



**T58-12-24**

**REQUEST FOR PROPOSAL FOR  
APPOINTMENT OF A SERVICE  
PROVIDER TO CONDUCT RESEARCH  
ON THE IMPACT OF DESIGNATING OF  
WORKING WATERBORNE VESSELS  
(INCLUDING SHIPS AND BOATS) FOR  
LOCAL MANUFACTURING**

**BID CLOSING DATE:**

**20 JANUARY 2025 AT 11:00 AM**

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**SECTION 1: GENERAL CONDITIONS OF BID**

## SECTION 1: GENERAL CONDITION OF BID

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### 1. PROPRIETARY INFORMATION

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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

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

Name: Amelia Rawstone and Millington Mabasa

Telephone Number: +27 11 269 3645

Email address: [Ameliar@idc.co.za](mailto:Ameliar@idc.co.za) and [millingtonm@idc.co.za](mailto:millingtonm@idc.co.za)

2.2. Enquiries in relation to this RFP will not be entertained after 12h00 on 10 January 2024.

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](http://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

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3.1. 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

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4.1. Bid responses must be submitted in electronic format only and must be e-mailed to the dedicated e-mail address as provided herein.

4.2. Bid responses should be in generally acceptable / standard electronic file format/s (i.e., Microsoft suite of products or pdf) to enable access thereto by the IDC for purposes of evaluating responses received. Where documents are presented in a format which cannot be accessed by the IDC through generally acceptable formats, such bid response will be disqualified.

4.3. The closing date for the submission of bids is 20 January 2025 not later than 11:00 am (before midday). No late bids will be considered. Bids must only be sent to [tenders@idc.co.za](mailto:tenders@idc.co.za). Bids sent to any other email address other than the one specified herein will be disqualified and will not be considered for evaluation. It is the bidder's responsibility to ensure that the bid is sent to the correct email address and that this is received by the IDC before the closing date and time in IDC's dedicated tender e-mail inbox / address [tenders@idc.co.za](mailto:tenders@idc.co.za).

4.4. Bidders are advised to submit / send its bid responses at least 30 minutes before the 11:00AM deadline to avoid any Information Technology (IT) network congestions or technical challenges in this regard which may result in bid responses being received late. IDC's e-mail servers are configured to receive e-mails with sizes up to 50MB.

4.5. The IDC will not be held responsible for any of the following:

4.5.1. bid responses sent to the incorrect email address;

4.5.2. bid responses being inaccessible due to non-standard electronic file formats being utilised to submit responses by bidders;

4.5.3. any security breaches and unlawful interception of tender / bid responses by third parties outside the IDC's IT network domain;

4.5.4. bid responses received late due to any IT network related congestions and/or technical challenges; and

4.5.5. bid responses with file size limits greater than IDC's e-mail receipt capacity of 50MB.

4.6. Only responses received via the specified email address will be considered.

4.7. Where a complete bid response (Inclusive of all relevant Schedules) is **not received** by the IDC in its electronic email tender box ([tenders@idc.co.za](mailto:tenders@idc.co.za)) by the closing date and time, such a bid response will be regarded as incomplete and late. Such late and / or incomplete bid will be disqualified. **It is the IDC's policy not to consider late bids for tender evaluation.**

4.8. Amended bids may be sent to the electronic tender box ([tenders@idc.co.za](mailto:tenders@idc.co.za)) **marked** "Amendment to bid" and should be received by the IDC **before** the closing date and time of the bid.

## 5. PREPARATION OF BID RESPONSE

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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 companies 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. Bidder's tax affairs with SARS must be in order (tax compliant status) and bidders must provide written confirmation to this effect as part of their tender response.

5.6. In the event that the bidding structure is a Prime Contractor with Sub-contractor/(s), then the Prime Contractor **must** hold the highest percentage allocation in terms of the value of the contract.

## 6. SUPPLIER PERFORMANCE MANAGEMENT

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6.1. 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.

6.2. 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.

6.3. 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. ENTERPRISE AND SUPPLIER DEVELOPMENT

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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

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8.1. The IDC is entitled to amend any bid condition, bid validity period, RFP specification, 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 financially advantageous to the IDC.
- 8.3. The IDC reserves the right to conduct site visits at bidder's corporate offices and / or at client sites if so required.
- 8.4. 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.
- 8.5. The IDC reserves the right, at its sole discretion, to appoint any number of vendors to be part of this panel of service providers, if applicable (i.e., where a panel is considered).
- 8.6. The IDC reserves the right of final decision on the interpretation of its tender requirements and responses thereto.
- 8.7. The IDC reserves the right to consider professional conduct and experiences it had with any bidder which rendered similar services to the IDC in the past 5 years over and above the references put forward by the bidder in its response.

## **9. UNDERTAKINGS BY THE BIDDER**

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- 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 this RFP 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**

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- 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:
  - 10.1.1. bidder whose Tax Status is non-compliant, after they have been notified accordingly and remain non-compliant;
  - 10.1.2. bidder who submits incomplete information and documentation according to the requirements of this RFP document;

- 10.1.3. bidder who submits information that is fraudulent, factually untrue, or inaccurate information;
- 10.1.4. bidder who receives information not available to other potential bidders through fraudulent means;
- 10.1.5. bidder who does not comply with any of the mandatory requirements as stipulated in the RFP document;
- 10.1.6. bidder who fails to comply with POPIA requirements as listed herein; and
- 10.1.7. bidder, as the prime contractor, who holds a lower percentage in terms of the value of the contract than any of its subcontractor/(s).

