16/04/18

REQUEST TO CONDUCT AN ANALYSIS AND TO DEVELOP A BIOPHARMACEUTICAL SECTOR PLAN FOR SOUTH AFRICA

BID CLOSING DATE: THURSDAY, 03 MAY 2018 AT 12:00 NOON

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SECTION 1: GENERAL CONDITIONS OF BID

1. Proprietary Information

Industrial Development Corporation of SA Ltd (IDC) considers this Request for Proposal (RFP) and all related information, either written or verbal, which is provided to the respondent, to be proprietary to IDC. It shall be kept confidential by the respondent and its officers, employees, agents and representatives. The respondent shall not disclose, publish, or advertise this RFP or related information to any third party without the prior written consent of IDC.

2. Enquiries

2.1 All communication and attempts to solicit information of any kind relative to this RFP should be channelled **in writing** to:

Name:	Ms Shirley Mampuru
Telephone Number:	+27 11 269 3583
Email address:	shirleym@idc.co.za

2.2 Enquiries in relation to this RFP will not be entertained after **16h00 on 25 April 2018.**

2.3 The enquiries will be consolidated and IDC will issue one response and such response will be posted, within two days after the last day of enquiries, onto the IDC website (www.idc.co.za) under tenders i.e. next to the same RFP document.

2.4 The IDC may respond to any enquiry in its absolute discretion and the bidder acknowledges that it will have no claim against the IDC on the basis that its bid was disadvantaged by lack of information, or inability to resolve ambiguities.

3. Bid Validity Period

Responses to this RFP received from bidders will be valid for a period of 120 days counted from the bid closing date.

4. Instructions on submission of Bids

4.1 Bids should be submitted in duplicate (2 hard copies) and one electronic copy (on CD) in PDF format all bound in a sealed envelope endorsed, **T16/04/18: Request for proposal to conduct an analysis and to develop a Biopharmaceutical sector plan for South Africa.** The sealed envelope must be placed in the bid box at the Main Reception area of the IDC Building, 19 Fredman Drive Sandton by no later than 12:00 noon on **Thursday, 03 May 2018**.

4.2 Bids must be submitted in the prescribed response format, herein reflected as Response Format.

4.3 The bid closing date, bidder name and the return address must also be endorsed on the envelope.

4.4 If a courier service company is being used for delivery of the bid response, the bid description must be endorsed on the delivery note/courier packaging and the courier must ensure that documents are placed / deposited into the bid box. **The IDC will not be held responsible for any delays where bid documents are handed to the IDC Receptionist.**

4.5 No bid response received by telegram, telex, email, facsimile or similar medium will be considered.

4.6 Where a bid response is not in the bid box at the time of the bid closing, such a bid document will be regarded as a late bid. **It is the IDC's policy not to consider late bids for tender evaluation.**

4.7 Amended bids may be sent in an envelope marked "Amendment to bid" and should be placed in the bid box before the closing time.

5. Preparation of Bid Response

5.1 All the documentation submitted in response to this RFP must be in English.

5.2 The bidder is responsible for all the costs that it shall incur related to the preparation and submission of the bid document.

5.3 Bids submitted by bidders which are, or are comprised of companies must be signed by a person or persons duly authorised thereto by a resolution of the applicable Board of Directors, a copy of which Resolution, duly certified, must be submitted with the bid.

5.4 The bidder should check the numbers of the pages of its bid to satisfy itself that none are missing or duplicated. No liability will be accepted by IDC in regard to anything arising from the fact that pages of a bid are missing or duplicated.

5.5 A valid tax clearance certificate must be included in the bid response, or proof of application endorsed by SARS in this regard.

6. Supplier Performance Management

Supplier Performance Management is viewed by the IDC as a critical component in ensuring value for money acquisition and good supplier relations between the IDC and all its suppliers.

The successful bidder shall upon receipt of written notification of an award, be required to conclude a Service Level Agreement (SLA) with the IDC, which will form an integral part of the supply agreement. The SLA will serve as a tool to measure, monitor and assess the supplier performance and ensure effective delivery of service, quality and value-add to IDC's business.

Successful bidders will be required to comply with the above condition, and also provide a scorecard on how their product / service offering is being measured to achieve the objectives of this condition.

7. Supplier Development

The IDC promotes enterprise development. In this regard, successful bidders may be required to mentor SMMEs and/ or Youth-Owned businesses. The implications of such arrangement will be subject to negotiations between the IDC and the successful bidder.

8. IDC's Rights

8.1 The IDC is entitled to amend any bid conditions, bid validity period, RFP specifications, or extend the bid closing date, all before the bid closing date. All bidders, to whom the RFP documents have been issued and where the IDC have record of such bidders, may be advised in writing of such amendments in good time and any such changes will also be posted on the IDC's website under the relevant tender information. All prospective bidders should therefore ensure that they visit the website regularly and before they submit their bid response to ensure that they are kept updated on any amendments in this regard.

8.2 The IDC reserves the right not to accept the lowest priced bid or any bid in part or in whole. It normally awards the contract to the bidder who proves to be fully capable of handling the contract and whose bid is functionally acceptable and/or financially advantageous to the IDC.

8.3 The IDC reserves the right to award this bid as a whole or in part.

8.4 The IDC reserves the right to conduct site visits at bidder's corporate offices and / or at client sites if so required.

8.5 The IDC reserves the right to consider the guidelines and prescribed hourly remuneration rates for consultants as provided in the **National Treasury Instruction 01 of 2013/2014: Cost Containment Measures**, where relevant.

8.6 The IDC reserves the right to request all relevant information, agreements and other documents to verify information supplied in the bid response. The bidder hereby gives consent to the IDC to conduct background checks, including FICA verification, on the bidding entity and any of its directors / trustees / shareholders / members.

8.7 The IDC reserves the right, at its sole discretion, to appoint any number of vendors to be part of this panel of service providers.

9. Undertakings by the Bidder

9.1 By submitting a bid in response to the RFP, the bidder will be taken to offer to render all or any of the services described in the bid response submitted by it to the IDC on the terms and conditions and in accordance with the specifications stipulated in this RFP document.

9.2 The bidder shall prepare for a possible presentation should IDC require such and the bidder will be required to make such presentation within five (5) days from the date the bidder is notified of the presentation. Such presentation may include a practical demonstration of products or services as called for in this RFP.

