



AMS Commodity Procurement Program Specialty Crops Procurement Division Industry Meeting





Food & Nutrition Service





USDA FOODS



Communication is Key

- Product Availability
- Logistics Constraints
- Solicitation Schedule
- Timely Delivery
- Shipping and Receiving





USDA Foods Database

USDA Foods Database leverages GS1 Global Data Synchronization Network (GDSN®) to make nutrition, allergen, and ingredient information available for USDA Foods products for National School Lunch Program (NSLP) participants.

https://www.fns.usda.gov/usda-fis/usda-foods-database





USDA Foods Nutrition Profiles

- USDA Foods offers a wide variety of lower sodium, sugar and fat options to support schools in serving meals that meet the nutritional requirements
- All vegetables and beans offered through USDA Foods are low-sodium or no salt added
- Meats, fish, and cheese have sodium formulations equal to or lower than commercial standárds
- USDA Foods canned fruits are in extra light syrup or water
- Specifications for USDA Foods processed end products are determined by school districts during the bid process



Always Improving

- Better meet our customer demands
- Updating product specifications
- Adding new items
- Aligning offerings to meet availability and needs
- Staying up to date on changing recipient and industry needs.





Part I. Master Solicitation Part II. Vendor Responsibilities

Presented by: Kyla Stoufer and Valerie Dinkel



What is a Master Solicitation?

A document containing special clauses and provisions that have been identified as essential for the specific type of supply or service that is acquired <u>repetitively</u>.





Federal Acquisition Regulation (FAR) Authority

14.203-3 Master solicitation

"The master solicitation is provided to potential sources who are requested to retain it for continued and repetitive use. Individual solicitations must reference the date of the current master solicitation and identify any changes."





The Master Solicitation for Commodity Procurements – Domestic Programs (MSCP-D)

Is used for all *Sealed Bidding* (FAR Part 14) commodity purchases for Domestic.

Uses Commercial Item Contracting (FAR Part 12)





Master Solicitation Numbering

Clauses and Provisions numbering and source

<u>52.2</u>12-1 "52.2" is FAR numbering

452.212-1 "452.2" is Agricultural Acquisition **Regulation (AGAR) numbering**

<u>4A52.2</u>12-1 "4A52.2" is local numbering





Master Solicitation Numbering

Clauses and Provisions numbering - <u>Subject</u>

- 52.2<u>12</u>-1 "12" FAR Part 12, Commercial
- 452.2<u>12</u>-1 Item Contracting

4A52.2<u>12</u>-1

In the MSCP-D, like subjects are grouped together.



How do I know the subject?

FAR – see <u>https://www.acquisition.gov/</u>

e.g.,

Part 1 FAR System

Part 2 Definitions...

Part 5 Publicizing Actions...

Part 9 Contractor Qualifications...

Part 14 Sealed Bidding

Part 42 Administration...

Part 52 Clauses & Provisions



Master Solicitation - Format

Part	Domestic MSCP-D
Part I	General Information
Part II	Contract Clauses - arranged by subject (from FAR, AGAR, local clauses)
Part III	Exhibits, Specifications – Incorporated by Reference (IBR)
Part IV	Solicitation Provisions - arranged by subject (from FAR, AGAR, local provisions)



Master Solicitation Updates

MSCP-D is updated when changes or updates are made to the FAR, AGAR, or within AMS Commodity Procurement Program.

Published on AMS website and SAM.gov.

No amendments – revised and replaced in full.

Changes are summarized as shown on the table after the cover page.



Part II. Vendor Responsibilities



Know your solicitation - CPP solicitations commonly include:

- MSCP-D
- WBSCM Solicitation (tendering text)
- Specifications
- Other Attachments and Exhibits as needed

Know your contract - CPP contracts commonly include:

- MSCP-D
- WBSCM contract (delivery dates and delivery locations)
- Terms and conditions stated in the WBSCM Solicitation (tendering text)
- Specifications
- Other Attachments and Exhibits as needed



Responsibility:

An Offeror is required to submit, modify, and/or withdraw bids electronically via WBSCM. Prerequisites exist for bid submission. AMS is not responsible for any failure attributed to transmission of bid data. Offerors are advised to allow sufficient time to input offers.

It is imperative that the offeror verify the accuracy of their offer/quote.

MSCP-D References: 52.212-4 (b) Submission of Offers 4A52.214-70 Electronic Submission of Bids



Responsibility:

An Offeror is required to be registered in SAM when submitting an offer or quotation and shall continue to be registered until time of award, during performance, and through final payment of any contract.