## **11. RETURNABLE SCHEDULES**

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

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

### **11.2. Schedule 1:**

- 11.2.1. Executive Summary (explaining how you understand the requirements of this RFP and the summary of your proposed solution)
- 11.2.2. Annexure 1 of this RFP document (duly completed and signed)

### **11.3. Schedule 2**

- 11.3.1. Copy of Board Resolution, duly certified;
- 11.3.2. Originally certified copy of ID document for the Company Representative;
- 11.3.3. Annexure 2 of this RFP document (duly completed and signed);
- 11.3.4. Annexure 3 of this RFP document (duly completed and signed);
- 11.3.5. Annexure 4 of this RFP document (duly completed and signed);
- 11.3.6. Response to Annexure 6: BEE Commitment Plan;
- 11.3.7. Bidders must submit a B-BBEE verification certificate. For Exempted Micro Enterprises (EME) with an annual revenue of less than R10 million and Qualifying Small Enterprises (QSE) with an annual revenue of between R10 million and R50 million per annum, a sworn affidavit confirming the annual total revenue and level of black ownership may be submitted. 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 must be submitted for each Consortium/ JV member or Prime Contractor and Subcontractor(s).**

- 11.3.8. Annexure 7 of this RFP document (duly responded to);
- 11.3.9. Annexure 8 of this RFP document (duly completed and signed, if applicable);
- 11.3.10. Statement of Financial Position of the Bidder: Latest Audited Financial Statements (where applicable in terms of the Company's Act) and/or independently reviewed financial statements and/or Cashflow Budget for new entities with no financial records.
- 11.3.11. Copy of Joint Venture/ Consortium/ Subcontracting Agreement duly signed by all parties (if applicable).

### **11.4. Schedule 3:**

- 11.4.1. Response to Section 2 of this document, in line with the format indicated in this RFP document.
- 11.4.2. Annexure 5 of this RFP document duly completed and signed.



**11.5. Schedule 4:** Price Proposal (response to Section 3 of this RFP document).

**NOTE: Must be submitted as a separate file/document marked Schedule 4: Price Proposal)**

## **12. EVALUATION CRITERIA AND WEIGHTINGS**

Bids shall be evaluated in terms of the following process:

**12.1. 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:

- IDC will make use of the Central Supplier Database (CSD) to access key information which is required to conduct supplier vetting including Company Registration status, tax compliance status and any other relevant checks conducted on CSD.
- In the event that the bidding structure is a Prime Contractor with Sub-contractor/(s), then IDC will evaluate the information provided in Annexure 2 (Acceptance of Bid Conditions and Bidder's Details) and if determined that the Prime Contractor holds a lower percentage in terms of the value of the contract than any of its subcontractor/(s), then the bid will be disqualified.
- Submission of ID copy for the Company Representative as referenced in 11.3.3 above.
- BEE Status Certification as referenced in 11.3.7 above.
- Completion of all Standard Bidding Documents and other requirements, as reflected in this RFP, which covers the following:
  - Section 2: Statement of compliance with the Functional Evaluation Criteria for this RFP.
  - Section 3: Cost Proposal and Price Declaration Form.
  - Annexure 1: Acceptance of Bid Conditions.
  - Annexure 2: Tax Compliance Requirements.
  - Annexure 3: Bidder's Disclosure.
  - Annexure 4: Shareholders' Information/ Group Structure.
  - Annexure 5: Bidders Experience & Project Team.
  - Annexure 6: BEE Commitment Plan.
  - Annexure 7: Disclosure Statement.
  - Annexure 8: Privacy & Protection of Personal Information Act 4 of 2013 Requirements.

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

### **12.2. Phase 2: Technical/ Functionality Evaluation**

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

#### **12.2.1. Functional/ Technical Requirements**

With regards 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:

<b>ELEMENT</b>	<b>WEIGHT</b>
QUALIFICATION AND EXPERIENCE OF PROPOSED KEY STAFF	20
BIDDERS EXPERIENCE	20
SKILLS TRANSFER	10
PROJECT PLAN	10
METHODOLOGY AND RESEARCH MODELS	25
PRESENTATION	15
<b>TOTAL</b>	<b>100</b>

**Notes:**

- Bidders who score 60 points out of 85 points (70%) or more in total for the functional/technical requirements, will be shortlisted for presentations.
- The minimum qualifying score for functionality is 70%. All bidders that fail to achieve the minimum qualifying score on functionality shall not be considered for further evaluation on Price and Specific Goals.

**12.3. 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
Specific Goals <sup>1</sup>	20
<b>TOTAL</b>	<b>100</b>

<sup>1</sup>Specific Goals for this tender and points that may be claimed are indicated per table below:

SPECIFIC GOALS	POINTS
	(80/20 system)
Black ownership <sup>2</sup>	10
30% Black women ownership	5
Any % of ownership by Black Designated Groups <sup>3</sup>	2
Reconstruction Development Programme Objective: Promotion of SMMEs (Entities that are EME or QSE)	3
<b>TOTAL POINTS</b>	<b>20</b>

<sup>2</sup>Black ownership: 100% black owned entities will score the full 10 points (if 80/20 system) and between 51% - 99.99% black owned entities will score 4 points (if 80/20 system).

