Question #	Question	Answer
1	What is the difference between a RFI and a RFP	A Request for Information (RFI) is a solicitation for information and guidance from subject matter experts in order to develop a Request for Proposal (RFP). The RFP then sets forth the agencies requirements for bids
2	Please explain in more detail what other bar code schemes will be needed for compatibility	The department wants to acquire a system which is capable of recognizing tickets from as many of the other ticket vending systems as possible.
3	Does the RFI require a turnstiles system or can other access control solutions be offered?	A locking turnstiles system to prevent unauthorized access is desired.
4	Please explain what type of outbound telemarketing campaigns are needed and used?	We're currently not using any and are open to suggestions
5	Please advise on the total number of selling stations at all entrance points that would require selling hardware for gate admission?	Eight gates or points of entry where tickets will be scanned Seven gates will provide ticket sales
6	Please list all price points for fair admissions (advance price, gate day of price, as well as discounted ticket prices sold online).	$6 advance sale and $10 regular admission. Number of tickets sold online is zero. We have not offered online sales in the past. We did sell 66,652 thru Ticketmaster for concerts. These tickets include admission
7	Please advise on the total number of advance tickets that were sold online vs. advance outlets.	In the past we had only two price points that would relate to online sales. $6 advance sale and $10 regular admission. The rest of our sales were handled in-house, i.e. Group Sales. We did not have any online
8	What is the average ticket price(s) for your event(s)?	$6 advance sell and $10 regular admission – average price last year works out to $7.63.
9	In addition to the Fair entry tickets and or ride tickets, do you also ticket any other special events (i.e. concerts)?	The only other events we sell tickets for are for concert, boxing and motor sports events during the annual Fair. These sells are do thru Ticketmaster.
10	Does the Department of Agriculture and Markets run any other ticketed events throughout the year at the fairgrounds and or other	Harvest Fest ($20 advance and $25 regular admission ticket price), possibly others in the future
11	Can you please provide historical ticketing data to breakout sales by point-of-sale? Please provide total tickets and or percentage a. Internet b. Box Office	a. None b. 284,000 advance sale tickets were sold between the Fair's box office and outlets. 176,000 regular admission tickets were sold during the Fair.
12	Do you have full time box office managers and or ticket staff on a year round basis, or is everyone brought in temporarily for the a. Please list number of managers/administrators b. Please list number of part time/event day staff	The Fair does not have full time box office managers. Everyone is brought in temporarily for the Fair. a. 5 Box Office Managers/Administrators b. 50 Ticket Takers
13	Do you require on-site support from ticketing vendor during festival?	Desirable, but would consider other options
14	Is the ticketing vendor required to become an approved vendor by the State of New York, Respective City, or County?	No, but vendors would have to be able to do business in NYS
15	Are you looking for a Site-Based installation (i.e. Servers hosted at Fair or Fair managed facility) or a Hosted (ASP) model?	We're looking for the most cost efficient method for the fair

16	Are you looking to rent a solution for the time of the fair or to purchase a full solution that can be used for successive fairs?	We're looking for the most cost efficient method for the fair
17	Will there be a wired network available provided by the state? If not, then wireless?	We will consider all options
18	Which would be more preferable - a solution where the costs of the system are based per ticket meaning the price of the system is based	We're looking for the most cost efficient method for the fair
19	What are all of your ticket prices/types? Do you have only single day tickets or are there weekend, week-long, etc. passes?	Only single day tickets. Please refer to question #7
20	What has traditionally been your point of sale percentage breakdown? (i.e. Online, phone, walk-up/box office, and outlet)?	Advanced tickets are sold only through the box office and outlets. Last year outlet sales totaled 234,000 with 50 sold through the box office
21	How many gates and how many lanes at each gate? I'm trying to understand how many barcode scanners the event would require.	Please refer to question #4.
22	Are internet sales a priority?	The Department would prefer to focus on some type of electronic reader at the gates rather than internet sales .