members of their immediate families. The university’s Conflict of Interest Policy Article II, Section B Business Relationships, governs the conduct of staff relative to business relationships.
9.2 Purchasing from Approved Suppliers /Gold Guide

For many of our commonly used products and services, Procurement Services has negotiated contracts with a select group of suppliers on the basis of their competitiveness and ability to serve the needs of the entire Vanderbilt community.

Purchases from these Approved Suppliers meet the university’s requirements for competitive sourcing so no additional bidding is required.
How to Buy at Vanderbilt University

The purpose of the Gold Guide is to assist you in finding approved suppliers from which to purchase the item you need and the recommended method for purchasing that item (i.e., eProcurement, Pcard, or PMM). You may also limit your search using the filters listed below.

VU Gold Guide
VUMC Gold Guide

Keyword Search
Or
Choose a Product or Service

Filter Key (Click Icon to Filter)

Suppliers A to Z | eProc Supplier Listing

Air Freight

FedEx Shipping Services

Buyer: Andrew Goodman

Contact: Tyrone Strobe

Notes: Contact Marlena Terry for assistance.
Excerpts:
Vanderbilt University Supplier Procedures

Procurement Services
4.0 Gifts and Gratuities

Gifts: Items given to employees that is not related or used for business purposes.

- Healthcare vendor (i.e., pharmaceutical, medical device) = no gifts to VU or VUMC employees.

- Non-healthcare vendor (i.e., promotional products, apparel, awards) = employees can receive up to $300 in value per year, per vendor. It is advised that decision-makers who receive these gifts, should share, raffle or give away gifts to non-decision makers.
Samples: Items sent to employees that is related to an order or products that are being created for business purposes.

- Healthcare & Non-healthcare vendors = employees can except samples as these are used to evaluate the product and used for a business purposes. After evaluation, samples should be used for VU/VUMC business, given to staff though a random selection process, returned or destroyed. There is no limit of the amount of type of samples that can be sent to a department.
Article II-B: Business Relationships

In general, when individual members of the University community or their Family Members have Financial Interests in a business or are involved in a Business as an owner, operator, or as an executive officer, they must be alert to the possibility that a Conflict of Interest may arise.

If the enterprise does business with the University, or proposes to do business with the University, the individual is expected to disclose that fact.

Generally, there will be no Conflict of Interest if the individual is not in a position to influence the University with respect to the Business in which the individual or Family member has an interest.

Members of the University community may not review, approve, or administratively control contracts or business relationships when the contract or business relationship is between the University and a Business in which the individual or a Family Member has a Financial Interest or when the individual or a Family Member is an employee of the Business and is directly involved with activities pertaining to the University.
5.3 Unauthorized Orders

University policy requires all authorized orders to be processed by one of the methods described above. The following will not be considered legitimate orders and invoices associated with them cannot be honored:

- Invoices that do not reference a valid, authorized Vanderbilt Purchase Order (eProcurement or PMM).
- Supplier quotations or contracts signed by an unauthorized Vanderbilt employee.
- Invoices that reference a Vanderbilt Requisition Number. Requisition Numbers are for internal, Vanderbilt-only use and are not authorized purchase orders.
- Verbal orders, orders referencing email or fax correspondence from Vanderbilt personnel or other non-authorized documentation.
7.0 Payment Terms

Vanderbilt University’s standard payment terms are Net 45 Days from the date of the invoice. Vanderbilt will consider accepting cash discounted payment terms if offered.
16.0 Supplier Diversity and Small Business Program

In April 1995, Vanderbilt University formalized its supplier diversity initiatives by establishing a Supplier Diversity and Small Business program.

The principle mission is to provide equal access to business opportunities at the University for small businesses and diversity-owned companies and to aid departments in meeting federal subcontracting purchasing goals.

Program details are available at: https://finance.vanderbilt.edu/procurement/diversity
22.0 Campus Map

Vanderbilt offers an interactive campus map for your convenience.

23.0 Parking Policy and Delivery / Parking Map

Parking policies for Suppliers and Contractors is determined by the two Traffic and Parking departments for the Medical Center and University Central Campus and is available online.

A Map detailing all loading docks, service entrances and other entrances suitable for commercial deliveries is also available online.
Supplier Agreement:  
A Few of the Significant Terms & Conditions
# Quarterly Price Audit

**Internal Campus Supplier of Licensed Merchandise**

**Quarterly Price Audit**

<table>
<thead>
<tr>
<th>Supplier Name</th>
<th>Invoice Date</th>
<th>Invoice Number</th>
<th>Merchandise Order #</th>
<th>PO Number</th>
<th>Mfg Name</th>
<th>Item #</th>
<th>Item DESCRIPTION</th>
<th>Qty</th>
<th>Royalty Item (Y/N)?</th>
<th>Sold From Inventory (Y/N)?</th>
<th>Supplier's Unit Cost</th>
<th>Per Contract Cost-Plus Markup %</th>
<th>VU Not to Exceed Unit Price</th>
<th>Invoiced Unit Price for Item</th>
<th>Explanation: If Invoice Unit Price is Greater Than Not to Exceed Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABC Corporation</td>
<td>4/10/2016</td>
<td>1998</td>
<td>1848</td>
<td>5016075684</td>
<td>Gildan</td>
<td>GD5000</td>
<td>Gildan 5000 T-Shirt</td>
<td>100</td>
<td>Y</td>
<td>N</td>
<td>$ 2.00</td>
<td>60%</td>
<td>$ 3.58</td>
<td>$ 3.00</td>
<td>-</td>
</tr>
<tr>
<td>ABC Corporation</td>
<td>4/10/2016</td>
<td>1999</td>
<td>1849</td>
<td>5016075684</td>
<td>Gildan</td>
<td>GD5000</td>
<td>Gildan 5000 T-Shirt</td>
<td>100</td>
<td>N</td>
<td>N</td>
<td>$ 2.00</td>
<td>60%</td>
<td>$ 3.20</td>
<td>$ 3.00</td>
<td>-</td>
</tr>
</tbody>
</table>

**COLOR KEY:**

- Yellow: Information provided by Supplier
- Light Blue: Information provided by Vanderbilt
- Green: Calculated Field

**REQUIRED SUPPORTING DOCUMENTATION FOR UNIT COST**

If Sold From Inventory = "N"

- Copy of Supplier’s invoice from its Manufacturer or Distributor

If Sold From Inventory = "Y"

- Copy of Supplier’s invoice from its Manufacturer or Distributor

  OR

- System Generated Report from Supplier (ex. ERP, Supply Chain, Financial System, etc.)