<sup>3</sup>Black Designated Groups has the meaning assigned to it in the codes of good practice issued in terms of section 9(1) of the Broad-Based Black Economic Act as amended.

#### **12.4. Phase 4: Objective Criteria**

This contract will be awarded to the bidder scoring the highest points unless an objective criterion justifies the award of the tender to a bidder other than the highest scoring bidder.

##### **12.4.1. Objective Criteria are:**

The bidder must pose less risk to the IDC. The risk will be assessed in terms of, but not limited to, the following:

- Reputational Risk: This will be assessed in line with the bidder's disclosure (Refer to Annexure 7: Disclosure statement of this document).
- Concentration Risk: Over exposure to a single bidder.
- The bidder's financial capability in relation to the execution of the contract.
- The bidder's past performance in IDC contracts.

#### **13. PROMOTION OF EMERGING BLACK OWNED SERVICE PROVIDERS**

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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 either a consolidated B-BBEE scorecard or each bidder of the partnership in their individual capacity to submit a BEE certificate or Sworn Affidavit in case of an EME or QSE which will be considered as part of the Specific Goals scoring listed in 12.3.

## **SECTION 2: FUNCTIONAL REQUIREMENTS SPECIFICATION**

## **SECTION 2: FUNCTIONAL REQUIREMENTS**

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### **1. SPECIAL INSTRUCTIONS TO BIDDERS**

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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.

Bidders shall provide full and accurate answers to the questions posed in this RFP document, and, where required explicitly state “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.

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

### **2. BACKGROUND INFORMATION**

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The Industrial Development Corporation of South Africa Limited (the IDC) is a self-financing, state-owned national development finance institution which provides financing to entrepreneurs engaged in competitive industries and follows normal company policies and procedures in its operations.

In 2011, the Industrial Policy Action Plan (IPAP) identified the boatbuilding industry as a priority sector in supporting the objectives of industrial growth and a movement towards a knowledge economy. Furthermore, in early 2014, Operation Phakisa was established as an initiative to enhance the potential of the ocean economy, based on the Malaysian model “Big Fast Result”. Among the labs established, the Marine Transport and Manufacturing (MTM) was identified with their associated key performance indicators to unlock growth and delivery in the ocean economy.

As a result of the potential of job creation and multipliers across industries in the value chain, the manufacturing of working vessels was designated for local manufacturing with a mandatory threshold of local content value of 60% effective from 01 October 2014. The Instruction Note was later amended and re-issued by the National Treasury on 11 June 2018. Since then, several ships and boats have been manufactured locally under the designation policy but the impact of such a designation policy has not yet been scientifically quantified.

The study aims at conducting a deep dive into the impact on the South African economy in general and on the manufacturing sector in particular, of the designation policy for local procurement of waterborne vessels with a minimum threshold of 60% in all public expenditure related to working boats and ships. This means that the study is to determine, using a scientifically proven methodology, the value addition in terms of jobs, exports, investment, capability, and any other developmental impact as a result of procurement under designation policy, of vessels from the local Marine Manufacturing industry. Furthermore, the study will identify and project the future impact of the industry's designation and identify components with potential for localisation, meaning components that can be produced locally and/or accredited to the marine standards taking into account the context of the economy and manufacturing sector

### 3. PURPOSE

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The IDC administers the Industrial Policy Support Fund (IPSF) on behalf of the Department of Trade, Industry and Competition ("the dtic"). This tender is therefore facilitated by the IDC on behalf of the dtic.

The purpose is to appoint a Service Provider to conduct a comprehensive research and review the impact of the designation for local manufacturing of marine vessels, including all categories of ships and boats for commercial and recreational purposes, procured by public entities (national, provincial, and local departments, as well as State-Owned Companies) on the growth of the South African economy across various sectors.

### 4. PROBLEM STATEMENT

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Since the designation policy for local procurement of public working vessels, the impact of designation on the manufacturing industry of boats and ship, has never been determined. The new Procurement Bill that was assented by the President in July 2024, makes provision for the designation of sectors/industries for local production. The Procurement Bill states explicitly the role of the dtic, that the Minister by notice in the Gazette:

- Designate a sector, sub-sector, industry, or product in accordance with national development and industrial policies for local production and content, where only locally produced or manufactured goods meet the stipulated minimum threshold for local production and content, taking into account economic and other relevant factors.
- Stipulate a minimum threshold for local production and content and stipulate the period of the designation.
- Review all comments received and provide responses to the comments in a schedule setting out the comments and responses, updated the proposed designation after considering the comments and proposals.
- In determining the threshold, **the dtic** Minister must, in addition to considering the public comments and responses, consider whether there are sufficient local manufacturers in the country who are capable of competing for the provision of goods designated for local production and content by determining— the number of existing manufacturers available in the country.

