



UCF



Response to ITN

Prepared by Canteen

JANUARY 18, 2022

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Canteen does not provide services within any correctional facilities, nor does any other Compass Group operating company in the United States.

This proposal, designed specifically for the University of Central Florida, is confidential and proprietary to Compass Group USA Inc. (Compass). Any unauthorized dissemination to others outside your organization would irreparably harm Compass and entitle Compass to judicial equitable relief, including injunction and specific performance. This proposal is valid for 120 days after its presentation and/or delivery to you.

canteen.com



Executive Summary

University of Central Florida is one of the most selective public research universities in the country. As such, Canteen would be honored to be chosen as your partner for snack vending services.

Canteen is the largest unattended retail provider in the United States. For more than 90 years, we have developed a reputation not unlike yours – fierce and passionate competitors who offer our clients unmatched value and return on investment. Through our expertise and experience, we can offer University of Central Florida a partnership that exceeds your expectations today and far into the future.

Based on our review of the scope of work, we understand the following are most important to University of Central Florida:

COMMISSION/INCENTIVES AND PROVIDING SERVICES PLAN

The value of a partnership with Canteen goes beyond dollars and cents, but we are excited to offer UCF guaranteed upfront **\$1 million** for an eight-year contract (payment to UCF at the completion of the install). Or, Canteen will offer UCF a guaranteed upfront \$125,000 each year for a four-year contract.

Canteen will pay a commission of 32.3% of sales for snack vending, 20% of sales for coffee and 10% of sales for fresh food items.

We would like to integrate the UCF Card (i.e., Knight Cash) into your vending program. This would provide a larger return to University of Central Florida, as we've seen success with other higher education clients using their Gator1 Card and the MDCard.

Additional program benefits are highlighted below.

CUSTOMER SERVICE

We place a strong emphasis on customer service to ensure we are not only meeting the needs of our clients, but engaging customers and providing customized, trend-forward solutions. In addition to the regional and corporate support we will provide UCF, there will also be a dedicated account manager for the vending at each campus. Should there be any concerns with the program or issues with the equipment, this account manager is just a phone call away.

That said, we also rely heavily on technology to provide you with superior customer service. Through programs such as OneTicket, Smart Service and i-vend, we are able to seamlessly manage equipment, inventory, refunds, maintenance and even product recalls as needs arise. Further, each vending machine has a Connect label affixed to it, allowing customers to scan a QR code and provide feedback in real time - and letting us respond in kind!



PRODUCT OFFERINGS

Nearly 69,000 people attend University of Central Florida. You need a partner who can provide the variety such a diverse population requires.

Canteen offers the choice of hundreds of selections all at a great value, ranging from traditional snack items to healthier options. We also have a wide assortment of sandwiches, salads and even non-food items such as masks, gloves, wipes and hand sanitizer. No matter what you need, we will make sure to keep it stocked - and offer it in any required service style with varied payment options, including Apple Pay and Google Pay.



SUPPLIER EXPERIENCE

With over 225,000 connected vending machines at more than 200 locations across the country, we are confident Canteen can customize a program that meets all the needs of University of Central Florida. We currently service many universities across the U.S., including: University of Florida, Miami Dade College, Valencia College, Duke University, Texas A&M, The University of South Carolina, and Virginia Tech. Moreover, as part of Compass Group, the largest food and support services company, we are able to provide our clients with unmatched support and resources.

UNIVERSITY OF CENTRAL FLORIDA COMES TO WIN, AND SO DOES CANTEEN

UCF is known for being a dominant force both in academics and athletics. With your success comes the expectation to continue pushing forward, and Canteen can help move your vending services to the next level. We will provide a customized program built on product variety, customer service and unsurpassed value – a truly win-win partnership.

Thank you for the opportunity to respond to your bid, and we look forward to becoming part of the Knights family.

PART 1

Experience, Qualifications and References of Proposer

A. The Proposer should provide a general statement of experience, which should include a verifiable statement and description of the Proposer's experience in providing vending services to a university and/or large multi-building facility.

Our Experience



Compass Group is the largest food and support services company in the world with \$15.3 billion in annual revenue as of fiscal year 2021.

We serve award-winning restaurants, corporate cafes, hospitals, schools, arenas, museums and more. As a conglomerate of over 25 unique brands that employs nearly 260,000 associates, Compass Group North America is recognized as the foodservice leader known for investing in communities and people.



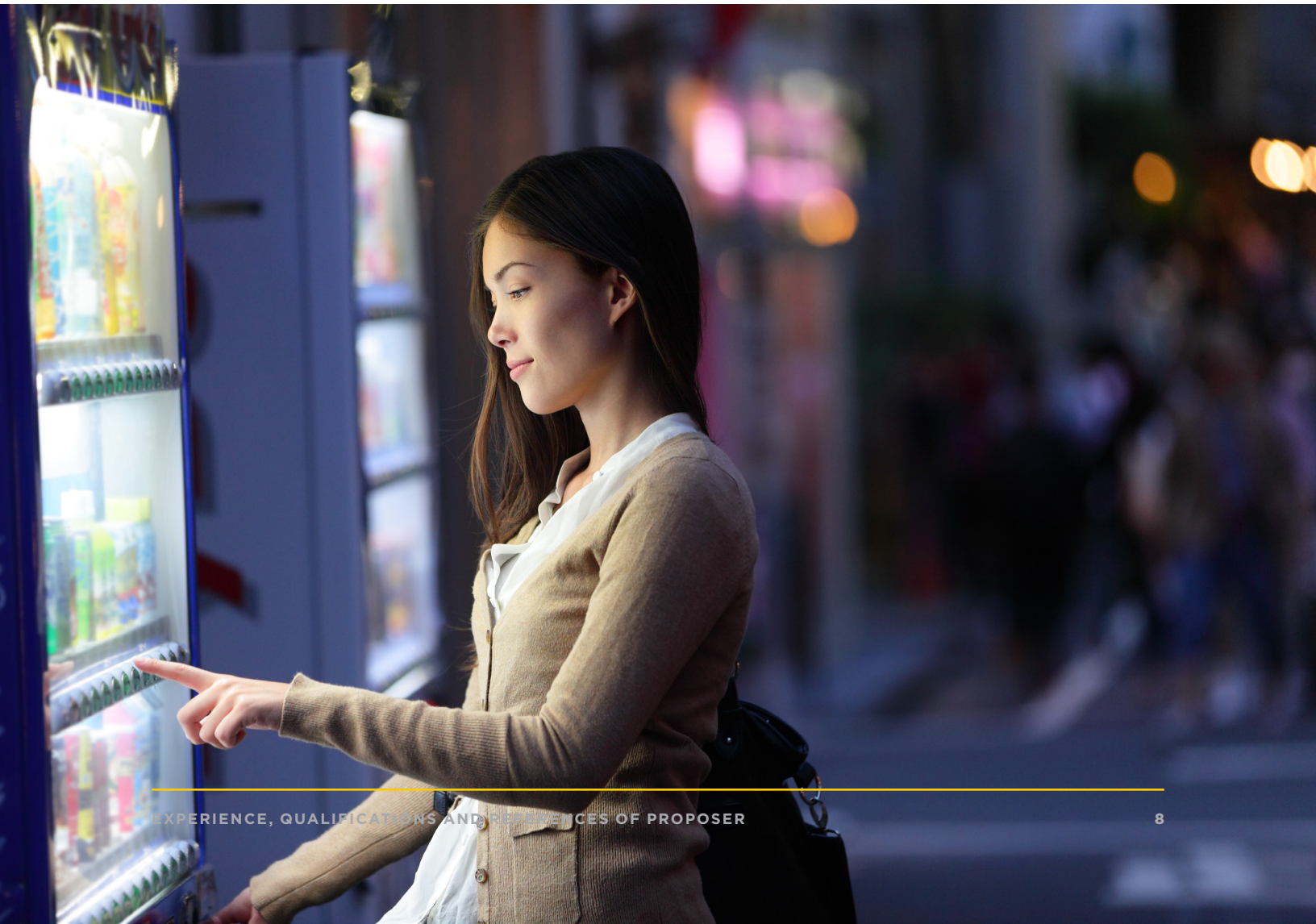
Graphic 1.1

B. Ability of Proposer's organization to meet the vending needs of the main campus of UCF and affiliated locations in Orlando.

We are the largest vending services company in the nation, feeding you during those unexpected moments when you crave a snack or satisfying meal.



Our innovative solutions, wellness initiatives, unmatched service and customization opportunities have kept us as a leader in the industry since it began. We're reliable partners who provide the best service in the industry – we keep vending machines stocked, clean and running smoothly. From coast to coast with our network of corporate and franchise branches, we can provide the same great vending services no matter where you're located.





C. List primary officers and support staff of the organization.



COMPASS GROUP OFFICERS AND PROFILES

GARY GREEN, Chief Executive Officer

ADRIAN MEREDITH, Chief Financial Officer

FEDELE BAUCCIO, Co-Founder and CEO, Bon Appétit Management Company

PALMER BROWN, Chief Strategy Officer

PETER FETHERSTON, CEO, Canteen

DENNIS HOGAN, CEO, Foodbuy

SAAJID KHAN, CEO, Compass Group Canada and ESS North America

AMY KNEPP, Executive Vice President, Strategic Alliance Group

CHRIS KOWALEWSKI, Chief Growth Officer

BOBBY KUTTEH, CEO, Compass One Healthcare

ANDY LANSING, President and CEO, Levy Restaurants

SCOTT N. MACLELLAN, CEO, TouchPoint Support Services, Morrison Living

JENNIFER MCCONNELL, Executive Vice President, General Counsel

LISA MCEUEN, CEO, Chartwells Higher Education

CINDY NOBLE, Chief People Officer

TIM PIERCE, CEO, Morrison Healthcare

RICK POSTIGLIONE, Chief Operations Officer

JUGVEER RANDHAWA, CEO, Compass Digital Labs (CDL)

GARY SNYDER, CEO, Compass Education

WARREN M. THOMPSON, President and Chairman, Thompson Hospitality

CANTEEN EXECUTIVE TEAM



Peter Fetherston

CEO

Peter is responsible for the continued growth of Canteen and is focused on creating exceptional partnerships that bring people together.



Neil Donahue

SVP Sales

Neil leads a sales team of 160 leaders focused on opportunities for markets, vending, coffee and office snacks solutions in the United States and Canada.



Michael Coffey

SVP Strategic Initiatives

Michael supports clients with IT development, market implementation and innovation, and technology solutions for on-demand retail.



David Goldring

CFO

David is responsible for all financial and accounting related business including acquisitions, contracts, mergers and compliance.



Phil Richard

President, Canteen One

Phil has been with Compass for over 20 years, leading a national account team that manages almost \$1B of business with a 99% retention rate.



Steve Luccia

President, Southeast Division

Steve currently manages over 15 branches and 100 dining centers across Alabama, Tennessee, South Carolina, Western North Carolina and Florida.

Food and Coffee Experts



Michael Kloug

CEO, Tradecraft

As CEO of Tradecraft, Michael seeks innovative partners, up-and-coming brands and local offerings that create unique opportunities for clients.