  confirming the unit price of item at time of Purchase Order from Vanderbilt
<table>
<thead>
<tr>
<th>Supplier</th>
<th>Apparel</th>
<th>Non-Apparel</th>
<th>Uniform</th>
<th>Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. 4imprint</td>
<td>•</td>
<td></td>
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<td>•</td>
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<tr>
<td>2. American Solutions for Business</td>
<td></td>
<td>•</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Anne Jones Specialties</td>
<td></td>
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<td></td>
<td></td>
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<tr>
<td>4. Blink Marketing</td>
<td></td>
<td></td>
<td></td>
<td>•</td>
</tr>
<tr>
<td>5. Christie Cookie Company*</td>
<td></td>
<td></td>
<td>•</td>
<td></td>
</tr>
<tr>
<td>6. Cintas Corporation</td>
<td></td>
<td></td>
<td></td>
<td>•</td>
</tr>
<tr>
<td>7. Dragonfly Screen Graphics, Inc.</td>
<td></td>
<td></td>
<td>•</td>
<td></td>
</tr>
<tr>
<td>8. Goldner Associates, Inc.</td>
<td></td>
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<tr>
<td>9. Holliday Promos, LLP</td>
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</tr>
<tr>
<td>10. Image Connection</td>
<td></td>
<td>•</td>
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<tr>
<td>11. Images Printing*</td>
<td>•</td>
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<tr>
<td>12. Kotis Design</td>
<td>•</td>
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<tr>
<td>13. Matanga Wood Designs*</td>
<td>•</td>
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<td></td>
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<tr>
<td>14. Prestige Trophies*</td>
<td>•</td>
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<tr>
<td>15. Promoversty</td>
<td>•</td>
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</tr>
<tr>
<td>16. Valley Decorating Company*</td>
<td>•</td>
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</tr>
<tr>
<td>17. Boundless Network Inc.</td>
<td></td>
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<tr>
<td>18. Geiger Midsouth</td>
<td>•</td>
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</tr>
<tr>
<td>19. Geneologie/Emory Group, LLC</td>
<td>•</td>
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<td></td>
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<tr>
<td>20. Golden Star Promotions</td>
<td>•</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>21. Graphic Cow</td>
<td>•</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>22. Guy Brown (Includes Staples)</td>
<td>•</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>23. Hip Hues, LLC*</td>
<td>•</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>24. Imagination Branding, Inc.</td>
<td>•</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>25. Land Uniforms</td>
<td>•</td>
<td></td>
<td></td>
<td>•</td>
</tr>
<tr>
<td>26. Nashville Sporting Goods/Lids</td>
<td>•</td>
<td>•</td>
<td></td>
<td></td>
</tr>
<tr>
<td>27. Performance Award Center</td>
<td>•</td>
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<td></td>
</tr>
<tr>
<td>28. Pinnacle Promotions</td>
<td></td>
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<tr>
<td>29. Smile Promotions</td>
<td>•</td>
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<td></td>
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</tr>
<tr>
<td>30. Sunshine Promotions</td>
<td></td>
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</tr>
</tbody>
</table>

* Specialty Product
Annual Supplier Review for Contract Renewals
Evaluation Committee (VU and VUMC)

Factors to be evaluated include but not limited to:

- Adherence to information requirements for quotations and invoices
- Adherence to Procurement processes for Purchase Orders
- Adherence to Trademark Licensing and CLC approval processes
- Generated sales volume
- Management of sales tax and royalties
- Proliferation of “unauthorized” orders
- Product quality and on-time deliveries
- Reporting
- Results of quarterly price audits
- Sales and Customer Service
Questions?
OptiFreight® Logistics

Damon Estep, Account Manager
Kip Deal, Vanderbilt On-Site Coordinator

April 4, 2016
Sites of care

- Surgery center
- Physician office
- Home health
- Laboratory
- Long-term care
- Blood and tissue bank
- Global
- Pharmacy
- Hospital

Logistical solutions (inbound and outbound)

- Small parcel
- Large freight
- International
- Hazardous
- Analytics/reporting
- White glove
- Home delivery
- Temperature sensitive

30-50% savings per shipment*
21,000 active facilities*

11.5 million shipments per year*
$200 million saved*
How freight management works

1. Hospital creates PO and submits to supplier, per normal process
2. Supplier receives PO and fills order
3. Carrier picks up the shipment from the supplier
4. Carrier delivers shipment to hospital, like any other order
5. 3rd party freight manager receives invoice for shipment
6. Freight manager audits verify billing accuracy and handles any billing exceptions with carrier
7. Freight manager bills customer for freight
8. Reporting shows aggregated freight spend
How do we interact with vendors?

- Hard-code Vanderbilt FedEx account number(s)
- OptiFreight will work with vendors store account number(s) and ensure compliance on future shipments
- Shipping instructions provided on Purchase Orders
  - If shipping charges contractually apply, ship Bill 3rd Party via FedEx account # 216236823 (FedEx Account # for VUMC Only. Account # for the University to be provided following Legal Separation)
  - Insert PO# in shipping label.
  - If combined shipping weight exceeds 150lbs, call 888.457.5851 for carrier instructions prior to shipping.
Trademark Licensing
Trademark Licensing Team

Trademark Licensing Director
Maggie Harris
maggie.harris@vanderbilt.edu
615.343.7292

Marketing Specialist
Mary Ann Daniel-Kaszuba
maryann.daniel-kaszuba@vanderbilt.edu
615.322.4461

Licensing Coordinator
Allison Murphy
allison.murphy@vanderbilt.edu
615.322.3942

Facebook.com/VanderbiltShowYourGold

Twitter.com/VandyGear
ATTENTION! IMPORTANT NOTICE: 📣

The Trademark Licensing Office was established to ensure that Vanderbilt's brand identity is properly represented on goods and services and serves to:

- Protect and control the use of Vanderbilt University's name and marks on merchandise;
- Establish a cooperative relationship with licensees;
- Distribute and approve University logo artwork;
- Oversee royalty revenues for the University;
- Increase the market share of Vanderbilt University products in retail stores;
- Promote products and product designs that are consistent with the goals and image of the University;
- Approve the use of Vanderbilt's intellectual property by outside companies.

Follow us on Facebook and Twitter.

www.vanderbilt.edu/licensing
To help Vanderbilt University achieve a consistent image, a cohesive identity system has been developed which reflects the forward thinking yet historic character of the university and asserts to all audiences the high quality for which Vanderbilt is nationally known. This identity system was introduced in 2003.

This graphic standards website spells out how the system is correctly used on all forms of communication, including websites, other electronic communication vehicles, promotional products, and printed publications. Unique situations may require further interpretation of the guidelines.

