



April 30, 2019

**Two-Step Sealed Bid Solicitation:  
Canned Dried Beans (Vegetarian)  
Step One: Request for Technical Proposals (RFTP)**

Pursuant to Federal Acquisition Regulation (FAR) 14.5, this document is a Request for Technical Proposals (RFTP), step one of a two-step sealed bid solicitation for the acquisition of canned dried beans (vegetarian).

Required components of technical proposals are outlined in Part III of this document. Offerors should submit proposals that are acceptable without additional explanation or information. The Government may make a final determination regarding a proposal's acceptability solely on the basis of the proposal as submitted. Note: The Government may proceed with the second step without requesting further information from any offeror; however, the Government may request additional information from offerors of proposals that it considers reasonably susceptible of being made acceptable.

Each offeror may submit multiple technical proposals, though a maximum of one proposal per offeror may be chosen by the Government for step two of the two-step sealed bid process. Offerors are cautioned against submitting multiple technical proposals that have large differences in prices between them, since step two will be awarded on a low bid basis.

The Government will forward a notice of unacceptability to an offeror when, upon completion of the proposal evaluation, there is a final determination of unacceptability. This will be done in accordance with the dates outlined in Part I below.

In the second step of this two-step sealed bid solicitation process, only bids based upon technical proposals determined to be acceptable. Bids in the second step will only be accepted electronically through WBSCM. Awards in the second step will be based on lowest price. Each bid in the second step must be based on the bidder's own technical proposals.

This document is organized into the following parts:

- Part I. General Information
- Part II. Contract Terms and Conditions
- Part III. Solicitation Provisions
  1. Requirements of the technical proposal
  2. Evaluation criteria for technical proposal
  3. Additional FAR and AGAR provisions

**Part I. General Information**

**1. Invitation number and date**

Acquisition Method:	Two-Step Sealed Bid
Description:	Canned Dried Beans (Vegetarian),
Number:	12-3J14-19-B-0338, 2000006066



Step-one Issue date: April 30, 2019  
Technical Proposals due: May 10, 2019, 13:00 Central Time  
Notification of Technical Acceptability: May 15, 2019, Midnight, Central Time

**2. Name, address, and telephone number of the Specialist /Contracting Officer**

Per the Inquiries provision included in this solicitation, all inquiries and correspondence concerning this solicitation should be submitted **in writing to the Agricultural Marketing Specialist, Kale Luma.**

Luma Kale, Agricultural Marketing Specialist  
Telephone: 202-260-8939  
Email: [Luma.Kale@usda.gov](mailto:Luma.Kale@usda.gov)

David C. Jackson, Contracting Officer  
Telephone: 816-823-1142  
Email: [davidc.jackson@ams.usda.gov](mailto:davidc.jackson@ams.usda.gov)

USDA Agricultural Marketing  
Service Commodity Procurement  
Program  
1400 Independence Ave SW, Stop 0239  
South Building – 3512 S  
Washington, DC 20250

Hours of business are Monday through Friday except Federal holidays, 6:00 a.m. to 6:00 p.m. Eastern Time.

**3. Commodity Specifications / Requirements**

The requirements for the canned dried Beans (vegetarian) being procured can be accessed via the full links:

<https://www.ams.usda.gov/sites/default/files/media/CommoditySpecificationsforCannedDriedBeansMarch2019CPPF.pdf>

**Part II. Contract terms and conditions**

Contact terms contained in the AMS Master Solicitation for Commodity Procurements – Domestic Programs (MSCP-D) dated March 25, 2019, are incorporated by reference. The MSCP is available online at: <https://www.ams.usda.gov/sites/default/files/media/MSCP.pdf>.



### Part III. Solicitation Provisions

Solicitation provisions contained in the AMS Master Solicitation for Commodity Procurements – Domestic Programs (MSCP-D) dated March 25, 2019, are incorporated by reference.