John Fourqurean

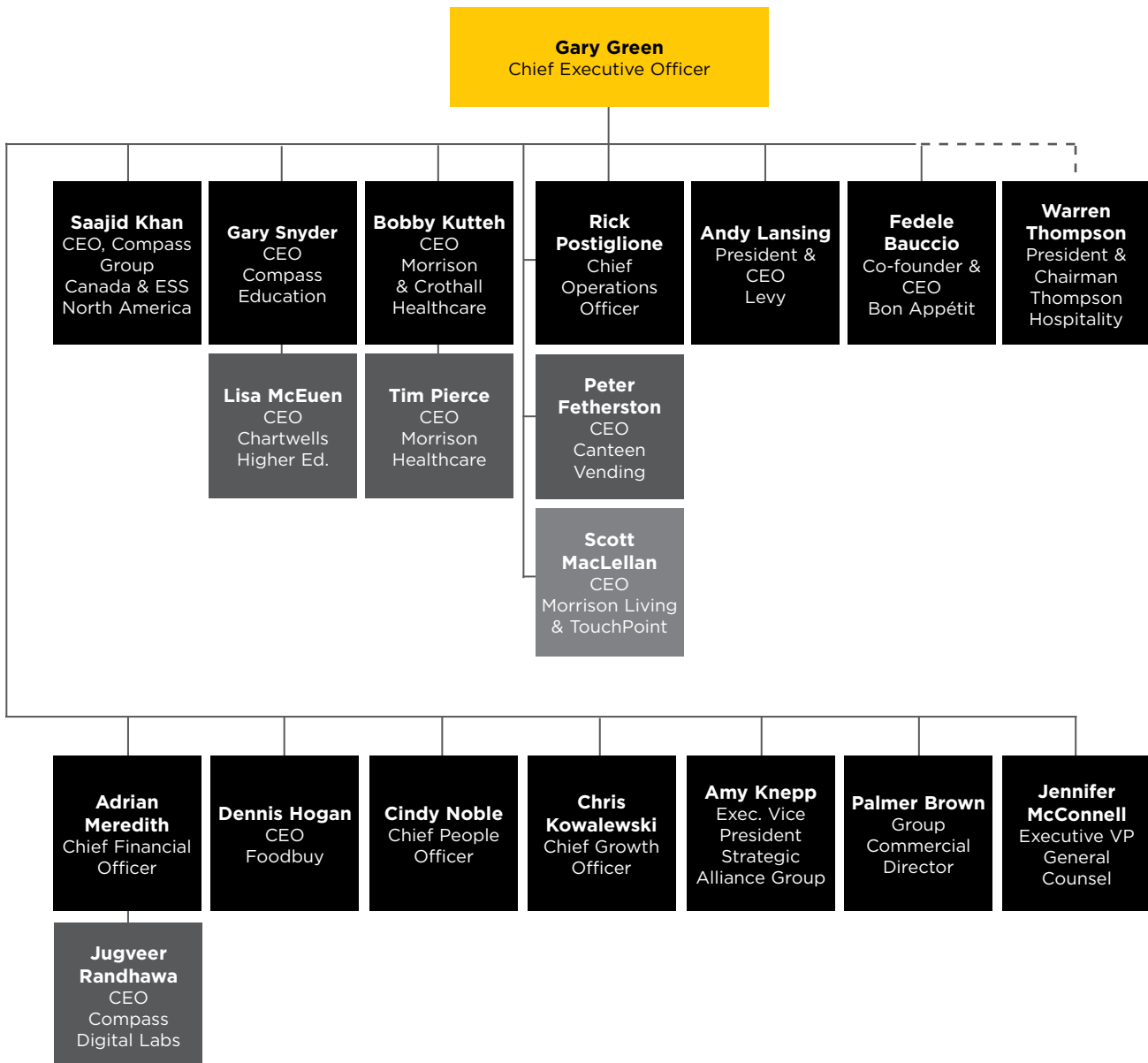
President, Commissary Network

John owns and operates MG Foods, which was recently acquired by Canteen. MG Foods provides grab-and-go items across all sectors.



D. The Proposer should provide a chart of the company’s organization and a description of corporate structure and chain of ownership of company to ultimate parent corporation, and all subsidiaries. List total number of employees; include job titles. Indicate experience of individual(s) who will be assigned to the UCF account; include resumes.

COMPASS GROUP NORTH AMERICA OFFICER ORGANIZATIONAL CHART



Graphic 1.2

ORGANIZATION

Compass Group USA Inc. is a wholly owned subsidiary of Compass Group PLC (CGP), the global leader for contract catering services. Compass Group USA Inc. is the legal entity representing United States operations and is the parent company of Bon Appétit Management Co., Canteen One Inc., Crothall Services Group, CulinArt Group Inc., Eurest Services Inc., Flik International Corp., Foodbuy LLC, Gourmet Dining LLC, Levy Restaurants, Morrison Management Specialists Inc., Restaurant Associates Corporation, SSC Service Solutions (Southeast Service Corporation), Wolfgang Puck Catering & Events LLC, and Unidine Corporation. Divisions of Compass Group USA Inc. include Canteen, Chartwells, Eurest Dining, Menus Catering, Occasions Caterers and Protocol Staffing Services.



LOCAL TEAM

BILL BLAUVELT - District General Manager - 41 years in the vending business.

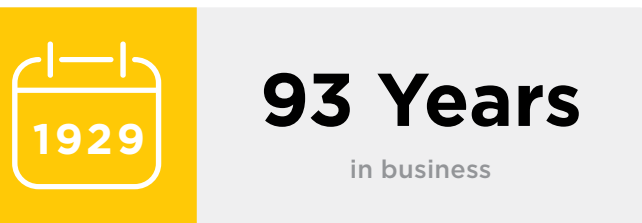
CHRISTOPHER FRIZZI - District Operations Manager - Seven years with Canteen.

MALCOLM STEPHENS - Customer Service Manager - Seven years with Canteen.

YURI HERNANDEZ - Customer Service Manager - Nine years with Canteen.

Please see Section 4.H for more information about our local team.

E. Number of years' experience in providing vending service as described in paragraph 1.A above. At least three (3) years of experience is required.



Graphic 1.3

Since 1929, Canteen has provided on-demand retail and foodservice with a commitment to Service, People, Leadership, Innovation, Quality and Wellness.

F. Provide detail of licenses and Health Department Certification for milk products.



NICOLE "NIKKI" FRIED
COMMISSIONER

Florida Department of Agriculture and Consumer Services
Division of Food Safety

ANNUAL FOOD PERMIT

Chapter 500, Florida Statutes
Rule Chapter 5K-4.020 Florida Administrative Code
1 (800) HELP FLA | www.FDACS.gov

December 13, 2021

PERMIT TYPE: 222
PERMIT NUMBER: 2022-R-1946793
FOOD ENTITY NUMBER: 388580

Canteen of Florida
1050 Miller DR,
Altamonte Springs, FL 32701-7505

PERMITTED LOCATION ADDRESS:
CANTEEN
1050 Miller DR
Altamonte Springs, FL 32701-7505

The Annual Food Permit issued on December 13, 2021 is attached below.
The attached permit will expire on December 31, 2022

This annual food permit must be detached and shall be displayed in a conspicuous location at your food establishment. Failure to conspicuously display the permit may result in administrative action for violation of 5K - 4.020, F.A.C.

This permit is non-transferrable. Food permits are not valid until all applicable fees are received by the Department.

The renewal fee for all food permits shall be the same as the food permit fee required by subsection 5K-4.020(4), F.A.C., and shall be due annually by January 1. A Food Establishment will be assessed a \$100 late fee in accordance with Chapter 500, F.S., if its renewal fee is received by the Department after January 30.

This fee is in addition to the food permit fee required by subsection 5K-4.020(4), F.A.C.

It is the business owner's responsibility to ensure the accuracy of their account. Updates to the owner contact information, email, and mailing addresses can be made at <https://foodpermit.fdacs.gov> or at 1-800- HELP FLA (1-800-435-7352).

FDACS-14414 Rev 03/21



NICOLE "NIKKI" FRIED
COMMISSIONER

Florida Department of Agriculture and Consumer Services
Division of Food Safety

ANNUAL FOOD PERMIT

Chapter 500, Florida Statutes
1 (800) HELP FLA | www.FDACS.gov

2022

PERMIT TYPE: 222
FOOD ENTITY NUMBER: 388580

LOCATION:
CANTEEN
1050 Miller DR
Altamonte Springs, FL 32701-7505

OWNER:
Canteen of Florida
1050 Miller DR,
Altamonte Springs, FL 32701-7505

DATE ISSUED: December 13, 2021

EXPIRATION DATE: December 31, 2022

This permit must be conspicuously displayed at permitted location and is not transferable. Rule 5K - 4.020(2) and 5K - 4.020(4)(a) F.A.C.

FDACS-14414 Rev 03/21

References

G. Provide a minimum of three (3) current client account references from the United States, preferably other educational and/or large multi-building facilities of comparable size and type of operation to UCF. Client account information should include contact name, address, phone number, length of service, and dollar volume of each account.

UNIVERSITY OF FLORIDA

MATT MUELLER

Director of Food and Beverage Services
303 W. University Ave.
Gainesville FL, 32601
352-392-0306
mmueller1@ufl.edu

LENGTH OF SERVICE: 20+ years

MANAGED VOLUME: 2019: \$994,000; 2020: \$792,000; 2021: \$342,000

MIAMI DADE COLLEGE

HANNIBAL BURTON

11011 SW 104th St.
Miami, FL 33176
305-237-0379, 305-962-9327
hburton@mdc.edu

LENGTH OF SERVICE

Vending: Since July 2016 (8 campuses); 190+ new pieces of equipment

Dining: Since July 2015 (3 campuses); 7 outlets

MANAGED VOLUME: \$2.1 million pre-COVID-19; \$1 million currently

VALENCIA COLLEGE

JEFFREY FILKO

1768 Park Center Drive
Orlando, FL 32835
407-582-1709
jfilko@valenciacollege.edu

LENGTH OF SERVICE: 6.5 years

MANAGED VOLUME: 2021: \$137,442

H. Include complete name, address, telephone number, and contact person. In addition, provide a statement that lists any clients accounts lost through early termination or non-renewal over the past three years. Include contact name and phone number, length of service of each account, and reason for loss.

SEMINOLE STATE COLLEGE

GREG LONG

Director of Purchasing
Seminole State College
100 Weldon Blvd.
Sanford, FL 32773
longg@seminolestate.edu

LENGTH OF SERVICE

Vending: 18 years (between acquired company and Canteen)

Dining: 2 years

REASON FOR LOSS: Early termination due to COVID-19 and reduced sales.

PART 2

Plan for Providing Services



A. The Proposer should present evidence of the firms' capabilities to provide the service and support outlined.



Graphic 2.1

B. Proposer will provide a healthy and varied selection of snacks and milk, hot coffee, specialty name branded flavored milk (i.e., 2% skimmed; chocolate milk; flavored milk. The selections for limited vendors shall also include fresh, prepared and pre-packaged foods, fruits, and vegetables.

