Listed below are vendor questions that were received prior to the requested deadline and their corresponding answers to RFB# AA16-RH-5058 – Contract: Items for Resale in Markets, Convenience Stores and Cafes at UMass Amherst per the following specifications or approved equal.

The bid opening date will remain as originally scheduled for – July 22, 2015 @ 1:00 pm EDT

**Question #1:** Items contained within the “Market Operation Usage 5-2014 to 5-2015” that have been discontinued by the manufacturer and for which there is no replacement … how should they be handled?

**Answer #1:** Please make this clear on the spreadsheet.

**Question #2:** Items contained within the “Market Operation Usage 5-2014 to 5-2015” that are discontinued but a replacement alternative is available (i.e.: A 6.0 oz. size is no longer available but there is a 5.0 oz. size available) … how should they be handled?

**Answer #2:** Please make this clear on the spreadsheet and include all pertinent information.

**Question #3:** Private label items (Good Sense) … we have a private label equivalent. How should they be handled?

**Answer #3:** Please make this clear on the spreadsheet, indicating all pertinent information. Please also include any point of sale information you may have about the equivalent product.

**Question #4:** Are payments from the University made via EFT / ACH?

**Answer #4:** EFT payments can be set up with our central accounts payable department.

**Question #5:** What are the current primary delivery days for the business units?

**Answer #5:** We would like 5 day/week delivery with Saturday options.

**Question #6:** What percentage to total purchase dollars from the incumbent supplier do the top 330 items in the “Market Operation Usage 5-2014 to 5-2015” represent for the same time period?

**Answer #6:** 60%, but these numbers are not guarantees on future product sales.
Question # 7: Scheduled Percentage Mark-Up – Does the University require one mark-up percentage for all product categories, or can mark-ups vary by category based upon a defined schedule of categories and mark-ups?

Answer # 7: The bidder must decide.

Question # 8: Can up provide communication protocol and format specifications for interface with the FoodPro Menu Management System?

Answer # 8: We are looking for partners that are willing to interface with Food Pro. For more information please visit www.foodpro.com

Question # 9: Items such as Specialty Foods, which we have an extensive offering for but are not contained within the RFB … is there an option to bid on those?

Answer # 9: Please bid on the items specified. If you have additional products that may be of interest to the University, please include information in your bid that reflects that.