1. Requirements of the technical proposal.

IMPORTANT: Technical proposals shall **not** include prices or pricing information. Contents of technical proposals:

- A. A narrative (not to exceed two pages) on the offeror’s experience with producing a canned dried beans commercial product, and that product’s past performance (acceptability in the marketplace).
- B. A sample prototype for the canned dried beans (vegetarian) that offeror will deliver under the USDA contract, if awarded. The sample shall be delivered/mailed directly to AMS at no expense to the Government. The sample shall contain four #1 cans with retail commercial packaging to include nutritional information on the back of the label.
- C. Vendors that have previously supplied a sample of their product to USDA may request that it be used as their technical proposal, provided that USDA has a sufficient number of samples on hand. Vendors must contact the Agricultural Marketing Specialist to make this request.

Sample prototype shall include: A nutrient analysis, a copy of the nutrition facts panel, ingredients statement, allergen declaration (if applicable) and instructions for preparation of the sample for testing. Samples, certificate, and analyses must be marked in such a way as to clearly link the specific sample product to its supporting documentation (*e.g.*, lot number/code).

Sample prototype will be used for taste and packaging evaluation purposes.

The samples must be labeled with the following statement: **“SAMPLES SUBMITTED UNDER SOLICITATION 200006066 FOR EVALUATION BY THE AMS, CP STAFF.”**

Technical proposals and product samples must be delivered by express service—

Attn: Rick Peterson/Laura Walter  
USDA AMS SCID/CP  
1400 INDEPENDENCE AVE SW  
ROOM 0720 SOUTH BUILDING  
WASHINGTON, D.C. 20250

Note: No deviations from approved formulations will be permitted after award.



2. Evaluation criteria, to include all factors and any significant subfactors.

Factor 1	Past performance and experience	Evaluation of offeror’s narrative on its firm’s experience with producing a canned dried beans (vegetarian) commercial product, and that product’s past performance (acceptability in the marketplace).
Factor 2	Sample prototype	Evaluation of the sample prototype in accordance With the subfactors below:
Sample Prototype	Product Characteristics: Examined after opening and heating	Must have the: product performance, texture, appearance, color, and flavor typical of canned dried beans (vegetarian).
Subfactor 1	Grade	U.S. Grade A
Subfactor 2	Type of Pack	White beans shall be practically similar in varietal characteristics and packed in meatless tomato sauce. The White beans shall consist of pea beans (also known as Navy beans), or small White beans. Only tomato sauce with natural spices, and sweetener, shall to be used for Vegetarian Beans.
Subfactor 3	Style	In tomato sauce. (Tomato solids of the sauce must not be less than 2 percent by weight).
Subfactor 4	Color	No artificial color.
Subfactor 5	Color of the sauce	Must be bright and have a reddish color typical of a vegetarian bean in a tomato sauce pack and be no lighter than color slide A2, or darker than color slide A1 of the USDA Color Standards for Tomato Products. Color determinations will be conducted only using approved lighting. The USDA Color Standards are available for purchase at the following address: <a href="https://www.ams.usda.gov/grades-standards/how-purchase-equipment-and-visual-aids">https://www.ams.usda.gov/grades-standards/how-purchase-equipment-and-visual-aids</a> .
Subfactor 6	Ingredients	Small White beans or Navy Beans, Tomato Paste, Onion powder, Garlic Powder, Salt, Sugar.
Subfactor 7	Optional ingredients	Vinegar, oleoresin paprika, other natural flavorings suitable for vegetarian type beans.
Subfactor 8	Sweeteners	High fructose corn syrup and starch are <u>not</u> allowed.
Subfactor 9	Sodium content	36 mg to 140 mg per serving (defined as ½ cup).
Subfactor 10	Consistency – Prior to heating	When the can is emptied on to a grading tray the product shall form a mound with a small amount of the leveling and a reasonable amount of sauce separation from the beans after 1 minute.
Subfactor 11	Texture – After heating	The beans have a good typical texture, that may be slightly soft or slightly firm; and that skins are tender.
Subfactor 12	Consistency – After heating	The tomato sauce will be smooth and free of any clumps and will partially adhere to the beans.
Subfactor 13	Flavor – After heating	Mild tomato flavor, with other discernible flavorings. No scorched, or off flavors or odors.



