

## GSS15728-FOOD\_PROD, Food Products and Services

### Question and Answer Response

Question: What types of products are you looking for?

**Answer: Please read the full Request for Proposal Document and the Appendix B Pricing form that can be accessed here:**

[http://bids.delaware.gov/bids\\_detail.asp?i=2828&DOT=N](http://bids.delaware.gov/bids_detail.asp?i=2828&DOT=N)

**All products and pricelists requested are clearly outlined in detail as well as the full contract terms.**

Question: I do wonder however because our company has never had a government contract before, if we be a viable resource to you and If we had any legitimate chance of landing a contract for the items?

**Answer: All responsive and responsible bidders will be considered.**

Question: Per Appendix B, There are several different packaged foods, and then several different meat products.

a. What if there is a product in the appendix that our company cannot provide?

**Answer: You may still submit a bid for the items you are able to provide.**

b. Do we leave it blank?

**Answer: Yes.**

c. Would we still be able to provide some products?

**Answer: Any items bid would be considered.**

Question: As far as quantity, when the appendix suggests case pricing and units per case etc., I did not notice where the contract listed how many of each case per item would be in the contract. For instance, Item #1 in packaged foods is sliced apples, 10# package 6 per case. How many cases will you be needing 50? 100? or just 1?

**Answer: There are no quantities guaranteed on this contract. The State has previously maintained a Packaged Food contract found here:**

[http://contracts.delaware.gov/contracts\\_detail.asp?i=2294](http://contracts.delaware.gov/contracts_detail.asp?i=2294)

**and a Meat, Poultry, Fish and Dairy Contract found here:**

[http://contracts.delaware.gov/contracts\\_detail.asp?i=2305](http://contracts.delaware.gov/contracts_detail.asp?i=2305)

**By looking at the usage data listed on each contract page you may be able to estimate potential volumes. Those two contracts are being consolidated into this contract moving forward.**

Question: Can you please elaborate more on what information you are requesting for Appendix B, Price List Discounts?

**Answer: We are looking for the discounts that apply to the Price List that is required to be submitted with your bid package.**

**The Appendix B 'Price List Discounts' tab requests a catalog or price list discount in each of the two product areas that are found on tabs (Packaged Foods Tab and Meat Products Tab) and listed in two separate tables (Packaged Foods Price List Discount Offered and Meat Products Price List Discount Offered) within the Price List Discount Tab.**

**A discount on catalog or price list price is required for award consideration in each category (Packaged Foods and/or Meat Products).**

**The discounts can be a set percentage for the entire category, or divided within the category based on the vendor's supplier capability. We gave areas for multiple discounts to be entered for separate categories, for example: beans, grains, beef, pork, etc. Discounts offered must be clearly verifiable after the purchase for contract auditing purposes.**

**The pricing in each category tab (Packaged Foods Tab and Meat Products Tab) are to collect reference sample pricing for evaluating proposals for award consideration. Contract usage of other items contained in the price lists provided by agencies throughout the State will be based solely on that specific agency's needs.**

**It is critical for vendors to submit a price list or catalog of the entire selection of goods they wish to sell to the State. Then submit discounts on the Appendix B spreadsheet accordingly.**

**Catalogs and Price Lists submitted with proposal responses will be firm for the initial term of the contract allowing for quarterly price increases as described in the body of the Request for Proposal document.**