

REQUEST FOR PROPOSAL #2019-051
Pouring Rights
RESPONSE ADDENDUM #08

DATE: August 14, 2019

QUESTIONS

1. Is it possible to request a live conference call to validate specific RFP material & responses?

ANSWER: We will offer a pre-bid call which is currently scheduled for: Monday August 19, 2019 at 3:00 pm EST. Zoom Link is noted directly below:

Join from PC, Mac, Linux, iOS or Android: <https://maine.zoom.us/j/535805961>

Or Telephone:

US: +1 646 876 9923 or +1 669 900 6833 or +1 408 638 0968

Meeting ID: 535 805 961

2. Would UMAINE look at multiple bid options to include?

- Retail & Fountain only proposal
- Retail, Fountain and Vending (Via a 3rd party company filling vending w/Pepsi exclusive)
- Retail, Fountain and Full Service Vending

ANSWER: RFP Addendum 7 dated August 7, 2019 clarified that vending service components are no longer part of the consideration for RFP 2019-051.

3. Are we guaranteed a live presentation?

- If so how many people will attend on behalf of the campuses? Could we have the names and titles of people attending.
- How many people are allowed to attend from our company?

ANSWER: The RFP Evaluation Team determines the candidates for presentation slots based on their initial review of the Respondent's submission. No information concerning the presentations or format can be provided at this time. The venue for presentations will be via ZOOM conference call.

4. Will the competition be able to use the UMaine logos as we were told that we are unable to utilize in presentation? Our preference for the marketing and presentation is to personalize it around UMaine

ANSWER: No logos should be used for the presentations.

5. If vending is no longer part of the RFP, why is their language in this amendment as to what will happen when the vending services start?

ANSWER: The award of this Pouring Rights RFP sets the Exclusive Rights.

Exclusive Rights means that the successful vendor will have exclusive product presence unless a desired product or similar product is not available from the vendor. In that case, we reserve the right to source outside of the contract but will not exceed 20% of total beverage products offered. Examples might include popular trending beverages, locally produced beverage products or perhaps sustainable packaging alternatives. Exclusive rights shall not extend to fraternity or sorority housing or to performers appearing on campus.

With regard to vending product, Exclusive Rights will transition to the Contractor of the Pouring Rights RFP:

- immediately where the Contractor currently supports vending services on a campus,
- post-award for the vending services solicitation and once transition of equipment and product is complete, or
- as current agreements for vending services expire.

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In all cases, the transition will not adversely impact the University, where current agreements for either pouring rights or vending services do not allow for early termination.

6. Are you issuing a separate vending RFP?

ANSWER: Yes, development is underway.

7. Is the amendment saying this for example - If we win the UMAINE ORONO bid, then we will continue vending on the campus for the next 10 years?

ANSWER: The award for the vending RFP will be done separately. The award for pouring rights RFP sets the exclusive rights for the beverages stocked in the vending machines, as specified below.

With regard to vending product, Exclusive Rights will transition to the Contractor of the [Pouring Rights RFP](#);

- immediately where the Contractor currently supports vending services on a campus,
- post-award for the vending services solicitation and once transition of equipment and product is complete, or
- as current agreements for vending services expire.

In all cases, the transition will not adversely impact the University, where current agreements for either pouring rights or vending services do not allow for early termination.

8. Which locations have contracts now and who are the vendors responsible for these campuses and when do the contracts expire?

ANSWER: This information will be provided in the vending RFP.

9. Do we need to submit proposals without the vending information – vend rates and commissions?

ANSWER: The Contractor awarded the pouring rights contract is receiving exclusive rights to beverages and as a result this should be reflected in their sponsorship and commissions.