



To: All Prospective Bidders
From: Purchasing Department
Date: January 3, 2018
Subject: Inquiries and Responses
RFP#: 107-2017 Pouring Rights for the Music City Center

Inquiries and Responses:

1. Please provide 2016 & 2017 volume by flavor and package.

Soda – 20 oz bottles – approximately 600 cases
Soda – 12 oz cans – approximately 7000 cases
Teas and sport drinks – approximately 350 cases
Water – 20 oz bottle – approximately 6000 cases

2. The RFP states 20 Double Door, Visi-coolers with back loading are required. How many vending machines are onsite or will be needed?

There are currently 6 vending machines. This number is expected to remain the same.

3. In Section II – A. Scope Detail, I didn't see bottled tea listed. Is this product approved to be included in the proposal?

Bottled Tea is an exclusive product.

4. For the 300 cases of donated product; What products are you receiving now and what is the products size?

Donated product is depending on the needs at the time. The product size is 20oz bottles.

5. When is your current contract up? When can we expect the new contract to begin?

Please refer to the contract posted on website.

6. Can you provide the upcoming event schedule or number of events expected in 2018?

Please refer to event listing located at www.nashvillemusiccitycenter.com

7. Full Service Vending Volume – Please provide 2016 & 2017 Volume for your Full Service vending business separate from the Centerplate volume. Please include the Flavor and package size as well.

2016 Volume

- 20oz Carbonated Soft Drinks: 339 cases
- 20oz Non Carbonated: 34 cases
- 20oz Energy Drink: 11 cases
- 20oz Bottle Water: 19 cases
- 12oz Can Carbonated Soft Drinks: 291 cases

2017 Volume YTD

- 20oz Carbonated Soft Drinks: 331 cases
- 20oz Non Carbonated: 38 cases
- 20oz Energy Drink: 12 cases
- 20oz Bottle Water: 17 cases
- 12oz Can Carbonated Soft Drinks: 285 cases

8. Again wanted to confirm that you will need 6 vending machines total, correct? Are these vendors glass front vendors?

There are 6 vending machines and they are not glass front.

9. How many beverage choices does your vending machines provide?

Eight

10. We have two options when it comes to receiving your product orders for centerplate. Directly (our call center calls you to get your order) and Pre-sell (rep visits location and takes order). Which option would you prefer? Majority of our customers are ordering Directly.

Vending Machines are just managed by the provider, the Convenience Market (Fresh Pick) is Pre-Sell and everything else (the vast majority) is direct.

11. Can you please share the exclusive vs. non-exclusive slide that was presented during the pre-bid meeting?

Please see the pre-bid presentation posted on website.

12. Are the exclusive items listed exclusive in both the convention and retail setting?

Please see question 13.

13. The non-exclusive items will only be available in the retail setting, correct?

Correct.

14. In Tab 2, bullet point 7, the RFP reads “Provide very specific information on the proposed on site.” Can you please clarify what specific information is being requested in this bullet point?

Please disregard Tab 2, bullet point 7.

15. In Tab 4, bullet point 3, the RFP reads “Please verify if your price point will meet or exceed any contract you have with Centerplate currently.” Is this question pertaining to Centerplate agreements locally in Middle, TN.? Or nationwide?

Nationwide

16. Could you provide a couple pictures of the current double-door, visi-coolers with back loading that you are using now and have requested in the RFP so I can ensure we have this equipment available?

Please see link on website