

## Questions and Answers Regarding USDA Solicitation 2000006381 for Fortified R-T-E Cereal Products

1. Will the January 1, 2020 solicitation be a quarterly solicitation, or will it be for the whole year of 2020?

The solicitation issued on 8/27 is for all calendar year 2020 deliveries.

2. Solicitation 2000006381 shows a due date of 9/19/19. Solicitation 2000006381 indicates an annual schedule. This schedule is different than the Commodity Procurement Program schedule which was published on 8/21/19 which shows a quarterly bid and delivery period for RTE Cereal. Are they in addition to each other?

The DGO procurement schedule shows quarterly solicitations for the RTE Cereal Bowl, this is a separate product that is not being solicited as part of 2000006381.

3. Can we get the award quantity spread before the bid award?

The actual order quantities are not known prior to each month's purchase order, which will be issued 60 days prior to the first day of the delivery period.

4. What are the actual delivery dates for each location?

Delivery dates for each location will not be known until the monthly purchase order is issued 60 days prior to the first delivery period.

5. Is there flexibility on shelf life requirements?

All shelf-life and other requirements for the cereal being solicited under 2000006381 falls under the requirements of USDA Commodity Requirements Document FC11 for Fortified (Ready-To-Eat) Cereal Products dated February 22, 2019, currently available as an attachment to the solicitation and on the USDA Selling Foods Website.

6. The new bid worksheet shows the states and Lbs. to be delivered by state, but it does not provide the actual delivery addresses. Is there any way to get the physical delivery address?

There are no actual delivery addresses associated with this solicitation. Delivery addresses will be part of the monthly purchase order which will be issued 60 days before the first day of the delivery period. A list of prior destinations for each material is available upon written request as indicated in the solicitation.

7. In order to be deemed bid responsive do we have to bid on all 49 states and the District of Columbia for each cereal type?

There is no requirement to bid on each cereal type, however, in order to be deemed responsive, a price for each state and the District of Columbia must be submitted. For example, a bidder may choose to submit pricing only for Corn Flakes and Rice Crisps, but they must include pricing for all of the destinations listed in the workbook under those cereal types.

8. NEW Electronic Billing

Yes, any contract that stems from this solicitation will use the eInvoice process introduced by USDA on August 2, 2019. Please review the requirements in the updated master solicitation, available both as an attachment to the solicitation and on the USDA selling foods website. Training on the eInvoice process is available on the following dates, please contact the WBSCM helpdesk for further information on training.

Domestic Vendors	Tuesday, Sept. 17, 2019 10 a.m.-Noon	<a href="mailto:WBSCMAMSHelpDesk@usda.gov">WBSCMAMSHelpDesk@usda.gov</a>
Domestic Vendors	Wednesday, Sept. 18, 2019 1 p.m.-3 p.m.	<a href="mailto:WBSCMAMSHelpDesk@usda.gov">WBSCMAMSHelpDesk@usda.gov</a>
Domestic Vendors	Thursday, Sept. 26, 2019 2 p.m.-4 p.m.	<a href="mailto:WBSCMAMSHelpDesk@usda.gov">WBSCMAMSHelpDesk@usda.gov</a>
Domestic Vendors	Friday, Oct. 4, 2019 11 a.m.-1 p.m.	<a href="mailto:WBSCMAMSHelpDesk@usda.gov">WBSCMAMSHelpDesk@usda.gov</a>

9. Toasted Oat Bowls- Will you expand distribution beyond Schools and Food Banks?

The Oat Circle bowls are not being solicited under RFX 2000006381 and will not be discussed on this conference call.

10. Will the trade mitigation program consider at new items? Will the trade mitigation program be a separate solicitation?

This solicitation is not part of the trade mitigation program. At this time USDA has no information regarding future trade mitigation purchasing.

11. Are Toasted Oats 1oz Bowls part of the RTE cereal solicitation or are they on a different schedule?

As stated above, the Oat Circle 1 oz. Bowls are not being solicited at this time.

12. Are there any off-shore locations?

No RTE Cereal will be ordered to off-shore. All off-shore orders will be delivered to relevant ports.

13. If you do not receive a full bid on an item would you put out that item for rebid.

The only solicitation under discussion at this time is solicitation 2000006381, with bids due on September 19.

14. Are the quantities for each state in pounds?

The bid evaluation quantity listed on each page of the workbook is in pounds.

15. Can you explain the blank boxes and how to use them?

On each page of the workbook there are two boxes. The box on the right side of the page lists the existing material codes. The box on the left side of the page includes blank cells. Each bidder is able to proceed one of two ways. Option 1 is to identify one of the existing material codes. This indicates that, if awarded, the bidder will deliver the product in the truck configuration described by that existing material code. Option 2 is to leave the first cell blank and to identify a different configuration by filling in the package size, packages in a case, weight of a case, weight of a truckload, and number of cases in a truck.

16. Not all states are included on the list of prior destinations, how are you including and evaluating price submitted for all 48 states and Washington D.C.?

USDA will use the stated quantities to evaluating prices to each state.

17. Is the list of previous destinations a comprehensive list of orders?

As stated, this is a previous list of destinations, not a commitment for orders to these destinations or a list of all possible destinations. The provided document simply lists previous destinations for these materials. This document is for the bidders' information only, not a guaranteed destination list.

18. Is there a way to get a list of all possible destinations prior to award or after award?

It is not possible to provide a list of all possible destinations either prior to or after award.

19. In the spreadsheet, pounds by state are given, but if added up, these pounds don't match the tendering text totals?

It is correct that these quantities do not match. These quantities are not the same metric. The quantity listed in the tendering text under "Estimated Monthly Maximums" is an estimated national total requirement quantity while the quantity listed in the workbook is the quantity used for evaluation of the submitted bid price per pound. Neither of these quantities are orders, guaranteed minimums, or any other kind of commitment. These quantities are provided for the bidders information only.

20. The workbook is hard to access.

In addition to the WBSCM list of documents, the workbook is also available on the USDA/AMS/Selling Food [website](#). If you are using the WBSCM links, please right click and save the workbook, do not open it directly from Internet Explorer.

21. Where can I find a more robust description of the product, aside from the name of the cereal type?

In the USDA Commodity Requirements Document titled FC11, dated 02/22/2019, Part 1, Section 1.1 A. Quality of the Product, a link to the Commercial Item Description can be found. Please refer to the existing material codes box on each

page of the worksheet for examples of the household-sized packaging being solicited under 2000006381.

22. Will there be multiple contracts awarded for these cereals?

Under Basis for Offers/Awards, the tendering text states “the Government intends to award each cereal type for the entire contiguous United States to a single offeror in accordance with FAR Part 14 Procedures.”