

#### REQUEST FOR PROPOSALS

#### YOU ARE HEREBY INVITED TO SUBMIT A BID TO MEET THE REQUIREMENTS OF THE **DEVELOPMENT BANK OF SOUTHERN AFRICA LIMITED** BID NUMBER: RFP059/2025 COMPULSORY ONLINE 30 MAY 2025 **BRIEFING SESSION** 10H00 AM (Johannesburg time) **DETAILS**: Via MS TEAMS Link for Compulsory Briefing Session Meeting ID: 394 987 942 746 3 Passcode: 5BY9LZ69 CLOSING DATE: 12 JUNE 2025 **CLOSING TIME:** 23H55 (Midnight) PERIOD FOR WHICH BIDS 120 days ARE REQUIRED то REMAIN OPEN FOR ACCEPTANCE: **DESCRIPTION OF BID: APPOINTMENT OF A TECHNICAL TRANSACTION ADVISORS** FOR THE INDEPENDENT TRANSMISSION PROJECT PROCUREMENT PROGRAMME DESIGN AND DRAFTING OF CONCEPT, RFQ AND RFP, EVALUATION OF BIDS RECEIVED, **APPOINTMENT OF PREFERRED BIDDERS AND THE** COMMERCIAL AND FINANCIAL CLOSE ACTIVITIES 1. ELECTRONIC SUBMISSIONS **BID DOCUMENTS ELECTRONIC** SUBMISSION: **INSTRUCTIONS:** > Bidders are required to submit written requests for clarification and OneDrive link via e-mail to Rosinahscm@dbsa.org, quoting the RFP Number on the subject of the e-mail.

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	<ul> <li>&gt; Upon request bidders will thereafter receive a OneDrive Link to upload their submission documents electronically.</li> <li>&gt; Written requests for clarification will be considered up to and Including 10 JUNE 2025 17:00 Johannesburg time. Requests received after this date may not be attended to.</li> <li>&gt; Any requests after the stipulated date and time may be disregarded.</li> </ul>		
	NB: Electronic submission is encouraged for all bidders interested in this tender.		
	Closing date of this RFP059/2025 is 12 JUNE 2025 before 23:55. No physical bids will be received or accepted at the DBSA offices		
NAME OF BIDDER:			
CONTACT PERSON:			
EMAIL ADDRESS:			
TELEPHONE NUMBER:			
FAX NUMBER:			
BIDDER'S STAMP OR SIGNATURE			
- · · ·	The Development Bank of Southern Africa has a Zero Tolerance on		



The Development Bank of Southern Africa has a Zero Tolerance on Fraud and Corruption. Report any incidents of Fraud and Corruption to Whistle Blowers on any of the following:

 TollFree
 : 0800 20 49 33

 Email
 : dbsa@whistleblowing.co.za

 Free Post
 : Free Post KZN 665 | Musgrave | 4062

 SMS
 : 33490

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#### PART A INVITATION TO BID

## YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF DEVELOPMENT BANK OF SOUTHERN AFRICA LIMITED ("DBSA")

BID NUMBER: RFP059/2025

DESCRIPTION: APPOINTMENT OF A TECHNICAL TRANSACTION ADVISORS FOR THE INDEPENDENT TRANSMISSION PROJECT PROCUREMENT PROGRAMME DESIGN AND DRAFTING OF CONCEPT, RFQ AND RFP, EVALUATION OF BIDS RECEIVED, APPOINTMENT OF PREFERRED BIDDERS AND THE COMMERCIAL AND FINANCIAL CLOSE ACTIVITIES

#### **COMPULSORY ONLINE BRIEFING:**

#### DATE & TIME: 30 MAY 2025 @10H00 AM (Johannesburg time)

Via MS TEAMS

Link for Compulsory Briefing Session

Meeting ID: 394 987 942 746 3 Passcode: 5BY9LZ69

CLOSING DATE:	12 JUNE 202	
CLOSING TIME:	23H55	
Name		
Bidder Name		

Na	me
	Folder 1_Financial Proposal
	Folder 2_Technical Proposal

- a) It remains the bidder's responsibility to ensure that the bid submission is uploaded using the correct bidder document and tender link.
- b) Should a bidder encounter an issue with the system, the bidder must provide sufficient evidence as proof of attempting to upload their submission before the cut-off time and the error received.
- c) Faxed, emailed bids will not be accepted, only an electronic submission received via the link will be accepted.

