

RFP# CU2202 Q&A

Concord University extends its thanks to the vendors who have shown interest in our Bookstore RFP and submitted questions. Below is a list of answers to the questions we received.

- 1. Would the Concord University RFP Committee consider an Online Bookstore Solution only (no physical presence) with the option for the University to self run a small spirit store with package pick up; additionally, where a performance bond would not be applicable?**

We will not consider a proposal of this nature.

- 2. Please clarify the performance bond requirement. This amount is exceptionally high in comparison to gross sales.**

The performance bond requirement can be negotiated prior to award of contract.

- 3. Can you expand book use by the athletic department in statement 4.6.7? Who will be utilizing the textbooks (Tutors, student athletes, Heads of athletic departments)? Who will be utilizing the textbooks (Tutors, student athletes, Heads of athletic departments)? How will the bookstore be compensated for these books (or will this be considered a donation?) and approximately how many textbooks?**

After further review, we have determined that the practices outlined in statement 4.6.7 are no longer in effect.

- 4. Are we able to obtain any prior data (sales, customer, adoptions) from the previous vendor upon contract award?**

Prior data will be available as allowed by state and federal law and in accordance with university policy. Sales data from FY13 – FY21 were provided by the current bookstore vendor in Exhibit H of the RFP.

- 5. Is the campus able to provide historical adoption, course, and student information via SFTP?**

This information can be provided. Limitations apply to student information that can be shared.

- 6. In 4.10.2 Please clarify what SFA Systems I Debit Card Systems are?**

Please disregard the last sentence in section 4.10.2. The intent of this section is to request information regarding the vendor's point-of-sale (POS) system and debit card system.

7. Can you provide enrollment over the last 5 years?

Enrollment data from FY14-FY21 can be found at the following webpage:
<https://apps.concord.edu/stats/enrollment.php>

8. Due to the ongoing decrease in sales from the on-campus bookstore over the past several years, would Concord University seriously consider a proposal response that recommends any of the following:

- a. A smaller, self-operated campus shop in conjunction with an online course materials store**
- b. A full-service online course materials store**
- c. A smaller, self-operated campus shop in conjunction with an equitable access course materials response, which provides all students access to their course materials prior to the first day of class**

We will not consider any such proposals.