DATE: June 4, 2010

TO: All Prospective Proposers

FROM: Sharon Quinn

RE: UMBC's Cold Beverage Contract – BC-20660-Q
ADDENDUM # 2

The following amends the above referenced RFP documents. Receipt of this addendum must be acknowledged by completing the enclosed "Acknowledgement of Receipt of Addenda" form and submitting it along with the Technical Proposal you return to the University.

The due date and time for the Technical & Price Proposals to be submitted to the University remains as THURSDAY, JULY 8, 2010 by 2:00 p.m. to the issuing office.

The due date and time for questions to be submitted to the University for a response has been EXTENDED to Thursday, July 1, 2010 by 5:00 p.m.

A. The Pre-Proposal Meeting was held at the University on Thursday, May 13, 2010 and the following questions were submitted for a response:

1. QUESTION: Who is the current vendor that provided the athletic Scoreboards?

   ANSWER: Datronics

2. QUESTION: Given that there are five (5) different areas within the Financial Proposal, is there any weight given to which areas are the most important?

   ANSWER: While there are five (5) separate components within the Financial Proposal, they support three (3) critical programs at UMBC: Institutional Advancement, Athletics and Campus Card. UMBC considers each of these three (3) programs as essential and of equal importance with respect to this bid.
3. QUESTION: Does UMBC have off-campus acceptance of the Campus One-Card?

ANSWER: UMBC has some local business partners who do accept the Card, but this “outreach program” is not being actively promoted at this time. Over the next five (5) years we may promote it again, but there are no specific plans at this time. UMBC’s Student Government Association (SGA) also runs a program that solicits local business to offer some type of discount/incentive if the Card is presented. This is an on-going program that is much larger than the aforementioned Campus Card outreach program.

4. QUESTION: Can the Card Readers be installed in the field?

ANSWER: UMBC is moving to an IT-based reader format. We anticipate the required system upgrade that allows use of the new reader format to be completed by January 1, 2011. Due to the extension of this RFP process, and the eventual contract award, all Card Readers are to be installed before being delivered and installed at the University. Section III, Item I, “Scope of Work / Requirements For Exclusive Pouring Rights At UMBC”, 4.1, of the bid has been revised to reflect this change.

5. QUESTION: Who is the contact person the CBORD?

ANSWER: Steve Gresham, 804-564-5314, steve.gresham@cbord.com

6. QUESTION: How is the Minimum Guarantee to be paid?

ANSWER: This is annual amount which is to be paid on a monthly basis. In Section III, under Item J, “Financial Terms and Conditions”, Item 1b-iv, on page 24, addresses the Monthly Commission Reports required.

7. QUESTION: Are there any plans for expansion over the next five (5) years?

ANSWER: Yes, we will be starting Phase I of the Performing Arts and Humanities Building which will be the largest building on the Campus (170,000 sq. ft.). We will also have an addition to Patapsco Hall which will be starting this summer. The long range plan may be aggressive when dollars become available.
8. QUESTION: Are there any other locations we need to be aware of for vending?

ANSWER: The Columbus Center has just recently joined the UMBC Community and the UMBC Campus Card will be used there. We are still in the initial stages of this conversion and we may assume the vending at that location within the next 6 months to year.

The South Campus has a Training Center that has requested replacement of the current vending machine with a cooler to allow for the “free” dispensing of beverages purchased from the vendor by the Training Center.

9. QUESTION: Is there an opportunity for “Branded Cups”?

ANSWER: It is assumed that all dispensed product, except for certain noted campus and franchise branded operations, will normally be distributed in branded cups purchased by Dining Services through the vendor as part of the exclusivity of the contract. Reference to “generic” cups in the bid is intended to cover campus/departmental functions handled in-house, not involving the use of Dining Services.

10. QUESTION: Have you thought about using compostable cups/lids?

ANSWER: We have been approached by a member of the Student Dining Committee & Sustainability Group on this topic and there is a revised Financial Proposal issued as a part of this Addendum, which will include an opportunity for pricing this to the University. This will be an option for UMBC to consider, but we don’t want to cause any hardship to our foodservice vendor.

11. QUESTION: Could you please verify the 2009 product sales under the “Dining Services” listed in Section III, Item F, “Product Sales”.

ANSWER: The BNB and bottle/can counts that appear under Dining Services in Section III, Item F, have been verified as accurate by Dining Services. These values represent actual product consumption regardless of source of purchase (vendor/distributor).

12. QUESTION: Is it possible for us to get the Forms in MSWord Format?

ANSWER: Yes, these forms have been posted on the UMBC eBid Board in the MSWord format as part of this addendum.
13. QUESTION: The University is requesting a lot of information from the vendors under this solicitation and we would like to request an extension. Any time you can give us would be appreciated.