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- d) It is therefore the responsibility of the bidder to request for a link to participate.
- e) The DBSA assumes no responsibility if a Bidder's designated email address is not correct, or if there are technical challenges, including those with the Bidders computer, network, or internet service provider (ISP).

#### **BID SUBMISSION LINK REQUESTS:**

ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS – (NOT TO BE RE-TYPED)

THIS BID IS SUBJECT TO THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT, WHICH ARE SET OUT IN PART C OF THIS DOCUMENT.

THE FOLLOWING PARTICULARS MUST BE FURNISHED (FAILURE TO DO SO MAY RESULT IN YOUR BID BEING DISQUALIFIED).

BIDDERS THAT ARE UNINCORPORATED CONSORTIA CONSISTING OF MORE THAN ONE LEGAL ENTITY MUST SELECT A LEAD ENTITY AND FURNISH THE DETAILS OF THE LEAD ENTITY, UNLESS OTHERWISE SPECIFIED.

NAME OF BIDDER AND EACH ENTITY IN CONSORTIUM:			
POSTAL ADDRESS:			
STREET ADDRESS:			
CONTACT PERSON (FULL NAME):			
EMAIL ADDRESS:			
TELEPHONE NUMBER:			
FAX NUMBER:			
BIDDER REGISTRATION NUMBER OR REGISTRATION NUMBER OF EACH ENTITY IN CONSORTIUM			
BIDDER VAT REGISTRATION NUMBER OR VAT REGISTRATION NUMBER OF EACH ENTITY IN CONSORTIUM			
BBBEE STATUS LEVEL VERIFICATION CERTIFICATE /BBBEE	YES	NO	

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11.1	ARE YOU THE AC REPRESENTATIVE		□Yes	No	
	AFRICA FOR THE		[IF YES ENCLO	SE PROOF]	
			Yes	No	
11.2	ARE YOU A FOREIG SUPPLIER FOR TH /SERVICES/WORKS	E GOODS	[IF YES ANSWE	ER PART B:3 BELO	W ]
11.3	SIGNATURE OF BIDE	DER			
11.4	DATE				
11.5	FULL NAME OF AU REPRESENTATIVE	THORISED			
11.6	CAPACITY UNDER W BID IS SIGNED	HICH THIS			
	(Attach proof of a	uthority to			
	sign this bid; e.g. re directors, etc.)	solution of			
	S LEVEL SWORN				
	AVIT SUBMITTED?				
	APPLICABLE BOX]				
	, WHO ISSUED THE FICATE?				
	TERED WITH THE NAL TREASURY	YES		NO	
CSD	NAL INLASONI				
	APPLICABLE BOX]				
CSD RI	EGISTRATION ER				
	OMPLIANCE STATUS CS) NUMBER ISSUED RS				

