

Tender Number: T08/02/22

REQUEST FOR PROPOSALS TO APPOINT A PANEL OF FIRMS FOR TECHNICAL AND TRANSACTIONAL SUPPORT

Question and Answers Version 1

No.	Question	Type	Answer
1	Is the reference to a total price on in the price declaration form (page 26) a typo since the costing model table (page 25) requests for hourly rates/personnel?	Commercial	Bidders are requested to ensure they complete Page 25 of the document, which is pricing in line with their available technical skills and capacity as submitted in their technical proposal.
2	Does providing Technical and Transaction support via this panel preclude a service provider from partaking in potential downstream work on projects where it provided support?	Technical	Yes.
3	Will a service provider be allowed to decline to participate in projects where there is a potential conflict of interest?	Technical	Yes
4	What will the IDC's approach to the procurement of support services be in such cases where a bidder (or a subsidiary/related party of a bidder) is also applying for funding?	Technical	This will need to be declared and considered on a case by case basis.
5	In relation to Natural Resources (Page 25). Please clarify what natural resources are being referred to?	Technical	Minerals, forestry, fishing, farming
6	Will there be a tender briefing session before the bid closes?	Commercial	No tender briefing is scheduled for this tender.
7	If a firm is selected to be a panelist, will it be precluded from executing the work?	Technical	No, but this must be declared and will be considered on a case by case basis
8	We note that the RFP focuses on sector expertise. We are a transactional advisor which it appears is required with various projects need to be packaged. Do we just respond as Transaction Advisors?	Technical	Yes - response on the specific expertise is required
9	We note this RFP is for panel support and not a specific project. However, the RFP is requesting us to state fees in the Price Declaration Form.	Commercial	The hourly rates requested are for information purposes only. Should a bidder be appointed to the panel, then specific pricing will requested on a project to project basis.
10	Further Section 3: Cost Proposal - ordinarily this form would be completed for a specific project with a time period etc. Yet this RFP is only to be on a panel.	Commercial	Please refer to above response.
11	Taking into account the depth and size of the South African market, various sectors listed in Section 2.2 have not historically experienced high M&A transaction activity (by both deal flow and volume) and as such, few transaction advisers would fully satisfy Criterion 1 and 2 of the Technical Criteria for all sectors. However, Nedbank Corporate Finance ("NCF") has accumulated significant experience across the general M&A landscape in South Africa and has the requisite knowledge, experience and skillsets to assist in any M&A opportunities for all sectors. Would NCF's general M&A expertise be sufficient to satisfy Criterion 1 and 2 of the Technical Criteria for all sectors?	Technical	Yes general M&A expertise applicable to all sectors
12	Pricing proposals for advisory work are dependent on the details of the envisaged transaction including inter alia size and complexity. In the absence of such granular information, kindly advise as to how it is envisaged that transaction advisers present indicative pricing proposals?	Commercial	The pricing requested is for information purposes only. Should a bidder be appointed to the panel, then specific pricing will be requested on a project to project basis.
13	Will bidder's be disqualified if they do not partner with a black owned entity?	Commercial	No. However bidders are encouraged to partner with a black-owned entity where possible.
14	On page 6 there is a requirement for a resolution. Our Company has only one Director, is the resolution still necessary under these circumstances?	Commercial	Yes.
15	We would like to request an extension of the closing date to 7 March 2022.	Commercial	Please note that due to the urgency of this request, the IDC is unable to grant the requested extension.
16	On page 43, annexure 7- references. This information is contained in our Company profile. Can we put refer to Company Profile or must it be still completed?	Commercial	Bidders are requested to complete all annexures as called for in the tender document.
17	Is there a specific format and template required for our RFP response?	Commercial	Please refer to Page 10 (Returnable Schedules) for the response format.
18	Could you provide the terms and conditions of the contract or a draft of the SLA?	Commercial	The terms and conditions stated in the tender will also apply to the Service Level Agreement
19	As an international bidder, is the B-BBEE certificate a mandatory requirement?	Commercial	The tender does not state the submission of a B-BBEE certificate as a mandatory requirement.
20	As an international bidder, is the B-BBEE commitment plan a mandatory requirement?	Commercial	The tender does not state the submission of a B-BBEE commitment plan as a mandatory requirement.
21	Is it possible to name more than 1 team lead per sector depending on the work scope? E.g. 1 for business case, the other for project preparation?	Technical	Yes
22	Are we correct in understanding we can apply for this tender offering our services for the following services, but not for the other services? ie: is it a requirement that bidders fulfil all the areas of expertise or not?:	Technical	Please note that bidders are not expected to fulfill all areas. Bidders can submit for sectors that are only applicable to their service offering.
23	On page 43, annexure 7- references. This information is contained in our Company profile. Can we put refer to Company Profile or must it be still completed?	Commercial	Bidders are requested to complete all annexures as called for in the tender document.

24	Please confirm that the Annexure 10: Local Content Declaration is irrelevant for the tender.	Commercial	Yes. Please mark Annexure 10 with "Not Applicable".
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