9.3 The bidder agrees that the offer contained in its bid shall remain binding upon him/her and receptive for acceptance by the IDC during the bid validity period indicated in the RFP and calculated from the bid closing hour and date such offer and its acceptance shall be subject to the terms and conditions contained in this RFP document read with the bid.

9.4 The bidder furthermore confirms that he/she has satisfied himself/herself as to the correctness and validity of his/her bid response; that the price(s) and rate(s) quoted cover all the work/item(s) specified in the bid response documents; and that the price(s) and rate(s) cover all his/her obligations under a resulting contract for the services

contemplated in this RFP; and that he/she accepts that any mistakes regarding price(s) and calculations will be at his/her risk.

9.5 The successful bidder accepts full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on him/her under the supply agreement and SLA to be concluded with IDC, as the principal(s) liable for the due fulfilment of such contract.

9.6 The bidder accepts that all costs incurred in the preparation, presentation and demonstration of the solution offered by it shall be for the account of the bidder. All supporting documentation and manuals submitted with its bid will become IDC property unless otherwise stated by the bidder/s at the time of submission.

10. Reasons for disqualification

10.1 The IDC reserves the right to disqualify any bidder which does any one or more of the following, and such disqualification may take place without prior notice to the offending bidder, however the bidder will be notified in writing of such disqualification:

10.1.1 bidders who do not submit an original valid Tax Clearance Certificate and / or proof of application of such as endorsed by SARS on the closing date and time of the bid submission and / or failure to provide the IDC with its SARS issued Tax Verification PIN code giving access to the IDC to electronically verify tax compliance;

10.1.2 bidders who submit incomplete information and documentation according to the requirements of this RFP document;

10.1.3 bidders who submit information that is fraudulent, factually untrue or inaccurate information;

10.1.4 bidders who receive information not available to other potential bidders through fraudulent means;

10.1.5 bidders who do not comply with ***mandatory requirements*** if stipulated in the RFP document;

10.1.6 bidders who fail to comply with FICA requirements;

11. Local Production and Content

The IDC promotes Local Production and Content. In the case of designated sectors, only locally produced goods, services or works or locally manufactured goods, with a stipulated minimum threshold for local production and content will be considered. IDC reserves the right at its sole discretion to set minimum thresholds for sectors which may not have been declared as designated sectors by the dti in an effort to stimulate local production and content where relevant.

12. Response Format (Returnable Schedules)

Bidders shall submit their bid responses in accordance with the response format specified below (each schedule must be clearly marked):

12.1 **Cover Page:** (the cover page must clearly indicate the RFP reference number, bid description and the bidder's name)

12.2 **Schedule 1:**

12.2.1 Executive Summary (explaining how you understand the requirements of this RFP and the summary of your proposed solution)

12.2.2 Annexure 1 of this RFP document (duly completed and signed)

12.3 Schedule 2

12.3.1 Valid Tax Clearance Certificate(s) (TCC) and / or proof of application as endorsed by SARS and / or SARS issued tax verification pin code;

12.3.2 Originally certified copies of bidder's CIPC company registration documents listing all members with percentages, in case of a CC.

12.3.3 Copy of Board Resolution, duly certified;

12.3.4 Originally certified copy of ID document for the Company Representative

12.3.5 Annexure 2 of this RFP document (duly completed and signed);

12.3.6 Annexure 3 of this RFP document (duly completed and signed);

12.3.7 Annexure 4 of this RFP document (duly completed and signed);

12.3.8 Annexure 5 of this RFP document (duly completed and signed);

12.3.9 Annexure 6 of this RFP document (duly completed and signed);

12.3.10 Latest Audited Financial Statement

12.3.11 Response to Annexure 8: BEE Commitment Plan

12.3.12 B-BBEE verification certificate indicating the contribution level of the bidding entity. An Exempted Micro Enterprises (EME) with an annual turnover less than R10 million, is only required to obtain a sworn affidavit confirming the annual total revenue and level of black ownership. A Qualifying Small Enterprise (QSE) that has 51% or more black beneficiaries may obtain a sworn affidavit confirming the annual total revenue and level of black ownership. If a bidder is a Joint Venture or Consortium, the bidder must submit a consolidated B-BBEE scorecard as if they were a group structure. Any misrepresentation in terms of the declaration constitutes a criminal offence as set out in the B-BBEE Act as amended.

Note: If a bidder is a Consortium, Joint Venture or Prime Contractor with Subcontractor(s), the documents listed above (12.3.1-12.3.8) must be submitted for each Consortium/ JV member or Prime Contractor and Subcontractor(s).

12.3.13 Copy of Joint Venture/ Consortium/ Subcontracting Agreement duly signed by all parties (if applicable)

12.4 Schedule 3:

12.4.1 Response to Section 3 of this document, in line with the format indicated in this RFP document.

12.4.2 Annexure 7 of this RFP document, duly completed and signed

12.5 Schedule 4: Price Proposal (response to Section 3 of this RFP document) (**Must be submitted in a separate envelope within the sealed envelope of the bid)**

12.6 One (1) CD with all Schedules listed above, also included in the sealed envelope of the bid

13. Evaluation Criteria and Weightings

Bids shall be evaluated in terms of the following process:

13.1 **Phase 1:** Initial Screening Process: During this phase, bid responses will be reviewed for purposes of assessing compliance with RFP requirements including the general bid conditions and also the Specific Conditions of Bid, which requirements include the following:

- Submission of a valid Tax Clearance Certificate as referenced in 12.3.1 above
- Submission of Company Registration Forms as referenced 12.3.2 above
- Submission of ID copy for the Company Representative as referenced in 12.3.4 above
- BEE Status Certification as referenced in 12.3.12 above and the consideration of the Specific Bid Conditions as referenced in Section 2
- Completion of all Standard Bidding Documents and other requirements, as reflected in this RFP, which covers the following:
  - Section 3: Statement of compliance with the Functional Evaluation Criteria for this RFP
  - Section 4: Cost Proposal and Price Declaration Form
  - Annexure 1: Acceptance of Bid Conditions
  - Annexure 2: Tax Compliance Requirements
  - Annexure 3: Supply Chain Management Questionnaire
  - Annexure 4: Declaration of Interest
  - Annexure 5: Certificate of Independent Bid Determination
  - Annexure 6: Shareholders' Information/ Group Structure
  - Annexure 7: Bidders Experience & Project Team
  - Annexure 8: BEE Commitment Plan

Failure to comply with the requirements assessed in Phase 1 (compliance), may lead to disqualification of bids.