#### PART B TERMS AND CONDITIONS FOR BIDDING

1. **BID SUBMISSION:** 1.1. BIDS MUST BE SUBMITTED ELECTRONICALLY BY THE STIPULATED TIME TO THE LINK PROVIDED. LATE BIDS WILL NOT BE ACCEPTED FOR CONSIDERATION. 1.2. ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS PROVIDED – (NOT TO BE RE-TYPED) 1.3. SOUTH AFRICAN BIDDERS MUST REGISTER ON THE CENTRAL SUPPLIER DATABASE (CSD) UPLOAD MANDATORY INFORMATION NAMELY: (BUSINESS **REGISTRATION** TO DIRECTORSHIP/ MEMBERSHIP/IDENTITY NUMBERS; TAX COMPLIANCE STATUS; AND BANKING INFORMATION FOR VERIFICATION PURPOSES). B-BBEE CERTIFICATE OR SWORN AFFIDAVIT FOR B-BBEE MUST BE SUBMITTED BY BIDDING INSTITUTION. 1.4. WHERE A BIDDER IS NOT REGISTERED ON THE CSD, MANDATORY INFORMATION NAMELY: (BUSINESS REGISTRATION/ DIRECTORSHIP/ MEMBERSHIP/IDENTITY NUMBERS: TAX COMPLIANCE STATUS MUST BE SUBMITTED WITH THE BID DOCUMENTATION. B-BBEE CERTIFICATE OR SWORN AFFIDAVIT FOR B-BBEE MUST BE SUBMITTED TO BIDDING INSTITUTION. **TAX COMPLIANCE REQUIREMENTS** 2. 2.1 ALL BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS IN THEIR COUNTRY OF RESIDENCE. 2.2 SOUTH AFRICAN 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. 2.3 SOUTH AFRICAN BIDDERS CAN APPLY 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. 2.4 SA BIDDERS' MAY ALSO SUBMIT A PRINTED TCS TOGETHER WITH THE BID. 2.5 IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED; EACH PARTY MUST SUBMIT A SEPARATE PROOF OF TCS / PIN / CSD NUMBER (TAX COMPLIANCE) IN ACCORDANCE WITH APPLICABLE LEGISLATION IN THEIR COUNTRY OF RESIDENCE. 2.6 WHERE SA BIDDERS HAVE NO TCS AVAILABLE BUT ARE REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED. QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS 3. 3.1. IS THE BIDDER A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)? □ YES □ NO □ YES □ NO 3.2. DOES THE BIDDER HAVE A BRANCH IN THE RSA? 3.3. DOES THE BIDDER HAVE A PERMANENT ESTABLISHMENT IN THE RSA? □ YES □ NO 3.4. DOES THE BIDDER HAVE ANY SOURCE OF INCOME IN THE RSA? □ YES □ NO

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# 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.

#### NB: FAILURE TO PROVIDE ANY OF THE ABOVE PARTICULARS MAY RENDER THE BID INVALID.

#### PART C

#### CHECKLIST OF COMPULSORY RETURNABLE SCHEDULES AND DOCUMENTS

#### Please adhere to the following instructions :

- Tick in the relevant block below;
- Ensure that the following documents are completed and signed where applicable; and
- Use the prescribed sequence in attaching the annexes that complete the Bid Document

NB: Should all these documents not be included, the Bidder may be disqualified on the basis of non-compliance

YES	NO	
		One original Bid document in separate folders; Folder 1 - for Pre-Qualifying Criteria and Functional Evaluation and Folder 2 - Price / Financial Proposal – Electronic submission
		Part A: Invitation to Bid
		Part B: Terms and Conditions of Bidding
		Part C: Checklist of Compulsory Returnable Schedules and Documents
		Part D: Conditions of Tendering and Undertakings by Bidders
		Part E: Specifications/Terms of Reference and Project Brief
		Annexure A: Price Proposal Requirement
		Annexure B: SBD4 Declaration of Interest
		Annexure C: SBD6.1 and B-BBEE status level certificate
		<b>Annexure F:</b> Certified copies of your CIPC company registration documents listing all members with percentages, in case of a lose corporation

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Annexure G: Certified copies of latest share certificates, in case of a company.

Annexure H: (if applicable): A breakdown of how fees and work will be spread between members of the bidding consortium.

