

Responses to Questions for *IFB#2018-11 Vending Machine Services at Roswell Park*

Q1	Could you please send the bid results from the last/previous occurrence of the IFB for vending service at the Roswell Park facility.
A1	Servomation Refreshments, Inc. was the winning bidder from the previous IFB which resulted in the current contract ending on 9/30/2018. This information can be found in the Introduction (page 2) of the IFB. Details of the non-winning bidder(s) from the previous IFB is not relevant to this IFB.
Q2	Can You tell me who the current vendor is and how much they are currently paying in commissions?
A2	The current contractor is Servomation Refreshments, Inc. Per the Introduction (page 2) of the IFB, the total amount of commission the current contractor is paying over the three-year term of the contract is \$152,106.40.
Q3	Could you please provide a copy of the most current monthly and annual commission reports specifying the locations of equipment, commissions per machine paid by the vendor for the past three years?
A3	Monthly and annual commission reports are not available. See answer to question 2 for amount of commission paid. See the amended Appendix D for listing of vending machine types and locations. Amended IFB documents are available at the following website: https://ocfs.ny.gov/main/bcm/rfp.asp
Q4	Please provide the current rate of commission received?
A4	See answer to question 2.
Q5	Can you provide us with any corporate sponsorship or additional incentives that may currently be received?
A5	There are no sponsorships or incentives available.
Q6	What is the current vending machine pricing by product and location?
A6	Pricing by product/location is not available. Potential bidders should be able to ascertain this information through a site visit per IFB Section I. Part 4 – Annual Sales (page 3). See the amended Appendix D for Roswell Park contact information. Amended IFB documents are available at the following website: https://ocfs.ny.gov/main/bcm/rfp.asp
Q7	What is the current contract term?
A7	Per the Introduction (page 2) IFB, the current existing contract has a term of three-years: 10/1/2015 – 9/30/2018
Q8	Is the proposed contract term negotiable?
A8	The contract term noted in IFB Section I. Part 3 – Duration of Service (page 3) is not negotiable.
Q9	Can you provide us with the name of the current snack vending, beverage vending and food service provider and any applicable contract terms?
A9	See answer to questions 1 and 7.
Q10	How often has the current vendor(s) requested a price change in the past two years?
A10	The current contractor did not need to request any price changes as the Office of Children and Family Services, Commission for the Blind does not set the prices of the products offered for sale in the vending machines. These prices are set by the vendor.
Q11	Are there any special nutritional requirements?
A11	Yes. See Appendix E of the amended IFB and the answers to questions 15, 16 and 17. Amended IFB documents are available at the following website: https://ocfs.ny.gov/main/bcm/rfp.asp

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Q12	Are there any competing venues (convenience stores, markets, retail) that directly compete with vending?
A12	Roswell Park has a cafeteria, Dunkin Donuts kiosk, and a gift shop in the Hospital building. Potential bidders will need to determine if these venues directly compete with vending. Potential bidders should be able to ascertain this information through a site visit per IFB Section I. Part 4 – Annual Sales (page 3).
Q13	Is any preference given to minority or disadvantaged vendors?
A13	No. However, all interested bidders, including minority/disadvantaged vendors, are encouraged to submit a bid in response to this IFB.
Q14	Can you say how many people use the machines annually?
A14	This information is not available. See amended Appendix D for approximate population numbers. Amended IFB documents are available at the following website: https://ocfs.ny.gov/main/bcm/rfp.asp
Q15	Appendix D - Please define healthy options?
A15	See Appendix E in the Amended IFB for what is considered a healthy option. Amended IFB documents are available at the following website: https://ocfs.ny.gov/main/bcm/rfp.asp
Q16	Appendix D – Is there a certain percentage of vending items which should be healthy options?
A16	Yes. 25% of the vending items offered should be healthy options. The Appendix D has been amended to reflect this requirement. See Appendix E in the amended IFB. Amended IFB documents are available at the following website: https://ocfs.ny.gov/main/bcm/rfp.asp
Q17	Appendix D - Should healthy options be identified within the vending machines?
A17	Yes. Per Appendix D, healthy options offered must be clearly identifiable to the consumer.
Q18	Current Contract and Gross Revenue – What is the meaning of total contract value of \$152,106.40 for the three-year period?
A18	Per the Introduction (page 2) of the IFB, the total contract value of \$152,106.40 for the three-year period is the dollar value of the contract between the Office of Children and Family Services, Commission for the Blind and the current contractor. Stated in other words, this amount represents the dollar amount the current contractor agreed to pay the Office of Children and Family Services, Commission for the Blind over the three-year term of the contract in accordance with Section III Part 1 – Payment (page 6) of the IFB.
Q19	Current Contract and Gross Revenue – What is the meaning of \$113,899.28 in Total Gross Revenue?
A19	Per the Introduction (page 2) of the IFB, the \$113,899.28 figure represents the dollar amount of the total gross sales generated by all of the vending machines under the current contract in aggregate, as reported by the current contractor, for the twelve (12) month period of 1/1/2017 – 12/31/2017. Please note, the number of vending machines has changed, see the amended Appendix D. Amended IFB documents are available at the following website: https://ocfs.ny.gov/main/bcm/rfp.asp