



**South Orange County Community College District**

**RFQ&P No. 3777-2021:  
District-wide Smart Vending Machine Services**

**Addendum No. One (1)**

**August 24, 2021**

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Purchasing and Contracts Manager**

**Note:**

**All documents remain unchanged except section or parts added to, revised, deleted and/or clarified by this Addendum.**

1. The responses to the Requests for Information received as well as the responses to the questions asked during the optional pre-proposal meeting on August 17, 2021 are shown below:

Q1: Can you please clarify expectations of smart vending?

A1: The expectations for the smart vending machine services are to supplement our existing snack and drink vending machines with fresh food and coffee options – sandwiches, salads, burritos, etc.

Q2: Can you please share machine count and historical sales?

A2: We do not currently have smart vending machines.

Q3: Will this include traditional snack and vending machines as well? If yes, can you please include machine count and sales?

A3: Traditional snack and beverage vending will not be replaced by smart vending machines. The District intends to continue with its existing snack and beverage vending contracts. The expectations with the smart vending machine services is to supplement our existing snack and drink vending machines with fresh food and coffee options – sandwiches, salads, burritos, etc.

Q4: We note the pre-pandemic campus populations. Do you anticipate a smaller population as students, faculty and staff return to campus this fall? And if so, what percentage of pre-pandemic population would you anticipate for the 2021-2022 academic year?

A4: The campus population will vary depending on the level of COVID risk. In fall, the population is expected to be between 20% and 50% of the pre-pandemic levels for Saddleback College and 10% and 15% of the pre-pandemic levels for IVC.

Q5: We note the Pepsi exclusivity. Is there a list of beverages that are exclusive?

For example, we have fresh pressed juices and smoothies available. Would these be allowed? Is the exclusivity limited only to carbonated beverages and waters?

A5: The following items are excluded from the Pepsi contract: milk, flavored milk, freshly brewed coffee, freshly brewed tea, frozen smoothies, hot chocolate or powdered drink mix and water to create a coffee like drink from a dispenser, water drawn from the public water supply and bulk water coolers located in any offices, beverages which are part of a proprietary or self-branded food concept which offers specialized beverages, which includes brewed coffees, Frappuccino, espresso based drinks, their proprietary bottled lines or made to order lines, hot teas and cold tea based drinks.

A link to the agreement with PepsiCo is here: [https://soccdd.granicus.com/MetaViewer.php?view\\_id=4&clip\\_id=694&meta\\_id=115227](https://soccdd.granicus.com/MetaViewer.php?view_id=4&clip_id=694&meta_id=115227)

Q6: As related to the references requested, we partner with many colleges and universities providing a variety of service offerings from vending to home delivery to recurring meal services. Would you prefer all of our partners as reference or only those to whom we provide vending?

A6: Please include only references (especially colleges and universities) to whom you provide smart vending machine services.

Q7: As we do not know the exact terms of the contract, if those terms prove to be impractical for the awarded business to comply with, are the terms open to negotiation and if not, can we remove our submission for consideration without penalty.

A8: Terms of the awarded contract will be subject to negotiation.

Q9: Is there a minimum dollar/unit volume term that can be agreed to and in the event this volume is not met, can the machines be removed with notice, but no penalties. Right now it is difficult to determine the viability of the machines due to reduced covid occupancy rates until they are live for a period of time.

A9: The District is willing to negotiate a minimum dollar/unit volume.

Q10: In regards to Pepsi exclusivity, are we allowed to offer Pepsi products, or are no cold drinks (other than the exceptions you verbally listed) at all allowed even if they are Pepsi products. In short, can we offer Pepsi products.

A10: The awarded firm cannot sell Pepsi products. Only the excluded items from the Pepsi contract can be sold by the awarded firm.