13.2 **Phase 2: Technical/ Functionality Evaluation**

Bid responses will be evaluated in accordance with the Functional criteria as follows:

13.2.1 **Other Functional/ Technical Requirements**

With regard to the other Functional Requirements, the following criteria (set out in more detail in section 2 of this RFP document) and the associated weightings will be applicable:

ELEMENT	WEIGHT
BIDDER'S EXPERIENCE	30%
PROPOSED METHODOLOGY	30%
QUALIFICATIONS AND SKILLS OF THE TEAM	20%
PROJECT PLAN	10%
SKILL TRANSFER PLAN	10%
TOTAL	**100%**

Note: Bidders who score 56 points out of 70 points (70%) or more in total for the functional/technical requirements will be shortlisted for presentation.

All bids that fail to achieve the minimum overall qualifying score of 70% on functional/technical requirements including the presentation will not be considered for further evaluation which would include Price and BEE.

13.3 Phase 3: Preference Point System

All bids that achieve the minimum qualifying score for Functionality (acceptable bids) will be evaluated further in terms of the preference point system, as follows:

CRITERIA	POINTS
Price	80
B-BBEE	20
TOTAL	**100 points**

14. Promotion of Emerging Black owned Service Providers

It is the IDC's objective to promote transformation across all industries and/ or sectors of the South African economy and as such, bidders are encouraged to partner with a black owned entity (being 50%+1 black owned and controlled). Such partnership may include the formation of a Joint Venture and/ or subcontracting agreement etc., where a portion of the work under this tender would be undertaken by black owned entities. To give effect to this requirement, bidders are required to submit a partnership / subcontracting proposal detailing the portion of work to be outsourced, level of involvement of the black owned partner and where relevant, submit a consolidated B-BBEE scorecard in-line with the provisions of the PPPFA Regulations which will be considered as part of the B-BBEE scoring listed in 13.3.

SECTION 2: FUNCTIONAL REQUIREMENTS SPECIFICATION

SECTION 2: FUNCTIONAL REQUIREMENTS SPECIFICATION

1. Special instructions to bidders

1.1 Should a bidder have reason to believe that the Functional Requirements are not open / fair and/or are written for a particular service provider; the bidder must notify IDC Procurement within five (5) days after publication of the RFP.

1.2 Bidders shall provide full and accurate answers to the questions posed in this RFP document, and, where required explicitly state either "Comply/Not Comply" regarding compliance with the requirements. Bidders **must** substantiate their response to all questions, including full details on how their proposal/solution will address specific functional/ technical requirements; failure to substantiate may lead to the bidder being disqualified. All documents as indicated must be supplied as part of the bid response.

1.3 Failure to comply with Mandatory Requirements may lead to the bidder being disqualified.

2. Purpose

The Pharmaceuticals sector desk within the Department of Trade and Industry (**the dti**) seeks the services of independent consultants with extensive and proven experience and knowledge of a) the South African healthcare industry and its participants, b) the biopharmaceutical industry including research, development, clinical trials, manufacturing and regulatory requirements worldwide c) the potential of South African Exports because the population of South Africa is not large enough to justify building commercial manufacturing facilities for South Africa alone and d) the South African industrial policy environment to conduct a study on the biopharmaceuticals sector and develop a sector development plan that considers South Africa's relative global position with respect to developing the local industry and where South Africa should position itself in terms of the global opportunities and Global Value Chains (GVCs). This must also include a review of the research and development (R&D), clinical trial and commercial manufacturing opportunities for SA where substantial investment is currently being made.

The sector plan would identify key priority areas/key action programmes throughout the biopharmaceutical value chain in South Africa that would require intervention. These `KAP's would then be incorporated into the key strategic implementation plans of the dti, NDoH and the DST such as IPAP.

3. Background Information

The Global Lifesciences industry continues to gain traction. It is estimated that of the top 10 pharma products, the majority of them were biotech drugs, including monoclonal antibodies and recombinant products. Treatments for rheumatoid arthritis, Hepatitis C, and cancer figure most prominently in the list of the most sales-generating drugs. Biotech drug sales are projected to grow to $445 billion by 2019.

The South Africa biopharmaceuticals market is valued at approximately ZAR 4 billion current and is expected to continue growing but the demand in the region is estimated at 10 x the current supply, simply because of price considerations. From a volume

perspective, a local Biosimilars manufacturer would have significant scale if their product is offered at a significant discount. Access in RSA and Africa is therefore anticipated to increase 6-fold.

Nearly all biopharmaceutical demand for South Africa is met by imports, and the rate of import of this class of pharmaceuticals continues to grow rapidly against a trend of falling overall imports in other parts of the broader pharmaceutical market. There is a clear opportunity for South African industry to capture the value and to mitigate the worsening trade balance in this market – a significant contributor to the SA trade deficit.

The loss of patent protection between 2014 and 2022 for 11 established biologics products — representing 48 percent of total biologic sales — combined with increasing global focus on improving health care access and reducing the cost of care, presents growth opportunities for biosimilars. Analysts predict that the worldwide market for biosimilars will reach USD 25-35 billion per annum by 2020. The cost savings from switching from innovator biologics to biosimilars is estimated to be in the region of USD 50 billion over the next 10 years. South Arica has to consider how the value chain for biopharmaceuticals (both originator and biosimilar) can be enabled to ensure universal access and coverage of these essential medicines a- currently only 1 in 50 people in SA can afford access to these drugs vs 1 in 4 in the US, EU etc.

4. Problem Statement

The South African pharmaceutical industry is characterised by imports. Furthermore, the high costs of injectable and biologic drugs have prevented many in the South Africa public from accessing these important medicines. The private sector accounted for 86,7% of the market. The public sector accounted for 13.3% of the market. In addition, biopharmaceutical and other life science discoveries made in South Africa are typically developed in other countries with little residual value kept in South Africa due to the lack of a vibrant life sciences/biopharmaceutical infrastructure in South Africa. The Industrial Development Division has identified the lack of a sector development plan with specific focus on the biopharmaceutical manufacture potential and related R&D and clinical trial opportunities.

