



U N I V E R S I T Y O F
SOUTH CAROLINA

AMENDMENT NO. 1 TO SOLICITATION

TO: ALL VENDORS

FROM: Mary L. Sims, Procurement Manager

SUBJECT: SOLICITATION NUMBER: USC-RFP-1951-MLS
Contract to Provide Drink and Vending Services

DATE: May 12, 2011

This Amendment No.1 modifies the above referenced Request for Proposal (RFP) only in the manner and to the extent as stated herein.

Responses to questions received prior to deadline (5/10/11, 12:00 pm) are attached.

BIDDER SHALL ACKNOWLEDGE RECEIPT OF AMENDMENT NO. 1 IN THE SPACE PROVIDED BELOW AND RETURN IT WITH THEIR BID RESPONSE. FAILURE TO DO SO MAY SUBJECT BID TO REJECTION.

Authorized Signature

Name of Offeror

Date

Questions and Responses

Vendor #1

1. **Question:** I did not see gross sales for the University Bookstore. Is it possible to get that information?

Response: Yes, gross soft drink sales was \$5,566.62

2. **Question:** On the RFP, there were gross sales given for dining and concessions through Sodexo Foodservice. What percentage and/or amount of the gross sales given was related to fountain syrup sales and what percentage was related to bottle/can product?

Response: \$60,000 was in fountain, the remainder in bottled.

Vendor #2

1. **Question:** Section 3.5-- Understanding that not all potential vending machine customers will be carrying a CarolinaCard, would it be possible to utilize the MEI Easitrax Dataport that allows the use of all debit and credit cards? The system allows the customer to use debit cards, credit cards, cash and coins to buy drinks.

Response: No. CarolinaCards only operate with the CBORD equipment as defined in the RFP. Possibly at some later time, we may consider use of a non-CarolinaCard debit card reader for those machines that do not have CarolinaCard readers.

2. **Question:** Section 3.9.7-- How is the refund process tracked?

Response: Reported losses will be credited back onto the CarolinaCards whenever possible, deducted from the vendor's monthly reimbursement checks and noted on the monthly CarolinaCard statement. This process will be clearly reviewed and jointly coordinated with the successful vendor.

3. **Question:** Section 3.11.--What criteria was used to determine the guaranteed minimum annual amount of \$40,000 and what exactly does that include? If no offerors meet the minimum guarantee, what course of action will be taken?

Response: No particular process was used to determine the minimum guarantee. When you combine all gross sales (vending and fountain), \$40,000 represents approximately 25% of the total sales. If an offeror does not meet the minimum guarantee, they will be disqualified. If no offeror's meet the minimum guarantee, we will reevaluate the RFP criteria and issue a new solicitation.

4. **Question:** Section 3.11.1—Due to the current economic environment, will the successful bidder be mandated to increase the minimum annual payment 2% after the first year of the contract?

Response: Yes

5. **Question:** Exhibit E II-- Is the Athletic Advertising and Sponsorship package amount of \$12,500 per year payable only by check, or is it possible to use “in-kind” programs and other donations to the University and Athletic Department?

Response: This is a monetary payment only.

6. **Question:** Can you explain how the winning bid will be judged, ranked and ultimately awarded?

Response: Information regarding Award Criteria is outlined in Section VI of the Request for Proposal (RFP). See below.

AWARD CRITERIA – PROPOSALS (JAN 2006): Award will be made to the highest ranked, responsive and responsible offeror whose offer is determined to be the most advantageous to the State.

EVALUATION FACTORS – PROPOSALS: Responsive Offers will be evaluated using only the factors stated below. Evaluation factors are stated in the relative order of importance, with the first factor being the most important.

- 1. Amount of commission to be paid to USC Upstate and Offeror’s presentation of enhancements offered to the USC Upstate.*
- 2. Offeror’s qualifications, including past performance, reliability and reputation with similar customers for services provided.*
- 3. Plan for Increasing Drink Vending Revenues*

Question: Will student and athlete brand preferences be considered when making a decision?

Response: No