Fresh Food Items

Table 2.1

Fresh Food Items	Size	Retail Pricing
Almark Hard-Boiled Eggs with Salt & Pepper Pack	3 oz.	\$2.00
Apple Pie Trifle	6.35 oz.	\$3.89
Apple Snacker	5.7 oz.	\$4.49
Asian Chicken Salad	9.5 oz.	\$6.49
Bacon, Egg & Cheese Croissant	5.3 oz.	\$4.59
Banquet Chicken Pot Pie	7 oz.	\$2.50
Big AZ Country Fried Chicken Sandwich with Cheese	9.2 oz.	\$4.00
Big Italy Wrap	7.6 oz.	\$5.49
Black Forest Ham & Cheddar	7.17 oz.	\$4.99
Blueberry & Granola	6.8 oz.	\$4.49
Buffalo Chicken Wrap	7.02 oz.	\$4.49
Bumble Bee Chicken Salad with Crackers	3.5 oz.	\$3.50
Burry Plain Bagel w/Cream Cheese	4.6 oz.	\$2.75
Cantaloupe	6.2 oz.	\$4.49
Cheese, Apple & Protein Snacker	5.7 oz.	\$4.89
Cheetos Bold & Cheesy Mac 'n' Cheese	2.32 oz.	\$2.75
Cheetos Cheesy Jalapeno Mac 'n' Cheese	2.25 oz.	\$2.75
Chef with Ranch	8.5 oz.	\$6.79
Chicken BLT	7.4 oz.	\$5.49
Chicken Caesar	8.4 oz.	\$5.99
Chicken Caesar	7.3 oz.	\$6.49
Chicken Salad Half & Half	4.7 oz.	\$5.49
Chicken Salad on 12-Grain Wedge	6.8 oz.	\$5.49
Chicken Salad Wedge	6.1 oz.	\$5.49
Chobani Nonfat Blueberry on the Bottom Greek Yogurt	5.3 oz.	\$2.50
Chobani Nonfat Peach on the Bottom Greek Yogurt	5.3 oz.	\$2.50
Chobani Nonfat Strawberry on the Bottom Greek Yogurt	5.3 oz.	\$2.50
Chocolate Lava Cake	6.29 oz.	\$3.89
Chorizo Breakfast Burrito	8.3 oz.	\$4.49
Classic Club	7.97 oz.	\$5.29
Classic Italian	8.0 oz.	\$5.49
Combo Half and Half	8.0 oz.	\$5.29

Fresh Food Items	Size	Retail Pricing
Del Monte Strawberry Fruit Crunch Parfait	5.3 oz.	\$3.50
Dole Mandarin Oranges	7 oz.	\$2.50
Dole Mixed Fruit	7 oz.	\$2.50
Dole Tropical Fruit	7 oz.	\$2.50
Don Miguel The Bomb Spicy Red Beef Bean Burrito	14 oz.	\$3.50
Egg Salad on 12 Grain Wedge	6.4 oz.	\$5.49
Egg, Cheddar & Cracker Snacker	5.1 oz.	\$3.99
El Cubano	9.0 oz.	\$6.29
El Monterey Spicy Red Hot Beef & Bean Burrito	5 oz.	\$2.50
El Monterey XXLarge Beef & Bean Burrito	9.5 oz.	\$4.50
Fast Choice Beef Charbroil with Cheese	4.85 oz.	\$4.00
Fast Choice Honey Mustard Chicken Sandwich	5.4 oz.	\$4.00
French Delight	6.98 oz.	\$4.89
Fresh Fruit	6.5 oz.	\$4.49
Fresh Veggies & Ranch Cup	5.6 oz.	\$3.39
Frigo CheeseHeads Mild Cheddar Cheese	.83 oz.	\$1.75
Frigo CheeseHeads Pepperjack Cheese	.83 oz.	\$1.75
Frigo CheeseHeads String Cheese	1 oz.	\$1.75
Fruit & Cheese Snacker	5.6 oz.	\$5.79
Grand Prairie Pepperoni Calzone	7.5 oz.	\$4.00
Grand Prairie Sausage Pepperoni Calzone	7.5 oz.	\$4.00
Grapes	6.7 oz.	\$4.49
Grapes & Cheddar	5.4 oz.	\$3.69
Greek Shaker w/Chicken & Quinoa	11.3 oz.	\$6.49
Ham & Swiss on a Honey Roll	8.0 oz.	\$5.49
Ham & Turkey BLT Flatbread	7.5 oz.	\$5.49
Hawaiian Ham & Cheese Wedge	6.5 oz.	\$5.49
Healthy Choice Cafe Steamers Chicken Margherita with Balsamic	9.5 oz.	\$5.00
Hillshire Genoa Salami Small Plates	2.76 oz.	\$5.00
Hillshire Italian Dry Salami Small Plate	2.76 oz.	\$5.00
Hillshire Wine Infused Salami Small Plate	2.76 oz.	\$5.00
Honey Nut Cheerios	1.8 oz.	\$2.50
Hot Pockets Ham and Cheese	4 oz.	\$2.50
Hot Pockets Pepperoni Pizza	4 oz.	\$2.50
Italian Shaker w/Pepperoni & Quinoa	10.09 oz.	\$6.29
Italian Wedge	6.4 oz.	\$4.49
Jimmy Dean Breakfast Bowls Bacon	7 oz.	\$4.50
Jimmy Dean Sausage Biscuit Twin	3.4 oz.	\$2.50
Jimmy Dean Sausage Egg & Cheese Muffin	5 oz.	\$4.50
Jimmy Dean Sausage, Egg & Cheese Croissant	4.5 oz.	\$3.00
Kellogg's Frosted Flakes	2.1 oz.	\$2.25

Fresh Food Items	Size	Retail Pricing
Kraft Macaroni & Cheese Original	2.05 oz.	\$2.50
Kraft Mozzarella String Cheese	1 oz.	\$1.50
Lean Cuisine Chicken Fried Rice	9 oz.	\$4.00
Lean Cuisine Sante Fe Rice & Beans	10.375 oz.	\$4.00
Lean Cuisine Simple Favorites Lasagna with Meat Sauce	10.5 oz.	\$4.00
Mediterranean Dipper	6.3 oz.	\$4.99
Monte Cristo Sandwich	6.95 oz.	\$5.49
Nissin Cup-O-Noodles Chicken Soup	2.25 oz.	\$2.50
Nissin Noodles Beef Flavor	2.25 oz.	\$2.50
Nissin Noodles Spicy Chile Chicken Soup	2.25 oz.	\$2.50
Oreo Delight	6.0 oz.	\$3.49
Oscar Mayer Lunchables Ham & Cheddar with Crackers	3.2 oz.	\$4.00
Oscar Mayer Lunchables Ham & Swiss with Crackers	3.2 oz.	\$4.00
Oscar Mayer Lunchables Turkey & Cheddar with Crackers	3.2 oz.	\$4.00
Oscar Mayer P3 Chicken & Cheddar Cheese Protein Pack	2 oz.	\$2.75
Oscar Mayer P3 Ham & Cheddar Cheese Protein Pack	2 oz.	\$3.00
Oscar Mayer P3 Turkey & Cheddar Cheese Protein Pack	2 oz.	\$2.75
Oscar Mayer P3 Turkey & Colby Jack Cheese Protein Pack	2 oz.	\$3.00
PB Jamwich Peanut Butter & Grape Jelly	2.8 oz.	\$2.50
PB&J Crunch (white) Wedge	6.9 oz.	\$4.49
Pepperoni & Cheese	3.4 oz.	\$4.49
Pierre Boneless Buffalo Style Bites	5 oz.	\$4.50
Pierre Chopped Beefsteak with	5.55 oz.	\$3.50
Pierre Classic Grilled Cheese Sandwich	4.1 oz.	\$4.00
Pierre Mini Twin Spicy Breaded Chicken Sandwiches	5.5 oz.	\$4.50
Pierre Pizza Parlor Pepperoni French Bread Pizza	5 oz.	\$3.00
Pierre Signature BBQ Rib Sandwich	6.7 oz.	\$5.00
Pimento Cheese Snacker	4.3 oz.	\$4.49
Pineapple	7.3 oz.	\$4.49
Protein Snack Pack	7.9 oz.	\$5.69
Quaker Instant Oatmeal Apple & Cinnamon Cup	1.51 oz.	\$2.50
Quaker Instant Oatmeal Maple & Brown Sugar Cup	1.69 oz.	\$2.50
Quinoa & Veggie Wrap	9.6 oz.	\$5.49
Red Baron Deep Dish Pepperoni Pizza	5.59 oz.	\$3.50
Red Baron Deep Dish Singles Meat Trio	5.44 oz.	\$3.50
Roast Beef & Horseradish Sub	7.7 oz.	\$5.59
Roasted Turkey	7.0 oz.	\$5.49
Sabra Breakfast Avocado Toast	2.7 oz.	\$4.50
Sabra Classic Hummus with Pretzels	4.56 oz.	\$4.00
Sabra Roasted Red Pepper Hummus with Pretzels	4.56 oz.	\$4.00
Sargento String Cheese	1 oz.	\$1.75
Sausage Breakfast Burrito	9.2 oz.	\$4.49
Sausage, Egg & Pepper-jack on Flatbread	6.5 oz.	\$4.59

Fresh Food Items	Size	Retail Pricing
Sesame Chicken Wrap	8.5 oz.	\$5.79
Sicilian Grinder	7.4 oz.	\$5.09
Simply Chicken Salad	4.0 oz.	\$4.49
Simply Eggs	3.7 oz.	\$2.99
Simply Tuna Salad	4.0 oz.	\$4.49
Sonoma Chicken Salad	7.4 oz.	\$5.79
Southern Breakfast Biscuit	7.7 oz.	\$4.49
Southwest Chicken	9.3 oz.	\$5.99
Southwest Chicken	8.5 oz.	\$6.49
Southwest Shaker w/Chicken	12.25 oz.	\$6.49
Spicy Breakfast Burrito	10 oz.	\$4.49
Starkist Tuna Salad Deli Style Kit	3.28 oz.	\$3.00
Steakhouse Salad	8.5 oz.	\$6.99
Stouffer's Chicken Parmigiana	12 oz.	\$5.00
Stouffer's Lasagna with Meat & Sauce	10.5 oz.	\$5.00
Stouffer's Simple Dishes Macaroni & Cheese	12 oz.	\$5.00
Strawberries	5.5 oz.	\$4.79
Strawberries, Chocolate & Vanilla Yogurt	6.8 oz.	\$4.49
Strawberry & Granola	6.5 oz.	\$4.49
Strawberry & Vanilla	6.8 oz.	\$4.49
Strawberry Shortcake	4.2 oz.	\$3.49
Stringles Part Skim Milk Mozzarella String Cheese	1 oz.	\$1.75
Tabbouleh Grain Bowl	13 oz.	\$5.99
Thai Beef in a Tomato Basil Wrap	8 oz.	\$5.99
Thai Noodle with Veggie Bowl	11 oz.	\$5.89
The Club	7.1 oz.	\$5.49
The Club Sub	7.9 oz.	\$5.49
The Cobb	8.5 oz.	\$6.49
The Delicious Spinach	7.6 oz.	\$6.79
The Deluxe Garden	8.0 oz.	\$6.19
The Kickin' Chicken Wedge	6.4 oz.	\$5.49
The Lil' Garden	6.8 oz.	\$4.79
Tony's Deep Dish Pepperoni Pizza	5.45 oz.	\$3.00
Tostitos Medium Nacho Cheese Dip	3.625 oz.	\$1.75
Tostitos Medium Salsa Cup	3.8 oz.	\$1.50
Tuna Salad Croissant	6.4 oz.	\$5.19
Tuna Salad Wedge	7.0 oz.	\$5.49
Turkey & Cheddar BLT Wedge	8.0 oz.	\$5.79
Turkey & Cheddar Half & Half	5.3 oz.	\$4.39
Turkey & Cheddar on Premium White	6.57 oz.	\$4.59
Turkey & Cheddar Sub	7.1 oz.	\$5.09
Turkey & Pepper-jack Sub	9.2 oz.	\$6.49

Fresh Food Items	Size	Retail Pricing
Turkey & Provolone on 12-Grain Wedge	8.2 oz.	\$5.49
Turkey & Swiss Croissant	7.7 oz.	\$5.49
Turkey on the Run	9.5 oz.	\$6.29
Vanilla Goodness	6.1 oz.	\$3.49
Vegan Let's Taco-bout Salad	7.2 oz.	\$6.99
Veggie & Hummus Flatbread	6.7 oz.	\$4.59
Veggie & Ranch	8.4 oz.	\$4.49
White Castle Cheeseburger Sliders	3.66 oz.	\$3.00
White Castle Hamburger Sliders	3.16 oz.	\$3.00

C. The vending selection will be reviewed annually with the Contract Administrator to assure that the proper mix of products is meeting the needs of the customers.

Canteen conducts quarterly reviews of its product mix to determine fast and slow sellers and determine a Top 10 list of customer favorites. Technologies like SmartService help supply us with data that we can use to make these determinations. We are happy to review this information with the Contract Administrator regularly to ensure the customers' needs are being met.

D. The license held shall have the ability to provide milk products.

Please refer to section 1.F for our license, which includes the ability to provide milk products.

E. Proposer to provide a complete description of product offerings to be sold. Proposer should also describe any proposed promotions, specials, or other food service innovations that it intends to implement to encourage and foster business.

