



PROPOSAL EVALUATION SCORESHEET

Pouring Rights Request for Proposal California State University, Stanislaus

Technical Reviewer: Committee Consensus*

Proposer Name: Pepsi Beverage Company

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TAB 1 - Service Plan / 40 points Maximum		
	Max Pts / Item	SCORE
1. Provide all necessary service and repair of equipment. Service shall be available twenty four (24) hours per day seven (7) days a week and at no cost to the University.	8	8
2. Response time to provide service of all equipment shall be within 4 to 8 hours of call for service.	8	8
3. Perform preventative maintenance and regular service audits on all equipment. All service calls and all replacement parts will be at no charge to the University.	8	8
4. Equipment supplied to support retail sales must be new and remain state of the art and designed to maximize energy efficiency throughout the term of the agreement.	8	8
5. Responsible for making refunds of monies lost due to malfunctions of vending machines within forty eight (48) hours. Establish process that will be in place to distribute those refunds.	8	7
40 points Maximum Subtotal Points for Service Plan		39

TAB 2 - Value Added Plan/ 120 Points Maximum		
	Max Pts / Item	SCORE
1. Incentives, scholarships, sponsorships which benefit the University or enhance the overall value of the partnership.	40	37
2. Provide support during special, high-visibility events; such as the 4th of July Celebration, Commencement and Shakespeare Under the Stars.	20	16
3. Provide marketing support.	20	16
4. Product Donations	20	20
5. Other Incentives and partnerships	20	18
120 points Maximum Subtotal Points for Value Added Plan		107

TAB 3 - Financial Proposal-Cost of Product/ 100 Points Maximum		
	Max Pts/ Item	SCORE
1. Provide detailed product list with maximum variety.	24	23
2. Provide best product pricing.	36	28
3. Adhere to national and/or corporate pricing agreements with the Universities food and bookstore contractors.	20	20

4. Vended product pricing must be equal to or less than vended product pricing off campus.	20	20
100 points Maximum Total Points for Financial Proposal- Cost of Product		91

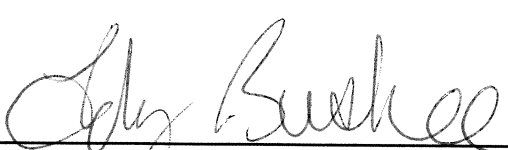
TAB 3 -Financial Proposal- Commission / 100 Points Maximum		
	Max Pts/ Item	SCORE
1. Provide detailed payment schedule for all rights listed under section II.	40	38
2. Provide the premium, if any, assigned to gaining the aggregate exclusive rights as sole beverage supplier to the University.	8	5
3. Provide detailed commission schedule for all vended products.	32	32
4. Athletic Department sponsorships, cash guarantee and products	20	20
100 points Maximum Total Points for Financial Proposal- Commission		95

TAB 4 - Bidder Presentation / 20 Points Maximum		
	Max Pts/ Item	SCORE
1. On time and prepared for presentation.	8	8
2. Provided clear goals from partnership.	12	10.5
20 points Maximum Total Points for Bidder Presentation		18.5

TAB 4 - Proposer Information, Reference / 20 points Maximum		
	Max Pts/ Item	SCORE
1. List of all comparable client's indicating the length of service at each account.	12	12
2. List of all comparable client's lost within the last three years.	8	8
20 points Maximum Total Points for Proposer Information, Reference		20

Total Points Proposal / 400 points Maximum	Max Pts	Score
Total Points Technical Proposal	400	370.5

The undersigned members of the Pouring Rights RFP Evaluation Committee certify that this is a true summary of the quality points agreed upon.



 Signatures