MSCP-D References: 52.204-7 System for Award Management (Provision) 52.204-13 System for Award Management Maintenance (Clause)



Responsibility:

It is the responsibility of the contractor and/or subcontractor to schedule applicable and required quality assurance audits in a timely manner to ensure they have been completed and approved prior to the bid opening date.

MSCP-D Reference: 4A52.246-82 Manufacturing Practices – Processed Fruit and Vegetable and Poultry Products [as applicable]



Responsibility:

Contractor shall enter a WBSCM advanced shipment notice (ASN) on or before the date of shipment. Contractor shall make delivery appointments as far in advance of expected delivery as possible, but not less than 72 hours prior to delivery by contacting a responsible representative at the applicable Purchase Order Item's Ship-to-Address for an unload appointment.

MSCP-D Reference: 4A52.211-80 Advance Shipment Notice (ASN) and Unloading Appointment



Responsibility:

The contractor shall notify the contracting officer immediately when it is determined that it will not be able to deliver by the not-later-than (NLT) date of the contract. If the delay is a result of an Excusable Delay, then the contractor shall submit documentation as prescribed in the MSCP-D.

MSCP-D References: 52.212-4 (f) Excusable Delays 4A52.211-82 Compensation for Delays in Delivery



Responsibility:

Contractor shall upload supporting documents when submitting their invoice in WBSCM. This may include:

- Proof of conformance
- Modifications from the contracting officer
- Bill of lading

MSCP-D References: 52.212-4(g) Invoicing 4A52.232-80 Electronic Invoicing



Acronyms:

- WBSCM Web Based Supply Chain Management System
- CPP Commodity Procurement Program
- AMS Agricultural Marketing Service
- MSCP-D Master Solicitation for Commodity Procurements Domestic Programs
- FAR Federal Acquisition Regulation
- AGAR Agricultural Acquisition Regulation
- IBR Incorporated by Reference



Questions?



FOB (Free On Board) Origin Pilot

Ashley Train Blanca Ochoa

Why? How is it going? What are your thoughts?







- Helping small businesses with transportation costs.
- Increasing the likelihood of getting commodities to offshore locations.





Benefits of FOB Origin

- <u>No</u> transportation worries.
- Once product is picked up by the carrier, vendors' responsibilities end and vendors can invoice.
- More products for our offshore locations.





Where Are We Now

- Using GSA transportation contracts as needed to evaluate feasibility and cost effectiveness.
- Documenting our findings for future decision making.



Questions for Industry

- What is your understanding of FOB?
- How would you recommend we ensure we get products to offshore locations?



Long-Term Contracting





Why

 Lock in supplier capacity so production can be planned

 Increase the likelihood that we will get the volume we need consistently





USDA Successes

Bulk Potatoes

- No notable shortfalls
- Pricing has been very consistent since 2019
- Able to acquire more product when needed

Award Term (long-term fruit contract)

- Stability in our vendors' contract volume
- Communication with vendors about product on hand
- 5 years of contracted volume





Questions/Discussion







AMS-CPP – e-Invoicing

Christa Banet Contract Specialist Vegetable and Pulses Branch



Invoicing Process

- The Contractor/Vendor enters a WBSCM advanced shipment notice (ASN) on or before the date of shipment.
- The ASN can be created for the PO Item as soon as a delivery appointment has been scheduled, but not less than 24 hours before shipping.
- The ASN alerts the recipient agency that the product will be shipped.
- Once the ASN is entered, the recipient awaits the arrival of the shipment.



Supporting Documentation

- Attach ALL applicable supporting documents to the e-Invoice in WBSCM
- Examples of Supporting Documents:
 - Proof of Product Conformance (Refer to the Master Solicitation for Commodity Procurement (MSCP-D) and the individual solicitation for the material.
 - Official check-loading certificate
 - Certificate of Analysis (COA)
 - Certificate of Conformance (FAR 52.246-15)
 - AMS Commodity Inspection Certificate or Graders Memorandum



Supporting Documentation Continued

- Approved Waiver Request (SF30) that is signed by the Contracting Officer, if applicable
 - Submit delivery date waivers <u>as soon as possible and at least 3-working days prior</u> <u>to shipment</u>
 - Submitting delivery date waivers after e-Invoicing will result in liquidated damages to payment.
 - Initiating delivery date waivers after e-Invoicing are possible but there will be a waiting period to recoup funds due to the refund process.
 - Contact the Contract Specialist for any questions or issues about waivers



Supporting Documentation Continued

- Bill of Lading/Proof of Delivery (BOL/POD) should contain the following information for e-Invoice approval:
 - Purchase Order/Line Item Number
 - Ship to Location
 - Recipient Signature
 - Quantity of Received Cases (damages, overages, shortages to be annotated)
 - Date Received
 - Ensure the writing is legible
- The Contract Officer (CO) reserves the right to specify any combination of documents listed above to evidence proof of product conformance.