In order for this graphic design system to be successful, everyone must abide by the standards outlined here. Your adherence to the system gives value to the Vanderbilt brand, and in turn the Vanderbilt brand gives value to your program. Consistent use of the brand and its symbols reinforce the reputation of Vanderbilt as a progressive and cohesive institution.

Distinctive requirements specific to the Medical Center and to the use of the athletic logos may be found on related websites.
Instructions

Vanderbilt University’s identity system supersedes all symbols and designs previously used to represent the university and its divisions prior to 2003.

This identity system constitutes primary branding for all institutional units.

The “signature” is a single unit of identification, composed of the V symbol and wordmark, Vanderbilt or Vanderbilt University.

= V Symbol

= word mark

Several signature configurations have been developed for Vanderbilt in order to achieve a versatile visual identity and to address various situations without compromising the integrity of the mark.

Please bookmark this site for future reference.

The arrangement and construction of the signatures have been carefully considered and should not be altered or rearranged in any manner.

In order for the Vanderbilt identifiers to have their desired impact and strength, minimum clear space and minimum size standards have been developed for each signature.

The reverse versions have been provided for instances where the symbol or signature is used in a light color on a dark background.
Restrictions

The arrangement and construction of the signatures have been carefully considered and should not be altered or rearranged in any manner.

Shown below is a correct signature.

Below are examples of what not to do with the elements of the Vanderbilt identity.

Don’t alter the letter space in the VANDERBILT wordmark or try to create the VANDERBILT signature with a word processing program.

Don’t alter the space between the symbol and the VANDERBILT wordmark or change the size relationship.

Don’t remove the VANDERBILT wordmark from the configuration.

Don’t condense or stretch the wordmark or symbol.

Don’t substitute other typefaces in the signature.

Don’t use coarse screens or low-resolution outputs.

Don’t add other elements or shapes to any of the elements.

Don’t insert the symbol as a replacement for the letter V.
What Not To Do

- SAM
- VANDYHACKS
- V of the Game
- T-shirt design
- VMI logo
- NROTC insignia
What Not To Do
Merchandise Order Form (Revised 4/22/16)

Trademark Licensing Office - Merchandise Request Form
(Please note, approval of this form is not approval of your artwork. That is approved separately.)

Please choose one of these items:
- Internal Use/Promotional Giveaways
- Fundraising/Suggested Donation
- Purchase for Resale (Business/Administrative officer responsible for sales tax reporting)
- Distribution to VUV/JMC Personnel for Reimbursement of the Cost of the Item
- Payment with non VUV/JMC Funds

Please Note: If you can check more than one box above, you will need to submit a separate merchandise request form for each. Click here for an example.

Is this a uniform order? *
- Yes
- No

If "Yes" please click here to see if your department is required to order from a specific vendor. If your department is not listed, you can order from any licensed Vanderbilt vendor. Click here for a list.

Contact Name *
Alison Murphy
First
Last

Check one *
- University Order
- Medical Center Order

Organization *
Vanderbilt Programming Board

Phone *
813-322-3842

Email *
alleon.murphy@vanderbilt.edu

Merchandise purpose (please provide as much detail as possible) *
Giveaway shirts for event during finals. Commodore Coffee Break: Anchor Down Under, which is designed to provide a study break and needed stress release, with shirts giving incentive for students to come.

Item (e.g., t-shirt, lab coat, polo) *
t-shirt

Estimated Units
100

Estimated budget per unit
$9

Is this a *
- Record
- New order

Name of licensed vendor you have selected for your order:
Goldar Associates

Please use this list of approved vendors if you need help finding a vendor. Only licensed Vanderbilt vendors can produce your order. Please keep in mind if your department is required to use a specific vendor for uniform orders, you must use the vendor listed here.

Need merchandise by
04 / 30 / 2016

Duration and location of the event
Sarratt 5-9 p.m.

Terms of Notice
Please note: The Trademark Licensing Office will review this request within 24 hours. In most cases, you will receive a response same day. Once your order has been approved, you can begin to work with your chosen licensed Vanderbilt vendor on your design. Please be sure your design is original and does not borrow or copy from a copyright or trademark owner. The Trademark Licensing Office is only approving the use of the Vanderbilt marks, colors and verifying that the message is appropriate. If your graphic is infringing, please be advised that you might be issued a Cease and Desist from the trademark/copyright owner.

Accept terms *
I accept these terms.

Need assistance?
Please email Mary Ann Daniel at maryann.daniel-kazuba@vanderbilt.edu or Allison Murphy at alleon.murphy@vanderbilt.edu.

Submit
Internal Use/Promotional Giveaway:
These are promotional giveaways or items purchased for internal university or medical center use. These orders are tax exempt and the tax exempt certificate is used by the licensed vendor. These products may be used internally by your department or organization or given away as a promotional item (e.g., polos or uniforms given to employees and pens given away at a conference)

Fundraising/Suggested Donation:
Orders that are being purchased for a fundraising event/campaign where the items being purchased will be given to a donor in exchange for a donation of any amount. The item(s) must be distributed for a “suggested donation” and must be provided even if the recipient pays much less than what was suggested. These orders are tax exempt. Please note: ALL student organizations must use this option when selling items at events. This is the preferred often for all departments when an item is being sold.

Purchase for Resale:
This option is not recommended. These are orders that are being purchased for resale for a specific marked-up price. VU expects these transactions to be infrequent and isolated. The resale certificate should be used by the licensed vendor and the department will need to charge, collect and remit sales tax on the end cost of the item that is sold to the end user. The licensed vendor will include the university's royalty rate in the cost of the item. Please note: Business/Administrative Officer responsible for sales tax reporting.

Distribution to VU/VUMC Personnel for Reimbursement of the Cost of the Item:
Orders being purchased for use by Vanderbilt personnel (Faculty, staff, students, guests of the university, etc.) and will be transferred to those personnel by Vanderbilt for a specified price where the specified price is no greater than the cost of the item purchased, (e.g., lab coats, staff polos or uniforms “sold at cost” to Vanderbilt personnel), the vendor should include sales tax in the order. The licensed vendor will include the university's royalty rate in the cost of the item.

Payment with non-VU/VUMC funds:
When a third party is paying e.g., an individual paying with their personal credit card or other third party payee arrangement, regardless of the intended use of the product, the third party cannot use VU/VUMC's sales tax exemption or resale certificate and sales tax should be collected in accordance with Tennessee state sales tax statues. The licensed vendor will include the University's royalty rate in the cost of the item. Exception: Items purchased for work use e.g., uniforms, apparel, lanyards, name badges at VU/VUMC will NOT include royalties, but sales tax will still apply.
View a [detailed explanation](#) of the checkbox categories.
Please choose one of these items: Fundraising/Suggested Donation

<table>
<thead>
<tr>
<th>Is this a uniform order?</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>If “Yes” please <a href="#">click here</a> to see if your department is required to order from a specific vendor. If your department is not listed, you can order from any licensed Vanderbilt vendor. <a href="#">Click here for a list</a></td>
<td></td>
</tr>
</tbody>
</table>

**Contact Name**
Allison Murphy

**Check one**
University Order

**Organization**
Vanderbilt Programming Board

**Phone**
(615) 322-3942

**Email**
allisongmurphy@vanderbilt.edu

**Merchandise purpose (please provide as much detail as possible)**
Giveaway starts for event during finals, Commodore Coffee Break: Anchor Down Under, which is designed to provide a study break and needed stress release, with shirts giving incentive for students to come.