Among considerations for designation, the Minister must also take into account:

- The security of supply or capability to supply or the period that the designation is to be in effect;
- The contribution of other role-players in the supply chain of the commodity or product including distributors and product agents; and
- The effect of local production and content on employment; and the economic impact on imported goods.

The designation and stipulation may only occur after the responsible Minister published the proposed designation, including the proposed minimum thresholds, for public comment for thirty days in the Gazette and on the departmental website and has notified the Minister of such publication.

As a result of the above regulations stated in the new Procurement Bill, there is a need for the review of the existing Marine Manufacturing designation policy of 2014 and amended in 2018.

## 5. SCOPE OF WORK

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The minimum work required under the project must include the following:

### 5.1. Market Analysis:

- Identified domestic manufacturers of waterborne vessels and established their number, their spread geographically, their levels of output (volume and value where appropriate), sales, value-added, capacity and capability, their existing level of employment and the potential for employment growth.
- An assessment of the current ability of the industry to supply public demand and sequentially scale up to meet future demand.
- Levels of industry concentration and competition, including identification of the large / lead / dominant firms in the industry, with information disaggregated by firm where possible
- Type of skills used in the industry, including challenges for the growth of the industry (including minimum and maximum NQF level).
- An assessment of the current level of local content in terms of inputs except for labour.
- Assessment of technologies currently used to include ownership of the Intellectual Property (IP).

### 5.2. Determination of the impact of public procurement

- Using the list of RFQs, quantification of the impact of the procurement done under designation policy through modelling that establishes the linkages and multipliers across value chains of the industry.
- Establish a methodology and/or economic modelling based on an Input-Output matrix that quantifies distinctly from any other factors, the impact of designation for local procurement of waterborne vessels on the SA economy in general and on the manufacturing sector in particular with a special focus on industries in the value chain of the ship- and boatbuilding that may impact the outlook, including the impact on:
  - ❖ Gross Domestic Product (GDP),
  - ❖ Employment,
  - ❖ Production output,
  - ❖ The investment,
  - ❖ Technology learnings,
  - ❖ Exports, and
  - ❖ Imports (import substitution).
- To establish the impact of the source of the design, including the impact on spares for maintenance and repair services, the impact on the insurance of the vessel locally and internationally, and the impact on the export market of marine vessels.
- To establish the investment levels in the sector.
- To establish the impact of designation on Small Micro and Medium Enterprises (SMMEs), determine if there were new entrants and determine the number of SMMEs that benefitted through supply chains.
- To determine new products/services and the type.
- To determine new certificates/standards acquired at the back of the designation.

- Explore whether there have been any international orders at the back of the designations (Africa and the rest of the World).
- Determine what the capacity utilisation is in the sector before and after designation.
- Establish whether any new skills were developed/honed and new artisans trained at the back of the designation.
- Using as detailed as possible historical data on vessels procured and planned to be procured as reflected in the three-year Medium Terms Expenditure Framework (MTEF) in terms of values and volumes of waterborne vessels, information to be obtained through engaging the National Treasury and/or the specific organs of state / public entities procuring products, establish an economic impact measuring model, mimicking impact scenarios in the economy.
- Explore potential tendering opportunities in the African market and how the South African industry can participate.
- Determine how many (and value), since the designation policy, has been procured on the local and global markets by public procuring entities.

### **5.3. Cost structure and competitiveness**

- Establish the structure and drivers of costs in the manufacturing of waterborne vessels in South Africa and benchmark such cost drivers with one or more countries competing with the South African ship- and boat-building industry on the local and global markets.
- Estimate the cost of designation of the industry to the economy and establish the cost-benefit to the procuring entities, local shipyards, and the SA economy in general. The analysis will also include the cost and price premium derived thereof.
- Identify initiatives that can enhance the industry competitiveness and close the gaps in the shortfall of the local industry in comparison to the same industry in the benchmarked country(ies).

### **5.4. Recommendations**

- The Service Provider will also provide among others a guideline in the form of overall recommendations on:
  - ❖ Key considerations for the designation of waterborne vessels for local manufacturing.
  - ❖ Competition and price premium benchmark considerations that should be taken into account in the procurement process.
  - ❖ List of components to be considered for local sourcing in the manufacturing of vessels
  - ❖ The optimal minimum threshold for local content on waterborne vessels.

## **6. DELIVERABLES**

The completed study is to be delivered to the Department of Trade and Industry (**the dtic**) six months from the signing of the Service Level Agreement (SLA).

The deliverables from the Service Provider will include but not be limited to the following:

- Work plan;
- An inception report which will be presented to the Steering Committee (SC) made up of the dtic team and identified stakeholders;
- Monthly, and quarterly progress reports;
- Interim report;
- Comprehensive final report with concrete recommendations;
- Draft final report following inputs from the Steering Committee;



- A workshop to present results to the Steering Committee;
- Final report: recommendations, action to undertake, and expected outcomes, impacts, and sustainability.

The Service Provider will ensure the buy-in of the industry on the strategy suggested and/or recommendations from the project outcome.

## **7. SUBMISSION OF THE FINAL REPORT**

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The section will cover the format in which the final report will be submitted:

- Final report with notes on the methodology used;
- Executive summary in Word;
- PowerPoint presentation of the report;
- E-copies: 1 electronic version of the Executive Summary and 1 electronic version of the final report.