BOL/POD Example

100321	2,200 0	:s	40,920	24/1 AM BTY VEG	GVEGT	
ITEM NUMBER	No. of Concession, Name of Con	JOM	TOTAL	DESCRIPTION GTIN-14	21/507	
Commodity is foodstuffs C	/T frozen NMF(C 73365 C	lass 65 unl	ess otherwise specifically	stated	
			7. E			LÁ
			(012)		ROUTE: TRANSPORTATION	REC. BY:
and instructions :			Billion duplicate	to:	Contraction of the second s	# CASES REC
SHIPPING INSTRUCTIONS :			4100023807-5000723808-100# /		LOADNO'S: 20252281	DATE REC:
PREPAID If the charges due to be prepared write or stome have the				SEAL NO'S: 4438642	MATERIAL #	
80443267 / 20252281	SHIPPERS NUL (Must be Shown o	VIBER	USA	NY CA 90601	VEHICLE NO: 5389	S.O. #: 500
			LARFB-P	elis Reg Food Bank-Pellissier	MUST ARRIVE 84: 12/23/2021	PRODUCT:
HOM:			COMA T	ate of the issue of this Bill of Lading		*



Approval Examples

AUTO APPROVED e-INVOICE

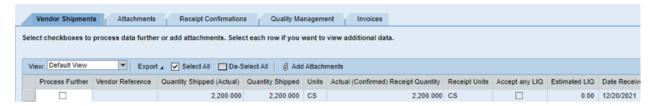
- ASN and GR Quantities Match
- **Delivery Date on/before NLT** ullet
- All required documents attached to e-Invoice

PENDING APPROVAL e-INVOICE

- ASN and GR Quantities Match
- **Delivery Date on/before NLT**
- All required documents attached to e-Invoice



Examples of Perfect Invoice (Auto Approve):



- 1. Proof of Delivery included all required information.
- 2. Delivery Quantity & Receipt Good Quantity match.
- Date Received Within the No Later Than (NLT) delivery date. З.
- 4. No Liquidated Charges.
- 5. SF30 Amendment of Solicitation/Modification of Contract is attached.

Examples of Imperfect Invoice (Pending Approval)

Vendor Shipments Attachments Receipt Confirmations Quality Management Invoices											
Se	Select checkboxes to process data further or add attachments. Select each row if you want to view additional data.										
1	View; Default View View Select All De-Select All De-Select All I Add Attachments										
	Process Further	Vendor Reference	Quantity Shipped (Actual)	Quantity Shipped	Units	Actual (Confirmed) Receipt Quantity	Receipt Units	Accept any LIQ	Estimated LIQ	Date Receive	
			810.000	810.000	CS	1,620.000	CS		637.88	02/11/2022	

- Vendor entered an Incorrect ASN.
- 2. Proof of Delivery Incorrect information (PO number, Line item & Quantity) or missing some of the required information (date received & recipient signature).
- 3. Delivery Quantity & Receipt Good Quantity doesn't match (result of overage/shortage).
- 4. Liquidated Charges Assessed.

