

Questions and Answers

11/23/2021

Reference – Request for Proposal: 301-22-052
Marketing Consulting Services in the Middle East
RFP Dated: November 8, 2021
Proposals Due: December 7, 2021 at 2:00 PM EST
Buyer: Kevin Steinbrecher
Director of Procurement and Support Services

- Q1: Whether companies from Outside USA can apply for this? (like,from India or Canada)
- A1: As stated in Section I. Purpose, the RFP is to establish a contract with an in-country (in-region) consultant to provide the services in the Middle East.
- Q2: Whether we need to come over there for meetings?
- A2: In-person meeting(s) may be desired.
- Q3: Can we perform the tasks (related to RFP) outside USA? (like, from India or Canada)
- A3: As stated in Section I. Purpose, the RFP is to establish a contract with an in-country (in-region) consultant to provide the services in the Middle East.
- Q4: Can we submit the proposals via email?
- A4: No, as stated on the first page of the RFP document, faxed or electronic proposals are not allowed and cannot be accepted.
- Q5: As I read paragraph III A 6, I see you are looking for a rep for all Middle East countries. Unfortunately I can represent you only in Israel. Does it make sense to continue working on my proposal?
- A5: VDACS is seeking a consultant that can perform the services in the countries identified in Section III.A.1. If you can only represent our agency in Israel, then it appears your firm would not be able to meet the requirements of the RFP.
- Q6: The RFP states “If proposals are mailed or hand-delivered to the Issuing Agency, use the address shown above”. Question: How else other than mailed or hand-delivered can the proposals be submitted?
- A6: Shipping proposals via an express carrier such as UPS, FedEx, DHL, etc., are other options.
- Q7: Cancellation of contract. You may cancel the contract with 60 day notice with no penalty. The contractor cannot. Am I reading that correctly?
- A7: Per Section VII. Special Terms and Conditions, C, the agency reserves the right to cancel the contract without penalty upon 60 days written notice to the contractor. Since the initial contract

period would not exceed 12 months, the contractor would also reserve the right to cancel the contract without penalty upon 60 days notice.

Q8: Noncompetition. Can you please explain this clause? Our business is working with entities such as yours. Who do you consider a competitor? For example, can we work with other U.S. State Departments of Agriculture? Or the Federal U.S. Government FAS/OAA on projects other than for Virginia? We currently work with the state of Washington Department of Agriculture for the Middle East on a project by project basis but tied into a multi year contract . Would this disqualify us? We are also solicited by other state governments/entities for marketing assistance specifically for projects (Gulfood, B2B missions, etc).

A8: This clause is intended to protect the markets of Virginia products related to their trade, sale, or promotion and any negative business impacts should a contractor share this information with a competitor. Competitors could be states that sell similar commodities, such as forest products, grains and oilseeds, poultry, pork, and livestock. It is not VDACS intent to restrict any offeror's decisions concerning business opportunities. It has been our experience working with other international representatives that any potential conflicts of interest can be solved through good communication and full transparency. Concerning offeror disqualification: No, but any potential conflicts of interest should be discussed to protect the interests of all parties.