The Service Provider will be expected to provide over and above:

- A separate Annexure for the list of attendees to the workshop, respondents, consulted and interviewed. This will be used as proof of industry consultations and engagements and for future reference.

## **8. SKILLS TRANSFER**

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As part of this tender, the Service Provider is required to provide skills-transfer to build **the dtic** human resource capacity. As a minimum, this should involve providing research process involvement including stakeholder engagements, analysis of data and findings, results presentation and strategies / recommendations formulation for nominated staff member(s) of **the dtic**. **the dtic** will closely monitor the implementation and progress of skills transfer to **the dtic** employees.

The Service Provider is required to outline the skills transfer plan as part of this proposal.

**the dtic** will nominate the employee(s) to receive skills-transfer, and to attend major engagements with stakeholders.

## **9. PROJECT TIMELINES**

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The appointed Service Provider(s) will be required to complete the project within six months from the date of the last signature on the Service Level Agreement that will be signed by both parties.

## **10. TECHNICAL EVALUATION CRITERIA**

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### **Technical Requirements**

The Service Provider must indicate their compliance/ non-compliance to the following requirements and to substantiate as required. The bidder must respond in the format below, where additional information is provided/ attached somewhere else; such information must be clearly referenced.

10.1 QUALIFICATIONS AND EXPERIENCE OF PROPOSED KEY STAFF	COMPLY	PARTIALLY COMPLY	NOT COMPLY
<p>a) The bidder's proposed team leader and team members qualifications must include among others, Masters or Honours Degrees in areas such as Economics, Mathematical Statistics, Engineering, Naval Engineering, etc.</p> <p>b) At least one of the team members must have at least five (5) years of technical experience in the manufacturing or design of ships/boats or project management of shipbuilding, and / or the team members should have a combined research or experience in the boatbuilding and shipbuilding industry of at least 10 years.</p> <p>c) Good understanding of the dynamism of the ship/boatbuilding industry, extensive knowledge, and expertise in the ship/boatbuilding sector.</p> <p>d) Economic research experience in one or more South African sectors of the economy.</p> <p>e) Extensive experience in developing projection models, ability to conduct feasibility studies, and project management. Demonstrate expertise by referring to feasibility studies and 3 previous studies by the leader or team project members.</p> <p>f) Clear understanding of the dtic objectives and its role in the development of the local industry.</p> <p>g) Good knowledge and understanding of the Industrial Policy.</p> <p>h) Good understanding of the aims and objectives of Preferential Procurement Regulations and the designation/localisation policy of the dtic.</p> <p>i) The proposed team members should have the ability to analyse data and propose an economic model measuring impact and project future impact based on hypothetical scenarios.</p> <p>The bidders must submit, as part of its proposal, the following:</p> <ul style="list-style-type: none"> <li>• 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.</li> <li>• 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 in scope of work.</li> </ul> <p>Please refer to <b>Table (a) Annexure 1</b> of this document for the format in which the required information must be provided.</p>			
<b>Substantiate / Comments</b>			

10.2 THE BIDDERS EXPERIENCE	COMPLY	PARTIALLY COMPLY	NOT COMPLY
-----------------------------	--------	------------------	------------

<p>The bidding company must be in existence for at least 10 years, with 5 years of relevant experience in delivering the required service:</p> <ul style="list-style-type: none"> <li>• Proof of the number of years in existence should be provided by submission of a copy of the CIPC certificate or any other relevant registration document.</li> <li>• Proof of relevant experience should be provided by means of case studies detailing the type of project, the period of the project, the magnitude of the project, and the result of the project. Reference letters from former clients will be an added advantage.</li> </ul>			
<p><b>Substantiate / Comments</b></p>			

10.3 SKILLS TRANSFER	COMPLY	PARTIALLY COMPLY	NOT COMPLY
<p>The bidder must provide a skills transfer plan/programme with detailed activities demonstrating how designated officials will participate in the drafting of questionnaires and interviews of key stakeholders in the industry and procuring entities.</p>			
<p><b>Substantiate / Comments</b></p>			

10.4 PROJECT PLAN	COMPLY	PARTIALLY COMPLY	NOT COMPLY
<p>The bidder must provide a detailed project schedule, which is to include key timelines to the project. The schedule must indicate the key activities, timelines, and milestones / deliverables.</p>			
<p><b>Substantiate / Comments</b></p>			

10.5 BIDDER'S PROPOSED METHODOLOGY AND RESEARCH MODELS	COMPLY	PARTIALLY COMPLY	NOT COMPLY
<ul style="list-style-type: none"> <li>• The Service Provider is required to identify and use appropriate quantitative and qualitative methods, as appropriate, to assist in the analysis of the designation taking into account the dynamics of related industries, stakeholder's views, and regulations on the matter.</li> <li>• The methodology used in measuring the impact of designation should be able to separate the impact of the designation of waterborne vessels from any other factor that may influence or may have influenced the result observed in the economy in general and the marine manufacturing industry and related value chain in particular. Thus, the methodology should be able to create scenarios reflecting the outlook of the economy and the industry if the designation policy was not implemented in 2014. Furthermore, the methodology should be able to simulate and project the impact of the designation if implemented in the future.</li> <li>• The model should be based on the industry context in terms of the availability of data and response rate to engagement.</li> <li>• The Service Provider is expected to stipulate the approach and provide a step-by-step explanation of the proposed process to reach the end result of this requirement.</li> <li>• It will be imperative for the Service Provider to outline in the methodology why a particular method was chosen, and what pros, cons, and risk factors are.</li> <li>• The use of appropriate research techniques or approaches based on the need to involve and achieve the highest participation rate possible of individual companies/ industry associations into the process.</li> <li>• The Service Provider will also identify stakeholders to engage in the process.</li> </ul>			
<b>Substantiate / Comments</b>			