5. Objectives

The overall objective of this project is to develop a sector development plan that provides a clear framework for decisions pertaining to the long term development of the South African biopharmaceutical manufacturing sector, R&D and clinical trial industry. The Plan should be developed for the period 2019 to 2029 and should consider the following five elements:

- Critical review of current policy and initiatives undertaken in support of this industry;
- Plan to develop the biopharmaceuticals sector over the short term (next 5 years) and long term (next 5 to 10 years);
- Determine the “eco-system” required to build a successful biopharmaceutical industry. This eco-system needs to include companion services (e.g. intellectual property assessment, manufacturing infrastructure such as waste disposal and required educational requirements both at the High School and University level).

- Develop a database of companies across the different tiers in this space and define a framework for appropriately engaging and aligning public and private industry participants in support of the plan;
- Engage with a select group of relevant biopharmaceutical and biosimilar manufacturers to ascertain specific interests in these areas and the pipeline of products they anticipate developing/manufacturing including relevant clinical activities; and
- Define a funding model and support package to support the execution of the Plan.

The outcome must be a clear and comprehensive report that outlines specific, realistic opportunities and sector plan that offers a practical framework for enhanced public and private sector decision making to develop the sector (across the value chain), skills development and employment over the long term.

6. Scope of Work

The global biopharmaceutical sector comprises the multiple and inter-linked value chains that cut across many product and process types. It is required that the sector plan development process follows a value chain analysis approach (as opposed to a sub-sectoral analysis approach) to understand demand drivers of important value chains as well as associated growth inhibitors/disablers as well as enablers.
The service provider is expected to execute the following scope of work:

6.1 Phase 1- Review of current sector policies, strategies, and activities.

The initial phase of the project will entail the completion of the following core activities:

- Review of national strategies and policies that inform the objectives and scope of pharmaceuticals sector policy (and accompanying strategies and activities);
- Review of current pharmaceutical sector policy outcomes, including areas of significant and limited progress respectively;
- Review of biopharmaceutical activities across the value chain in SA;
- Review of current academic instruction programs;
- Review of current licensing of Life Science and Biopharmaceutical Intellectual Property by Universities and companies in South Africa to Parties outside of South Africa; .and
- Identification of successful international life science/biopharmaceutical cluster development initiatives outside of Boston and San Francisco and specific initiatives that drove success
- Identification of unsuccessful international life science/biopharmaceutical cluster development and if possible understand reasons for these failures
- Review of past South African efforts to promote life sciences and biopharmaceutical and evaluate a “post mortem” analysis of these programs.

The outcome of this phase is a clear understanding of the status quo of current national policies, strategies and activities and comparison where possible to establish international best practices.

6.2 Phase 2- Value Chain Analysis and Prioritisation

The second phase of the project will focus on unpacking the key strategic drivers within the value chains. Activities scoped for inclusion are as follows:

- Clearly define the market size as well as other important parameters such as the SA spend on R&D in this sector, R&D, clinical trial and manufacturing capabilities, jobs created across the value chain etc. – essentially a comprehensive database on the sector.
- Profiling the South African biopharmaceuticals sector and mapping of major value chains using a GVC approach focusing on backward and forward linkages, market and lead firm dynamics, and opportunities.
- Identification of major international and domestic challenges associated with the securing growth and increased investments within these major value chains.

6.3 Phase 3- Comprehensive Analysis and Benchmarking of Policies for each of the priorities industries

This phase will triangulate the key policy challenges identified in the first phase and the GVC challenges identified in the second phase with empirical evidence of policy successes (and/or failures) in nurturing and developing priority industries in competitor economies.

This phase is expected to include the following activities:

- Identify policy instruments used by other economies (countries and/or regional agreements) to successfully support the establishment and/or development of the prioritized biopharmaceutical value chains.
- Select and benchmark economies that have used policies effectively to support the establishment and/or development of the prioritized value chains.
- Detail the resultant impact of international case study policy interventions on industry growth, sustainability and employment creation within each of the economies selected.

6.4 Phase 4- Development and deployment of the DTI's new policy/sector development plan to support sustainable industry development in South Africa

Based on the balanced set of evidence to emerge from the first three phases, the fourth phase of the project will focus on the development and deployment of appropriate policies for the South African biopharmaceuticals sector. As such, it should encompass the completion of the following three activities:

- Provide a detailed analysis of the policy recommendations pertaining to each of the prioritized value chains which must include investments in R&D, and development of relevant capabilities to support the sector etc.
- Identify and detail any important cross-cutting policy implications (i.e. that affect the prioritized industries)
- Analyse the expected impact of each of the policies on South Africa in terms of stimulation of the industry, MVA, employment creation, exports (or import substitution) and the development of the South African market.

- Define the proposed role of **the dti** in relation to policy deployment (as relevant to the industry-specific and cross-cutting policy recommendations), and compile recommended high level deployment plans;
- Develop a high level framework for appropriately engaging public and private sector participants in decision making and activities in support of the developing the sector;
- Define a sustainable funding model and support package to support the short, medium and long term deployment of the sector development plan; and
- Develop an appropriate monitoring and evaluation mechanism to support policy deployment within **the dti**.

Engage with the relevant industry decision makers to ascertain the types of customised support packages i.e. industrial policy instruments, funding model etc. required to support the short, medium and long term investments of the sector development plan.

7 Deliverables

The service provider will be required to produce:

7.1 Inception report – within the first 3 weeks of appointment, a detailed inception report must be submitted to the project management team (PMT) responsible for overseeing the project. The PMT may require a meeting with the service provider to engage with the content of the inception report in more detail. The inception report must include:

- o Project objective
- o Project approach and methodology
- o Activities, including proposed interview schedule
- o Milestones and deliverables
- o Detailed project plan

7.2 Interim reports – for each phase of the project, an interim report must be submitted which sets out key findings and implications, and clarifies the approach, priorities and desired outcomes for the remainder of the project.

7.3 Project status reports – timely submission of periodic status reports to the PMT in line with timeframes to be defined at the inception of the project. Based on the status reports, the PMT may request other ad hoc status meetings to provide specific guidance / input to the project.

7.4 Final sector development plan – produce a final sector development plan report which sets out the analysis, implications, sector development framework, and deployment recommendations. Outcomes must be aligned with the key stakeholders in collaboration with the PMT and the sector development plan updated in line with inputs provided by stakeholders.