Subfactor 14	Net Weight	<ul style="list-style-type: none"> <li>a. 6/10 – The average net weight of all containers shall be not less than 108.0 ounces and no individual container shall have a net weight of less than 106.0 ounces.</li> <li>b. 24/300 – The average net weight of all containers shall be not less than 15.0 ounces and no individual container shall have a net weight of less than 14.7 ounces.</li> </ul>
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**3. Additional FAR and AGAR provisions**

**452.204-70** Inquiries (Feb 1988)

Inquiries and all correspondence concerning this solicitation should be submitted in writing to the Contracting Officer. Offerors should contact only the Contracting Officer issuing this solicitation about any aspect of this requirement prior to contract award.

**52.214-23** Late Submissions, Modifications, Revisions, and Withdrawals of Technical Proposals under Two-Step Sealed Bidding (Nov 1999)

(a) Bidders are responsible for submitting technical proposals, and any modifications or revisions, so as to reach the Government office designated in the request for technical proposals by the time specified in the invitation for bids (IFB). If no time is specified in the IFB, the time for receipt is 4:30 p.m., local time, for the designated Government office on the date that bids or revisions are due.

(b)(1) Any technical proposal under step one of two-step sealed bidding, modification, revision, or withdrawal of such proposal received at the Government office designated in the request for technical proposals after the exact time specified for receipt will not be considered unless the Contracting Officer determines that accepting the late technical proposal would not unduly delay the acquisition; and—

(i) If it was transmitted through an electronic commerce method authorized by the request for technical proposals, it was received at the initial point of entry to the Government infrastructure not later than 5:00 p.m. one working day prior to the date specified for receipt of proposals; or

(ii) There is acceptable evidence to establish that it was received at the Government installation designated for receipt of offers and was under the Government’s control prior to the time set for receipt; or

(iii) It is the only proposal received and it is negotiated under Part 15 of the Federal Acquisition Regulation.

(2) However, a late modification of an otherwise successful proposal that makes its terms more favorable to the Government will be considered at any time it is received and may be accepted.

(c) Acceptable evidence to establish the time of receipt at the Government installation includes the time/date stamp of that installation on the technical proposal wrapper, other documentary evidence of receipt maintained by the installation, or oral testimony or statements of Government personnel.

(d) If an emergency or unanticipated event interrupts normal Government processes so that



technical proposals cannot be received at the Government office designated for receipt of technical proposals by the exact time specified in the request for technical proposals, and urgent Government requirements preclude amendment of the request for technical proposals, the time specified for receipt of technical proposals will be deemed to be extended to the same time of day specified in the request for technical proposals on the first work day on which normal Government processes resume.

(e) Technical proposals may be withdrawn by written notice received at any time before the exact time set for receipt of technical proposals. If the request for technical proposals authorizes facsimile technical proposals, they may be withdrawn via facsimile received at any time before the exact time set for receipt of proposals, subject to the conditions specified in the provision at 52.214-31, Facsimile Bids. A technical proposal may be withdrawn in person by a bidder or its authorized representative if, before the exact time set for receipt of technical proposals, the identity of the person requesting withdrawal is established and the person signs a receipt for the technical proposal.

**452.219-70** Size Standard and NAICS Code Information (Jan 2005)

The North American Industrial Classification System Code(s) and business size standard(s) describing the products and/or services to be acquired under this solicitation are listed below:

<b>Commodity</b>	<b>NAICS Code</b>	<b>Small Business Size Standard</b>
Canned Dried Beans	311421	1,000

The small business size standard for a concern which submits an offer in its own name, but which proposes to furnish an item which it did not itself manufacture, is 1,000 employees.

David C. Jackson,  
Contracting Officer, USDA

Agricultural Marketing Service,  
Commodity Procurement Program  
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Washington, DC 20250  
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