

1. We see the different commission asks in each RFP. The beverage contract mandates a 45% commission on carbonated soft drinks and a 35% commission on Non-Carbs. Is this a set percentage that is nonnegotiable? Currently they are set at %17.8% in the Vending contract. Is the vending contract supposed to include drinks or is it only for snacks? It is confusing because it shows Beverages in the Vending RFP as far as the percentage of commission but does not have a machine list of beverage machines.

Negotiable, this can be agreed upon before signing.

2. We are entertaining a bid for both RFP's. Can the bids be contingent on winning both contracts? We are interested in the Beverage contract as a stand alone or with the snack contract, but **we cannot bid and win only the contract for snacks.**

The RFP's are separate however, the vendor will know the results of each before signing a contract.

3. The beverage contract calls for a large number of coolers. It is for 12 coolers with the addition of 3 more when your projects are finished. We have 6 coolers currently at the college. Even with the additions this number seems extremely high for the volume through the concessions. We have always and would continue to provide as many coolers as are necessary to support the sales for Per State College.

The college is willing to negotiate with vendors on number of coolers.

4. The RFP asks for a 3 year commitment for the cost of beverages. Does this need to pertain to the cost of the products that Peru State purchases for Concessions and is this to be a set percentage or a change in cost? Example "pricing going from \$23.00 to \$23.50 per case each year or a cap of a certain percent?

Negotiable, we recommend submitting one with the best way for a company to keep a consistent rate of cost.