



DANE COUNTY
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION

RFP REVENUE PROPOSAL

Revised 02/2020

RFP NUMBER: **120078**

RFP TITLE: **Exhibit, Expo, Event Services**

RFP DEADLINE: **January 21, 2021**
2:00 p.m. (CST)

PROPOSALS
MUST BE
SUBMITTED TO: **Purchasing Bid Dropbox**
www.danepurchasing.com

Late, faxed, mailed, hand-delivered or unsigned proposals will be rejected

REVENUE PROPOSAL

REVENUE PROPOSAL			
VENDOR NAME:		DANE COUNTY VENDOR #:	

The proposer should provide revenue proposal for the following based on their understanding of the event revenue, facility usage, and rental revenue of equipment or supplies, considering these options:

1. Rent payments for onsite storage of equipment, trailers, goods, onsite office(s), utilities, internet, or training areas for staff.
 - a. Please also indicate the types of space and square foot required.
2. Commission payments based on the total billable items on final show invoice (gross).
3. Commission payments based on total management invoices (net).
4. Minimum annual guarantee to the venue for providing these exclusive services.
5. Detailed item, labor, accessory, soft-good, and inventory item price that would be used for shows at the Alliant Energy Center based on the volume presented.