**Item (e.g., t-shirt, lab coat, polo)**
t-shirt

**Estimated Units**
100

**Estimated budget per unit**
$9

**Is this a**
New order

**Name of licensed vendor you have selected for your order:**
Goldner Associates

**Need merchandise by**
Apr 30, 2016

**Duration and location of the event**
Sarat 5-9 p.m.

**Terms of Notice**
Please note: The Trademark Licensing Office will review this request within 24 hours. In most cases, you will receive a response same day. Once your order has been approved, you can begin to work with your chosen licensed Vanderbilt vendor on your design. Please be sure your design is original and does not borrow or copy from a copyright or trademark owner. The Trademark Licensing Office is only approving the use of the Vanderbilt marks, colors and verifying that the message is appropriate. If your graphic is infringing, please be advised that you might be issued a Cease and Desist from the trademark/copyright owner.

**Accept terms**
- I accept these terms.
Hi Allison,

Thank you for your request. You may proceed with your order!

Best,

Allison Murphy
Trademark Licensing Intern
Loews Vanderbilt Plaza Hotel Office Complex
Vanderbilt University-Creative Services
2100 West End Ave., Suite 1100
Nashville, TN 37203
(615)322-3942

From: noreply@vanderbilt.edu
Sent: Tuesday, April 12, 2016 3:57 PM
To: Daniel-Kaszuba, Mary A; Murphy, Allison Hall
Subject: Merchandise Order Request [#1986]

<table>
<thead>
<tr>
<th>View a detailed explanation of the checkbox categories.</th>
<th>Fundraising/Suggested Donation</th>
</tr>
</thead>
</table>

Please Note: If you can check more than one box above, you will need to submit a separate merchandise request form for each. Click here for an example.

<table>
<thead>
<tr>
<th>Is this a uniform order?</th>
<th>No</th>
</tr>
</thead>
</table>

If “Yes” please click here to see if your department is required to order from a specific vendor. If your department is not listed, you can order from any licensed Vanderbilt vendor. Click here for a list.

<table>
<thead>
<tr>
<th>Contact Name</th>
<th>Allison Murphy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Check one</td>
<td>University Order</td>
</tr>
<tr>
<td>Organization</td>
<td>Vanderbilt Programming Board</td>
</tr>
<tr>
<td>Phone</td>
<td>(615) 322-3942</td>
</tr>
<tr>
<td>Email</td>
<td><a href="mailto:allisonmurphy@vanderbilt.edu">allisonmurphy@vanderbilt.edu</a></td>
</tr>
</tbody>
</table>
Uniforms are defined as:
Specific, distinctive, conforming articles of attire required by Vanderbilt University and Vanderbilt University Medical Center for particular groups of employees in the performance of assigned job duties.

- Certain VU and VUMC departments are required to use specific vendors for their uniform orders.
- If the department is not listed on this slide under “Areas” or is purchasing an item not listed under “Garments” any licensed vendor can be used for the order.

<table>
<thead>
<tr>
<th>Organization</th>
<th>Garments</th>
<th>Areas</th>
<th>Contracted Supplier</th>
</tr>
</thead>
<tbody>
<tr>
<td>VU</td>
<td>Long/Short Sleeve Shirts, Pants, Jackets</td>
<td>Dining Services, Plant Operations</td>
<td>Image Connection, Cintas</td>
</tr>
<tr>
<td>VU</td>
<td>Uniforms of all types including footwear</td>
<td>VUPD</td>
<td>CMS</td>
</tr>
<tr>
<td>VU</td>
<td>Scrubs, Lab Coats</td>
<td>School of Medicine, School of Nursing</td>
<td>Image Connection, Cintas, Land Uniform, and ICS Apparel Suppliers</td>
</tr>
<tr>
<td>VUMC</td>
<td>Long/Short Sleeve Shirts, Pants, Jackets</td>
<td>VUMC Traffic &amp; Parking, VUMC Plant Services, LifeFlight, Neonatal Transport (VCH), Registrations, OHO-Finance, TVC - Finance, Psychiatry Hospital, Phlebotomy, Eye Institute, VCH Nutrition Services, Patient Guest Services, Environmental Services</td>
<td>Image Connection, Cintas</td>
</tr>
<tr>
<td>VUMC</td>
<td>Scrubs</td>
<td>Hospitals &amp; Clinics</td>
<td>Medline</td>
</tr>
<tr>
<td>VUMC</td>
<td>Lab Coats</td>
<td>Hospitals &amp; Clinics</td>
<td>Phoenix Textile (Fashion Seal for Logo)</td>
</tr>
</tbody>
</table>
Depending on the primary purpose/intended use of the item being purchased and who is paying for the item, sales tax should or should not be collected at the time of purchase.

No Sales Tax at Time of Purchase - Exemption Certificate Applicable

1) Internal Use/Promotional Giveaways
   a) When VU/VUMC is paying for an order that is being purchased for a giveaway or for internal use by the department or organization, the vendor should apply the sales tax exemption certificate and should not include sales tax.
      i.E.g., staff polos or uniforms given to employees and pens given away at a conference

2) Fundraising/Suggested Donation
   a) When VU/VUMC is paying for an order that is being purchased for a fundraising event/campaign where the items being purchased will be given to a donor in exchange for a donation of any amount the vendor should apply the sales tax exemption certificate and should not include sales tax.
      i.E.g., shirts, hats, etc. given away for a suggested donation of $X.
      1. Regardless of actual donation received, the item must be given away with the receipt of the donation.
      ii. In general, student organizations and school departments will not be making fundraising sales for resale but will be giving items away in exchange for a donation.
Depending on the primary purpose/intended use of the item being purchased and who is paying for the item, sales tax should or should not be collected at the time of purchase.

No Sales Tax at Time of Purchase – Resale Certificate Applicable

3) Purchase for Resale
   a) When VU/VUMC is paying for an order that is being purchased for resale the vendor should not include sales tax.
      i. Sales for resale will be sold by Vanderbilt for a specified marked-up price.
      1. Vanderbilt expects these transactions to be infrequent and isolated
      2. Examples of groups making sales for resale include The Melodores and The Music Group.