**Annexure I:** Supporting documents to responses to Pre-Qualifying Criteria and Functional Evaluation Criteria.

Annexure J: General Condition of Contract

Annexure K: CSD Tax Compliance Status and Registration Requirements Report

#### CONDITIONS OF TENDERING AND UNDERTAKINGS BY BIDDER

#### 1. **DEFINITIONS**

In this Request for Proposals, unless a contrary intention is apparent:

- 1.1 **B-BBEE** means broad-based black economic empowerment as defined in section 1 of the Broad-Based Black Economic Empowerment Act, 2003;
- 1.2 **B-BBEE Act** means the Broad-Based Black Economic Empowerment Act, 2003;
- 1.3 **B-BBEE status level of contributor** means the B-BBEE status received by a measured entity based on its overall performance used to claim points in terms of regulation 6 and 7 of the Preferential Procurement Regulations,2022.
- 1.4 **Business Day** means a day which is not a Saturday, Sunday or public holiday in South Africa.
- 1.5 **Bid** means a written offer in the prescribed or stipulated form lodged by a Bidder in response to an invitation in this Request for Proposal, containing an offer to provide goods, works or services in accordance with the Specification as provided in this RFP.
- 1.6 **Bidder** means a person or legal entity, or an unincorporated group of persons or legal entities that submit a Bid.
- 1.7 **Companies Act** means the Companies Act, 2008.
- 1.8 **Compulsory Documents** means the list of compulsory schedules and documents set out in Part B.
- 1.9 **Closing Time** means the time, specified as such under the clause (Bid Timetable) in Part C, by which Tenders must be received.
- 1.10 **DBSA** means the Development Bank of Southern Africa Limited.
- 1.11 **DFI** means Development Finance Institution.
- 1.12 **Evaluation Criteria** means the criteria set out under the clause 26 (Evaluation Process) of this Part C, which includes the Qualifying Criteria, Functional Criteria and Price and Preferential Points Assessment (where applicable).
- 1.13 Functional Criteria means the criteria set out in clause 27 of this Part C.
- 1.14 **Intellectual Property Rights** includes copyright and neighbouring rights, and all proprietary rights in relation to inventions (including patents) registered and unregistered trademarks (including service marks), registered designs, confidential information (including trade secrets and know how) and circuit layouts, and all other proprietary rights resulting from intellectual activity in the industrial, scientific, literary or artistic fields.
- 1.15 **PFMA** means the Public Finance Management Act, 1999.

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- 1.16 **PPPFA** means the Preferential Procurement Policy Framework Act, 2000.
- 1.17 **PPPFA Regulations** means the Preferential Procurement Regulations, 2022 published in terms of the PPPFA.
- 1.18 **Pre-Qualifying Criteria** means the criteria set out in Part C.
- 1.19 **Price and Preferential Points Assessment** means the process described in Part C, as prescribed by the PPPFA.
- 1.20 **Proposed Contract** means the agreement including any other terms and conditions contained in or referred to in this RFP that may be executed between the DBSA and the successful Bidder.
- 1.21 **Request for Proposal** or **RFP** means this document (comprising each of the parts identified under Part A, Part B, Part C and Part D) including all annexures and any other documents so designated by the DBSA.
- 1.22 SARS means the South African Revenue Service.
- 1.23 Services means the services required by the DBSA, as specified in this RFP Part D.
- 1.24 SLA means Service Level Agreement.
- 1.25 SOE means State Owned Enterprise, as defined by the Companies' Act.
- 1.26 **Specification** means the conditions of tender set and any specification or description of the DBSA's requirements contained in this RFP.
- 1.27 **State** means the Republic of South Africa.
- 1.28 **Statement of Compliance** means the statement forming part of a Tender indicating the Bidders compliance with the Specification.
- 1.29 **Tendering Process** means the process commenced by the issuing of this Request for Proposals and concluding upon formal announcement by the DBSA of the selection of a successful Bidder(s) or upon the earlier termination of the process.
- 1.30 Website means a website administered by DBSA under its name with web address www.dbsa.org

#### 2. INTERPRETATIONS

In this RFP, unless expressly provided otherwise a reference to:

- 2.1 "includes" or "including" means includes or including without limitation; and
- 2.2 "R" or "Rand" is a reference to the lawful currency of the Republic of South Africa.