Product Offerings

Table 2.2

Product Name	36% Commission Pricing	40% Commission Pricing
CANDY		
3 Musketeers V (1.92 oz.)	\$1.75	\$2.00
Butterfinger (1.9 oz.)	\$1.75	\$2.00
Clif Builders Chocolate Peanut Butter Bar (2.4 oz.)	\$3.25	\$3.50
Clif Chocolate Chip Bar (2.4 oz.)	\$3.25	\$3.50
Double Barrel Salami Stick (1 oz.)	\$3.50	\$3.75
Just Born Mike & Ike Original Fruit (1.8 oz.)	\$1.75	\$2.00
Kar's Salted Cashews (1 oz.)	\$1.75	\$2.00
Kar's Sweet n Salty Trail Mix (2 oz.)	\$1.75	\$2.00
Kellogg's Nutrigrain Apple Cinnamon Cereal Bar (1.3 oz.)	\$1.75	\$2.00
Kellogg's Nutrigrain Strawberry Cereal Bar (1.3 oz.)	\$1.75	\$2.00
Kellogg's Special K Chocolate Peanut Butter Protein Bar (1.59 oz.)	\$2.25	\$2.50
Kind Fruit & Nut Bar (1.4 oz.)	\$3.25	\$3.50
Kind Nuts & Spices Dark Chocolate Nuts & Sea Salt (1.4 oz.)	\$3.00	\$3.25
Kit Kat (1.5 oz.)	\$1.00	\$1.25
Lay's Munchies Cheese Peanut Butter Cracker (1.42 oz.)	\$1.75	\$2.00
M&M's Peanut V (1.74 oz.)	\$1.75	\$2.00
M&M's Plain V (1.69 oz.)	\$1.75	\$2.00
Milky Way V (1.84 oz.)	\$1.75	\$2.00
Nabisco BelVita Blueberry Breakfast Biscuits (1.76 oz.)	\$1.75	\$2.00
Nabisco BelVita Golden Oat Breakfast Biscuits (1.76 oz.)	\$1.75	\$2.00
Nature Valley Crunch Peanut Butter (1.5 oz.)	\$1.75	\$2.00
Nature Valley Crunchy Oats and Honey (1.5 oz.)	\$1.75	\$2.00
Nuclear Sqworms (2 oz.)	\$1.75	\$2.00
Orbit Peppermint Sugar-Free Gum (14 pieces)	\$2.25	\$2.50

Product Name	36% Commission Pricing	40% Commission Pricing
Oreo Chocolate Cookie (2.4 oz.)	\$1.75	\$2.00
Planters Salted Peanuts (2 oz.)	\$1.75	\$2.00
QuestBar Cookies & Cream Protein Bar (2.12 oz.)	\$4.00	\$4.25
Reese's Peanut Butter Cups (1.5 oz.)	\$1.75	\$2.00
Sahale Classic Fruit & Nut Blend Mix (1.5 oz.)	\$2.25	\$2.50
Skittles Original Fruit V (2.17 oz.)	\$1.75	\$2.00
Snickers V (1.86 oz.)	\$1.75	\$2.00
Sour Patch Kids (2 oz.)	\$1.75	\$2.00
Starburst Original Minis V (1.85 oz.)	\$1.75	\$2.00
Twix V (1.79 oz.)	\$1.75	\$2.00
Wonderful Pistachios No Shells (0.75 oz.)	\$2.25	\$2.50
Wrigley's Lifesavers Pep O Mint (0.72 oz.)	\$1.25	\$1.50
GUM AND MINTS		
Wrigley's Doublemint Gum (6 sticks)	\$1.25	\$1.50
Wrigley's Extra Sugar Free Peppermint Gum (6 sticks)	\$1.25	\$1.50
Wrigley's Lifesavers 5 Flavors (0.9 oz.)	\$1.25	\$1.50
LG SNACKS		
Bugles Hot Buffalo (1.5 oz.)	\$1.75	\$2.00
Bugles Original (1.5 oz.)	\$1.75	\$2.00
Cheetos Cheddar Popcorn (1 oz.)	\$1.75	\$2.00
Cheetos Crunchy (2 oz.)	\$1.75	\$2.00
Cheetos Flamin Hot Limon (2 oz.)	\$1.75	\$2.00
Cheez-Its (2 oz.)	\$1.75	\$2.00
Doritos Cool Ranch (1.75 oz.)	\$1.75	\$2.00
Doritos Nacho Cheese (1.75 oz.)	\$1.75	\$2.00
Food Should Taste Good Sweet Potato Tortilla Chips (1.5 oz.)	\$1.75	\$2.00
Fritos Flavor Twists with Honey BBQ (2 oz.)	\$1.75	\$2.00
Funables Mixed Berry Fruity Snacks (2.5 oz.)	\$1.75	\$2.00
Grandma's Mini Chocolate Chip Cookies (2 oz.)	\$1.75	\$2.00
Haribo Gummi Gold Bears (4 oz.)	\$3.50	\$3.75
Jack Links Teriyaki Beef Jerky (0.9 oz.)	\$2.50	\$2.75
Lay's BBQ (1.5 oz.)	\$1.75	\$2.00
Lay's Cheese Fix Munchies (1.75 oz.)	\$1.75	\$2.00
Lay's Dill Pickle Chips (1.5 oz.)	\$1.75	\$2.00
Lay's Quaker Baked Cheddar Snack Mix (1.75 oz.)	\$1.75	\$2.00
Lay's Regular Chips (1.5 oz.)	\$1.75	\$2.00
Lay's Sour Cream & Onion Chips (1.5 oz.)	\$1.75	\$2.00
Oven Baked Lay's BBQ (1.125 oz.)	\$1.75	\$2.00

Product Name	36% Commission Pricing	40% Commission Pricing
Oven Baked Lay's Original (1.125 oz.)	\$1.75	\$2.00
Oven Baked Lay's Sour Cream & Onion (1.125 oz.)	\$1.75	\$2.00
Oven Baked Ruffles Cheddar Sour Cream (1.125 oz.)	\$1.75	\$2.00
Popchips Original Sea Salt (0.8 oz.)	\$1.75	\$2.00
Popchips Sour Cream & Onion (0.8 oz.)	\$1.75	\$2.00
Pringles Sour Cream and Onion (2.5 oz.)	\$2.75	\$3.00
Roberts Pirates Booty with Aged White Cheddar (1 oz.)	\$1.75	\$2.00
Rold Gold Classic Tiny Twists Pretzels (1 oz.)	\$1.75	\$2.00
Ruffles Cheddar Sour Cream (1.5 oz.)	\$1.75	\$2.00
Ruffles Double Crunch Hot Wings (1.375 oz.)	\$1.75	\$2.00
Ruffles Queso Flavored Chips (1.5 oz.)	\$1.75	\$2.00
Second Nature Dark Chocolate Medley (1.75 oz.)	\$2.75	\$3.00
Smartfood White Cheddar Popcorn (1 oz.)	\$1.75	\$2.00
Snyder's Fat Free Mini Pretzel (1.5 oz.)	\$1.75	\$2.00
SunChips Harvest Cheddar (1 oz.)	\$1.75	\$2.00
Sweet Street Salted Caramel Manifesto Cookie (2.8 oz.)	\$2.25	\$2.75
TGIF Cheddar Bacon Potato Skins (1.75 oz.)	\$1.75	\$2.00
Tillamook Original Country Smoker Double Stick (0.75 oz.)	\$3.60	\$3.85
PASTRY		
Cougar Mountain Original Chocolate Chunk Cookie (3.5 oz.)	\$2.20	\$2.50
Fieldstone Honey Bun (4 oz.)	\$1.75	\$2.00
Grandma's Mini Vanilla Cream Cookies (2.12 oz.)	\$1.75	\$2.00
Kellogg's Fruit Snack Mixed Berry (2.5 oz.)	\$1.75	\$2.00
Kellogg's Pop-Tarts Frosted Brown Sugar Cinnamon (3.52 oz.)	\$1.75	\$2.00
Kellogg's Pop-Tarts Frosted Strawberry (3.67 oz.)	\$1.75	\$2.00
Kellogg's Rice Krispies Treats (2.13 oz.)	\$1.75	\$2.00
Knott's Berry Strawberry Shortbread Cookie (2 oz.)	\$1.75	\$2.00
Little Debbie Double Decker Oatmeal Cream Pie (3.9 oz.)	\$1.75	\$2.00
Mrs. Freshley's Doughnut Sticks (3 oz.)	\$1.75	\$2.00
Mrs. Freshley's Powdered Donut (3 oz.)	\$1.75	\$2.00

See section 5 for information about promotions.

PART 3

Commissions and Incentives



A. Proposer should describe how it would compensate the University, as well as detail any applicable charges or fees, and cost benefits to the University. Proposer should specifically describe vending commissions, charges, costs, and types of discounts or cost benefits being offered to the University, customer refund procedures, and any other related financial data for consideration.

- **Complete and submit “Financial Offer” form Attachment A and “Initial Product Pricing” form Attachment B.**

Please see Attachment A and B, starting on page 47.

B. The vending commissions should be based on the gross sales of Products less the sales tax paid to the State by the Proposer on the sale of the products to the consumers. If the Proposer offers varying commission rates per product type, the Proposer should clearly state the rate structure, and provide the rationale for such a rate structure in its Proposal. Proposer should submit a proposal outlining the commission structure for each year of the Contract. In the event the Contract is extended for additional years the university and the successful vendor will agree to negotiate the terms of the extension with regards to the commission structure.

We agree to the commission structure outlined.

C. Proposer should outline any additional incentives to be provided including conversion incentives, behavior-driven program incentives, and/or tiered program growth incentives. Conversion incentives are encouraged. Vendor should provide percentage of commission that will be paid and the amount of the minimum annual guaranteed commission for each Contract Year.

Canteen will give University of Central Florida 1,000 free Vend Bucks every semester to use at their discretion for students and/or faculty to enjoy free vending products compliments of Canteen.

D. It is desirable for the University to be able to view the sales from each vending machine in real time. If Vendor has the capability look at machines at real-time like a “dashboard” (such as “Cantaloupe software”) and is willing to provide UCF access, note this in your proposal.

UCF will have full access to a real-time dashboard through our Cantaloupe Seedpro portal.

PART 4

Management - Implementation Plan



A. Proposer should submit a detailed plan for the operation and management of the vending contract to include specific detail on the customer service and support function.

Your dedicated account services manager is responsible for all activities pertaining to your vending management program, including renewal, negotiation of terms and rates, evaluation of client vending sales, commissions, pricing and, most importantly, service and satisfaction.

SERVICE FREQUENCY

Machines are filled on a schedule that allows for optimum inventory turn and maximum availability of product to associates. Service visits include routine maintenance such as cleaning, inspection of product for freshness and assessment of product mix for maximum turnover. Intermittently, the grounding, electrical cord condition and surrounding area are inspected and cleaned or addressed as necessary. We utilize the information from i-vend to determine our service schedules. In the same token, we can also use the information to determine the correct space to sales for a machine. This assures we have the right product mix in each machine. Some machines are serviced several times a day while others could be as infrequent as once per month.