Sales Tax Applicable - Sales Tax Collected at Time of Purchase

4) Distribution to Vanderbilt Personnel for Reimbursement of the Cost of the Item
   a) When VU/VUMC is paying for an order that is being purchased for use by Vanderbilt personnel (Faculty, staff, students, guests of the university etc.) and will be transferred to those personnel by Vanderbilt for a specified price where the specified price is no greater than the cost of the item purchased, (e.g., lab coats, staff polos or uniforms “sold at cost” to Vanderbilt personnel) the vendor should include sales tax.¹

5) Payment with non-Vanderbilt/VUMC Funds
   a) When a 3rd party is paying e.g., an individual paying with their personal credit card or other third party payee arrangement, regardless of the intended use of the product, the third party cannot use VU/VUMC’s sales tax exemption or resale certificate and sales tax should be collected in accordance with Tennessee sales tax statutes.
**Internal Use/Promotional Giveaway**
- No sales tax (Use of exemption certificate)
- No royalties

**Fundraising/Suggested Donation**
- No sales tax (Use of exemption certificate)
- No royalties

**Purchase for Resale**
- No sales tax (Use of resale certificate)
- Vendor will include royalties in the price of the item

**Distribution to VU/VUMC Personnel for Reimbursement of the Cost of the Item**
- Vendor will include sales tax on the order
- Vendor will include royalties in the price of the item

**Payment with Non VU/VUMC Funds (3rd Party Purchases)**
- Vendor will include sales tax on the order in accordance with Tennessee sales tax statutes
- Vendor will include royalties in the price of the item. **Exception:** Items purchased for work use e.g., uniforms, lanyards, name badges, apparel, will NOT include royalties, but sales tax will still apply.
Vanderbilt University Medical Center
Vanderbilt University Medical Center

Logo Usage Guidelines
Uniforms/work apparel

- Clinic + Logo: Left-front chest pocket
- Black clothing is discouraged

Lab coats

- Clinic + Logo: Right-front lapel
- Name/credentials: Left-front lapel

NOTE: if lab coat does not have name/credentials, the logo should appear on the left lapel.
Non-work apparel

- Official Logo vs Typeset
- Visual separation between logo and graphic elements
Products

• Official Logo vs Typeset vs URL
• Find products that fit the logo’s minimum size
PLEASE DO

• Always use the logos as provided.

• Use metallic gold ink (PMS 873) for the V mark when possible. If metallic is not available, use the non-metallic alternative PMS 7502.

• When using 4/c, use C:0 M:17 Y:47 K:19

• Use only one Vanderbilt logo on a given piece
PLEASE DON’T

• Do not reshape the logos.
• Do not combine any additional words, images or other logos to create composite logos.
• Logos should never be cut and pasted from a website.
• Do not modify the proportions or spacing between elements within the logos.
• Do not use orange as a background color.
• Avoid the use of pink as a background color.
Square Vanderbilt logo

• Use only when horizontal space is limited.
• Try to find another product that fits the official logo where possible.
• Do not use with other Vanderbilt or VUMC logos.
Other official logos

• Do not use with other Vanderbilt or VUMC logos.
Additional LifeFlight Guidelines

LifeFlight Logo and Graphic

• Always use LifeFlight graphic with Vanderbilt LifeFlight logo.
• Do not use LifeFlight Logo and Graphic adjacent to one another unless on Vehicle or Uniform.
• When only room for one element, always use the LifeFlight logo.
Questions?
VANDERBILT INTERNAL CAMPUS SUPPLIER TRAINING SESSION 2016
Presentation Overview

Overview
License Types & Requirements
Vanderbilt Internal Requirements
MyCLC Resources Tab
MyCLC Artwork Submission Process
MyCLC Royalty Reporting
Q & A
<table>
<thead>
<tr>
<th>Licensee Type</th>
<th>Features</th>
</tr>
</thead>
</table>
| **Internal Campus Supplier** | • Referred to as ICS  
                          | • Internal Consumption ONLY  
                          | • $100 application fee |
| **Local**            | • Licensed with schools in the state  
                          | • Multiple distribution channels  
                          | • $100 application fee |
| **Standard**         | • National license; no state restrictions  
                          | • Multiple distribution channels  
                          | • $1000 application fee |
ICS OVERVIEW

• **Internal Consumption by Vanderbilt Only**
  - No sales direct to consumers or retail sale
  - Licensed only for RESTRICTED distribution channel
  - Licensee’s responsibility to determine end use
  - Only approved for product categories outlined in your Vanderbilt RFP response

• **Annual Renewal to maintain license with CLC**
  - Renewal Fee
  - Updated insurance
  - Confirmation of disclosure

• **Artwork approvals by Vanderbilt through MyCLC**
FAIR LABOR ASSOCIATION (FLA)

- www.fairlabor.org
- Fees are paid directly to FLA
- Term is January 1 – December 31
- Even if licensee signs up in June, the FLA membership expires December 31

WORKER RIGHTS CONSORTIUM (WRC)

- http://www.workersrights.org/
LOGOS ON DEMAND / STITCHES ON DEMAND

- www.J PattononDemand.com

- Provides high resolution of the University’s logos to insert into design software

- Includes subscription to Stitches on Demand (still required to purchase file)

- Your company is notified if there are any logo sheet changes so you can update your systems

- Holograms not required for internal orders but company name required on packaging, invoice or product

Requirements:

- 1 Approved Institution = $75 per year
- 2-5 Approved Institutions = $150 per year
- 6-15 Approved Institutions = $350 per year
- 16-50 Approved Institutions = $750 per year
- 51-100 Approved Institutions = $1,000 per year
- 101+ Institutions - $1,250 per year
PRODUCT LIABILITY INSURANCE

- Required to maintain and provide proper updated certificate and endorsement upon expiration in timely manner
- Expires the same time every year; may not line up with license renewal
- Failure to maintain is a breach of license agreement; grounds for expiration
Licensing Website:
http://www.vanderbilt.edu/licensing/

Licensing Contacts:

Mary Ann Daniel-Kaszuba  
Marketing Specialist  
(615) 322-4461  
maryann.daniel-kaszuba@vanderbilt.edu

Allison Murphy  
Trademark Coordinator  
(615) 322-3942  
allison.h.murphy@vanderbilt.edu

Maggie Harris  
Trademark Licensing Director  
(615) 343-7292  
maggie.harris@vanderbilt.edu
MyCLC RESOURCES TAB

a huge resource to licensees
This section includes resources such as institution specific information, policy explanations, CLC forms and informational documents. These documents are useful in administering a licence through CLC. This section also provides direct access to infringer reporting and Logos on Demand modules. You may access each of the subsections by using the navigation buttons located on the left side of the page.
INDUSTRY CALENDAR

