



Healthy Vending Vendor Interview Questions

These questions are designed to determine if a potential vendor/distributor is a good fit for your organization. It is vital for the success of your Healthy Vending program that you and your vendor are on the same page as to what your organization is looking for.

Do you provide healthier vending options and traditional vending option? If so, are you able to provide them as a split? What type of option slip would you recommend? 50/50? 70/30?

What is your experience with healthy vending?

If items in the vending machines are not sold, who is responsible for the cost?

Can you offer taste tests of different products in order to promote them?

How many employees does a company need to make vending worthwhile?

What are the cost differences between healthier vending options and traditional vending options?

What incentives will the vendor need to stock the vending machine with healthier items if they do not sell as rapidly at first?

What do you recommend is the most successful way to transition from traditional vending to healthy vending? (A gradual phase in, etc.)

How long will you try healthy vending options before determining that it is not successful?

Do you require a contract in order to offer services?