7.5 It is expected that the service provider will engage extensively with public and private industry stakeholders in the preparation of the reports required. **the dti** will be responsible for consulting the public on the introduction of or changes to any government interventions that may flow from the deliverables.

7.6 Ad-hoc support on the implementation of the sector development plan for a period of six months.

7.7 Submission of the final report

- Final report with notes of the methodology used
- Executive summary in Word
- PowerPoint presentation of the report
- 3 hard copies of the final report
- 3 copies of CD version of the Executive Summary and final report.

8 Project Plan

The appointed service provider(s) will be required to start immediately after signing the contract and the project must be completed within one (01) year from the date of signing the service level agreement.

9 Technical Evaluation Criteria

9.1 Technical Requirements

The bidder must indicate its compliance / non-compliance to the requirements and should substantiate its response in the space provided below. If more space is required to justify compliance, please ensure that the substantiation is clearly cross-referenced to the relevant requirement.

9.1.1 BIDDER'S EXPERIENCE	**Comply**	**Partially Comply**	**Not Comply**
The bidder must demonstrate relevant experience in developing sector development plans/strategies in the pharmaceutical industry. The bidder must provide **two (2)** relevant contactable references of similar work done in the past 5 (five) years. Please refer **to Table (a) of Annexure 7** of this document for the format in which the required information must be provided.			
Substantiate / Comments			

9.1.2 BIDDER'S PROPOSED METHODOLOGY	Comply	Partially Comply	Not Comply
The bidder must demonstrate thorough understanding of the objectives and deliverables of this project. The bidder must provide a detailed proposal of the methodology/ approach to be used to carry out the scope of work outlined above and clearly demonstrating how the study objectives and deliverables will be achieved. The proposal must outline, amongst other things, the following: • Qualitative and quantitative techniques to be used • Desktop and first hand research approach • Stakeholder facilitation and engagement model			
Substantiate / Comments			

9.1.3 QUALIFICATIONS AND SKILLS OF THE PROJECT TEAM LEADER	Comply	Partially Comply	Not Comply
The bidder's key personnel of the proposed team must have relevant qualifications, skills and experience. **Team Leader:** The incumbent must be a Business Development Specialist or with expertise in the pharmaceutical/healthcare industry with the following key qualifications and experience: • Post graduate qualifications in Commerce, business development, industrial pharmacy, process or bioprocess engineering, Economics or related disciplines; • Minimum 10 years practical, technical, R&D and manufacturing experience in the pharmaceutical and biopharmaceutical environment; • Knowledge of the local and international pharmaceuticals, biopharmaceuticals and medical devices and diagnostic industries, Local Economic Development, Industrial Sectors and clusters and Enterprise development issues; The bidders must submit, as part of its proposal, the following: • The structure and composition of the proposed team, clearly outlining the main disciplines/ specialties of this project and the key personnel responsible for each specialty. Please refer to **Table (b) Annexure 7** of this document for the format in which the required information must be provided. • CVs of the key personnel; and the CVs must clearly highlight qualifications, areas of experience/ competence relevant to the tasks and objectives of this project as outlined above.			
Substantiate / Comments			

9.1.4 QUALIFICATIONS AND SKILLS OF THE TEAM	Comply	Partially Comply	Not Comply
The project team is required to have in-depth relevant experience in the pharmaceutical industry, industrial development and strategy formulation. Technical competency of the project team: • Experience and knowledge of enterprise development; • Experience in strategy development, project management; policy analysis and evaluation; • A thorough understanding of regional, national and global economies relevant to developing the pharmaceutical industry; • A thorough understanding of the pharmaceutical industry backward and forward linkages; • Experience in programme strategy or policy impact assessments; • Research methodologies and analysis skills; • Experience in policy and strategy development • Experience in manufacture of pharmaceuticals and biopharmaceuticals. The bidders must submit, as part of its proposal, the following: • The structure and composition of the proposed team, clearly outlining the main disciplines/ specialties of this project and the key personnel responsible for each specialty. Please refer to **Table (c) Annexure 7** of this document for the format in which the required information must be provided. • CVs of the key personnel; and the CVs must clearly highlight qualifications, areas of experience/ competence relevant to the tasks and objectives of this project as outlined above.			
Substantiate / Comments			

9.1.5 SKILL TRANSFER PLAN	Comply	Partially Comply	Not Comply
The bidder must provide a skills-transfer plan to accommodate a maximum of two (2) **dti** officials. The bidder is required to outline the skills transfer plan as part of this proposal. The plan must articulate how skills transfer will take place with the dti over the period of the project. The bidder is required to provide skills-transfer to build **the dti's** capacity in understanding the full value chain for developing the domestic biopharmaceutical sector. As a minimum, this should involve providing research training for nominated staff member(s) of **the dti.**			
Substantiate / Comments			

9.1.6 PROJECT PLAN	Comply	Partially Comply	Not Comply
The bidder must provide a detailed project plan which includes deliverables and timeframes and must be able to commence immediately upon appointment.			
Substantiate / Comments			

SECTION 3: PRICE PROPOSAL

SECTION 3: Cost Proposal

1 **NOTE: All prices must be VAT exclusive and must be quoted in South African Rand (ZAR).**

2 Are the rates quoted firm for the full period of the contract?

YES	NO

Important: If not firm for the full period, provide details of the basis on which price adjustments shall be applied e.g. CPI etc.

3 All additional costs associated the bidder's offer must be clearly specified and included in the Total Bid Price.

4

Is the proposed bid price linked to the exchange rate?	Yes	No
If yes, the bidder must indicate CLEARLY which portion of the bid price is linked to the exchange rate:		

6

Payments will be linked to specified deliverables after such deliverables have been approved by the IDC. Payments will be made within 30 days from date of invoice.	Comply	Not Comply

7

The IDC reserves the right to consider the guidelines on consultancy rates as set out in the **National Treasury Instruction 01 of 2013/2014: Cost Containment Measures** which took effect from 01 January 2014, where relevant. The bidder must indicate if their proposed rates are in line with the provisions of the referenced National Treasury Instruction: Cost Containment Measures.	Comply	Not Comply
Substantiate / Comments		

8 COSTING MODEL

Activity/ Deliverable	Resource(s)	Rate/Hour per resource	Number of hours	Total Cost (VAT Excl.)
Inception Report				
Interim reports – for each phase of the project, an interim report must be submitted which sets out key findings and implications, and clarifies the approach, priorities and desired outcomes for the remainder of the project.				