Approval Examples



AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT							
2. AMENDMENT/MODIFICATION NUMBER	3. EFFECTIVE DATE	4. REQUISITION/PURCHASE		6. PROJECT	NUMBER (If applicable)		
P00001 -	See Block 16C	XX-XXXX-XX-X->	XXX-00001				
6. ISSUED BY CODE		7. ADMINISTERED BY (#	other than Item 6)	CODE			
United States Department of Agriculture Agricultural Marketing Service, Commodity 1400 Independence Ave SW Room 3522-S, STOP - 0239 Washington, DC 20250-0239	Procurement Progra	See block 6 m					
8. NAME AND ADDRESS OF CONTRACTOR (Number, stre	et county State and 7/8 Cod	-	(X) SA AMENDMEN		ATION NUMBER		
VENDOR NAME	e, county, state and 21+ cou		V SK AMENDMEN	IT OF SOLICIT	ATION NUMBER		
STREET ADDRESS		L	98. DATED (SEE	ITEM 11)			
CITY, STATE ZIP CODE							
Phone: XXX-XXX-XXXX			10A. MODIFICATION OF CONTRACT/ORDER NUMBER				
Email: VENDOR@MAIL.COM			✓ XX-XXXX-XX-XXXXX(41000XXXXX)				
Ū.			10B. DATED (SE	E ITEM 13)			
	CILITY CODE		11/16/2023				
11. THIS ITEM	I ONLY APPLIES TO	AMENDMENTS OF SC	DLICITATIONS				
The above numbered solicitation is amended as set for	th in item 14. The hour and d	ate specified for receipt of Offe	ers is extended.	ls no	t extended.		
Offers must acknowledge receipt of this amendment prior to t	the hour and date specified in	the solicitation or as amende	d, by one of the followin	g methods:			
(a) By completing items 8 and 15, and returning	copies of the amendment	; (b) By acknowledging receip	t of this amendment on	each copy of th	he offer submitted;		
or (c) By separate letter or electronic communication which in							
RECEIVED AT THE PLACE DESIGNATED FOR THE RECE by virtue of this amendment you desire to change an offer air							
communication makes reference to the solicitation and this a				provided each	ieael of electronic		
12. ACCOUNTING AND APPROPRIATION DATA (If require							
		DIFICATIONS OF CON R NUMBER AS DESCR					
CHECK ONE A. THIS CHANGE ORDER IS ISSUED PUR	SUANT TO: (Specify authorit)) THE CHANGES SET FORT	TH IN ITEM 14 ARE MA	DE IN THE CO	INTRACT ORDER		
NUMBER IN ITEM 10A.							
B. THE ABOVE NUMBERED CONTRACT/O appropriation data, etc.) SET FORTH IN				changes in pay	ding office,		
C, THIS SUPPLEMENTAL AGREEMENT IS	ENTERED INTO PURSUAN	T TO AUTHORITY OF:					
✓ 52.212-4 CONTRACT TERM	IS AND CONDITION	IS- Commercial Proc	ducts and Comm	ercial Sen	vices		
D. OTHER (Specify type of modification and	authority)						
E. IMPORTANT: Contractor is not 🖌 i	s required to sign this o	document and return 1	copies	s to the issu	ing office.		
14. DESCRIPTION OF AMENDMENT/MODIFICATION (Org	anized by UCF section headl	ngs, including solicitation/contr	ract subject matter when	e feasible.)			
(D0000-)/0//0/000 /) This is to use	data tha	for the		(00#	N		
(P0000x)(2/13/2024)- This is to upo	late the	for lin	ie items	_(SO#_) with		
the stated changes. This is due to							
Except as provided herein, all terms and conditions of the doc	ument referenced in Item SA	or 10A, as heretofore changed	d, remains unchanged a	nd in full force :	and effect.		
15A. NAME AND TITLE OF SIGNER (Type or print)		16A, NAME AND TITLE OF (CONTRACTING OFFIC	ER (Type or pr	int)		
		Kalli Daukina (C	ontropting Off	iner			
		Kelli Dawkins, C	-	icer.			
158. CONTRACTOR/OFFEROR	15C. DATE SIGNED	168. UNITED STATES OF A	MERICA		16C. DATE SIGNED		
		and a second					
(Signature of person authorized to sign)		(Signature	of Contracting Officer)				
Previous edition unusable					30 (REV. 11/2016) 48 CFR) 53.243		

Waivers and Invoicing

SF30 Waiver Form

- Extend No Later Than (NLT) delivery date
- Price Change (Discount or Upward Adjustment)
- Delivery Destination Change
- Submit Waiver Request's As Soon As Possible
- Contact Contract Specialist for Assistance

DO NOT SUBMIT e-INVOICE WITHOUT APPROVED WAI





Happy Path to Successful Submission and Approval of e-Invoices:

