

MONTGOMERY COLLEGE - OFFICE OF PROCUREMENT  
REQUEST FOR PROPOSAL TITLE: POURING RIGHTS  
RFP NUMBER: E525-009  
RFP CLOSING DATE AND TIME: MARCH 24, 2024 at 3:00 P.M.



**ADDENDUM #1**

Issued: March 11, 2025

**ADDENDUM FOR THE PURPOSE OF:**

1. To extend the RFP closing date and time to March 24, 2025 at 3:00 pm EST.
2. Replace original section 2.2.4 with the following clarifying language:

*“A food service management contract will be awarded under separate Request for Proposal, to commence on July 1, 2025. The contractor providing food services in the College’s cafeterias, concessions and at catering events, will be instructed to provide only the brands which fall under the pouring rights contract, except as noted in Special Terms and Conditions. All sales to the food service manager service provider will be coordinated between the food service provider and the pouring rights service provider.”*

3. To provide College response to vendor questions.

**All other specifications, terms and conditions remain unchanged.**

A handwritten signature in black ink, appearing to read 'Patrick Johnson', written over a horizontal line.

**Patrick Johnson, MBA, CPPB**  
Director of Procurement

Please **sign** below to acknowledge receipt of this Addendum and return with the proposal. Failure to return this Acknowledgement of Addendum may deem a proposal nonresponsive.

**NOTE:** All proposals **MUST BE RECEIVED electronically** by 3:00 PM Eastern Standard Time on March 24, 2025.

Electronic proposal and addendum or addenda shall be sent to the following email address prior to the submittal deadline date and time: [vendor.proposals@montgomerycollege.edu](mailto:vendor.proposals@montgomerycollege.edu). **No responses will be accepted after this date and time.**

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed/Typed Signature

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QUESTION:	ANSWER:
1.) What is the intent of Attachment G – Mid Atlantic Purchasing Team Rider Clause? Is it the intention that these entities would be entitled to the pricing provided within our proposed agreement only? We currently have agreements with some institutions that could potentially cause a conflict.	Where the <i>Rider Clause</i> does allow for other state educational institutions, and public agencies to take advantage of the terms and benefits of the resulting contract, the Contractor maintains its right to take exception to any institution noted in the clause to avoid any potential conflicts of interest.
2.) Can you please provide one full year of Coke Bottle & Can and Fountain sales by package and flavor for the three campuses?	This information is not available.
3.) Is the Slingshot Bookstore at the Rockville Campus covered under the Pouring Rights RFP?	Yes, the Pouring Rights contract will extend to the Slingshot Bookstore’s beverage sales only.
4.) What is the revenue for 2024 for all vending machines? If the revenue can be broken down by machine, that would be great. If not, the total revenue for 2024 is just fine?	This information is not available.
5.) What is the current pricing in the vending machines currently?	Beverage pricing is as follows: Soft Drinks 12oz Cans \$2.00; Water 20oz Bottles \$2.50; Soft Drinks 20oz Bottles \$2.50; 100% Juices 16oz \$3.00; 20oz Sport Drinks \$3.00; 20oz Vitamin Waters \$3.00; Specialty Teas \$3.00; Energy Drinks \$4.00 - \$5.00; and Premium Drinks & Coffee \$4.00 - \$5.00.
6.) Are we able to do some site visits at the college to review the current state of equipment? If so, advise on procedure(s) follow.	Offerors are more than welcome to visit College site. However, please be reminded that the resulting contract is strictly for exclusive beverage pouring rights.
7.) Under Section 2.2, it states that this contract is for a beverage vendor for exclusive <b>pouring rights</b> , but under the list of equipment it lists beverage, snacks and fresh food vending options. Is this contract being awarded for just beverages or for all vending machines? Usually when it is pouring rights, it’s sent to Coke and Pepsi to bid for exclusive pouring rights and they provide more than just vending machines. There is also mention of food service management company in section 2.2.4.	This contract is for exclusive beverage pouring rights, only. Refer to item 2 on addendum cover page.

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<p><b>Please review all of sections 2.2 to include 2.2.1 through 2.2.4.</b></p>	
<p>8.) Section 4.1.2, the technical proposal is blacked out on points for evaluation. Are we not being scored on technical proposal?</p>	<p>Per the Evaluation Criteria, item numbers 4.1.2.1a and 4.1.2.1b represent the overall technical score.</p>
<p>9.) Section 6- Revenue proposal: I think you referenced this entire RFP off of a Pouring rights RFP versus Full-Line Vending. Can you re-evaluate this criterion?</p>	<p>The Pouring Rights contractor will <u>not</u> have to manage vending machines. The vending machine contractor will operate vending machines, and they will offer beverages, per the awarded Pouring Rights contract.</p>

\*\*\*\*\***END OF QUESTIONS AND ANSWERS**\*\*\*\*\*