Activity/ Deliverable	Resource(s)	Rate/Hour per resource	Number of hours	Total Cost (VAT Excl.)
Project status reports – timely submission of periodic status reports to the PMT in line with timeframes to be defined at the inception of the project. Based on the status reports, the PMT may request other ad hoc status meetings to provide specific guidance / input to the project.				
Final sector development plan.				
Extensive engagements with public and private industry stakeholders in the preparation of the reports required.				
Ad-hoc support on the implementation of the sector development plan for a period of six months.				
Skills transfer to two (2) dti officials.				
Final Report				
Disbursements				
Total Bid Price (VAT Excl.)				

Notes on pricing:

- **Disbursements (incidental expenses other than professional fees e.g. travel and accommodation, printing costs, venue hire, and equipment hire etc.) must be clearly defined, outlining all**

assumptions. It is of utmost importance to submit clear and comprehensive cost proposals to allow the IDC to fairly compare bid price / cost proposals. If there is no additional fee envisaged for Disbursements, then the bidder must clearly indicate "No Charge / Free of Charge". Failure to clearly indicate this, would result in IDC penalising your bid response by taking the cost of the highest bidder and adding 50% thereto and apply this rate for purposes of price comparisons. Bidders are therefore requested to respond clearly and comprehensively on this aspect of their bid response.

- **The bidder must provide a detailed breakdown of the Disbursements as follows:**

Cost Element	Cost (VAT Excl.)
Total Disbursements	

9 SUMMARY OF THE PROPOSAL

DESCRITPION	BIDDER'S PROPOSAL
Number of resources (personnel)	
Project duration (in hours)	
Project duration (in months)	
Commencement Date	

Price Declaration Form

Dear Sir,

Having read through and examined the Request for Proposal (RFP) Document, RFP no**. T16/04/18,** the General Conditions, and all other Annexures to the RFP Document, we offer conduct an analysis and to develop a Biopharmaceutical sector plan for South Africa as

provided in Section 4 of this RFP document.

R..... (Excluding VAT)

In words

R..... (Excluding VAT)

We confirm that this price covers all activities associated with the service, as called for in the RFP document. We confirm that IDC will incur no additional costs whatsoever, other than in respect of VAT, over and above this amount in connection with the provision of this service.

We undertake to hold this offer open for acceptance for a period of 120 days from the date of submission of offers. We further undertake that upon final acceptance of our offer, we will commence with the provision of the required service when required to do so by the IDC.

We understand that you are not bound to accept the lowest or any offer, and that we must bear all costs which we have incurred in connection with preparing and submitting this bid.

We hereby undertake for the period during which this bid remains open for acceptance, not to divulge to any persons, other than the persons to whom the bid is submitted, any information relating to the submission of this bid or the details therein except where such is necessary for the submission of this bid.

SIGNED _____ **DATE** _____

(Print name of signatory) _____

Designation _____

FOR AND ON BEHALF OF: COMPANY NAME _____

Tel No _____

Fax No _____

Cell No _____

SECTION 4: ANNEXURES

Annexure 1: Acceptance of Bid Conditions and Bidder's Details

Request for Proposal No: _____

Name of Bidder: _____

Authorised signatory: _____

Name of Authorised Signatory _____

Position of Authorised Signatory _____

By signing above the bidder hereby accept full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on him/her under this RFP.

[*Note to the Bidder: The Bidder must complete all relevant information set out below*.]

CENTRAL SUPPLIER DATABASE (CSD) INFORMATION

Bidders are required to be registered on the Central Supplier Database (CSD) of National Treasury. Failure to submit the requested information may lead to disqualification. Bidders are therefore required to submit as part of this proposal both their CSD supplier number and CSD unique registration reference numbers below:	
Supplier Number	
Unique registration reference number	

BIDDING STRUCTURE

Indicate the type of Bidding Structure by marking with an 'X':	
Individual Bidder	
Joint Venture/ Consortium	
Prime Contractor with Sub Contractors	
Other	

REQUIRED INFORMATION

If Individual Bidder:	
Name of Company	
Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cellphone Number	
Fax Number	

If Individual Bidder:	
Email address	
Postal Address	
Physical Address	

If Joint Venture or Consortium, indicate the following for each partner:	
Partner 1	
Name of Company	
Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cellphone Number	
Fax Number	
Email address	
Postal Address	
Physical Address	
Scope of work and the value as a % of the total value of the contract	
Partner 2	
Name of Company	
Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cellphone Number	
Fax Number	
Email address	
Postal Address	
Physical Address	
Scope of work and the value as a % of the total value of the contract	

If bidder is a Prime Contractor using Sub-contractors, indicate the following:	
Prime Contractor	
Name of Company	
Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cellphone Number	
Fax Number	
Email address	
Postal Address	
Physical Address	
Sub contractors	
Name of Company	
Company Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cellphone Number	
Fax Number	
Email address	
Postal Address	
Physical Address	
Subcontracted work as a % of the total value of the contract	

Annexure 2: Tax Compliance Requirements

1.	**TAX COMPLIANCE REQUIREMENTS**
1.1	BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.
1.2	BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VIEW THE TAXPAYER'S PROFILE AND TAX STATUS.
1.3	APPLICATION FOR TAX COMPLIANCE STATUS (TCS) OR PIN MAY ALSO BE MADE VIA E-FILING. IN ORDER TO USE THIS PROVISION, TAXPAYERS WILL NEED TO REGISTER WITH SARS AS E-FILERS THROUGH THE WEBSITE WWW.SARS.GOV.ZA.
1.4	BIDDERS MAY ALSO SUBMIT A PRINTED TCS TOGETHER WITH THE BID.
1.5	IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED, EACH PARTY MUST SUBMIT A SEPARATE PROOF OF TCS / PIN / CSD NUMBER.
1.6	WHERE NO TCS IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.

2.	**QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS**	
2.1	IS THE BIDDER A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?	☐ YES ☐ NO
2.2	DOES THE BIDDER HAVE A BRANCH IN THE RSA?	☐ YES ☐ NO
2.3	DOES THE BIDDER HAVE A PERMANENT ESTABLISHMENT IN THE RSA?	☐ YES ☐ NO
2.4	DOES THE BIDDER HAVE ANY SOURCE OF INCOME IN THE RSA?	☐ YES ☐ NO

IF THE ANSWER IS "NO" TO ALL OF THE ABOVE, THEN, IT IS NOT A REQUIREMENT TO OBTAIN A TAX COMPLIANCE STATUS / TAX COMPLIANCE SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 2.3 ABOVE.