10.6 PRESENTATION	POINTS
Shortlisted bidders will be invited for a presentation. The presentation must include but not limited to the following:	
Interpretation of the TOR	<b>20</b>
Proposed Methodology: The ability to analyse data and derive an economic model measuring the impact of an intervention/policy.	<b>30</b>
Proposed Methodology: Propose an Impact measuring model projecting the impact of future designation of working vessels (marine manufacturing industry) for local procurement	<b>30</b>
Skills Transfer: Demonstrate how the service provider will transfer skills to <b>the dtic</b> officials	<b>20</b>
<b>Total</b>	<b>100</b>

## **SECTION 3: COST PROPOSAL**

### SECTION 3: COST PROPOSAL

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

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

YES	NO
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**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
<i>If yes, the bidder must indicate CLEARLY which portion of the bid price is linked to the exchange rate:</i>		

5. 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

### 6. COSTING MODEL

ACTIVITY/ DELIVERABLE	RESOURCE(S)	RATE/HOUR PER RESOURCE	NUMBER OF HOURS	TOTAL COST (VAT EXCL.)
<b>INCEPTION REPORT</b>				
<b>SITUATIONAL ANALYSIS AND DEVELOPMENT OF WAY FORWARD FOR THE IMPACT MEASURING MODEL</b>				
<b>DEVELOPMENT AND IMPLEMENTATION OF AN IMPACT MEASURING MODEL</b>				
<b>ASSESSMENT AND EVALUATION REPORT AND PRESENTATION OF REPORT TO RELEVANT STAKEHOLDERS</b>				
<b>SKILLS TRANSFER TO AT LEAST TWO (2) DTIC OFFICIALS</b>				

ACTIVITY/ DELIVERABLE	RESOURCE(S)	RATE/HOUR PER RESOURCE	NUMBER OF HOURS	TOTAL COST (VAT EXCL.)
<b>DRAFT REPORT PRESENTATION</b>				
<b>FINAL REPORT PRESENTATION</b>				
<b>DISBURSEMENTS</b>				
<b>TOTAL BID PRICE (VAT EXCL.)</b>				
<b>VAT @ 15%</b>				
<b>TOTAL BID PRICE (VAT INCL.)</b>				

**Note: Disbursements and any other (additional) costs must be clearly defined (outlining all assumptions) and a detailed breakdown thereof must be provided.**

### 6.1. Disbursements

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

Cost Element	Cost (VAT Excl.)
<b>Sub-Total Disbursements</b>	

**Note on pricing:**

Disbursements (incidental expenses other than professional fees e.g., travel and accommodation, printing costs, 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.

### 6.2. SUMMARY OF THE PROPOSAL

DESCRIPTION	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, **RFP58-12-24** the General Conditions, The Requirement and all other Annexures to the RFP Document, **to conduct research on the impact of designating of working waterborne vessels (including ships and boats) for local manufacturing** at a total amount of:

R..... (Including VAT)

**In words**

R..... (Including 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 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: 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 key personnel of the bidders' proposed team: (please refer to par 10.1 of Section 2 of this RFP document):**

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

**ANNEXURE 2: 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**

<b>Bidders that are registered on the Central Supplier Database (CSD) of National Treasury are required to submit as part of this proposal both their CSD supplier number and CSD unique registration reference numbers below:</b>	
<b>Supplier Number</b>	
<b>Unique registration reference number</b>	

**BIDDING STRUCTURE**

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

**REQUIRED INFORMATION**

<b>If Individual Bidder:</b>	
Name of Company	
Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cellphone Number	
Fax Number	
Email address	
Postal Address	
Physical Address	

<b>If Joint Venture or Consortium, indicate the following for each partner:</b>	
<b>Partner 1</b>	
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	
<b>Partner 2</b>	

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	

<b>If bidder is a Prime Contractor using Sub-contractors, indicate the following:</b>	
<b>Prime Contractor</b>	
Name of Company	
Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cellphone Number	
Fax Number	
Email address	
Postal Address	
Physical Address	
<b>Sub-contractors</b>	
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 3: 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)?		<input type="checkbox"/>
YES <input type="checkbox"/> NO		
2.2 DOES THE BIDDER HAVE A BRANCH IN THE RSA?		<input type="checkbox"/> YES
<input type="checkbox"/> NO		
2.3 DOES THE BIDDER HAVE A PERMANENT ESTABLISHMENT IN THE RSA?		
<input type="checkbox"/> YES <input type="checkbox"/> NO		
2.4 DOES THE BIDDER HAVE ANY SOURCE OF INCOME IN THE RSA?		
<input type="checkbox"/> YES <input type="checkbox"/> NO		
<p><b>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 1.3 ABOVE.</b></p>		
SUPPLIER COMPLIANCE STATUS	TAX COMPLIANCE SYSTEM PIN:	

## ANNEXURE 4: BIDDER'S DISCLOSURE

### 1. PURPOSE OF THE FORM

Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

### 2. BIDDER'S DECLARATION

2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest <sup>1</sup> in the enterprise, employed by the state? **YES/NO**

2.1.1 If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of State institution

2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution? **YES/NO**

2.2.1 If so, furnish particulars:

.....  
.....