PRODUCT QUALITY

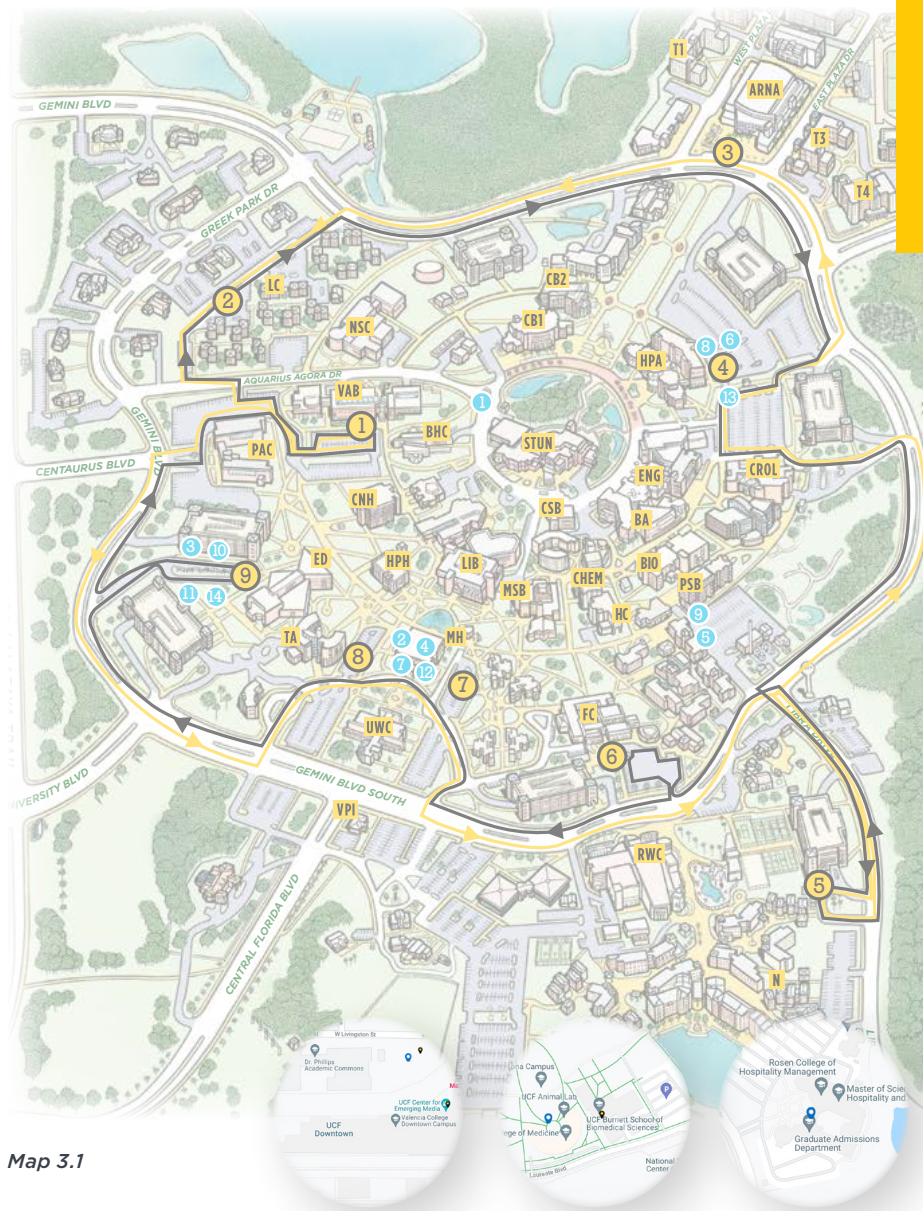
Canteen has formed partnerships with selected vendors who fulfill a variety of criteria, including an ability to meet or exceed our standards for service, response time and quality products on a consistent basis. Based upon our extensive presence in the vending industry, Canteen delivers to a nationwide program that meets or exceeds standards.

Our vending management practices ensure everyone involved is incentivized to promote and generate sales, which in turn drives equipment maintenance and prompt repair, product stocking, and selection of the best products for vending. Additionally, our independent field staff visits to your locations contributes to our ability to maintain equipment in excellent working order, and keep quality, fresh products moving through your equipment.

SUPPORT TEAM

You will receive the extensive staff support of a large, sophisticated corporation with decision making at the local level. This means special situations unique to you will get an immediate response. Our vending branch will work closely with your staff to assure all your requirements, however simple or complex, are met. Canteen will also assign a customer service manager to your location. They will act as the day-to-day representative for our company to ensure Canteen's standards are met and that we continually provide excellent service.

ORLANDO CAMPUS



Hover over each green circle to view our proposed machines for each location.

ORLANDO CAMPUS BUILDING LEGEND

Biological Sciences Building	BIO	G8
Biomolecular Research Annex	BMRA	L15
Burnett Honors	BHC	E7
Business Administration	BA	G8
CFE Arena	ARNA	H4
Chemistry	CHEM	F8
Classroom Building 1	CB1	F6
Classroom Building 2	CB2	F6
Colbourn Hall	CNH	D8
Education Complex	ED	D8
Engineering	ENG	G7
Health and Public Affairs	HPA	G6
Health Center & Pharmacy	HC	G9
Howard Phillips Hall	HPH	E8
Human Resources	IC	F15
Lake Claire Community	LC	C6
Library, John C. Hitt	LIB	E8
Marketplace/Student Resource Ctr.	FC	F10
Mathematical Sciences Building	MSB	F9
Millican Hall	MH	E9
Nicholson Sch. of Communication	NSC	D6
Nike, Hercules, Neptune Com.	N	H12
Optics and Photonics (CREOL)	CROL	H7
Performing Arts Center	PAC	C7
Physical Sciences Building	PSB	G8
Recreation and Wellness Center	RWC	G11
Sciences	CSB	F8
Student Union	STUN	F7
Teaching Academy	TA	D9
Visual Arts Building	VAB	D7
Visitor & Parking Information Ctr.	VPI	D11
Welcome Center, Duke Energy	UWC	D10

Map 3.1

Downtown Campus

College of Medicine

Rosen Hospitality Campus

B. Proposer should provide additional statements and information which support its proposal.

Vending Examples

CRANE WITH CUSTOM UCF WRAP

Before

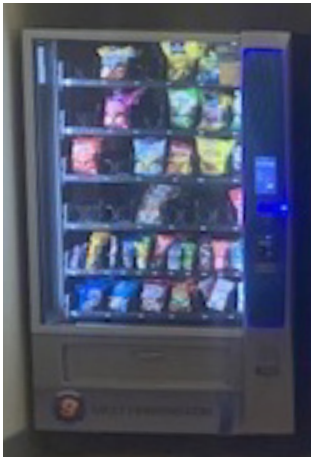


Image 3.1

After



Image 3.2

Side customization



Image 3.5



Image 3.3



Image 3.4

“VICKI” VIATOUCH



Image 3.6

VICKI is an IOT self-checkout solution for retail. Powered by artificial intelligence and other advanced technologies, VICKI is a modern replacement for traditional vending experiences and the first retail solution to leverage AI at the point-of-sale. She takes the POS experience to the next level in an Amazon and Google world.

Features

- Weight sensors and cameras track product movement
- Optional biometric and age verification access
- Smart voice assistant answers product questions and makes recommendations
- Digital screen displays cart and can be used for advertising or suggestive selling

THE RUBI MICRO CAFE



Image 3.7

The Rubi Micro Cafe is a next-generation hot drink kiosk that blends industry-leading brew and dispense technology with a dynamic touchscreen interface to create a premium branded coffee experience.

Each cup is made using whole beans ground and brewed on demand using a Swiss-made burr grinder and a piston-driven reverse French Press to extract maximum flavor and reduce bitterness. Rubi uses only premium-quality, 100% Arabica coffee beans, sustainably sourced and roasted to perfection.

With a robust graphical user interface, full beverage customization, and entertaining and informative animations, Rubi changes the way consumers think about coffee from a machine.

FARMER'S FRIDGE



Image 3.8

Fridges offer a fresh, revolving menu of over 25 balanced meals, snacks and beverages – all to keep everybody surprised and delighted.

Features

- 24/7 accessibility
- User-friendly technology and app allow you to view a live inventory of all Fridges in real time, even if they're on a different floor
- Low environmental impact
- 14-square feet footprint

PICO



Image 3.9

A smaller footprint brings high value to you in a small space.

Features

- Capacity of 150+ food or beverage items
- 45-minute build time
- Two finishes to choose from
- Graphics can be customized

SALLY THE ROBOT



Image 3.10

Starting with Sally, the world's first fresh food robot, we're building a safer path to customizable meals and snacks.

Sally uses groundbreaking robotics to assemble delicious meals from ingredients that are contained and protected. It's innovative technology that enables fresh food for more people in more places.

BAKE XPRESS



Image 3.11

How would you like to have artisan fresh-baked pastries, flatbreads and more available 24/7 at your location? Guests love the easy-to-use touchscreen interface and delicious fresh products.

Features

- Each machine holds 60-80 items
- Automatic micro bakery stores, bakes and dispenses fresh hot products 24/7 on demand
- State-of-the-art 55-inch touchscreen for ordering and advertisement
- High-quality artisan product via revolutionary automated process
- Accepts card and mobile payments

TRADECRAFT OFFERINGS: BLACK AND BOLD

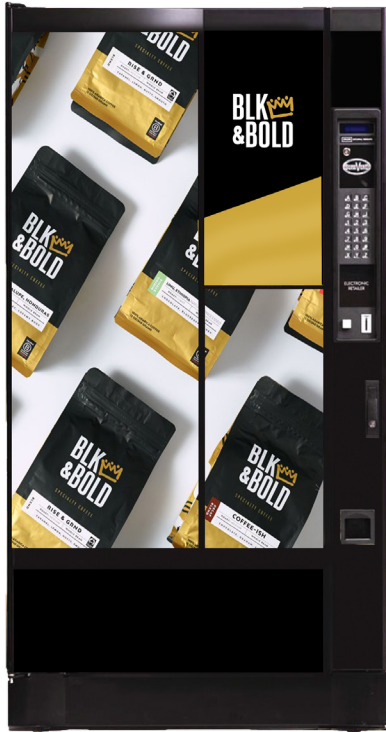


Image 3.12

BLK & Bold’s founders, Pernell and Rod, created the company with a desire to make purpose popular. They welcome the obligation to equip young people with tools to live their best lives and overcome familiar unfortunate circumstances by turning a daily ritual – enjoying a cup of coffee or tea – into a means of giving back. BLK & Bold pledges 5% of its profits to initiatives aligned to sustaining youth programming, enhancing workforce development and eradicating youth homelessness.

BLK & Bold’s core values include:

- Top-tier coffee sustainably produced
- Uncompromised access
- Youth-centered
- B Corp and MWBE certified

Through a partnership with Tradecraft, here are some other local roaster partners:



Map 3.2

CRANE MERCHANT MEDIA COMBO



Image 3.13

Connect

Modern design attracts consumers with custom graphics and screen messaging

Engage

Color touchscreen and compelling digital advertising drive consumer engagement

Sell

Shopping cart feature and integrated payment systems deliver 41 % more sales than machines with just cashless

CRANE MERCHANT MEDIA AMBIENT



Image 3.14

Faster Performance

Delivering unparalleled speed, reliability and screen responsiveness

Increased Sales

Suggestive selling and digital advertising drive impulsive and multiproduct sales

Larger Screen

9-inch touchscreen with full-motion video attracts and engages consumers

C. Detailed plan on approach to implement and transition to new vendors.

D. Transition: The Proposer should submit a project schedule for a smooth transition from the current contract and/or Proposer, which ensures uninterrupted service to the University community. The transition project schedule should include the dates for installation of vending machines at each location.

CANTEEN VENDING SERVICES MOBILIZATION AND IMPLEMENTATION PLAN

Canteen will immediately contact the assigned UCF representative to schedule a site survey upon being awarded the contract. We will survey all locations to determine exact equipment needs within 15 days of being awarded the agreement.

Canteen will pool the resources of all the branches in our Southeast Division - which includes branches in Jacksonville, Lakeland, Tampa, Lake Buena Vista, Gainesville and Melbourne - to move equipment to each location to ensure we properly receive, test and prepare machines 60 days prior to installation.

Canteen will coordinate with UCF for each location's installation date so there is no down time between us taking over the locations and the old vending company exiting. The transition and installation of equipment will be scheduled during the summer break. Canteen has the workforce and capabilities within our systems to coordinate these installs timely and flawlessly.