#### 3. TENDER TECHNICAL AND GENERAL QUERIES

Queries pertaining to this tender must be directed to:-

DBSA Supply Chain Management Unit

Email: Rosinahscm@dbsa.org

No questions will be answered telephonically.

#### 4. SUBMISSION OF TENDERS

COMPULSORY ONLINE BRIEFING: Microsoft Teams meeting

#### DATE & TIME: 30 MAY 2025 @10H00 AM (Johannesburg time)

#### Via MS TEAMS

#### Link for Compulsory Briefing Session

Meeting ID: 394 987 942 746 3 Passcode: 5BY9LZ69

**TENDER SUBMISSION LINK REQUESTS:** Bidders are asked to nominate one dedicated contact person (name, email address and phone number).

CLOSING DATE:	12 JUNE 2025
CLOSING TIME:	23H55

#### 5. RULES GOVERNING THIS RFP AND THE TENDERING PROCESS

- 5.1 Participation in the tender process is subject to compliance with the rules contained in this RFP Part C.
- 5.2 All persons (whether a participant in this tender process or not) having obtained or received this RFP may only use it, and the information contained herein, in compliance with the rules contained in this RFP.
- 5.3 All Bidders are deemed to accept the rules contained in this RFP Part C.
- 5.4 The rules contained in this RFP Part C apply to:
  - 5.4.1 The RFP and any other information given, received or made available in connection with this RFP, and any revisions or annexure;
  - 5.4.2 the Tendering Process; and
  - 5.4.3 any communications (including any briefings, presentations, meetings and negotiations) relating to the RFP or the Tendering Process.

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#### 6. STATUS OF REQUEST FOR PROPOSAL

6.1 This RFP is an invitation for person(s) to submit a proposal(s) for the provision of the services as set out in the Specification contained in this RFP. Accordingly, this RFP must not be construed, interpreted, or relied upon, whether expressly or implicitly, as an offer capable of acceptance by any person(s), or as creating any form of contractual, promissory or other rights. No binding contract or other understanding for the supply of services will exist between the DBSA and any Bidder unless and until the DBSA has executed a formal written contract with the successful Bidder.

#### 7. ACCURACY OF REQUEST FOR PROPOSAL

- 7.1 Whilst all due care has been taken in connection with the preparation of this RFP, the DBSA makes no representations or warranties that the content in this RFP or any information communicated to or provided to Bidders during the Tendering Process is, or will be, accurate, current or complete. The DBSA, and its officers, employees and advisors will not be liable with respect to any information communicated which is not accurate, current or complete.
- 7.2 If a Bidder finds or reasonably believes it has found any discrepancy, ambiguity, error or inconsistency in this RFP or any other information provided by the DBSA (other than minor clerical matters), the Bidder must promptly notify the DBSA in writing of such discrepancy, ambiguity, error or inconsistency in order to afford the DBSA an opportunity to consider what corrective action is necessary (if any).
- 7.3 Any actual discrepancy, ambiguity, error or inconsistency in this RFP or any other information provided by the DBSA will, if possible, be corrected and provided to all Bidders without attribution to the Bidder who provided the written notice.

#### 8. ADDITIONS AND AMENDMENTS TO THE RFP

- 8.1 The DBSA reserves the right to change any information in, or to issue any addendum to this RFP before the Closing Time. The DBSA and its officers, employees and advisors will not be liable in connection with either the exercise of, or failure to exercise this right.
- 8.2 If the DBSA exercises its right to change information in terms of clause 8.1, it may seek amended Tenders from all Bidders.

#### 9. **REPRESENTATIONS**

No representations made by or on behalf of the DBSA in relation to this RFP will be binding on the DBSA unless that representation is expressly incorporated into the contract ultimately entered between the DBSA and the successful Bidder.

