**ALCORN STATE UNIVERSITY**

**Beverage Pouring Rights RFP#5522 Questions and Answers**

**Addendum #2**

**March 20, 2024**

1) When does the Sodexo Magic contract end?

*Answer: August 31, 2028*

2) Please provide equipment details, including any equipment at the branch campuses to include:

- Vending Equipment:

Number of vending machines by campus including branch campuses broken out by type?

- Fountain Equipment

 By location on campus and by type (i.e 6 valve, 8 valve, etc…)?

- Cooler Equipment

By location on campus and by type (i.e. 2-door, single door, counter top, etc…)?

*Answer:*

*The existing equipment is located throughout various parts of the campuses, which includes offices, concessions, dorms, and food services.*

*ASU Main Campus*

* *55 coolers*
* *25 – beverage vending machines*
* *9 fountain units*

*ASU Natchez Campus*

* *3 - beverage vending machines at the School of Nursing*
* *1 - beverage vending machine at the MBA building*
* *1 - beverage vending machine at the Dormitory*

3) RFP Section 1.2.1 does not include Energy drinks as Beverages defined. Are energy drinks included in this RFP?

- If no, please provide who has those rights and when does their contract end?

*Answer: The paragraph should include Energy Drinks .*

* + 1. *Pouring Rights refers to the exclusive right to supply Beverages for resale at ASU and associated merchandising activities. “Beverages” are defined as carbonated and non-carbonated natural or artificially flavored non-alcoholic sodas, fruit juices (except non-carbonated fruit juices in dairy containers), cold teas, bottled water (in containers less than 1-gallon in size), sports drinks, cold packaged coffee drinks and energy drinks.*

4) RFP Section 1.2.3.3 states Contractor will provide cups, container lids, and CO2. Please provide:

- Sizes of cups Sodexo Magic purchases today?

*Answer: 16 oz. cups*

- How many cases of each size does Sodexo Magic purchase during a school year?

*Answer: 230 cases (500 cups per case)*

5) RFP Section 1.2.9 ~ there is no volume data on Attachment D. Please provide the following data:

- Fountain volume for last 2 school years IN GALLONS broken out by location, brand, package.

- Vending volume for last 2 school years IN CASES broken out by brand/ package.

- Cooler volume for all locations for last 2 school years IN CASES broken out by location, brand, package.

\*Please confirm the vending volume in the attachment that was sent on 3/5/24 as it seems low for the size of the campus.

\*\*PLEASE DO NOT PROVIDE $$ SALES VOLUME AS IT WILL HINDER OUR ABILITY TO RESPOND TO THE RFP. YOUR CURRENT BEVERAGE PARTNER CAN PROVIDE VOLUME IN CASES AND GALLONS EASILY\*\*

*Answer: see the Chart Total Sales in a 12-month period below for volume:*

|  |
| --- |
| **Total Sales in a 12-month Period FY 2022 - 2023** |
| **Location: Function** | **Number** | **Volume** |
| Athletics/Weight Room:  | 175 | Cases |
| Athletic Concessions:  | 1081 | Cases |
| Cafeteria:  | 2401 | Cases |
| Cafeteria: Fountain Gallons Traditional and Free Style:  | 4500 | Gallons |
|  Alcorn Service Station  | 694 | Cases |
| Follett Book Store:  | 251 | Cases |
| Alcorn St. Adm. Office:  | 120 | Cases |
| Full-Service Vending: | 120 | Cases |
|   |   |   |
|   |   |   |

6) RFP Section 1.2.10 – can the university provide more clarity around what this section means by “assign its Contract rights to one or more auxiliary enterprise corporations…”?

*Answer: Remove section 1.2.10. paragraph on page 7 to its entirety from the RFP.*

7) RFP Section 3.3 Part 1: Technical, Financial and Management Proposal – states “Identifying Information CANNOT be contained in the technical or financial proposals of the RFP”. However, the information requested by the contractor to provide in Part 1 will include identifying information if we are to respond appropriately to each item requested in this section. One example would be 3.3.3.1 – list out the Beverages we would propose will provide an Identifying information in this section (i.e. 20oz Pepsi). Can this statement be removed?

*Answer: Remove the following statement from section 3.3 on page 12 of Part 1: “Identifying Information CANNOT be contained in the technical or financial proposals of the RFP.”*

*8) RFP Section 3.3.10 references a (see Section 1.3.8) for Specialty Products but there is no 1.3.8 in this RFP. Please clarify.*

*Answer: Remove the following statement from section 3.3.10 on page 15: “(see Section 1.3.8)”.*

9) RFP Section 4.1.1 states “The initial Beverage product and package mix are set forth in Attachment F”. Attachment F is for References. Please clarify where this initial product and package mix is found?

*Answer: The following statement of section 4.1.1 on page 29 shall be: “The initial Beverage product and package mix are set forth in* ***Attachment E****.* *Contractor may not change product or package mix to be supplied to ASU without ASU’s prior written consent.”*

10) RFP Section 4.3.1 – does not provide a # of vending equipment in the paragraph. Please advise.

*Answer: We have the following equipment throughout the ASU Campuses.*

*ASU Main Campus*

* *55 coolers*
* *25 – beverage vending machines*
* *9 fountain units*

*ASU Natchez Campus*

* *3 - beverage vending machines at the School of Nursing*
* *1 - beverage vending machine at the MBA building*
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**Additional questions**

1. We noticed within the RFP that it calls for a 7 or a 10-year proposal– is there a preference on the term? Our model calls for a 10-Year proposal but we can offer whatever is preferred. Please let us know if we need to come prepared to offer both options.

*Answer: please provide a 10-year proposal only.*

1. What does “CUNY” mean? A. Page 29 (4.1.1)

*Answer: replace “CUNY” with ASU. The following statement of section 4.1.1 on page 29 shall be: “The initial Beverage product and package mix are set forth in* ***Attachment E****. Contractor may not change product or package mix to be supplied to ASU without ASU’s prior written consent.”*

1. We understand that this RFP is a Beverage Rights Proposal, but throughout the RFP a Food Beverage Provider is mentioned. Coca-Cola has a preferred snack partner we work with in the area to be able to service snack needs, micro marts etc if required, but also can work in coalition with any snack provider needed. We understand this to be a beverage proposal and will come with a focus on beverage rights.

*Answer: This RFP will be for Beverage Rights only and on Page 27 section 1.23, omit “snack vending machines” and substitute with vending machines.*

1. College One Card – please clarify if this is in reference to the card used on campus that is a credit card on one side and a Food service currency card on the other.

*Answer: Please replace the term college one card with ”****College Gold Card” It’s a debit card for students****. See page 10 sect. 2.4 and page 14 sect. 3.3.9.1*