January 2016
1 Outback Bowl- Tampa, FL
1 Buffalo Mid-Midoor Citrus Bowl- Orlando, FL
1 Fiesta Bowl- Glendale, AZ
1 Rose Bowl Game- Pasadena, CA
1 Allstate Sugar Bowl- New Orleans, LA
2 Tax Slayer Bowl- Jacksonville, FL
2 AutoZone Liberty Bowl- Memphis, TN
2 Valero Alamo Bowl- San Antonio, TX
2 Cactus Bowl- Phoenix, AZ
9- Div I Football Championships- Frisco, TX
11- CFP National Championship- Glendale, AZ
18- Martin Luther King Jr. Day observed- CLC offices closed
24-26 Sponsor Licensing and Tailgate Show- Las Vegas, NV

February 2016
15 Presidents' Day observed- CLC offices closed

March 2016
3-5- International Collegiate Licensing Association (ICLA) Winter Symposium
4-5 Camex Campus Market Expo Event- Houston, TX
6-8 Camex Campus Market Expo Trade Show- Houston, TX
10-13 NCAA Men's Div I Basketball First Four- Dayton, OH
16-19 NCAA Div I Wrestling Championships- NY

April 2016
2-4 NCAA Men's Final Four- Houston, TX
3-5 NCAA Women's Final Four- Indianapolis, IN
7-9 NCAA Men's Div I Track & Field championships- Orlando, FL

May 2016
16-18 CLC Licensers' Directors' Seminar
28-30 NCAA Men's Div I Lacrosse Championships- Philadelphia, PA

June 2016
2-8 NCAA Women's College World Series- Oklahoma City, OK
8-11 NCAA Outdoor Div I Track & Field Championships- Eugene, OR
13-16 NACDA, NACMA, NAADD, and ICLA Conventions- Dallas, TX

July 2015
4- Independence Day- CLC offices closed
12-19 Atlanta International Gift & Home Furnishings Market- Atlanta, GA

August 2016

September 2016

2- College Colors Day
5- Labor Day observed- CLC offices closed
- Authorized Manufacturer’s Agreement
- Labor Code Agreement
- Factory Site Disclosure Form
### Licensee Resources

This section includes general information, as well as specific information, related to the CLC License Agreement, requirements, policies and special programs.

<table>
<thead>
<tr>
<th>Title</th>
<th>Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Logos on Demand Information</td>
<td>This document outlines the benefits and costs of Logos on Demand and provides instructions.</td>
</tr>
<tr>
<td>Game Day/Rivalry Licensing &amp; Reporting</td>
<td>This document includes information on requesting, submitting artwork, and reporting revenue.</td>
</tr>
<tr>
<td>CPSIA of 2008 Guide</td>
<td>This document includes a brief description and frequently asked questions of the CPSIA.</td>
</tr>
<tr>
<td>Consumer Product Safety Commission Hazard and Label Guidelines</td>
<td>This document includes the labeling requirements of the Consumer Product Safety Commission.</td>
</tr>
<tr>
<td>CLC Wiring Instructions</td>
<td>CLC Wiring Instructions</td>
</tr>
<tr>
<td>Conference Licensing Information</td>
<td>Information on obtaining a conference license.</td>
</tr>
<tr>
<td>Advocare Texas Kickoff Game Application</td>
<td>Application for the Advocare Texas Kickoff Game.</td>
</tr>
<tr>
<td>Chick-fil-A Kickoff Game 1 Application</td>
<td>Application for Chick-fil-A Kickoff Game 1.</td>
</tr>
<tr>
<td>Chick-fil-A Kickoff Game 2 Application</td>
<td>Application for Chick-fil-A Kickoff Game 2.</td>
</tr>
<tr>
<td>CLC ACH Instructions</td>
<td>CLC ACH Instructions</td>
</tr>
<tr>
<td>Tournament of Roses Parade License Application</td>
<td>Application for the Tournament of Roses Parade License.</td>
</tr>
<tr>
<td>Bowl Licensing Information</td>
<td>2015-16 Bowl Licensing Information</td>
</tr>
<tr>
<td>NCAA National Champions Licensing Information</td>
<td>NCAA National Champions Licensing Information</td>
</tr>
<tr>
<td>Football National Champions Licensing Information</td>
<td>Information regarding the 2015 Football National Champions licensing program.</td>
</tr>
<tr>
<td>New MyCLC Overview</td>
<td>This webinar gives licensees a quick overview of the new MyCLC enhancements.</td>
</tr>
<tr>
<td>CLC License Agreement Synopsis</td>
<td>This document outlines the components of CLC’s Standard Retail Product License Agreement.</td>
</tr>
<tr>
<td>CLC Product Category List</td>
<td>This is a listing of all CLC defined apparel and non-apparel product categories and sub-categories.</td>
</tr>
<tr>
<td>Retailers by CLC Distribution Channels</td>
<td>A list of retailers by distribution channel as defined by Appendix D of the CLC Standard Retail Product License Agreement.</td>
</tr>
</tbody>
</table>
### Licensee Forms & Instructions

This section includes user manuals for CLC's online applications as well as user information on other collegiate-related entities systems.

<table>
<thead>
<tr>
<th>Title</th>
<th>Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td>OLCP Hologram Label and Hangtag Order Form</td>
<td>Use this form to obtain the Officially Licensed Collegiate Product hologram label from J...</td>
</tr>
<tr>
<td>Finished Sample Approval Form</td>
<td>Applicants and Licensees must complete and submit this form with any university sympathy...</td>
</tr>
<tr>
<td>FLA Portal User's Manual</td>
<td>This document outlines how to register and renew with the Fair Labor Association in the...</td>
</tr>
<tr>
<td>Fundraising Program Request Form</td>
<td>Use this form to request the addition of a fundraising program to your CLC License Agreement...</td>
</tr>
<tr>
<td>MyiCLC Artwork Creation Guidelines</td>
<td>This document includes examples of things to avoid when creating a PDF file for submission...</td>
</tr>
<tr>
<td>MyiCLC ICS Users Manual</td>
<td>This document provides a complete overview of the MyiCLC system for Internal Campus User...</td>
</tr>
<tr>
<td>MyiCLC Licensee User's Manual</td>
<td>This document provides a complete overview of the MyiCLC system, including instructions...</td>
</tr>
<tr>
<td>MyiCLC Password Change Request Form</td>
<td>Use this form to request a change to your MyiCLC password...</td>
</tr>
<tr>
<td>MyiCLC Online Royalty Reporting User's Manual</td>
<td>This document includes instructions and requirements for reporting royalties online through the MyiCLC system...</td>
</tr>
<tr>
<td>Online Royalty Reporting Upload Template</td>
<td>Use this template to format your .CSV file for upload in the Report Royalties section of MyiCLC...</td>
</tr>
<tr>
<td>Special Program Request Form</td>
<td>Use this form to request the addition of a special program to your CLC License Agreement...</td>
</tr>
</tbody>
</table>

**Reset Filters**

**Items per page**: 100

1 - 11 of 11 items
- University List
- Institution Satellite Campuses
- MRU Rate List
- University Exemption Policies

### Institution Information

This section includes information about CLC Partner Institutions, including royalty rates, MRU’s, exemptions, Conference affiliations, and much more.

