



Erie County Medical Center Corporation  
RFP # 21815  
Addendum Number 1

## **Erie County Medical Center Corporation**

Addendum Number 1 to RFP # 21815

### **EXCLUSIVE POURING RIGHTS**

The deadline for submission still remains:

**Thursday, May 3, 2018 at 11am EST.**

The following questions were submitted to the Designated Contact:

- 1. Would you be able to provide sales/usage reports separately for vending (Crickler) and bottle/can business (Pepsi)?**  
ECMCC will not disclose this information at this time.
  
- 2. Are you looking for two proposals, one for shared and as well exclusive?**  
Yes.
  
- 3. What do you mean by shared, will vending be 50% and bottle/can be 50%? What do you mean by exclusive, will vending and bottle can be 100% for the winning bid?**  
We have not determined at this time what the percentages would be if it were to be shared.  
Exclusive means 100% of the contract would be awarded to the winning bid.
  
- 4. On the 6.3 proposed pricing structure are you looking for just cost of products or are you as well looking for other financial asks?**  
Both.
  
- 5. If we don't provide ice makers can that be built into the financials to purchase for fountain equipment?**  
Yes.



**6. Under general instructions can you be more specific on 8.7 “any cash discount”?**

We do not anticipate this will be relevant to this particular RFP, but as a general rule and example, if a vendor submitted a proposal with pricing of \$100 but offered a discount of \$20, we would value their proposal at \$80.

**7. Under general instructions 8.11, currently the concessionaire is Morrison Compass who we have a national contract with. Would we be able to follow the current price plan going forward?**

Possibly.

**8. Is Morrison Compass going to continue to be the concessionaire?**

At this time we are currently under contract.

**9. Product exclusions: Would we be able to offer milk products (Yup), replenishment drinks (Core Power) and wellness (Odwalla) and if not, why the exclusions?**

Please list these products as an option.