



**416 Kenmore Boulevard  
Akron, Ohio 44301-1099  
(330) 762-7267  
(330) 762-0854 FAX**

# **ADDENDUM III**

## **ADVERTISING SERVICES**

**RFP # 2020-18**

**January 13, 2021**

**TO: Potential bidders**

**FROM: Dana L. Gibitz-Manager of Procurement**

Q) 1-In your response to “are contracts being turned over?” You responded “we have no existing contracts that fall into this item”

But later you mentioned there are 123 kings sold.

**QUESTION: SO IS METRO SAYING THAT ALL ACTIVE CONTRACTS WILL NOT BE ASSIGNED TO THE WINNING CONTRACTOR?**

If the answer is NO, they will not be, then how can we possible propose a guarantee when we do not know how much \$\$ revenues are not being assigned and how long these contracts will continue?

The Industry standard is that all active contracts are assigned to the new contractor upon takeover. If this is not being done, then what are the \$\$ monthly for these contracts and when do they end and we would need copies of these contracts.

Without this information, how do we know what we should even guarantee, when much of the inventory is sold.

The simple solution is that , any contracts on the books contracted by METRO will be credited toward any price Guarantee and % Sharing. Also, that METRO will no longer solicit advertisers as the contractor, award to, receives exclusive advertising under the agreement and takes over all active contracts.

A) METRO has 123 kings/king kongs available space in our fleet. We had a couple of clients that payed in advance in December for the next year which includes creative, installation as well as removal at the end of the year. One client has put plans on hold and there is no contract in place. There are 51 king spaces that are prepaid for the year 2021. All existing contracts will be given to the awarded vendor, but they will not generate income for this year for them. A folder will be given to the awarded vendor that shows these contracts as well as potential clients for future sales. **METRO is no longer soliciting advertisers.**