<table>
<thead>
<tr>
<th>Title</th>
<th>Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td>CLC University List - General Information</td>
<td>A complete list of CLC Institutions including CLC short codes, FLA and/or WR...</td>
</tr>
<tr>
<td>Institution Satellite Campuses</td>
<td>This document lists CLC Institutions that also administer the licensing program.</td>
</tr>
<tr>
<td>Institution Conference Affiliations</td>
<td>This is a list of athletic conferences and their affiliated institutions.</td>
</tr>
<tr>
<td>Institution Policies for Reconsideration</td>
<td>This document outlines Institution policies regarding reconsideration of license.</td>
</tr>
<tr>
<td>Institution MRU’s</td>
<td>This document includes a list of college and university minimum royalties per...</td>
</tr>
<tr>
<td>University Exemption Policies</td>
<td>List of CLC Partner Institution exemption policies.</td>
</tr>
</tbody>
</table>
REPORT INFRINGERS

• Allows licensees to send CLC potential infringer information

• Confidential from potential infringer
Announcements & Updates
• System updates
• CLC Office Closings
• Institution Updates

CLC Company News
• Industry Updates
• Partnership Extensions

Logos on Demand
• Direct link to site

FAQ’s
• General Questions
• Reach out to coordinator
MyCLC
ARTWORK SUBMISSION PROCESS
• New link: https://myclc.clc.com
• Username is CLC account number
• Password is case sensitive
- Click “Artwork”
- Click “Submit Artwork”
- Select Vanderbilt, University of
- Click “Next”
• Enter secondary email addresses, if applicable

• Choose ‘Select Artwork’ button
  • Find design on your computer to attach
    • Must be PDF
    • Under 5MB

• Mock up of design must appear on product
Artwork Submissions

- Design Number should be the MOR # (Merchandise Request Order Number)
- Select “Yes” for order pending
- If ICS, always select “Yes” for applying logo to blank goods
- If Local, select “Yes” if your company is applying logo to blank goods
- ICS companies are not required to submit AMAs; leave as “Select AMA”
  - Must submit Factory Site Disclosure Form for supplier if not already disclosed
- Local /Standard companies are required to submit AMAs and select appropriate supplier for all orders
• Indicate department ordering the product:
• For licensees completing business for internal customers, please use one of the options listed below for the end customer.
• These will correspond to your royalty report

<table>
<thead>
<tr>
<th>INTERNAL CUSTOMER</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEDICAL CENTER</td>
</tr>
<tr>
<td>STUDENT GROUPS</td>
</tr>
<tr>
<td>ATHLETICS</td>
</tr>
<tr>
<td>UNIVERSITY DEPARTMENTS</td>
</tr>
<tr>
<td>PERSONAL ORDERS</td>
</tr>
</tbody>
</table>

Retailer Name / Department
This information needs to be included in the ‘Additional Information’ section:

- Department / student group ordering product
- Department / student group email address
- Quantity of items
- Royalty Exempt / Royalty Non-Exempt
- Merchandise Order Request Number (MOR#) – this must be included in order for your artwork to be reviewed.
<table>
<thead>
<tr>
<th>Material Content Selections:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Material Content</strong></td>
</tr>
<tr>
<td>Select/Unselect</td>
</tr>
<tr>
<td>- Ceramic</td>
</tr>
<tr>
<td>- Canvas</td>
</tr>
<tr>
<td>- Cotton</td>
</tr>
<tr>
<td>- Cotton/Polyester Blend</td>
</tr>
<tr>
<td>- Glass</td>
</tr>
<tr>
<td>- Leather</td>
</tr>
<tr>
<td>- Metal</td>
</tr>
<tr>
<td>- Metal/Pewter</td>
</tr>
<tr>
<td>- Plastic</td>
</tr>
<tr>
<td>- Rayon/Nylon</td>
</tr>
<tr>
<td>- Resin</td>
</tr>
<tr>
<td>- Silk</td>
</tr>
<tr>
<td>- Wood</td>
</tr>
<tr>
<td>- Wool</td>
</tr>
<tr>
<td>- Other</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Logo Application Selections:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Logo Application</strong></td>
</tr>
<tr>
<td>Select/Unselect</td>
</tr>
<tr>
<td>- Carved</td>
</tr>
<tr>
<td>- Digital Print</td>
</tr>
<tr>
<td>- Embossed</td>
</tr>
<tr>
<td>- Embroidered</td>
</tr>
<tr>
<td>- Hand Painted</td>
</tr>
<tr>
<td>- Etched Engraved</td>
</tr>
<tr>
<td>- Offset Printing</td>
</tr>
<tr>
<td>- Screen Print</td>
</tr>
<tr>
<td>- Sublimation</td>
</tr>
<tr>
<td>- Tackle Twill</td>
</tr>
<tr>
<td>- Woven Knitted</td>
</tr>
<tr>
<td>- Other</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Distribution Channel Selections:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Distribution Channels</strong></td>
</tr>
<tr>
<td>Select/Unselect</td>
</tr>
<tr>
<td>- Restricted Channel</td>
</tr>
</tbody>
</table>
• Choose ‘Save’ in bottom right corner

• General timeline for artwork review is 24-48 hours (reviewed by Vanderbilt)

• Artwork must be submitted and approved for every order you complete for Vanderbilt prior to production
Royalty Reporting
ROYALTY BEARING

- Apparel and Promotional products ordered by VU and VUMC departments and organizations that are “Purchase for Resale,” “Distribution to VU/VUMC Personnel for Reimbursement of the Cost of the Item,” and “Payment with non VU/VUMC Funds” are subject to Vanderbilt’s royalty rate. (Exception: Items purchased for work use at VU/VUMC, even if not mandatory, will NOT include royalties.)