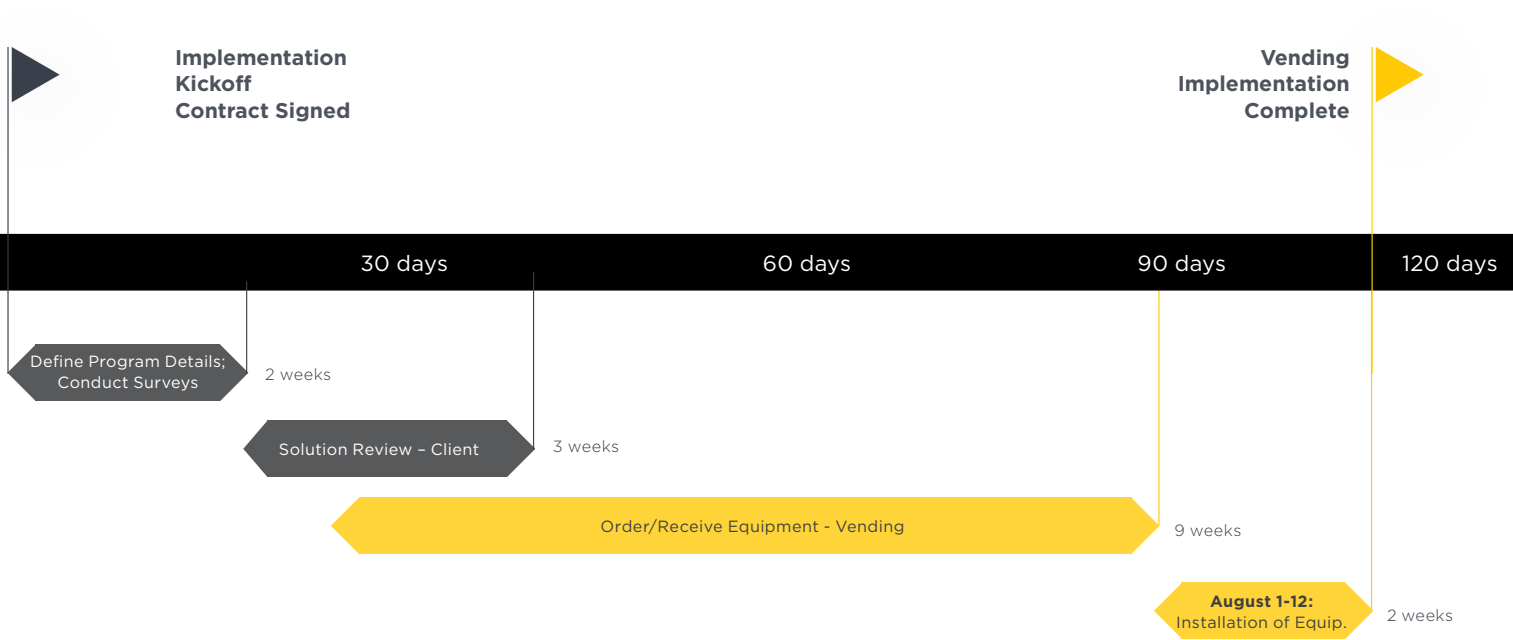
Canteen will use a single point of contact for all coordination of the installation: Bill Blauvelt, district general manager in Orlando. Bill will handle all communication for Canteen during installation to ensure the message is consistent and timely for all locations.

Meeting these deadlines is going to require that UCF has a solid removal schedule from the exiting vending company within 60 days of installation week. This will allow us the necessary planning time to ensure each location receives the correct equipment on the days that it is being removed by the exiting vending company.

Canteen will meet monthly with UCF during planning stages and daily during install week to ensure everyone has complete and up-to-date information on the transition. Chris Frizzi, located at our Orlando branch, will handle and schedule these meetings.

Canteen will complete the installation of all locations within two weeks of the summer break.

SEAMLESS TRANSITION



Graphic 3.1

Phase I

Survey Review

- . Solution Review with Client
- . Equipment Approval
- . Client Communications and Facility Enhancements

Equipment Requirements

- . Order Equipment
- . Receive Equipment
- . Schedule Incumbent Removal
- . Client Communications

Phase II

Program Installations

- Schedule Installations
- Preinstall Site Notifications
- Installations
- Site Experience Follow-Up
- Post-Install Client Communications



E. Plan for delivery, installation, removal of packing and shipping containers and trash from the premises. Product installation includes unboxing, setup hardware; configure system, and testing.

All unboxing, packaging disposal, hardware setup, software configuration and initial testing are done off-site. This ensures an efficient installation with minimal downtime and cleanup.

F. Provide the addresses that service, support and product will originate from. The location of service personnel, relative to the University's locations will also be a consideration in the evaluation process.

**1050 Miller Drive
Altamonte Springs, FL 32701**

Additionally, any of our Southeast Division branches, located in Jacksonville, Lakeland, Tampa, Lake Buena Vista, Gainesville and Melbourne, can be called upon to lend additional support if needed.

G. Provide an outline of your capabilities as it relates to implementation, program management and customer service.

IMPLEMENTATION

- Canteen contacts UCF representative to schedule site survey.
- Canteen surveys all locations to determine exact equipment needs within 15 days of being awarded agreement.
- Machines received, tested and prepared 60 days prior to installation.
- The transition and installation of equipment will be scheduled during the summer break.
- Canteen will meet monthly with UCF during planning stages and daily during install week to ensure complete and up-to-date information on the transition.

PROGRAM MANAGEMENT

- Fill machines on a schedule optimized for product mix, inventory turn and product availability.
- Routine maintenance to include:
 - Cleaning
 - Inspection of product for freshness
 - Assessment of product mix for maximum turnover
 - Grounding, electrical cord condition and surrounding area are inspected and cleaned or addressed as necessary
- Information from i-vend used to determine our service schedules.
- Information for i-vend analyzed to determine the correct product mix in each machine.
- Service intervals range from several times a day to once per month.

CUSTOMER SERVICE

- Extensive staff support of a large, sophisticated corporation.
- Decision making at the local level.
- Immediate response in some situations.
- Vending branch to work closely with UCF staff.
- Customer service manager assigned to UCF location. Acts as the day-to-day representative for our company to ensure Canteen's standards are met and that we continually provide excellent service.



H. Additionally, provide biography of the Account Manager and immediate management team that will be supporting this program. UCF reserves the right to conduct interviews with the account management and/or management team prior to contract award.

Canteen Management

Bill Blauvelt

District General Manager; 41 years in the vending business

BACKGROUND: Route person, technician, operations manager, general manager for Snack Time Vending for 17 years and district general manager for Canteen for seven years.

Christopher Frizzi

District Operations Manager; seven years with Canteen

BACKGROUND: Bachelor's degree from UF and a graduate of Canteen's manager training program.

Malcolm Stephens

Customer Service Manager; seven years with Canteen

BACKGROUND: Bachelor's degree from Indiana University and a graduate of Canteen's manager training program. Began as a route person, then promoted to utility driver then customer service manager. Named Vending Route Driver of the Year for Canteen in 2018.

Yuri Hernandez

Customer Service Manager; nine years with Canteen

BACKGROUND: Bachelor's degree from AEPC Dominican Republic and a graduate of Canteen's manager training program. Began as a route person, then promoted to utility driver then customer service manager.

PART 5

Marketing



The Proposer should propose marketing strategies in sufficient detail that would encourage the purchase of the vended products on the UCF Campus.

A. The Proposer should also provide details on Marketing/Communication events for Vending Services Awareness effort. The Proposer should ensure the use of appropriate signage, personnel, and any other means of marketing communication when communicating with the University Community regarding its vended products and vending services.

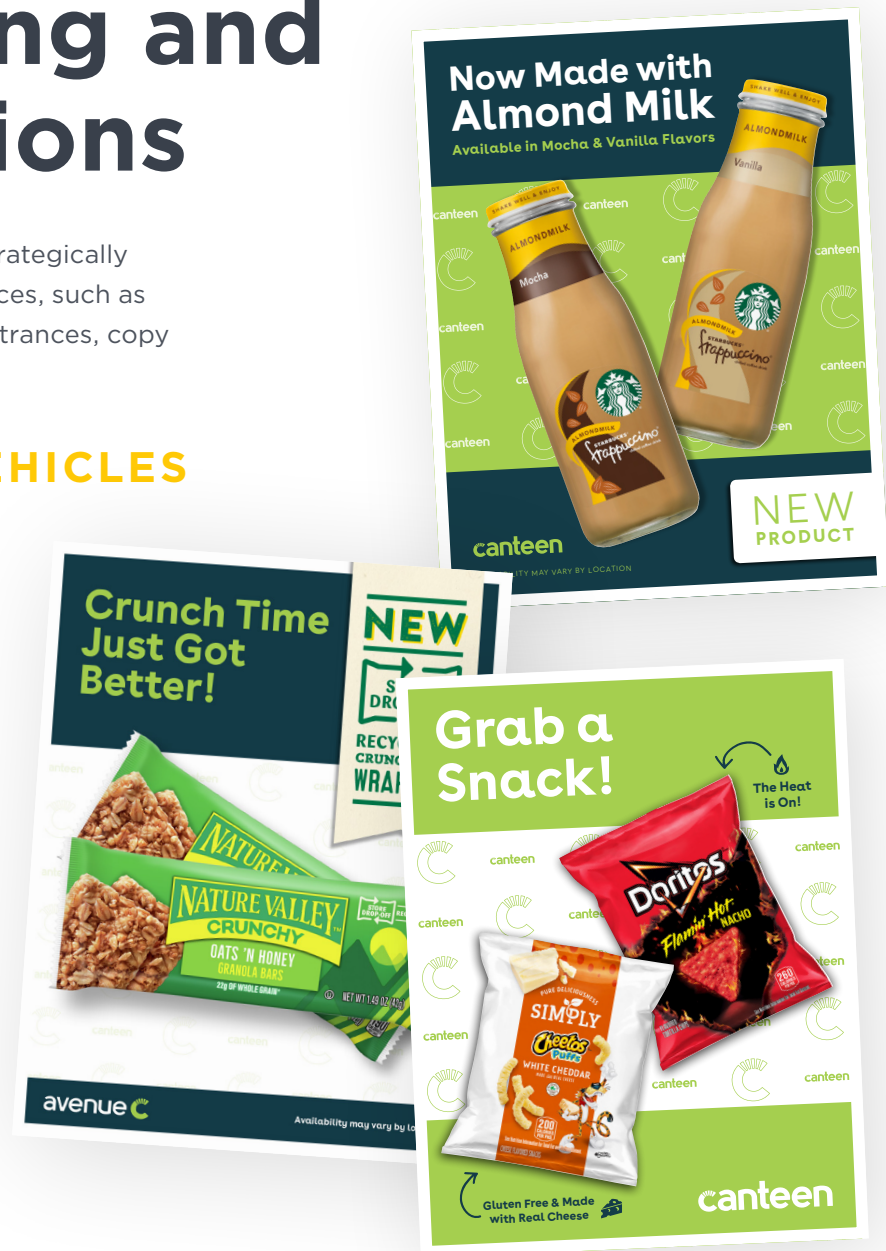
B. Proposer should give specific examples on how they will market and promote the vending opportunities that are being proposed.

Marketing and Promotions

We market to your team by strategically placing signs in gathering spaces, such as elevators, parking garages, entrances, copy machines and dining areas.

MARKETING VEHICLES INCLUDE:

- Flyers
- Table tents
- Posters
- E-blasts
- LCD monitors
- Digital displays



CONNECT

We offer monthly promotions on each machine through the Connect label. This technology allows customers to access the latest promotions at their fingertips.

We feature national vendor campaigns along with exclusive Canteen-specific giveaways where your guests are our winners. We can further drive messaging through the use of LCD monitors, e-blasts and flyers.



Looking for a side of excitement?

Our promotions can include seasonal specials, holiday celebrations and food trends.

Promotions may center around:

- Seasonal food campaigns
- Celebrating holidays
- Customer appreciation
- New products
- Value-added services



CONNECT & PAY® AND CUSTOMER LOYALTY

Our Connect & Pay® app, available through the app store, makes shopping quick and easy for guests.

Once downloaded, guests log in, create an account and load funds or designate a card for use to pay as you go. Our AirVend inside vending banks allow guests to pay for vending selections directly from their phones using Bluetooth technology.