Annexure 3: Supply chain management practices questionnaire

Request for Proposal No: _____

Name of Bidder: _____

Authorised signatory: _____

[*Note to the Respondent: The Respondent must complete the information set out below. If the Respondent requires more space than is provided below it must prepare a document in substantially the same format setting out all the information referred to below and return it with Returnable Schedule 2.*]

The bidder must complete the following questionnaire.

Bidder's past supply chain management practices:

Item	Question	Yes	No
3.1	Is the Bidder or any of its directors listed on the South African National Treasury's database as companies or persons prohibited from doing business with the public sector? (Companies or persons who are listed on this database were informed in writing of this restriction by the South African National Treasury after the *audi alteram partem* rule was applied).	Yes ☐	No ☐
	If so, provide particulars:		
3.2	Is the Bidder or any of its directors listed on the Register for Bid Defaulters in terms of section 29 of the *Prevention and Combating of Corrupt Activities Act* No 12 of 2004? To access this Register enter the National Treasury's website, www.treasury.gov.za , click on the icon "Register for Bid Defaulters" or submit your written request for a hard copy of the Register to facsimile number +27123265445.	Yes ☐	No ☐
	If so, provide particulars:		
3.3	Was the Bidder or any of its directors convicted by a court of law (including a court outside of the Republic of South Africa) for fraud or corruption during the past five years?	Yes ☐	No ☐

Item	Question	Yes	No
	If so, provide particulars:		
3.4	Does the Bidder relate to any IDC employee or part of IDC current or past staff (employee) establishment?	Yes ☐	No ☐
	If so, provide particulars:		
3.5	Was any contract between the Bidder and any organ of state (within the Republic of South Africa or within any foreign territory) terminated during the past five years on account of failure to perform on or comply with the contract?		
	If so, provide particulars:		

I, _____ (print name) hereby certify that the information, facts and representations are correct and that I am duly authorized to sign on behalf of the company.

Name of Company: _____

Company Registration Number: _____

Company VAT Registration Number: _____

_____

Signature

_____

Date

Annexure 4: Declaration of Interest

1. Any legal person, including persons employed by the state[1], or persons having a kinship with persons employed by the state, including a blood relationship, may make an offer or offers in terms of this invitation to bid (includes a price quotation, advertised competitive bid, limited bid or proposal). In view of possible allegations of favouritism, should the resulting bid, or part thereof, be awarded to persons employed by the state, or to persons connected with or related to them, it is required that the bidder or his/her authorised representative declare his/her position in relation to the evaluating/adjudicating authority where-

   - the bidder is employed by the state; and/or

   - the legal person on whose behalf the bidding document is signed, has a relationship with persons/a person who are/is involved in the evaluation and or adjudication of the bid(s), or where it is known that such a relationship exists between the person or persons for or on whose behalf the declarant acts and persons who are involved with the evaluation and or adjudication of the bid.

2. **In order to give effect to the above, the following questionnaire must be completed and submitted with the bid.**

2.1 Full Name of bidder or his or her representative: …….

2.2 Identity Number:……

2.3 Position occupied in the Company (director, trustee, shareholder[2]): ……..

2.4 Company Registration Number: ……..…….

2.5 Tax Reference Number: ……..……

2.6 VAT Registration Number: ……....

2.6.1 The names of all directors / trustees / shareholders / members, their individual identity numbers, tax reference numbers and, if applicable, employee / persal numbers must be indicated in paragraph 3 below.

[1]"State" means –

(a) any national or provincial department, national or provincial public entity or constitutional institution within the meaning of the Public Finance Management Act, 1999 (Act No. 1 of 1999);

(b) any municipality or municipal entity;

(c) provincial legislature;

(d) national Assembly or the national Council of provinces; or

(e) Parliament.

[2]"Shareholder" means a person who owns shares in the company and is actively involved in the management of the enterprise or business and exercises control over the enterprise.

2.7 Are you or any person connected with the bidder presently employed by the state? **YES / NO**

2.7.1 If so, furnish the following particulars:

Name of person / director / trustee / shareholder/ member: ……...……

Name of state institution at which you or the person connected to the bidder is employed :

……

Position occupied in the state institution:

……

Any other particulars:

……

……

……

2.7.2 If you are presently employed by the state, did you obtain the appropriate authority to undertake remunerative work outside employment in the public sector? **YES / NO**

2.7.2.1 If yes, did you attached proof of such authority to the bid document? **YES / NO**

(Note: Failure to submit proof of such authority, where applicable, may result in the disqualification of the bid.

2.7.2.2 If no, furnish reasons for non-submission of such proof:

……

……

……

2.8 Did you or your spouse, or any of the company's directors / **YES / NO**

trustees / shareholders / members or their spouses conduct business with the state in the previous twelve months?

2.8.1 If so, furnish particulars:

……..

……..

……...

2.9 Do you, or any person connected with the bidder, have any relationship (family, friend, other) with a person employed by the state and who may be involved with the evaluation and or adjudication of this bid? **YES / NO**

2.9.1 If so, furnish particulars.

……...

……..…

……

2.10 Are you, or any person connected with the bidder (i.e. shareholder, partner, director etc.), aware of any relationship (family, friend, other) between any other bidder or any other company and any person employed by the IDC or the dti who may be involved with the evaluation and or adjudication of this bid? **YES / NO**

2.10.1 If so, furnish particulars**.**

……

……

……

2.11 Do you or any of the directors / trustees / shareholders / members of the company have any interest in any other company whether or not they are bidding for this contract? The IDC reserves the right to undertake further background checks on any other company where partners, shareholders or any interested party of the bidder may be involved in and to consider any findings in this regard as part of its vetting processes. **YES/NO**

2.11.1 If so, furnish particulars:

……

……

……

3 Full details of directors / trustees / members / shareholders.

Full Name	Identity Number	Personal Tax Reference Number	State Employee Number / Persal Number

1. DECLARATION

I, THE UNDERSIGNED (NAME)……

CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 2 and 3 ABOVE IS CORRECT. I ACCEPT THAT IDC MAY REJECT THE BID OR ACT AGAINST ME SHOULD THIS DECLARATION PROVE TO BE FALSE.