2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract?

**YES/NO**

2.3.1 If so, furnish particulars:

.....  
.....

### 3 DECLARATION

I, the undersigned, (name)..... in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

3.1 I have read, and I understand the contents of this disclosure;

\_\_\_\_\_

<sup>1</sup> the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.

- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;
- 3.3 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<sup>2</sup> will not be construed as collusive bidding.
- 3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.
- 3.4 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.
- 3.5 There have been no consultations, communications, agreements, or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.
- 3.6 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.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.

I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

.....  
Signature

.....  
Date

.....  
Position

.....  
Name of bidder

---

<sup>2</sup> 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.

**ANNEXURE 5: 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.]

**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.**

**2 Trust Information**

With reference to point 8.6 IDC Rights, should a trust form part of the Company / Group structure then the following must be submitted as part of your proposal.

<b>Documents necessary to verify the Identity of a Trust</b>	<input type="checkbox"/> Copy of trust deed or other founding document by which trust is created.  <input type="checkbox"/> Letters of authority (as issued by the Master of the High Court)  <input type="checkbox"/> Personal details of each Trustee, each Beneficiary, the Founder, and the person authorised to act on behalf of the Trust
--	---

**3 Black Shareholders/ Members as per the B-BBEE Certificate**

Name of the shareholder	ID Number	Race	Gender	% Shares
<b>Total Black Shareholding % as per the current and valid B-BBEE Certificate</b>				

**4 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 6: BEE COMMITMENT PLAN**

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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 Specific Goals which requires the bidder to have a valid B-BBEE certificate or a sworn affidavit in case of a EME or QSE.

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.

**ANNEXURE 7: DISCLOSURE STATEMENT**

**In terms of the tender condition 8.6, which allows the IDC to conduct background checks on bidders and its shareholders and directors, the IDC hereby requires bidders to provide the following additional information:**

1. The IDC considers the integrity of its appointed service providers to be of critical importance. The IDC reserves the right to apply its objective criteria to award to any bidders whose integrity, based on past conduct (during the 5 years immediately preceding the bid submission date), it considers questionable.
2. To this end, the IDC requires each bidder to include in its bid, a disclosure statement which details the following (sufficient information and supporting documentation for the IDC to make its own assessment as to the materiality or seriousness of allegations regarding the bidder's integrity or conduct): any criminal charges made against the bidder or any of its directors, shareholders, or management officials regarding their professional conduct;
  - 2.1.any civil proceedings initiated against the bidder or any of its directors, shareholders, or management officials regarding their professional conduct; and
  - 2.2.any other enquiry or similar proceedings initiated or threatened against the bidder or any of its directors, shareholders, or management officials regarding their professional conduct.
3. Where the bidder is a consortium, the disclosure statement referred to in paragraph 2.2 above must be made separately in respect of each consortium partner.
4. In the event that the bidder's circumstances change, after submission of its bid, regarding any matter referred to in paragraph 2.2 above or in regard to any matter referred to in its disclosure statement, the bidder must submit a written notification to IDC indicating the nature and extent of such changed circumstances.
5. The IDC reserves the right to seek such additional information from any bidder, in respect of the disclosure statement referred to in paragraph 2.2 above, as it may, in its sole discretion, determine, whether such information has been requested under this RFP or otherwise, and may require the bidder to make oral presentations for clarification purposes or to present supplementary information, in respect of the disclosure statement if so required by the IDC.
6. Based on its own assessment of the contents of the bidder's disclosure statement and any publicly available information which is relevant to the contents of such disclosure statement, the IDC will decide whether the bidder's conduct or any allegations relating thereto pose a risk, reputational or otherwise, to the IDC; and if it reaches an adverse conclusion the IDC will in its sole discretion have the right not to award a contract or order.

**SIGNED**

**DATE**

\_\_\_\_\_

(Print name of signatory)

\_\_\_\_\_

Designation

\_\_\_\_\_

**FOR AND ON BEHALF OF:**

COMPANY NAME

\_\_\_\_\_

Tel No

\_\_\_\_\_

Fax No

\_\_\_\_\_

Cell No

\_\_\_\_\_

## **ANNEXURE 8: PRIVACY & PROTECTION OF PERSONAL INFORMATION ACT 4 OF 2013 REQUIREMENTS**

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<b>Request for Proposal No:</b>	
<b>Name of Bidder:</b>	
<b>Authorised signatory:</b>	

Protecting personal information is important to the Industrial Development Corporation (IDC). To do so, IDC follows general principles in accordance with applicable privacy laws and the Protection of Personal Information Act 4 of 2013 (POPIA).