The app also integrates with the Canteen Connect label, allowing guests to access our Connect solution with the touch of a button to report service issues, access nutrition information, provide feedback and explore innovations and upcoming promotions. The points-based structure gives you the flexibility to customize the loyalty program to fit your culture and needs. The more points guests accumulate, the more cash back they earn.

Points can be redeemed at any time.

Forget to redeem? That's okay, too. At the end of each quarter, we'll automatically credit accounts for the highest redemption value earned and additional points will automatically carry over to the next quarter.

Connect & Pay® offers a variety of valuable benefits for our loyal guests, including points accumulation that leads to cash-back rewards, promotions, coupons, discounts and limited-time offers.



PART 6

Appendices and Attachments

 Student Union
UCF UNIVERSITY OF CENTRAL FLORIDA

ATTACHMENT A

Respondent may modify this form as needed to reflect the commission structure proposed

FINANCIAL OFFER FORM

Canteen will guarantee upfront commission of \$1 Million for an 8 year contract. Payment to UCF at install completion.

(Note: The Contractor shall pay the University the greater of the Minimum Annual Guarantee or the Commission as a Percent of Gross Receipts).

1. COMMISSION AS A PERCENT OF GROSS RECEIPTS: less the sales tax paid to the State by the Vendor on the sale of the products to the consumers

Year 1 – 4 Percent of Gross Sales	<u>32.3</u> % per year +2% any sales over \$700K
Year 5* Percent of Gross Sales	<u>32.3</u> % per year +2% any sales over \$700K
Year 6* Percent of Gross Sales	<u>32.3</u> % per year +2% any sales over \$700K
Year 7* Percent of Gross Sales	<u>32.3</u> % per year +2% any sales over \$700K
Year 8* Percent of Grass Sales	<u>32.3</u> % per year +2% any sales over \$700K

* Applicable if contract is renewed

32.3% Commission on Snacks Items
20% Commission on Coffee
10% Commission on Fresh Food Items

2. MINIMUM ANNUAL GUARANTEE:

Year 1 – 4 (\$ Per Contract Year)	\$ <u>125,000</u> per year
Year 5*	\$ <u>125,000</u> per year
Year 6*	\$ <u>125,000</u> per year
Year 7*	\$ <u>125,000</u> per year
Year 8*	\$ <u>125,000</u> per year

* Applicable if contract is renewed

Canteen will guarantee upfront commission of \$1 Million for an 8 year contract. Payment to UCF at install completion.

ATTACHMENT B

INITIAL PRODUCT PRICING

PRODUCT CATEGORIES	ITEM PRICING (SALES TAX INCLUDED)
Small Serve Chips (<= 3.0 oz) Less than 1oz. or equal to	\$ <u>1.50</u>
Large Serve Chips (>3.0 oz) Greater than 1oz. or equal to	\$ <u>1.75</u>
Crackers and Cereal Bars	\$ <u>1.50</u> - \$ 1.75
Candy/ Chocolates	\$ <u>1.75</u>
Healthy Snacks and Premium Brands	\$ <u>2.00</u> - \$ 4.00
Premium Pastries	\$ <u>1.75</u>
Premium Cookies	\$ <u>1.75</u>
Movie Packs	\$ <u>3.50</u>
Frozen Meals	\$ <u>3.00</u> to \$ <u>6.00</u>
Sandwiches	\$ <u>2.99</u> to \$ <u>5.99</u>
Ice Cream	\$ <u>2.50</u> to \$ <u>4.00</u>
Coffee	\$ <u>2.00</u> to \$ <u>3.00</u>
Premium Coffee flavors	\$ <u>2.50</u> to \$ <u>3.50</u>
Other (<i>add additional categories/items as needed</i>)	\$ <u>See Below</u>

Convenience items. Advil, Tums, Sanitizer, face mask
Smart Fridge Healthy Meals

\$ 2.00- \$ 5.99
\$ 5.99- \$ 9.99

**APPENDIX I
SUPPLEMENTAL OFFER SHEET
TERMS AND CONDITIONS**

The sections set forth below are to each be initialed as YES for "understood and agreed upon" or NO for "not agreed to." Failure to complete and return this document with your offer could result in rejection of your offer, at UCF's sole discretion. Respondents shall not check sections as "understood and agreed upon" with the intent to negotiate a change to those sections/terms and conditions after tentative award of a contract resulting from this ITN. Respondents disagreeing with any negotiable term or condition of this ITN are to provide a clear and detailed reason for the disagreement and a solution to the disagreement in his/her offer. A Respondent's disagreement with any non-negotiable section of this ITN may be automatically rejected. Failure of the University and the tentative awardee to come to an agreement with respect to terms and conditions within a time frame UCF determines to be reasonable constitutes grounds for rejection of that offer, and the University shall have the right, at its sole discretion, to award the contract to the next favorable respondent.

<u>SECTION</u>	<u>YES</u>	<u>NO</u>	<u>RESPONDENT INITIALS</u>
2.1 **Non-negotiable**	<u>X</u>	<u> </u>	<u>Steve P</u>
2.2 **Non-negotiable**	<u>X</u>	<u> </u>	<u>Steve P</u>
2.3 **Non-negotiable**	<u>X</u>	<u> </u>	<u>Steve P</u>
2.4	<u>X</u>	<u> </u>	<u>Steve P</u>
2.5	<u>X</u>	<u> </u>	<u>Steve P</u>
2.6 **Non-negotiable**	<u>X</u>	<u> </u>	<u>Steve P</u>
2.7 Section Not Used			
2.8 **Non-negotiable**	<u>X</u>	<u> </u>	<u>Steve P</u>
2.9	<u>X</u>	<u> </u>	<u>Steve P</u>
2.10	<u>X</u>	<u> </u>	<u>Steve P</u>
2.11 **Non-negotiable**	<u>X</u>	<u> </u>	<u>Steve P</u>
2.12	<u>X</u>	<u> </u>	<u>Steve P</u>
2.13 **Non-negotiable**	<u>X</u>	<u> </u>	<u>Steve P</u>
2.14 **Non-negotiable**	<u>X</u>	<u> </u>	<u>Steve P</u>
2.15	<u>X</u>	<u> </u>	<u>Steve P</u>

<u>SECTION</u>	<u>YES</u>	<u>NO</u>	<u>RESPONDENT INITIALS</u>
2.16	X	_____	<u>Steve P</u>
2.17	X	_____	<u>Steve P</u>
2.18 **Non-negotiable**	X	_____	<u>Steve P</u>
2.19	X	_____	<u>Steve P</u>
2.20 **Non-negotiable**	X	_____	<u>Steve P</u>
2.21	X	_____	<u>Steve P</u>
2.22	X**	_____	<u>Steve P</u>
2.23	X	_____	<u>Steve P</u>
2.24	X	_____	<u>Steve P</u>
2.25	X	_____	<u>Steve P</u>
2.26	X	_____	<u>Steve P</u>
2.27 **Non-negotiable**	X	_____	<u>Steve P</u>
2.28 **Non-negotiable**	X	_____	<u>Steve P</u>
2.29	X	_____	<u>Steve P</u>
2.30 **Non-negotiable**	X	_____	<u>Steve P</u>
2.31 **Non-negotiable**	X	_____	<u>Steve P</u>
2.32	X	_____	<u>Steve P</u>
2.33	X	_____	<u>Steve P</u>
2.34	X	_____	<u>Steve P</u>
2.35 **Non-negotiable**	X	_____	<u>Steve P</u>
2.36	X	_____	<u>Steve P</u>
2.37	X	_____	<u>Steve P</u>
2.38	X	_____	<u>Steve P</u>
2.39 **Non-negotiable**	X	_____	<u>Steve P</u>

** Compass Group USA, Inc. accepts the terms of Section 2.22 subject to the augmented right of termination for Compass as set forth in its exceptions/response to the ITN.

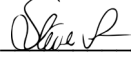
<u>SECTION</u>	<u>YES</u>	<u>NO</u>	<u>RESPONDENT INITIALS</u>
2.40	X	_____	<u>Shirley P</u>
2.41	X	_____	<u>Shirley P</u>
2.42 **Non-negotiable**	X	_____	<u>Shirley P</u>
2.43	X	_____	<u>Shirley P</u>
2.44	X	_____	<u>Shirley P</u>
2.45	X	_____	<u>Shirley P</u>
2.46	X	_____	<u>Shirley P</u>
2.47	X	_____	<u>Shirley P</u>
2.48	X	_____	<u>Shirley P</u>
2.49 **Non-negotiable**	X	_____	<u>Shirley P</u>
2.50	X	_____	<u>Shirley P</u>
2.51	X	_____	<u>Shirley P</u>
2.52 **Non-negotiable**	X	_____	<u>Shirley P</u>
2.53 **Non-negotiable**	X	_____	<u>Shirley P</u>
2.54	X	_____	<u>Shirley P</u>
2.55	X	_____	<u>Shirley P</u>
2.56 **Non-negotiable**	X	_____	<u>Shirley P</u>
2.57 **Non-negotiable**	X	_____	<u>Shirley P</u>
Section 3.0	X	_____	<u>Shirley P</u>
Section 4.0	X	_____	<u>Shirley P</u>
ATTACHMENTS	_____	_____	<u>Shirley P</u>
Appendix I	X	_____	<u>Shirley P</u>
Appendix II	X	_____	<u>Shirley P</u>

Appendix III X _____
Appendix IV X _____





Company: Compass Group USA, Inc. by and through its Canteen Division Authorized Representative's Name: Steve Luccia

Authorized Representative's Signature:  _____ Date: 1-17-22

APPENDIX II

CERTIFICATE OF NON-SEGREGATED FACILITIES

We, Compass Group USA, Inc. by and through its Canteen Division certify to the University of Central Florida that we do not and will not maintain or provide for our employees any segregated facilities at any of our establishments, and that we do not and will not permit our employees to perform their services, under our control, where segregated facilities are maintained. We understand and agree that a breach of this certification is a violation of the Equal Opportunity clause required by Executive Order 11246, as amended.

As used in this certification, the term "segregated facilities" means any waiting rooms, work areas, rest rooms and wash room, restaurants and other eating areas, time clocks, locker rooms and other storage or dressing areas, parking lots, drinking fountains, recreation or entertainment areas, transportation and housing facilities provided for employees which are segregated by explicit directive or are in fact segregated on the basis of race, creed, color or national origin, because of habit, local custom or otherwise.

We, further, agree that (except where we have obtained identical certifications from offered subcontractors for specific time periods) we will obtain identical certifications from offered subcontractors prior to the award of subcontracts exceeding \$10,000 which are not exempt from the provisions of the Equal Opportunity Clause; that we will retain such certification in our files; and that we will forward the following notice to such offered subcontractors (except where the offered subcontractors have submitted certifications for specific time periods):

NOTE TO PROSPECTIVE SUBCONTRACTORS ON REQUIREMENTS FOR CERTIFICATIONS OF NON-SEGREGATED FACILITIES. A Certificate of Non-segregated Facilities, as required by the 9 May 1967 order on Elimination of Segregated Facilities, by the Secretary of Labor (32 Fed. Reg. 7439, 19 May 1967), must be submitted prior to the award of a sub-contract exceeding \$10,000 which is not exempt from the provisions of the Equal Opportunity clause. The certification may be submitted either for each sub-contract or for all subcontracts during a period (i.e., quarterly, semiannually, or annually).

The Contractor and subcontractors shall abide by the requirements of 41 CFR, Section 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, national origin, protected veteran status or disability.

NOTE: Whoever knowingly and willfully makes any false, fictitious, or fraudulent representation may be liable to criminal prosecution under 18 U.S.C. 1001.

