

**July 11, 2025**

**ADDENDUM NO.: THREE**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP# SLD-1233**  
Dated: **May 2, 2025**  
Commodity: **Beverage Pouring Rights**  
RFP Closing On: **August 13, 2025 at 2:00 p.m. (Eastern)**

Please note the clarifications and/or changes made on this proposal program:

1. *Question:* Section IV-2 – Statement of Needs (*page 11*): Please confirm that your bookstore is managed by Follett.

*Answer:* Yes, the university has a contract with Follett.

2. *Question:* Section XI – Attachments (*page 35*): Please provide volume for the bookstore.

*Answer:* The bookstore does not sell beverages of any kind.

3. *Question:* Section XI – Attachments (*page 35*): If available, please share the percentage of credit card vending sales vs cash vending sales.

*Answer:* This information isn't readily available, but Aramark makes those collections through their forces. The contracted vendor would only be responsible for stocking machines and subsequent invoicing to Aramark directly.

4. *Question:* Section II-G.1 – Background (*page 8*): Please provide additional detail around your beverage vending operations and how Aramark plays a role in this process.

*Answer:* Aramark Vending coordinates 100% of the vending on campus. Currently, Pepsi stocks vending machines through their forces for beverages and drinks.

5. *Question:* Section IV-E – Statement of Needs (*page 14*): Is any athletics inventory included with our sponsorship or should that be a separate line item within our proposal?

*Answer:* Offerors should provide this as a separate line item in their proposal.

6. *Question:* Will the Athletics Department purchase products directly from the beverage provider? Or from Aramark?

*Answer:* Athletics purchase products directly from the contracted beverage provider.

7. *Question:* Will any campus groups/departments purchase products directly from the beverage provider?

*Answer:* Yes, if there is a need for beverages, departments may also make purchases directly from the contracted beverage provider.

8. *Question:* Would the university be open to granting a single beverage category supplier, such as an energy drink supplier, limited sales or marketing rights on campus?

*Answer:* No. In accordance with the RFP, the university will make contract award to one contractor for exclusive beverage and vending rights.

9. *Question:* Will the university be open to carving out the energy drink category from the main beverage RFP?

*Answer:* No, the university will not be separating or carving out the energy drink category from the RFP.

10. *Question:* Can the university provide a more detailed breakdown of sales data by beverage category (e.g., energy drinks, carbonated soft drinks)?

- a. Is the quantity measured in units or 24-pk cases?
- b. Will the data include vending sales, and will those figures be specified separately?

*Answer:* Attached is the case size of the various Pepsi products we sell (*Exhibit A*). The number of cases was provided in the RFP as *Attachment E, Usage and Equipment Data*. The quantity is measured in 12-pk cases according to the attached case sizes for Celsius. The vast majority of energy drinks are vending, but not broken down between the convenience stores separately.

11. *Question:* Will the university host on-campus presentations for selected suppliers to present their proposals? If so, what is the anticipated timeline for those presentations?

*Answer:* This cannot be determined ahead of the RFP closing and the evaluation of proposals that may be received.

12. *Question:* How frequently does Pepsi currently service campus outlets for product delivery?

*Answer:* Pepsi is on campus daily to fill vending machines and two times per week for delivery to Dining locations.

Signify receipt of this addendum by initialing "Addendum # 3" on the signature page of your proposal.

Sincerely,



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Exhibit A

<b>Product</b>	<b>Size</b>	<b>case size</b>
Pepsi & assorted sodas	20oz	24
Propel	20oz	12
Life Water	20oz	24
Lifewater	700ml & 1L	12
Bubly	12oz	3 / 8packs
Gatorade Water	20oz, 700ml, & 1L	12
Pepsi & assorted sodas	2 Liter	8
Aquafina alumiktek	16oz	24
Aquafina	20oz	24
Aquafina	1L	15
Gatorade	28oz	15
Gatorade	20oz	24
Starbucks Frappucino	13.7oz	12
Starbucks Doubleshot	15oz	12
Starbucks Tripleshot & Cold Brew	11oz	12
Propel	1L	12
Gatorlyte	20oz	12
Pepsi & Lipton Fusions	16oz	12
Brisk	1L	15
Pure Leaf Tea	18.5oz	12
Yoo-Hoo	15.5oz	24
VitHit	16.9oz	12
Spring Water	1 Gal	6
Dole Juice	15.2oz	12
Pepsi & assorted sodas	12 pack cans	2
Muscle Milk	14oz	12
Bubly Burst	16.9oz	12
Starbucks Iced Energy	12oz	12
Rockstar	16oz	12
Celsius	12oz	12
Celsius Essentials	16oz	12
Naked Juice	15.2oz	8