



TO: All Prospective Bidders

FROM: Cynthia Shea-Luzik – Manager, Procurement Services

DATE: April 4, 2018

RE: ADDENDUM #1 – RFP 18-SCSU-05 – Exclusive Beverage Pouring Rights

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Addendum #1 contains all of the questions received and the corresponding answer to these questions.

Q1. Are we able to submit a contractual template that would include SCSU's terms and conditions that are outlined in the RFP?

A1. Proposers may submit any materials that Proposer feels is necessary to clearly communicate its proposal to the University. Demonstrated compliance with the State of Connecticut contracting statutes and regulations shall be evaluated.

Q2. Under section 2.8.1, "Permitted Exceptions" in the RFP, premium sodas and drinks are allowed. Can you please clarify what these products contain or give us examples?

A2. Examples of these products would be milk shakes and smoothies sold in Freshens, fresh brewed coffees and drinks sold by Starbucks or Dunkin Donuts.

Q3. Page 3 – RFP indicates that SCSU is seeking proposals to provide exclusive beverage pouring rights, sales of packaged beverages in vending machines, and sales through soft drink post-mix fountain beverage dispensers to SCSU. However, detailed volume and equipment information is not provided in order for us to develop a proposal. Would you please provide the following:

- Exhibit B appears to be vending information:
  - Please provide the package and brand volume detail reported in cases.
  - Please provide the # of vendors, type and location.
- Regarding post-mix fountain:
  - Please provide the package and brand volume detail reported in gallons.
  - Please provide the # of fountain units, type and location.
- Regarding retail:
  - Please provide the package and brand volume detail reported in cases.
  - Please provide the # of coolers, type and location.

A3. Please see Attachment A

Q4. Page 8, 2.5.2 – Who fills the vending machines?

A4. Drink vending machines are filled by the University's current vendor which is Coca-Cola Bottling Company of Northern New England.

Q5. Page 9, 2.8.1 – What premium sodas and drinks are currently sold and please provide the volume detail reported in cases.

A5. Please see response to Question #2 above.

Q6. Page 21, 3.2 – Would you please detail the point basis system? What is the percent assigned to each criteria?

A6. The criteria listed in the RFP are listed in no particular order of importance. The university does not divulge the weights and percentages assigned to each criteria prior to an award being made. Once an award has been made, a proposer may make a request to review the evaluation spreadsheet used to evaluate each proposal. This will include weights and percentages assigned.

Q7. Please provide volume reports as FY 2016 and FY 2017.

A7. Please see Attachment A which contains FY2017 data.

Q8. Exhibit B – What has caused the vending volume to decline 12%?

A8. The University does not know the reason for this decline.

# Attachment A

Period	January - December 2017	
Count	Brand Package	Quantity
24	20 oz PET - KO CSD	79
24	20 oz PET - DASANI	28
24	20 oz PET - POWERADE	23
24	20 oz PET - vitaminwater	12
24	20 oz PET - smartwater	15
24	24 oz Can - Monster Brands	31
24	18.5 oz PET - Gold Peak	14
12	1 Liter PET - smartwater	26
12	700 ml - smartwater	13
24	16.9 oz PET - Honest Tea	10
24	15.2 oz (450 ml) PET - MMJTG	8
24	23 oz Can - Peace Tea	8
24	16.9 oz PET - Honest Tea	9
24	15 oz Can - Monster Java	8
24	18.5 oz PET - Gold Peak	7
24	11.5 oz PET - Core Power	3
24	20 oz PET - KO CSD	1296
24	20 oz PET - DASANI	1262
24	20 oz PET - POWERADE	402
24	20 oz PET - vitaminwater	534
24	20 oz PET - smartwater	428
24	15.2 oz (450 ml) PET - MMJTG	870
12	1 Liter PET - smartwater	315
12	1 Liter PET - DASANI	147
24	12 oz Can - KO CSD & NCB	880
24	16.9 oz PET - Honest Tea	334
24	18.5 oz PET - Gold Peak	398
24	16.9 oz PET - Honest Tea	280
24	16 oz Can - Monster Brands	386
24	500 ml - DASANI	1020
24	11.5 oz PET - Core Power	126
12	700 ml - smartwater	114
24	18.5 oz PET - Gold Peak	126
24	18.5 oz PET - Gold Peak	119
24	16.9 oz PET - vitaminwater	105
8	2 Liter PET - KO CSD	104
15	32 oz PET - POWERADE	61
24	12 oz PET - POWERADE	93
24	16 oz Can - Monster Brands	56
24	12 oz PET - DASANI	32
24	12 oz Can - KO CSD & NCB	135
24	500 ml - DASANI	208
	Fountain Gallons	5293
	Juice Gallons	1436

Attachment A - (Cont.)

VENDING 40 Machines		
24	20 oz PET - KO CSD	1658
24	20 oz PET - DASANI	668
24	20 oz PET - POWERADE	353
24	16.9 oz PET - Honest Tea	207
24	20 oz PET - smartwater	25
24	20 oz PET - vitaminwater	274
24	16 oz Can - Monster Brands	246
24	16.9 oz PET - Honest Tea	18
24	15.2 oz (450 ml) PET - MMJTG	31