#### 10. CONFIDENTIALITY

10.1 All persons (including all Bidders) obtaining or receiving this RFP and any other information in connection with this RFP or the Tendering Process must keep the contents of the RFP and other such information confidential, and not disclose or use the information except as required for the purpose of developing a proposal in response to this RFP.

#### 11. REQUESTS FOR CLARIFICATION OR FURTHER INFORMATION

- 11.1 All communications relating to this RFP and the Tendering Process must be directed to the Tender Officer.
- 11.2 All questions or requests for further information or clarification of this RFP or any other document issued in connection with the Tendering Process must be submitted to the Tender Officer in writing, and most preferably by e-mail to Rosinahscm@dbsa.org
- 11.3 Any communication by a Bidder to the DBSA will be effective upon receipt by the Tender Officer (provided such communication is in the required format).
- 11.4 The DBSA has restricted the period during which it will accept questions or requests for further information or clarification and reserves the right not to respond to any enquiry or request, irrespective of when such enquiry or request is received.
- 11.5 Except where the DBSA is of the opinion that issues raised apply only to an individual Bidder, questions submitted and answers provided will be made available to all Bidders by e-mail, as well as on the DBSA's website without identifying the person or organisation which submitted the question.
- 11.6 In all other instances, the DBSA may directly provide any written notification or response to a Bidder by email to the address of the Bidder (as notified by the Bidder to the Tender Manager).
- 11.7 A Bidder may, by notifying the Tender Officer in writing, withdraw a question submitted in accordance with clause 12, in circumstances where the Bidder does not wish the DBSA to publish its response to the question to all Bidders.

#### 12. UNAUTHORISED COMMUNICATIONS

12.1 Communications (including promotional or advertising activities) with staff of the DBSA or their advisors assisting with the Tendering Process are not permitted during the Tendering Process, or otherwise with the prior consent of the Tender Officer. Nothing in this clause 12 is intended to prevent communications with staff

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of, or advisors to, the DBSA to the extent that such communications do not relate to this RFP or the Tendering Process.

12.2 Bidders must not otherwise engage in any activities that may be perceived as, or that may have the effect of, influencing the outcomes of the Tendering Process in any way.

#### 13. IMPROPER ASSISTANCE, FRAUD AND CORRUPTION

- 13.1 Bidders may not seek or obtain the assistance of employees of the DBSA in the preparation of their tender responses.
- 13.2 The DBSA may in its absolute discretion, immediately disqualify a Bidder that it believes has sought or obtained such improper assistance.
- 13.3 Bidders are to be familiar with the implications of contravening the Prevention and Combating of Corrupt Activities Act, 2004 and any other relevant legislation.

#### 14. ANTI-COMPETITIVE CONDUCT

- 14.1 Bidders and their respective officers, employees, agents and advisors must not engage in any collusion, anticompetitive conduct or any other similar conduct in respect of this Tendering Process with any other Bidder or any other person(s) in relation to:
  - 14.1.1 the preparation or lodgement of their Bid
  - 14.1.2 the evaluation and clarification of their Bid; and
  - 14.1.3 the conduct of negotiations with the DBSA.
- 14.2 For the purposes of this clause 14, collusion, anti-competitive conduct or any other similar conduct may include disclosure, exchange and clarification of information whether or not such information is confidential to the DBSA or any other Bidder or any other person or organisation.
- 14.3 In addition to any other remedies available to it under law or contract, the DBSA may, in its absolute discretion, immediately disqualify a Bidder that it believes has engaged in any collusive, anti-competitive conduct or any other similar conduct during or before the Tendering Process.