IDC's role as a responsible party, is amongst others to process personal information for the intended purpose for which it was obtained and in line with legal agreements with its respective/ prospective clients, third parties, suppliers, and operators.

Who is an Operator? A person or body/ entity which processes personal information for the IDC in terms of a contract or mandate.

Who is a Supplier? a natural or juristic person that provides a product or renders a service to the IDC. A supplier could also be considered as an operator, an independent responsible party or (together with IDC) a joint responsible party.

If the supplier or business partner provides IDC with its related persons' personal information, the supplier or business partner warrants that the related persons are aware of and have consented to the sharing and processing of their personal information with/by IDC. IDC will process the personal information of related persons as stated under a contractual agreement or as required by any related legislation.

Examples of the personal information of the supplier or business partner where relevant may include (but are not limited to): financial information, including bank statements provided to the IDC; invoices issued by the supplier or business partner; the contract/ legal agreement between the IDC and the supplier or business partner; other identifying information, which includes company registration numbers, VAT numbers, tax numbers and contact details; marital status and matrimonial property regime (e.g. married in community of property); nationality; age; language; date of birth; education; financial history; identifying numbers (e.g. an account number, identity numbers or passport numbers); email address; physical address (e.g. residential address, work address or physical location); information about the location (e.g. geolocation or GPS location); telephone numbers; online and other unique identifiers; social media profile/s; biometric information (like fingerprints, facial recognition signature; race; gender; sex; criminal history).

Example of Special personal information is personal information about the following: - criminal behaviour, or any proceedings in respect of any offence allegedly committed by a data subject or the disposal of such proceedings; religious and philosophical beliefs; trade union membership; political beliefs; health, including physical or mental health, disability, and medical history; or biometric information (e.g. to verify identity).

### **RESPONSIBILITIES OF SUPPLIERS AND BUSINESS PARTNERS WHO ARE OPERATORS UNDER POPIA**

Where a supplier or business partner, in terms of a contract or mandate, processes personal information for the IDC and is considered an operator of the IDC, the supplier or the business partner will be required to adhere to the obligations set out in the IDC data privacy or POPIA policy. This policy sets out the rules of engagement in relation to how personal information is processed by suppliers and business partners on behalf of the IDC as well as the minimum legal requirements that IDC requires the suppliers and business partners to adhere to, including compliance with POPIA as summarised in the below table.

ITEM	GUIDING CONDITIONS FOR PROCESSING PERSONAL INFORMATION	YES	NO
1.	<p><b>Accountability</b></p> <p>The respective clients, third parties, suppliers and operators and its members will ensure that the provisions of POPIA, the guiding principles outlined in the policy and all the measures that give effect to such provisions are complied with at the time of the determination of the purpose and means of the processing and during the processing itself. In the event that an employee of the IDC or any person acting on behalf of the corporation who through their intentional or negligent actions and/or omissions fail to comply with the principles and responsibilities outlined, proper corrective measures will be applied.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
2.	<p><b>Processing Limitation</b></p> <p>The respective clients, third parties, suppliers and operators and its members will ensure that information is only processed for the justifiable reason and processing is compatible with the purpose of the collection.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
3.	<p><b>Purpose Specification</b></p> <p>All respective clients, third parties, suppliers and operators and its members will process personal information only for specific, explicitly defined, and legitimate reasons. The respective clients, third parties, suppliers and operators will inform IDC of reasons prior to collecting or recording their PI.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.	<p><b>Further Processing Limitation</b></p> <p>Personal information will not be processed for a secondary purpose unless that processing is compatible with the original purpose. Thus, where the respective clients, third parties, suppliers and operators seek to process personal information it holds for a purpose for which it was originally collected, and where this secondary purpose is not compatible with the original purpose, respective clients, third parties, suppliers and operators will first obtain additional consent from the IDC.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
5.	<p><b>Information Quality</b></p> <p>The respective clients, third parties, suppliers and operators will take reasonable steps to ensure that all personal information collected is complete, accurate and not misleading. Where PI is collected or received from third parties, the respective clients, third parties, suppliers and operators will take reasonable steps to confirm that the information is correct by verifying the accuracy of the information directly with the data subject or by way of independent sources.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
6.	<p><b>Open Communication</b></p> <p>Reasonable steps will be taken by the respective clients, third parties, suppliers and operators to ensure that the IDC is notified of the purpose for which the information is being collected, used, and processed.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
7.	<p><b>Security Safeguards</b></p> <p>It is a requirement of POPIA for responsible parties, business partners and operators to adequately protect personal information. IDC will need to review suppliers or business partner security controls and processes to ensure that personal Information is compliant with the conditions of the lawful processing of personal information as set out in the POPIA. This would be a continuous monitoring and review that will be conducted by the IDC at its discretion.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
8.	<p><b>Data Subject Participation</b></p> <p>A data subject whose PI has been collected, stored, and processed by the respective clients, third parties, suppliers and operators must have communication channels to attend to may request for the correction or deletion of such information.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>

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/ Entity: \_\_\_\_\_

Company/ Entity Registration Number: \_\_\_\_\_

Company/ Entity VAT Registration Number: \_\_\_\_\_

\_\_\_\_\_  
Signature (Company/ Entity Representative)

\_\_\_\_\_  
Date