

**2024 Point of Sale (POS) System Project
REQUEST FOR PROPOSALS (RFP)
ADDENDUM NO. ONE
January 10, 2024**

The addendum forms a part of the documents and modifies the Request for Proposal dated December 12, 2023. The Proposer is responsible for determination of proposal requirements affected by Addendum items.

A. Following are questions that have been submitted with respect for the Request for Proposals for the 2024 Point of Sale (POS) System Project.

Questions and Answers:

1. Who are your current Gateway/Processing providers?

MSFA Response: Current Gateway is FreedomPay, Current Processor is Elavon

2. Can you provide anticipated transaction volume and recent credit card processing statements for evaluation?

MSFA Response: 2023 Revenue: \$36,369,295. 2023 Transactions: 1,359,370

3. Will the stadium be cashless?

MSFA Response: Yes

4. Do you require receipt printers? If so, how many?

MSFA Response: Please refer to the **Point-of-Sale Hardware Requirements in RFP**

5. Do you require barcode scanners? If so, how many?

MSFA Response: Please refer to the **Point-of-Sale Hardware Requirements in RFP**

6. Will you need kitchen printers? If so, how many?

MSFA Response: Please refer to the **Point-of-Sale Hardware Required by Type in RFP**

7. Will any locations be expected to keep a tab open?

MSFA Response: Yes, for in-seat delivery

8. Do you require a pre-ordering solution for suites?

MSFA Response: No

9. Will the selected POS partner be responsible for removing the current POS equipment? **MSFA Response: Proposer shall be responsible for the removal and disposal of all existing POS system equipment. Proposer must provide a plan to obtain certification of sustainable disposal.**
10. If any designated locations are restaurants, will they need reservations and table management functionality?

MSFA Response: Not Required

11. Please confirm the number of Table Service restaurants and the number of tables/seats, if applicable.

MSFA Response: Not Required

12. What system, if any, is currently utilized for restaurant reservations and table management?

MSFA Response: Not Required

13. Please outline the details of your infrastructure. Will network connections and power be available for all terminals?

MSFA Response: Please refer to the **Point-of-Sale Hardware Requirements in RFP. “Fixed POS will typically be Ethernet, and Handheld POS will be WiFi/LTE. Standard Secured Network with Firewall Protection meeting industry standards.”**

14. Please describe pregame selling locations across the street from the main venue location. Are there any network connectivity or power considerations for these locations?

MSFA Response: Please refer to the **Point-of-Sale Hardware Requirements in RFP**

15. How many locations will utilize mobile ordering?

MSFA Response: TBD – please provide optional cost per mobile ordering location

16. Who is your current in-seat/mobile ordering provider?

MSFA Response: VenueNext

17. Would you like Order Status Boards (optional)? If so, how many?

MSFA Response: TBD – please provide optional cost per mobile ordering location

18. Would you like the KDS to print ticket chits (optional)? If so, how many?

MSFA Response: TBD – please provide optional cost per mobile ordering location.

19. What ticketing provider do you use?

MSFA Response: Please refer to **Point-of-Sale (POS) Software Functionality** in the RFP.

20. Do you offer loaded tickets to be redeemed at the POS?

MSFA Response: Not currently, please refer to **Point-of-Sale (POS) Software Functionality** in the RFP for functional requirements.

21. Do you have an App? If so, who is the provider?

MSFA Response: Minnesota Vikings App is currently FanReach but they are transitioning to Yinzcam.

22. Do you have a Loyalty provider? If so, who is the provider?

MSFA Response: Currently we do not have a preferred vendor.

23. Is a gift card integration required? If so, who is the provider?

MSFA Response: Not currently, please refer to **Point-of-Sale (POS) Software Functionality** in the RFP for functional requirements.

24. Do you have a Menu Board solution? If so, who is the provider?

MSFA Response: please refer to **Point-of-Sale (POS) Software Functionality** in the RFP for functional requirements.

25. Are there other third-party technology companies you currently work with that will require a POS integration? If so, who are the third parties?

MSFA Response: Aramark uses Yellow Dog for Inventory.

26. Do you plan to use autonomous systems such as Mashgin, Zippin, or Amazon Just Walk Out?

MSFA Response: Mashgin currently deployed – does not require integration to POS

27. **The Trade Contractor Agreement & Appendix A** - These seem to be designed for construction-related work and don't necessarily fit the needs of this RFP. While we understand certain city requirements will apply to the final contract, how would you like us to respond to this specific agreement?

MSFA Response: Please provide any proposed modifications to the agreement as part of your proposal.



28. **Exhibit 1, Description of Trade Contract Work** - This is written for construction-related work. We recognize the need to include a SOW with design and scoping terms, but how would you like us to respond to this Exhibit as a whole?

MSFA Response: Please provide any proposed modifications to the agreement as part of your proposal.

29. **Exhibit 2, Trade Contract Agreement Amount** - Are you looking for Year-1 total or 5-year capitalized cost?

MSFA Response: Please provide both pricing options.

30. **Exhibit 3, Equity Plan** - Is this Exhibit applicable, given this is not a traditional construction project?

MSFA Response: Yes.

31. **Exhibit 5, Bonds** - Performance bonds are highly unusual in the technology services space. Can you please confirm if this Exhibit is applicable to this project?

MSFA Response: Yes, the value of this project requires performance bonds.

32. **Exhibit 7, Prevailing Wages** - Is this Exhibit applicable, given this is not a traditional construction project?

MSFA Response: Yes. All work inside the stadium is subject to the PLA and Prevailing Wages.

33. **Attachment A, Project Labor Agreement** - Is this Attachment applicable, given this is not a traditional construction project?

MSFA Response: Yes. All work inside the stadium is subject to the PLA and Prevailing Wages.

34. Is it possible to include our standard format of executive summary in our proposal, and then also include our answers and attachments for section F.1 Proposer Qualifications.

MSFA Response: Yes, this is acceptable.

35. Summary of 3 pages or less – Is the Certificate of Insurance included in the executive summary page count?

MSFA Response: No.

36. Our standard operations include coordinating the receipt of equipment by the venue/client" Is that sufficient to satisfy the request?

MSFA Response: The stadium can receive the equipment. The vendor shall be responsible for inspecting the equipment for damage and functionality.



37. Is there a preferred stored value/loyalty partner that you already work with?

MSFA Response: Currently we do not have a preferred vendor.

38. Since questions are due 1/5, can the RFP submission date be extended to Friday, January 19?
Turnaround time is necessary to properly address any additional requirements/clarification.

MSFA Response: The MSFA intends to respond to questions as quickly as possible. The proposal date is in conjunction with approval deadlines that cannot be extended.