APPENDIX II

CERTIFICATE OF NON-SEGREGATED FACILITIES SUBPART - CONTRACTOR'S AGREEMENTS

SEC. 202. Except in contracts exempted in accordance with Section 204 of this Order, all Government contracting agencies shall include in every Government contract hereafter entered into the following provisions:

During the performance of this contract, the contractor agrees as follows:

- (1) The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, sexual orientation, gender identity or national origin. The contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, sex, sexual orientation, gender identity or national origin. Such action shall include, but not be limited to the following: employment, upgrading demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the contracting officer setting forth the provisions of this nondiscrimination clause.
- (2) The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity or national origin.
- (3) The contractor will send to each labor union or representative of workers with which the contractor has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer, advising the labor union or worker's representative of the contractor's commitments under Section 202 of Executive Order No. 11246 of September 24, 1965, and shall post copies of notice in conspicuous places available to employees and applicants for employment.
- (4) The contractor will comply with all provisions of Executive Order No. 11246 of September 24, 1965 and of the rules, regulations, and relevant orders of the Secretary of Labor.
- (5) The contractor will furnish all information and reports required by Executive Order No. 11246 of September 24, 1965, and by the rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the contracting agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations and orders.
- (6) In the event of the contractor's noncompliance with the nondiscrimination clauses of this contract or with any of such rules, regulations, or orders, this contract may be canceled, terminated, or suspended in whole or in part and the contractor may be declared ineligible for further Government contracts in accordance with procedures authorized in Executive Order No. 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoiced as provided in Executive Order No. 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.
- (7) The contractor will include the provision of Paragraphs (1) through (7) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued

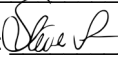
pursuant to Section 204 of Executive Order No. 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or Supplier. The contractor will take such action with respect to any subcontract or purchase orders the contracting agency may direct as a means of enforcing such provisions including sanctions for noncompliance. Provided, however, that in the event the contractor becomes involved in, or is threatened with, litigation with a subcontractor or Supplier as a result of such direction by the contracting agency, the contractor may request the United States to enter into such litigation to protect the interest of the United States.

SEC. 402 Affirmative Action for Disabled Veterans and Veterans of the Vietnam Era:

- (1) The contractor agrees to comply with the affirmative action clause and regulation published by the US Department of Labor implementing Section 402 of the Vietnam Era Veteran's Readjustment Assistance Act of 1974, as amended, and Executive Order 11701, which are incorporated in this certificate by reference.

Company: Compass Group USA, Inc. by and through its Canteen Division

Authorized Representative's Name: Steve Luccia, Division President

Authorized Representative's Signature: 

Date: 1-17-22

APPENDIX III
COMPLIANCE AND
CERTIFICATION OF GOOD STANDINGS

The parties shall at all times comply with all applicable ordinances, laws, rules and regulations of local, state and federal governments, or any political subdivision or agency, or authority or commission thereof, which may have jurisdiction to pass laws, ordinances, or make and enforce rules and regulations with respect to the parties.

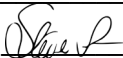
Suppliers shall certify below that they are in good standings to conduct business in the State of Florida. **The awardee of any contract resulting from this solicitation shall forward a certification of good standing.** The certifications must be submitted to the UCF Procurement Services Department prior to providing any goods or services required under the resulting contract. Noncompliance with this provision may constitute rejection of proposal or termination of a contract at UCF's sole discretion.

CERTIFICATION

I certify that the company submitting an offer under this solicitation is in compliance with all applicable laws to conduct business in the State of Florida, is in good standings and will provide a certificate of good standings from the State of residence prior to initiating any performance under any contract resulting from this solicitation.

Company: Compass Group USA, Inc., by and through its Canteen Division

Authorized Representative's Name: Steve Luccia, Division President

Authorized Representative's Signature: 

Date: 1-17-22

Invitation to Negotiate

SUBMIT OFFER TO: Via Bonfire Web Portal UNIVERSITY OF CENTRAL FLORIDA Phone: (407) 823-2661 www.procurement.ucf.edu https://ucfprocurement.bonfirehub.com/opportunities/55426		University of Central Florida INVITATION TO NEGOTIATE Contractual Services Acknowledgement Form	
Your submission must be uploaded, submitted, and finalized prior to the closing time on January 18, 2022 at 3:00pm . We strongly recommend that you give yourself sufficient time and at least ONE (1) day before the closing time to begin the uploading process and to finalize your submission. See Appendix 4 for submittal instructions.			
Page 1 of 49 Pages	OFFERS WILL BE OPENED January 18, 2022 at 3:00 pm EST		ITN NO. 2021-09TCSA
and may not be withdrawn within 120 days after such date and time.			
UNIVERSITY ADVERTISING DATE: November 18, 2021	ITN TITLE: Snack Vending Services		
FEDERAL EMPLOYER IDENTIFICATION NUMBER 56-1874931			
SUPPLIER NAME Compass Group USA, Inc. by and through its Canteen Division		REASON FOR NO OFFER:	
SUPPLIER MAILING ADDRESS 28100 US HWY 19 N., Ste. 307			
CITY - STATE - ZIP CODE Clearwater, FL 33761			
AREA CODE 704		TELEPHONE NUMBER 302-5036	
813		FAX: 664-1940	
EMAIL: Steve.Luccia@compass-usa.com			
POSTING OF PROPOSAL TABULATIONS			
Proposal tabulations with intended award(s) will be posted for review by interested parties on the Procurement Services solicitation webpage and will remain posted for a period of 72 hours. Failure to file a protest in accordance with BOG regulation 18.002 or failure to post the bond or other security in accordance with BOG regulation 18.003 shall constitute a waiver of protest proceedings.			

Government Classifications Check all that apply

- | | |
|--|--|
| <input type="checkbox"/> African American | <input type="checkbox"/> American Woman |
| <input type="checkbox"/> Asian-Hawaiian | <input type="checkbox"/> Government Agency |
| <input type="checkbox"/> Hispanic | <input type="checkbox"/> MBE Federal |
| <input type="checkbox"/> Native American | <input checked="" type="checkbox"/> Non-Minority |
| <input type="checkbox"/> Non-Profit Organization | <input type="checkbox"/> PRIDE |
| <input type="checkbox"/> Small Business Federal | <input type="checkbox"/> Small Business State |

I certify that this offer is made without prior understanding, agreement, or connection with any corporation, firm or person submitting an offer for the same materials, supplies, or equipment and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this offer and certify that I am authorized to sign this offer for the Supplier and that the Supplier is in compliance with all requirements of the Invitation To Negotiate, including but not limited to, certification requirements. In submitting an offer to an agency for the State of Florida, the Supplier offers and agrees that if the offer is accepted, the Supplier will convey, sell, assign or transfer to the State of Florida all rights, title and interest in and to all causes of action it may now or hereafter acquire under the Anti-trust laws of the United States and the State of Florida for price fixing relating to the particular commodities or services purchased or acquired by the state of Florida. At the State's discretion, such assignment shall be made and become effective at the time the procurement agency tenders final payment to the Supplier.

GENERAL CONDITIONS

- SEALED OFFERS:** All offer sheets and this form must be executed and submitted as specified in Section 2.6. Offer prices not submitted on any attached price sheets when required shall be rejected. All offers are subject to the terms and conditions specified herein. Those which do not comply with these terms and conditions are either automatically rejected with respect to non-compliance with non-negotiable terms and conditions or may be rejected, at UCF's sole discretion, with respect to any other terms and conditions.
- EXECUTION OF OFFERS:** Offers must contain a manual signature of the representative authorized to legally bind the Respondent to the provisions herein. Offers must be typed or printed in ink. Use of erasable ink is not permitted. All corrections to prices made by the Supplier are to be initialed.
- NO OFFER SUBMITTED:** If not submitting an offer, respond by returning only this offer acknowledgment form, marking it "NO OFFER," and explaining the reason in the space provided above. Failure to respond

without justification may be cause for removal of the company's name from the solicitation mailing list. NOTE: To qualify as a respondent, the Supplier must submit a "NO OFFER," and it must be received no later than the stated offer opening date and hour.



AUTHORIZED SIGNATURE (MANUAL)

Steve Luccia, Division President

AUTHORIZED SIGNATURE (TYPED), TITLE

*** Please be advised that Compass Group USA, Inc.'s proposal is subject to the negotiation of a mutually agreeable resulting contract.



UNIVERSITY OF CENTRAL FLORIDA

Department of Procurement Services
12479 Research Parkway, Suite 600
Orlando, FL 32826-0050

ADDENDUM

IMPORTANT DOCUMENT – INVITATION TO NEGOTIATE

ITN NUMBER: 2021-09TCSA OPENING DATE & TIME: January 18, 2022 @ 3:00 p.m.

ITN TITLE: Snack Vending Services

ADDENDUM NUMBER: I ADDENDUM DATE: January 7, 2022

Purpose of this addendum is to:

- Answer questions submitted during the Q/A period

PLEASE ACKNOWLEDGE RECEIPT OF THIS ADDENDUM AND RETURN IT WITH YOUR OFFER. FAILURE TO SIGN AND RETURN WITH YOUR OFFER COULD RESULT IN REJECTION OF YOUR OFFER.

A handwritten signature in black ink, appearing to read "Steve Luccia".

PROPOSERS SIGNATURE

Steve Luccia, Division President

PRINT OR TYPE PROPOSER'S NAME

Compass Group USA, Inc. by and
through its Canteen Division

COMPANY NAME

Steve.Luccia@compass-usa.com

EMAIL ADDRESS



UNIVERSITY OF CENTRAL FLORIDA

Department of Procurement Services
12479 Research Parkway, Suite 600
Orlando, FL 32826-0050

ADDENDUM

IMPORTANT DOCUMENT – INVITATION TO NEGOTIATE

ITN NUMBER: 2021-09TCSA OPENING DATE & TIME: January 18, 2022 @ 3:00 p.m.

ITN TITLE: Snack Vending Services

ADDENDUM NUMBER: II ADDENDUM DATE: January 10, 2022

Purpose of this addendum is to:

- **To correct answers to Questions 6 and 14 from Addendum I.**

PLEASE ACKNOWLEDGE RECEIPT OF THIS ADDENDUM AND RETURN IT WITH YOUR OFFER. FAILURE TO SIGN AND RETURN WITH YOUR OFFER COULD RESULT IN REJECTION OF YOUR OFFER.

A handwritten signature in black ink that reads "Steve Luccia".

PROPOSERS SIGNATURE

Steve Luccia, Division President

PRINT OR TYPE PROPOSER'S NAME

Compass Group USA, Inc. by and
through its Canteen Division

COMPANY NAME

Steve.Luccia@compass-usa.com

EMAIL ADDRESS

**CANTEEN EXCEPTIONS/REVISIONS TO
UNIVERSITY OF CENTRAL FLORIDA
INVITATION TO NEGOTIATE NUMBER 2021-09TCSAFOR (ITN)
SNACK VENDING SERVICES**

Compass Group USA, Inc., by and through its Canteen Division (“Canteen”), has successfully negotiated and executed contracts with companies and public entities throughout the United States and is currently a contractor to many local and state entities within Florida. Canteen is pleased to submit its proposal to the University of Central Florida (“University”) in response to the ITN and we are confident that we will be able to partner with the University to develop an agreement that meets the needs of both parties. Canteen’s proposal is subject to and conditioned upon the negotiation of a mutually agreeable resulting contract.

General Conditions, Section 4, Subsection 4.6(F), Prices, Terms and Payment and Prices: The prices in Canteen’s proposal will remain unchanged until the Fall semester 2023. Notwithstanding the foregoing, anything in Section 4, Subsection 4.6(F), or other ITN terms to the contrary Canteen requests that it have the right to adjust prices as follows: (i) beginning August 2023 and annually thereafter, based upon the Food Away From Home Consumer Price Index; and (ii) at any time in the event of the implementation of any deposit fee and/or tax on the products. Canteen will agree with University as to how the price adjustments will be implemented and communicated.

General Conditions, Section 2.22, Termination: In addition to the termination rights in Section 2.22, Canteen requests that it be given the right to terminate the resulting contract at any time and without cause upon 120 days’ prior written notice to the University.



UCF

canteen