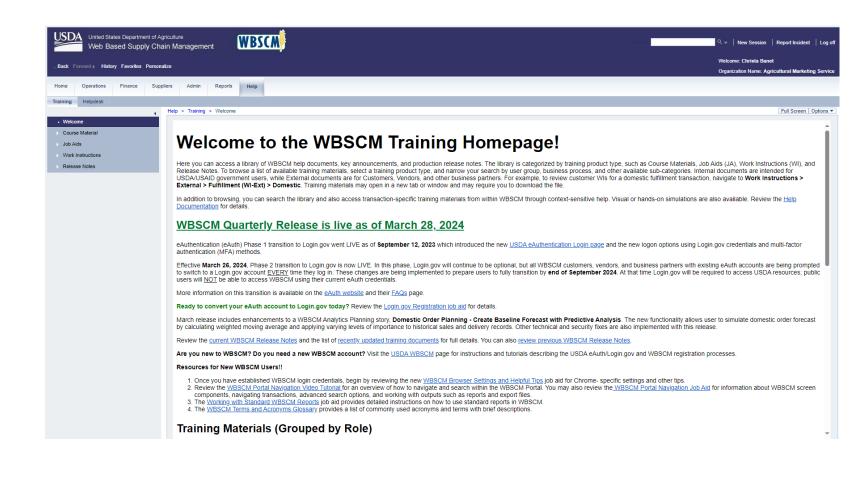


- Follow All Steps in WBSCM
- Submit ALL Required Documentation
- Review Quantities and Liquidated Damages (if applicable) •
- Ensure BOL/POD is signed, dated, includes quantities received, and annotates overages, shortages, and/or damages, (if applicable)

DO NOT SUBMIT e-INVOICE WITHOUT APPROVED WAIVER



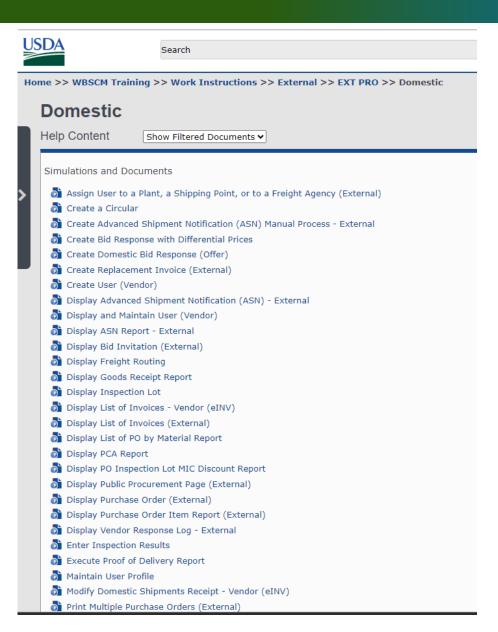
WBSCM Training Homepage



For Assistance Contact: WBSCM.servicedesk@CACI.com or call 877-WBSCM-4U or 877-927-2648



WBSCM Work Instructions





Work Instructions for E-Invoicing

- Create Advanced Shipment Notification (ASN) Manual Process External
- Create Replacement Invoice
- Display Advanced Shipment Notification (ASN)
- Display ASN Report
- Display Goods Receipt Report
- Display List of Invoices
- Modify Domestic Shipments Receipt
- Process Domestic Shipments
- Process Domestic Shipments Variable Weight Vendor
- Process Invoice for a Service Through PO
- Process Invoice for Commodity Through ASN
- Upload Multiple ASN File



Resources

- Contact the Contract Specialist
- Contact <u>WBSCMAMSHelpDesk@usda.gov</u> for web support
- Watch the Informational Video "How to Modify a Goods Receipt and Submit an Electronic Invoice" on YouTube: https://www.youtube.com/watch?v=A3eYN_vO72I





Questions



Complaints and Rejected Loads

Customer Feedback Review Process





Common Complaints

- Product quality
- Fruit cup seals
- Wrong product
- Foreign object





For the Government to Exercise its post-acceptance right and seek resolution:

- Must submit the complaint within a reasonable time after defect was discovered.
- Must submit the complaint before any substantial change occurs in the condition of the item, unless the change is due to the defect in the item.
- A defect is anything that does not conform to the provisions of the contract, such as product that does not meet specification, packaging and labeling requirements, or product contaminated with a foreign object.





Vendors Responsibility

- Respond to complaints in writing
 - How did it happen?
 - What actions will be taken to prevent issue from happen again?
- When a replacement load can be delivered, when applicable.





Rejected Loads





Common Reasons for Rejected loads

- Broken seals
- Numbers do not match paperwork
- Overturn pallets
- Product does not meet USDA specifications
- Late or not having an appointment





Who Makes the Determination to Reject

- Contracting Office
- Branch Chief
- Division Director





Documentation Used to Assess Situation

- Emails from FNS and the recipients
- Phone calls better understand of the problem
- Pictures of the issue







• How can we improve this process?

