

## **Vendor Questions and Answers**

Q1: Are exhibits part of the 50 page limit?

A1: Yes. With the exception of the items noted in the RFP, anything that will be a page when printed counts towards the 50 page limit (pictures, etc.).

Q2: Are locations that already have adoption programs in place available?

A2: Yes. In general locations with adoption programs are eligible for advertising and sponsorship. Attachment C details locations that have restrictions.

Q3: Is Michigan going to allow a secondary slogan for rest areas like the "Safe Phone Zone" program used in other states?

A3: MDOT is open to consideration of a secondary slogan within the limitations allowed by state and federal regulations.

Q4: Section 4 mentions that the primary goal is for revenue, what is the typical revenue stream?

A4: There is not currently a revenue stream at the rest areas. This contract does not allow for over the counter sales or expanded vending. All vending operations are under the jurisdiction of the Michigan Bureau of Services for Blind Persons.

Q5: Does MDOT plan to provide funding for the digital information system?

A5: No. The Vendor is to provide the entire system and balance the cost of the digital information system with the revenue available from advertising and sponsorship.

Q6: Is there existing advertising in the rest areas of Welcome Centers?

A6: There are currently no paid advertisements in the facilities. MDOT does currently post items of interest to the public such as maps and flyers/posters from other public agencies.

Q7: Is the department open to having literature racks in the rest areas?

A7: MDOT is open to this idea.

Q8: Is there opportunity for revenue from Wi-Fi after the 15 minutes of free time?

A8: Yes. The Vendor is required to provide each visitor with 15 minutes of free Wi-Fi access each day. Usage beyond 15 minutes per day can be at the terms and conditions of the Vendor.

Q9: Page 22 section 4, requires providing Wi-Fi, but does not specify how much bandwidth should be available.

A9: MDOT is reviewing this question in more detail and will provide additional information at a later date.

Q10: Do the welcome centers and rest areas all have DSL or other data lines available?

A10: It is the Vendor's responsibility to determine the best source of data service at each location.