

# Request for Proposal

Including healthier vending product specifications in contract negotiations for your site helps prospective vendors know from the very beginning they will be required to provide healthier options.

Your setting's healthy eating policy may be based on the [Alberta Nutrition Guidelines](#) (which classifies foods into Choose Most Often, Choose Sometimes, and Choose Least Often categories) or the [Canada's Food Guide](#) and [Healthier Vending and Snacks Resource](#). Include links to the appropriate resources in your Request for Proposal (RFP).

Use healthier product specifications with all legal documents required to set up contract services with external vendors within your site. Clearly state what is considered a breach of contract and what happens if the vendor does not follow healthier vending requirements.

The language in the sample below can be modified to suit your organization's needs.

## Sample RFP Wording

### Healthy Food Product Specifications

Nutritious foods and drinks are the foundation for healthy eating and include vegetables and fruits, whole grains, and protein foods from [Canada's Food Guide](#).

The [Healthier Vending and Snacks Resource](#) provides guidance on healthier choices. "Sell More" choices are healthier options as they are less processed and/or have higher nutritional qualities. "Sell Less (and smaller portions)" choices have added sodium, sugars, or saturated fats, and/or lower nutritional qualities.

### Mandatory Nutrition Criteria of Vending Products

Providing healthier food and beverage options is a critical consideration in the evaluation of vending proposals. All vending machines must be comprised of a mix of a variety of Sell More and Sell Smaller Portion items; with at least 40% being "Sell More" choices. Proposers will be required to provide a list of products for each machine and pricing for each item. Proposers will be required to demonstrate a commitment to supporting healthier choices through product placement, pricing, and marketing strategies.

Appropriate snack and beverage products as well as product placement, pricing, and marketing strategies for vending machines can be found in the [Healthier Vending and Snacks Resource](#). For information about our Healthy Eating Policy, contact [publichealth.nutrition@ahs.ca](mailto:publichealth.nutrition@ahs.ca).

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Healthier Vending Toolkit (Dec 2023)  
[www.albertahealthservices.ca/nutrition/Page13884.aspx](http://www.albertahealthservices.ca/nutrition/Page13884.aspx)  
[publichealth.nutrition@ahs.ca](mailto:publichealth.nutrition@ahs.ca)