NON ROYALTY BEARING

- Apparel and Promotional Products ordered by VU and VUMC departments and organizations that are Internal Use/Promotional Giveaways or Fundraising/Suggested Donation are royalty exempt.
Royalty Payments

- Royalties are due on the **net sales** of licensed articles.

\[
\text{Net Sales} = \text{Invoice selling price to the consumer (including the royalty amount)} - (\text{Quantity} \times \text{discounts} + \text{Credits for actually returns} + \text{Sales} + \text{Prepaid transportation charges})
\]
Royalties are required to be submitted through MyCLC quarterly/monthly according to the following schedule:

<table>
<thead>
<tr>
<th>Sales Period</th>
<th>Due Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>January-March</td>
<td>April 20th</td>
</tr>
<tr>
<td>April-June</td>
<td>July 20th</td>
</tr>
<tr>
<td>July-September</td>
<td>October 20th</td>
</tr>
<tr>
<td>October-December</td>
<td>January 20th</td>
</tr>
</tbody>
</table>
Over the next few slides, you will learn how to submit three different royalty reports in MyCLC. The three reports are:

1. **No Sales Report**: This report will be submitted if your company has no sales for the quarter.

2. **Exempt Sales**: This report will be submitted if your company only has sales that are exempt.

3. **Royalty Bearing Sales**: This report will allow you to submit royalty bearing sales as well as exempt sales.
• After logging into MyCLC, click on “Royalty Reporting”
• Click “Create Report.”

No Sales Report

Common Questions

How does the upload work?
Click here

How to submit MRU’s?
Click here

Do I have to do anything after my data is uploaded?
Yes. You will need to verify the report(s) uploaded and submit the report(s) to CLC.

In what format should the data be uploaded?
The data must be in .CSV file format.

Click here to download an Excel template for the format & column definitions

Am I required to report sales information by retailer?
All licensees are required to report royalties by retailer.
• Select the type of report you are creating. If you have no sales for the Quarter or Month, select ‘No Sales Report.’
• Select type of license.

Always select: Standard License (1) for internal sales
The report will generate and the following screen will appear. Since licensee has no sales to report, select “Close Detail.”
To submit, check the box in the column labeled “Check to Submit.” Once selected, click on the button for “Submit Selected” at the bottom of the screen.

You have successfully submitted the report!
• After logging into MyCLC, click on “Royalty Reporting”
• Click “Create Report.”
• Select the type of report you are creating.
• If you only have Exempt Sales, then please select ‘No Sales Report’ for the Quarter/Month.
• Select type of license. For internal sales, select ‘Standard License (1).’
The report will generate and the below screen will appear. Since licensee has exempt sales to report, select the ‘Exempt Sales’ option.
Please enter the total exempt sales, product category(s), and where the product was sold for each institution licensed.

<table>
<thead>
<tr>
<th>Institution</th>
<th>Exempt Sales($)</th>
<th>Product Category</th>
<th>Sold To</th>
</tr>
</thead>
<tbody>
<tr>
<td>Utah State University</td>
<td>0.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vanderbilt University</td>
<td>6,500.00</td>
<td>t-shirts, mugs, pens</td>
<td>INTCS, INTDPS</td>
</tr>
<tr>
<td>Villanova University</td>
<td>0.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Virginia - The University of</td>
<td>0.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Virginia Commonwealth University</td>
<td>0.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Virginia Tech</td>
<td>0.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wake Forest University</td>
<td>0.00</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Once the data has been entered, click ‘Save Changes’ at the top right of the page.
The report should now be listed under the “View Reports” tab. To submit, check the box in the column labeled “Check to Submit.” Once the box is checked, the “Submit Selected” button will turn blue and you will select this button to submit the report to CLC.

You have successfully submitted the report!
• Click on “Royalty Reporting”
• “Create Royalty Report.”
• You can either upload your sales manually or by CSV upload. If you want to use the CSV upload, you can download the template on the right side of the screen.
• Either way, always select the ‘Standard License (1)’ option.

**Create New Report**

- **Account Number**: 86558
- **Report Type**: Standard License (1)
- **Reporting Period**: 10/2015-12/2015

**Common Questions**

- How does the upload work?
  [Click here]

- How to submit MRU's?
  [Click here]

- Do I have to do anything after my data is uploaded?
  Yes. You will need to verify the report(s) uploaded and submit the report(s) to CLC.

- In what format should the data be uploaded?
  The data must be in .CSV file format.

  [Click here to download an Excel template for the format & column definitions]

- Am I required to report sales information by retailer?
  All licenses are required to report royalties by retailer.
Click ‘Add New Entry’ to begin entering your data.
Enter the requested information and click the check mark when done.
Please use the retailer codes below based on the end consumer of the product for internal purchases made by Vanderbilt.

<table>
<thead>
<tr>
<th>INTERNAL CUSTOMER</th>
<th>RETAIL CODE FOR REPORTING</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEDICAL CENTER</td>
<td>VANMED</td>
</tr>
<tr>
<td>STUDENT GROUPS</td>
<td>INTSTG</td>
</tr>
<tr>
<td>ATHLETICS</td>
<td>INTATL</td>
</tr>
<tr>
<td>UNIVERSITY DEPARTMENTS</td>
<td>INTDPS</td>
</tr>
<tr>
<td>PERSONAL ORDERS</td>
<td>INTCAM</td>
</tr>
</tbody>
</table>
Once all data has been entered, you will be taken to this screen. If you have Exempt Sales, click the “Exempt Sales” tab and report those sales as well.

Once report is saved, you will click “Close Detail” to return to the View Reports screen.
The report should now be listed under the “View Reports” tab. To submit, check the box in the column labeled “Check to Submit” and the click on the button for “Submit Selected.”

Once you click ‘Submit Selected’ this box will appear.
• Once submitted, secondary window appears with payment voucher.

• Print voucher and send to CLC with payment within seven (7) days.

• If zero royalties due, you do NOT have to print and send in voucher.
Submit Artwork
- Must be submitted and approved prior to production
- Includes reorders

Report Royalties Quarterly
- Reports and Payment are due to CLC by 20th of the month
- Report must be submitted even for exempt and zero sales

Insurance
- At least $1,000,000 in product liability insurance
- Need updated certificate and endorsement every year

Renewal
- CLC Renewal Fee
- Confirmation of Disclosures
Jenny Wallace
ICS Licensing Manager
jwallace@clc.com

Eric Cheek
Partner Services Rep
echeek@clc.com

Brian Ingle
Partner Services Asst Rep
bingle@clc.com

Kevin Segal
Local Licensing Manager
ksegal@clc.com

Morgan Blackwell
Licensing Operations Coordinator
mblackwell@clc.com
QUESTIONS?

[Logos: Vanderbilt University and Officially Licensed Collegiate Products]
Upcoming Events:

• Webcast Training for Suppliers
• Licensing Toolbox
• Uniform RFP
• Supplier Fair
• ecommerce Bid Evaluations