

**Intent to Negotiate  
Vending Services, Drink and Snack  
6-2015/2016**



**PENSACOLA  
STATE COLLEGE**

**Notice of Negotiation Phase**

**Offers are due by 2:00pm eastern, October 16, 2015 to [Purchasing@PensacolaState.edu](mailto:Purchasing@PensacolaState.edu).**

The Evaluation Committee has determined to proceed with negotiations as follows:

**Snack Only:**

Buffalo Rock Co. Pensacola Division  
Coca-Cola Bottling Company United  
R&R Vending

**Drink Only:**

Buffalo Rock Co. Pensacola Division  
Coca-Cola Bottling Company United

**Snack and Drink Combined:**

Buffalo Rock Co. Pensacola Division  
Coca-Cola Bottling Company United

All proposers should submit separate offers for each of the divisions listed above for which they choose to be considered. Proposers should utilize the attached form for their offers for each of the divisions listed above.

During the committee evaluations, the following factors were considered as potential offering the college would like to consider:

- Ability to post events as a digital display on the machines
- Customizability of logos etc. on the vending machines
- Frozen/Ice cream options
- Linking the school store for giveaways
- Linking athletic event giveaways with the machines
- Additional student engagement options
- Increases in commissions based upon growth
- Incentives for bookstore, concession, and food service usage of product
- Coupons for student for free product
- Options for Coolers, Recycle bins, and Ice machines for athletics
- Smart, top-of-the line machines in both snack and drink categories

Should proposers have any questions, please submit questions by 2:00pm eastern, October 13, 2015 to [Purchasing@PensacolaState.edu](mailto:Purchasing@PensacolaState.edu)

**Offer: Snack Only**

**Vendor Name:** \_\_\_\_\_

Snack, Ice Cream and Coffee Vending		
Monthly Commission Rate	_____	% of Coffee Sales
Monthly Commission Rate	_____	% of Snack Sales

Sponsorship		
Signing Bonus	_____	\$ One Time
Discretionary Cash	_____	\$ Per Contract Year
Provide and Maintain Scoreboards	_____	\$ For Term of Contract
Scholarships	_____	\$ Per Contract Year
Marketing Fund*	_____	\$ Per Contract Year
Free Product**	_____	\$ Per Contract Year
Other In-Kind Support	_____	\$ Per Contract Year

\* Vendors should include a list of the items proposed and the approximate value.

\*\* Please include the list price dollar value associated with the free product.

**Offer: Drink Only**

**Vendor Name:** \_\_\_\_\_

Cold Beverage Vending			
	Carbonated	Non-Carbonated	Energy Drinks
Monthly Commission Rate			% of Sales
Advanced Commissions			\$ Per Contract Year

Sponsorship	
Signing Bonus	_____ \$ One Time
Discretionary Cash	_____ \$ Per Contract Year
Provide and Maintain Scoreboards	_____ \$ For Term of Contract
Scholarships	_____ \$ Per Contract Year
Marketing Fund*	_____ \$ Per Contract Year
Free Beverages**	_____ \$ Per Contract Year
Other In-Kind Support	_____ \$ Per Contract Year

\* Vendors should include a list of the items proposed and the approximate value.

\*\* Please include the list price dollar value associated with the free product.

**Offer: Snack & Drink Combined**

**Vendor Name:** \_\_\_\_\_

Snack, Ice Cream and Coffee Vending		
Monthly Commission Rate	_____	% of Coffee Sales
Monthly Commission Rate	_____	% of Snack Sales

Cold Beverage Vending				
	Carbonated	Non-Carbonated	Energy Drinks	
Monthly Commission Rate				% of Sales
Advanced Commissions				\$ Per Contract Year

Sponsorship		
Signing Bonus	_____	\$ One Time
Discretionary Cash	_____	\$ Per Contract Year
Provide and Maintain Scoreboards	_____	\$ For Term of Contract
Scholarships	_____	\$ Per Contract Year
Marketing Fund*	_____	\$ Per Contract Year
Free Snacks & Beverages**	_____	\$ Per Contract Year
Other In-Kind Support	_____	\$ Per Contract Year

\* Vendors should include a list of the items proposed and the approximate value.

\*\* Please include the list price dollar value associated with the free product.