**Q&A #1**

**RFP #652508**

**Consulting Services for Bookstore**

QUESTIONS:

1. We understand the UA Bookstore did approximately 12.6 Million of Gross Sales in the year ending 2015.

To really understand the issues at hand, we would request COGS (Cost of Goods Sold) and Gross Sales Dollars breakouts for the following business units underneath the UA Bookstore for the year ending 2015 (or most recently published - please specify):

a. Textbook Category

b. Art and School Supplies Category

c. Soft-goods Category - and a breakdown of those COGS and sales at each location

d. Computer sales Category

e. Cosmetics

2. Total Payroll associated with each of the business units above and per location

3. Lease rates and remaining length of lease at all external campus locations (i.e. malls)

4. Point of Sale Contract fees and time remaining on contract

5. Does the bookstore get to count the rents as revenue, as it pertains to the tenants in the shopping mall on Garland (Walmart, optical, etc)?

ANSWER:

The University considers the information requested to be confidential and proprietary, and disclosure of such information would give an advantage to competitors. Any such information will be provided to the contracted consultant in conjunction with a non-disclosure agreement, and use of such information shall be limited to the sole purpose of performing the contracted services.