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# Request for Proposal

## **OFFICIAL PARTNER - ROGERS CENTRE OTTAWA**

Wine Pouring Rights

**July 25, 2025**

## **Questions & Answers**

**RFP closes at 4:00 pm (EST) sharp, August 7, 2025**



<b>RFP WINE POURING RIGHTS - ROGERS CENTRE OTTAWA</b>	
<b>QUESTION</b>	<b>RESPONSE</b>
1) Are we able to submit a proposal for just the Ontario house wine selection?	1) The RFP is for the full selection of wine, an Ontario and International offering. See section 5.1 Scope of Services Required.
2) When would the new wine list be starting?	2) A transition period would be negotiated with the preferred proponent. New orders would begin around the start of the agreement, September 2025.
3) FINANCIALS AND PARTNERSHIP RIGHTS - Cash component to be paid to OCC. Is there a specific amount required for this component?	3) Unfortunately a specific amount cannot be provided, however, note the points awarded to section 6.3.5.
4) The OCC current wine selection includes two non-alcoholic options. Are you looking to expand this section?	4) At this point we are not looking to expand this section, nor is it part of the scope for this agreement.
5) Would you be open to California wines if the market opens up again?	5) We current do not carry wines from the United States. There is a possibility they could be included in the future.
6) Do you have a specific timeline as to when the first purchase orders would start flowing through?	6) See response to question 2 above.
7) In Section 6.3.1., is the main contact person from the RFP Proponent the CEO or the local, Ottawa area representative?	7) The main contact should be the contact information of the individual who the OCC will be dealing with on regular basis.
8) In Section 6.3.2., can "any rebate options on products purchased by the Rogers Centre Ottawa" be in the form of complimentary product?	8) Rebate options are up to the disccression of the bidder based on what they deem the best possible offering.
9) In Section 6.3.5., is value in kind where we may provide some support in the form of complimentary product?	9) Yes
10) How many corkscrews would be required?	10) Approximately 200 corkscrews may be required throughout the duration of the contract.



11) In what circumstances would branded wine fridges be needed? Are they mandatory, if so, how many?	11) Branded wine fridges may be required for certain events. However, if requested we're looking to ensure clients can make them available. Quantities will vary depending on request, it could be up-to five (5) at one time.
12) In what circumstances would branded wine glasses be needed? Are they mandatory, if so, how many?	12) Branded wine glasses are currently not part of our scope of services.
13) Regarding the submission of sample bottles, is this correct: <ul style="list-style-type: none"> <li>• 1 sample bottle of Ontario red</li> <li>• 1 sample bottle of Ontario white</li> <li>• 1 sample bottle of International red</li> <li>• 1 sample bottle of International white</li> <li>• 1 sample bottle of Ontario sparkling</li> <li>• 1 sample bottle of International sparkling</li> </ul>	13) The sparkling is not limited to international, can be Canadian. Other bottles are what the client would recommend for Ontario house red and house white and International house red and house white.