ANSWER: Per Addendum # 1, this request has been granted and the revised dates are listed below in this addendum.

B. Based on Addendum # 1, dated 05/21/10, and the extension of the University’s Procurement Process, the Procurement Schedule has been revised as follows:

<table>
<thead>
<tr>
<th>Deadline for Questions</th>
<th>5:00 PM</th>
<th>Thursday, July 1, 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical &amp; Financial Proposals</td>
<td>2:00 PM</td>
<td>Thursday, July 8, 2010</td>
</tr>
<tr>
<td>Oral Presentation Sessions</td>
<td>TBD</td>
<td></td>
</tr>
<tr>
<td>Anticipated Award</td>
<td>Late October</td>
<td></td>
</tr>
<tr>
<td>Contract Start Date</td>
<td>January 1, 2011</td>
<td></td>
</tr>
</tbody>
</table>

C. The “Technical Proposal Forms” found in Appendix A and the “Financial Proposal Forms” found in Appendix B have been posted to the University’s eBid Board in MSWord for your convenience. The revised Financial Proposal Form is posted.

D. The Contract found in Appendix C has been updated and is also posted on the eBid Board. DELETE the Contract found in Appendix C and REPLACE with the Contract posted on the eBid Board.

E. In Section III, under Item I, “Scope of Work / Requirements For Exclusive Pouring Rights At UMBC”, ADD 2d. (noted below):

(D) 2d. It is highly desirable that the successful bidder partners with UMBC in supporting campus sustainability initiatives. As a signatory of the ACUPCC (American College and University President’s Climate Commitment), UMBC has taken a prominent role in fostering environmental consciousness and responsibility. In support of these efforts, the campus would welcome the provision, in part or in toto, of affordable (branded) compostable cups/lids on the dispensing side of operations. It would be our desire that this partnering would yield pricing at or near the current market value of equivalent non-compostable products. Biodegradable, non-toxic paper based products are recommended/acceptable as these tend to be less expensive than PLA based products. A cost comparison chart of available compostable/non-compostable products should be included with the bid.
F. In Section III, under Item B, “Goals Of The University”, DELETE the last paragraph, under Item 8 and REPLACE with:

“It is anticipated that the University shall make an award for this procurement in late October 2010. The current contract will be extended to December 31, 2010. It is required that the awarded firm have their program in place and all vending machines fully operational by January 1, 2011 and before Winter 2011 move-in, which is January 24, 2011. These dates may be changed at the University’s option.”

G. In Section III, under Item I, “Scope of Work / Requirements For Exclusive Pouring Rights At UMBC”, Item 2c, ADD as the last sentence to this item: “This Joint Venture is to be completed no more than 45-days after the award of the contract.”

H. In Section III, under Item I, “Scope of Work / Requirements For Exclusive Pouring Rights At UMBC”, Section 4.1: DELETE the last paragraph and REPLACE WITH:

The successful bid must place an order for the full quantity of required readers within 30 days of contract award to allow adequate lead time for delivery. Card readers should be installed on all machines prior to installation. Unless documented technical issues exist, failure to achieve 100% reader functionality prior to the start of the Spring 2011 semester may be subject to the conditions set forth in Section I, 7b, as the machines with non-functioning readers will be considered in “need of repair” and “outside the specified time frame for repair”, subject to any applicable penalty for non-compliance with the terms of this agreement.

I. The revised Financial Proposal is included as a part of this Addendum and is posted on the University’s eBid Board, as Appendix B.

Enclosures: Acknowledgement of Receipt of Addenda Form

Revised Financial Proposal Form – on UMBC eBid Board

Cc: Procurement File

END OF ADDENDUM # 2 DATED 06/04/10
This addendum was posted on the University’s eBid Board and eMaryland Market on 06/04/10. (Original with enclosures were not mailed)
RFP NO.: BC-20660-Q

PROPOSALS DUE DATE: THURSDAY, JULY 8, 2010 AT 2:00 P.M.

PROPOSAL FOR: UMBC'S COLD BEVERAGE CONTRACT

NAME OF BIDDER: ________________________________

ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA

The undersigned, hereby acknowledges the receipt of the following addenda:

Addendum No. 1 dated 05/21/10
Addendum No. 2 dated 06/04/10
Addendum No. ______ dated ______
Addendum No. ______ dated ______
Addendum No. ______ dated ______

As stated in this Addendum, this form is to be returned within your Technical Proposal.

__________________________
Signature

__________________________
Printed Name

__________________________
Title

__________________________
Date

END OF FORM