#### 15. COMPLAINTS ABOUT THE TENDERING PROCESS

- 15.1 Any complaint about the RFP or the Tendering Process must be submitted to the Supply Chain Management Unit in writing, by email, immediately upon the cause of the complaint arising or becoming known to the Bidder, (tenders@dbsa.org)
- 15.2 The written complaint must set out:
  - 15.2.1 the basis for the complaint, specifying the issues involved;

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- 15.2.2 how the subject of the complaint affects the organisation or person making the complaint;
- 15.2.3 any relevant background information; and
- 15.2.4 the outcome desired by the person or organisation making the complaint.
- 15.3 If the matter relates to the conduct of an employee of the DBSA, the complaint should be addressed in writing marked for the attention of the Chief Executive Officer of the DBSA, and delivered to the physical address of the DBSA, as notified.

#### 16. CONFLICT OF INTEREST

- 16.1 A Bidder must not, and must ensure that its officers, employees, agents and advisors do not place themselves in a position that may give rise to actual, potential or perceived conflict of interest between the interests of the DBSA and the Bidder's interests during the Tender Process.
- 16.2 The Bidder is required to provide details of any interests, relationships or clients which may or do give rise to a conflict of interest in relation to the supply of the services under any contract that may result from this RFP. If the Bidder submits its Bid and a subsequent conflict of interest arises, or is likely to arise, which was not disclosed in the Bid, the Bidder must notify the DBSA immediately in writing of that conflict.
- 16.3 The DBSA may immediately disqualify a Bidder from the Tendering Process if the Bidder fails to notify the DBSA of the conflict as required.

#### 17. LATE BIDS

- 17.1 Bids must be delivered by the Closing Time. The Closing Time may be extended by the DBSA in its absolute discretion by providing written notice to Bidders.
- 17.2 Bids delivered after the Closing Time or lodged at a location or in a manner that is contrary to that specified in this RFP will be disqualified from the Tendering Process and will be ineligible for consideration. However, a late Bid may be accepted where the Bidder can clearly demonstrate (to the satisfaction of the DBSA, in its sole discretion) that late lodgement of the Bid was caused by the DBSA; that access was denied or hindered in relation to the physical tender box; or that a major/critical incident hindered the delivery of the Bid and, in all cases, that the integrity of the Tendering Process will not be compromised by accepting a Bid after the Closing Time.
- 17.3 The determination of the DBSA as to the actual time that a Bid is lodged is final. Subject to clause 17.2, all Bids lodged after the Closing Time will be recorded by the DBSA and will only be opened for the purposes of identifying a business name and address of the Bidder. The DBSA will inform a Bidder whose Bid was lodged after the Closing Time of its ineligibility for consideration. The general operating practice is for the late Bid to

be returned within 5 (five) working days of receipt or within 5 (five) working days after determination not to accept a late Bid.

#### 18. BIDDER'S RESPONSIBILITIES

18.1 Bidders are responsible for:

- 18.1.1 examining this RFP and any documents referenced or attached to this RFP and any other information made or to be made available by the DBSA to Bidders in connection with this RFP;
- 18.1.2 fully informing themselves in relation to all matters arising from this RFP, including all matters regarding the DBSA's requirements for the provision of the Services;
- 18.1.3 ensuring that their Bids are accurate and complete;
- 18.1.4 making their own enquiries and assessing all risks regarding this RFP, and fully considering and incorporating the impact of any known and unknown risks into their Bid;
- 18.1.5 ensuring that they comply with all applicable laws in regard to the Tendering Process particularly as specified by National Treasury Regulations, Guidelines, Instruction Notes and Practice Notes and other relevant legislation as published from time to time in the Government Gazette; and
- 18.1.6 submitting all Compulsory Documents.
- 18.2 South African bidders with annual total revenue of ZAR10 million or less qualify as Exempted Micro Enterprises (EMEs) in terms of the B-BBEE Act must submit a certificate issued by a registered, independent auditor (who or which is not the Bidder or a part of the Bidder) or an accredited verification agency.
- 18.3 South African bidders other than EMEs must submit their original and valid B-BBEE status level verification certificate or a certified copy, or a sworn affidavit thereof, substantiating their B-BBEE status. The submission of such certificates must comply with the requirements of instructions and guidelines issued by National Treasury and be in accordance with the applicable notices published by the Department of Trade and Industry in the Government Gazette.
- 18.4 The DBSA reserves the right to require of a Bidder, either before a Bid is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by the DBSA.
- 18.5 Failure to provide the required information may result in disqualification of the Bidder.

