

Responses to Questions for IFB # 1098
Automatic Vending Machine Service High Peaks I-87 North and I-87 South Rest Areas

Q1	Are there any frozen vending machines?
A1	No, there are no frozen vending machines at these locations. Please see Appendix D in the IFB for the types of machines currently at the locations.
Q2	Do you currently have any Micro Markets? How many? What is the square footage of the space to be used for a Micro Market?
A2	OCFS/NYSCB does have some micro-markets at other locations. These specific locations for which vending services are being solicited do not have micro-markets. Bidders are bidding on the specific locations and machines identified on Appendix D.
Q3	Who is your present Snack & Beverage Vending and Food Service provider?
A3	The current vendor at the locations listed in the IFB is Tri-Lakes Vending.
Q4	Can you provide us with any applicable contract terms for your current snack vending, beverage vending and food service providers?
A4	The current agreement term for these locations is 7/1/2022 – 12/31/2022. Please refer to Appendix A for Standard Clauses for NYS Contracts and Appendix A-1 for Standard Clauses for all NYS OCFS Contracts.
Q5	Do you have any estimated sales from vending presently in your facility?
A5	In the IFB under Gross Sales you will find the total gross sales reported for the 12-month period of 7/1/2021 – 6/30/22 which is \$155,645.85.
Q6	Could you please provide a copy of the most current monthly and annual commission reports specifying the vending gross sales, locations of equipment, commissions per machine paid by vendor for the past three years?
A6	The gross sales are reported in the IFB in the section labeled Gross Sales. The location of the machines and types of machines are also outlined in the IFB in Appendix D.
Q7	Please provide the current rate of commission received?
A7	OCFS/NYSCB is receiving 20% commission monthly of gross sales from the current Vendor.
Q8	Are you currently receiving a Minimum Annual Guarantee (MAG)? If so, how much is the current amount?
A8	No, OCFS/NYSCB is currently receiving 20% commission monthly of gross sales from the current Vendor.
Q9	Can you provide us with any corporate sponsorship or additional incentives that may currently be received?
A9	No.
Q10	What is the current vending machine pricing by product category (Chips, Candies, Cookies, Pastries, etc.)?
A10	OCFS/NYSCB does not set pricing. See IFB Section I, Subsection 7 Product and Pricing.
Q11	Is there a surcharge for credit card transactions, if so, what is the amount?
A11	OCFS/NYSCB does not determine how payments are processed by the vendors.
Q12	What is the current contract term?
A12	The current contract term is from 7/1/2022 – 12/31/2022.
Q13	Is the proposed contract term negotiable?
A13	The contract that may result from this IFB will be a 5 Year Term of 1/1/2023 – 12/31/2027.

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Q14	How often has the current vendor(s) requested a price change in the past two years?
A14	OCFS/NYSCB does not set prices, therefore, there is no record of requests for price changes.
Q15	Is any preference given to minority or disadvantaged vendors?
A15	The award of a contract pursuant to this IFB will be made to a responsive and responsible bidder based on the highest bid amount which meets or exceeds the minimum acceptable bid. See Section IV of IFB.
Q16	Can you say how many people use the machines annually?
A16	It is not possible to determine how many individual people use the machines at these locations. OCFS can only provide the gross sales numbers, which are provided in the IFB under Gross Sales.
Q17	Can you please provide a couple of pictures of your present vending machines in place?
A17	OCFS/NYSCB does not have pictures on file for these locations. It is advised that potential bidders visit the sites to learn more about these locations, if desired.
Q18	Regarding the Letter of Credit, can you please provide more detail on when that letter will need to be provided (i.e. after award of contract or with bid submission)?
A18	The successful bidder will be required to furnish on or before the service start date, an irrevocable letter of credit from a qualified financial institution. See Section III, Subsection 13 Letter of Credit.