

| Question | Answer |
|---|--|
| 1. Can you supply me with the 52 weeks of sales data? Sales from Full-Service vending machines, cafeteria, PODs, athletics, and any other locations that would provide our beverages for purchase. | Twisted Taco: \$23,107.11, Einsteins: \$15,297.56, Food Court: \$68,879.63, POD C-Store: \$93,929.24, BV C-Store: \$26,947.48, 1907: \$1,455.50, Concessions: \$62,430.00, Full Service Vending: Please refer to pages 30-33 of the RFP. |
| 2. Can you provide clarity on your breakdown of volume and equipment by category/area? o Vending o Campus o Athletics | Please refer to pages 27-34 of the RFP. |
| 3. Please provide a full volume breakdown for all direct delivered bottle/can, fountain, and vending products by package, brand, size and case count by product category (including energy, water, juice, soda, etc.). For example, referencing the water category below: - 24 pack - 12oz Aquafina - 200 cases - 24 pack - 20oz Aquafina - 300 cases - 12 pack – 700 mL Life WTR - 300 cases, etc. | Please refer to pages 28-34 of the RFP. |
| 4. Please confirm the types and number of postmix fountain equipment required by location including athletics. For example, at the Student Union, will the University need an 8 valve Ice Combo (for self-serve) or a Drop-In (for crew serve) unit? | Cafeteria: Four-8 Valve Ice Combo for Soda/Powerade, Two-6 Valve Juice Dispensers, Two-4 Flavor Tea Machines Student Center Food Court: Currently operating two Freestyle machines (in lieu of freestyle, we would recommend; Two-8 Valve Ice Combo with Flavor Shots) Twisted Taco: One Freestyle type machine, or One-8 Valve Ice Combo with Flavor Shot |
| 5. Can you provide a breakdown of vending equipment by type (Glass Front Vendor vs. Stack Vendor)? | Glass Front: 10, Stack Vendor: 49 |
| 6. Please confirm how many days per week the University is receiving beverage deliveries from your current beverage provider. Are there any locations on campus that require more frequent deliveries due to either higher volume and/or storage limitations? | There is a coke truck on property 5 days a week M-F. Some locations receive up to 3 deliveries per week. |
| 7. Does the University purchase cups through your current beverage supplier? If so, please confirm the total annual volume as well as the size, cup type and locations that are purchasing these items. | Yes, 83 cases wax cups for Cafeteria/Student Center. |
| 8. Page 12 – 2. Scope of Work and Program Requirements states “It is the University’s intent to enter into an exclusive agreement for these products; however alternative proposals will be accepted, which allow for a percentage of preferred presence in the University’s convenience stores and athletic concessions (such as Red Bull and Dr Pepper which are products that are in high demand by the student population.” Questions Below: | |
| a. Can the university provide what specific carve-outs are being asked in athletic concessions including how much space, what product and package type you are requesting? | Package Type=20oz Bottles Baseball-1 Full Size Single Door Cooler, Softball-2 Full Size Single Door Coolers, Football-9 Full Size Single Door Coolers (between two stands), Basketball-6 Full Size Single Door Coolers (between two stands) |
| b. Can the university confirm that the Dr Pepper 20oz product referenced for athletic sales is distributed by your current beverage provider? | Yes, the Dr. Pepper is distributed by the current beverage provider. |
| c. Does concessions sell Dr Pepper on fountain? | No, fountain drinks are not sold at concessions. |
| d. Is Red Bull allowed on campus today in athletics? In Convenience stores? If yes how much space are they allocated today? | Redbull is currently not sold in the stores or athletics |
| e. What percentage of space in convenience stores are competing products allowed to be sold today? | Dr. Pepper is the only competing product, but there is no percentage of space allocated specifically for that product; it is stocked just like the other products in the coolers. |
| 9. Page 15 – Bear Bucks section states the Bear Bucks card is available to students to utilize at a “growing number of off-campus vendors.” Question: | |
| a. How many locations today can students utilize their Bear Buck card at off campus? | Off Campus: Zaxby’s, Slim Chickens, CVS, Taco Bell, Taco Bueno, Hungry Howies, & SQRL (Vendors can contact UCA if they wish to become an off-campus merchant for BearBucks) |
| b. How many more locations will be added in the next 3 years for students to utilize their Bear Buck card off campus? | |
| 10. Page 17 – 2.4 Beverage Product and Equipment section states contractor shall provide ice makers. Question: | |
| a. Who owns the ice makers currently on campus today? | The university owns the ice makers/bins. Currently, there are no ice makers on the fountain machines. |
| 11. Appendix G provides details of the current beverage contract including financial compensation. Questions: | |
| a. Can the university provide details to the funding items listed in Appendix G providing what is “cash” to school, what is “value” to school, and what are just “equipment costs” for the equipment placed on campus? And is the equipment funding just Yr 1 investment? | Exclusive Beverage Sponsorship=Cash, Free Product Cases=Value, Vending Campus Card Readers=Cash, Scoreboard=Cash (The remaining items on the list are all value to the school.) |
| b. Any funding item that is “value”, is it use or lose each year? | Free product cases are use it or lose it. |
| 12. Funding item listed as “Scoreboard” for \$25,000: Was that cash paid to the school? Over the life of the contract? Or the value the current beverage company provided and they bought/ installed the scoreboard? | Yes, the current vendor was required to pay the University an aggregate of \$25,000.00 for the entire term for the replacement of signage on the University’s scoreboards. The funding was paid within 60 days of the date that the contract agreement was fully executed. |