…….. ..……

Signature Date

…….. ……

Position Name of bidder

Annexure 5: Certificate of Independent Bid Determination

SBD 9

CERTIFICATE OF INDEPENDENT BID DETERMINATION

1 This Standard Bidding Document (SBD) must form part of all bids[1] invited.

2 Section 4 (1) (b) (iii) of the Competition Act No. 89 of 1998, as amended, prohibits an agreement between, or concerted practice by, firms, or a decision by an association of firms, if it is between parties in a horizontal relationship and if it involves collusive bidding (or bid rigging).[2] Collusive bidding is a *pe se* prohibition meaning that it cannot be justified under any grounds.

3 Treasury Regulation 16A9 prescribes that accounting officers and accounting authorities must take all reasonable steps to prevent abuse of the supply chain management system and authorizes accounting officers and accounting authorities to:

a. disregard the bid of any bidder if that bidder, or any of its directors have abused the institution's supply chain management system and or committed fraud or any other improper conduct in relation to such system.

b. cancel a contract awarded to a supplier of goods and services if the supplier committed any corrupt or fraudulent act during the bidding process or the execution of that contract.

4 This SBD serves as a certificate of declaration that would be used by institutions to ensure that, when bids are considered, reasonable steps are taken to prevent any form of bid-rigging.

5 In order to give effect to the above, the attached Certificate of Bid Determination (SBD 9) must be completed and submitted with the bid:

[1] **Includes price quotations, advertised competitive bids, limited bids and proposals.**

[2] **Bid rigging (or collusive bidding) occurs when businesses, that would otherwise be expected to compete, secretly conspire to raise prices or lower the quality of goods and / or services for purchasers who wish to acquire goods and / or services through a bidding process. Bid rigging is, therefore, an agreement between competitors not to compete.**

CERTIFICATE OF INDEPENDENT BID DETERMINATION

I, the undersigned, in submitting the accompanying bid:

_____

(Bid Number and Description)

in response to the invitation for the bid made by:

_____

(Name of Institution)

do hereby make the following statements that I certify to be true and complete in every respect:

I certify, on behalf of:_____that:

(Name of Bidder)

1. I have read and I understand the contents of this Certificate;
2. I understand that the accompanying bid will be disqualified if this Certificate is found not to be true and complete in every respect;
3. I am authorized by the bidder to sign this Certificate, and to submit the accompanying bid, on behalf of the bidder;
4. Each person whose signature appears on the accompanying bid has been authorized by the bidder to determine the terms of, and to sign the bid, on behalf of the bidder;
5. For the purposes of this Certificate and the accompanying bid, I understand that the word "competitor" shall include any individual or organization, other than the bidder, whether or not affiliated with the bidder, who:

    (a) has been requested to submit a bid in response to this bid invitation;
    (b) could potentially submit a bid in response to this bid invitation, based on their qualifications, abilities or experience; and
    (c) provides the same goods and services as the bidder and/or is in the same line of business as the bidder
6. The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium[3] will not be construed as collusive bidding.
7. In particular, without limiting the generality of paragraphs 6 above, there has been no consultation, communication, agreement or arrangement with any competitor regarding:

[3] **Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.**

(a) prices;

(b) geographical area where product or service will be rendered (market allocation)

(c) methods, factors or formulas used to calculate prices;

(d) the intention or decision to submit or not to submit, a bid;

(e) the submission of a bid which does not meet the specifications and conditions of the bid; or

(f) bidding with the intention not to win the bid.

8. In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications and conditions or delivery particulars of the products or services to which this bid invitation relates.
9. The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
10. I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

……	……
Signature	Date
……	……
Position	Name of Bidder

Annexure 6: Shareholders and Directors Information

[*Note to the bidder: the bidder must complete the information set out below. If the bidder requires more space than is provided below it must prepare a document in substantially the same format setting out all the information referred to below and return it with Returnable Schedule 2.*]

6.1 Shareholders/ Members

Name of the shareholder	ID Number	Race	Gender	% shares

Note: The bidder must also attach the detailed Company/ Group Structure where relevant.

6.2 Black Shareholders/ Members as per the B-BBEE Certificate

Name of the shareholder	ID Number	Race	Gender	% shares
Total Black Shareholding % as per the current and valid B-BBEE Certificate				

6.3 Directors

Name of the shareholder	ID Number	Race	Gender

I, THE UNDERSIGNED (NAME)……

CERTIFY THAT THE INFORMATION FURNISHED ABOVE IS CORRECT.

…….. ..……

Signature Date

…… ……

Position Name of bidder

Annexure 7: Response Format for Section 2

Bidder’s Experience and the proposed Project Team

Request for Proposal No: _____

Name of Bidder: _____

Authorised signatory: _____

[*Note to the Bidder: The bidder must complete the information set out below in response to the requirements stated in Section 2 of this bid document. If the bidder requires more space than is provided below it must prepare a document in substantially the same format setting out all the information referred to below and return it with this Returnable Schedule 3.]*

The bidder must provide the following information:

Table (a) Details of the bidder's current and experience in developing sector development plans/strategies in the pharmaceutical industry. (please refer to par 9.1.1 of Section 2 of this RFP document):

Client’ Name	Project description	Project Cost	Project period (Start and End Dates)	Description of service performed and extent of Bidder's responsibilities	Name, title and telephone contact of client

Table (c) Details of the team leader:

Name	Position	Role / Duties in this Project	Relevant Project Experience	
			Project description, Client, Project period	Project Cost

Table (c) Details of the key personnel of the bidders' proposed team:

Name	Position	Role / Duties in this Project	Relevant Project Experience	
			Project description, Client, Project period	Project Cost

Annexure 8: BEE Commitment Plan

The IDC encourages existing vendors and prospective bidders to support the objectives of B-BBEE and as far as possible strive to improve their B-BBEE contribution status. For bid evaluation purposes, bidders are allocated points in terms of a preference point system based on the B-BBEE Contribution Level status that is in accordance with a valid B-BBEE certificate.

Bidders are therefore required to submit a B-BBEE improvement plan in view of the new B-BBEE Codes of Good Practice. Bidders must indicate the extent to which their ownership, management control, employment equity, preferential procurement and enterprise development will be maintained or improved over the contract period in the event that they are successful in this bid process.