#### **19. PREPARATION OF BIDS**

- 19.1 Bidders must ensure that:
  - 19.1.1 their Bid is submitted in the required format as stipulated in this RFP; and

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- 19.1.2 all the required information fields in the Bid are completed in full and contain the information requested by the DBSA.
- 19.2 The DBSA may in its absolute discretion reject a Bid that does not include the information requested or is not in the format required.
- 19.3 Unnecessarily elaborate responses or other representations beyond that which is sufficient to present a complete and effective tender proposal are not desired or required. Elaborate and expensive visual and other presentation aids are not necessary.
- 19.4 Where the Bidder is unwilling to accept a specified condition, the non-acceptance must be clearly and expressly stated. Prominence must be given to the statement detailing the non-acceptance. It is not sufficient that the statement appears only as part of an attachment to the Bid or be included in a general statement of the Bidders usual operating conditions.
- 19.5 An incomplete Bid may be disqualified or assessed solely on the information completed or received with the Bid.

#### 20. ILLEGIBLE CONTENT, ALTERATION AND ERASURES

- 20.1 Incomplete Bids may be disqualified or evaluated solely on information contained in the Bid.
- 20.2 The DBSA may disregard any content in a Tender that is illegible and will be under no obligation whatsoever to seek clarification from the Bidder.
- 20.3 The DBSA may permit a Bidder to correct an unintentional error in its Bid where that error becomes known or apparent after the Closing Time, but in no event will any correction be permitted if the DBSA reasonably considers that the correction would materially alter the substance of the Bid or effect the fairness of the Tendering Process.

#### 21. OBLIGATION TO NOTIFY ERRORS

If, after a Bidder's Response has been submitted, the Bidder becomes aware of an error in the Bidders Response (including an error in pricing but excluding clerical errors which would have no bearing on the evaluation of the Bid), the Bidder must promptly notify the DBSA of such error.

#### 22. RESPONSIBILITY FOR BIDDING COSTS

22.1 The Bidders participation or involvement in any stage of the Tendering Process is at the Bidders sole risk, cost and expense. The DBSA will not be held responsible for, or pay for, any expense or loss that may be incurred by Bidders in relation to the preparation or lodgement of their Bid.

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- 22.2 The DBSA is not liable to the Bidder for any costs on the basis of any contractual, promissory or restitutionary grounds whatsoever as a consequence of any matter relating to the Bidders participation in the Tendering Process, including without limitation, instances where:
  - 22.2.1 the Bidder is not engaged to perform under any contract; or
  - 22.2.2 the DBSA exercises any right under this RFP or at law.

#### 23. DISCLOSURE OF BID CONTENTS AND BID INFORMATION

- 23.1 All Bids received by the DBSA will be treated as confidential. The DBSA will not disclose contents of any Bid and Bid information, except:
  - 23.1.1 as required by law;
  - 23.1.2 for the purpose of investigations by other government authorities having relevant jurisdiction;
  - 23.1.3 to external consultants and advisors of the DBSA engaged to assist with the Tendering Process; or for the general information of Bidders required to be disclosed as per National Treasury Regulations, Guidelines, Instruction Notes or Practice Notes.

#### 24. USE OF BIDS

- 24.1 Upon submission in accordance with the requirements relating to the submission of Bids, all Bids submitted become the property of the DBSA. Bidders will retain all ownership rights in any intellectual property contained in the Bids.
- 24.2 Each Bidder, by submission of their Bid, is deemed to have licensed the DBSA to reproduce the whole, or any portion, of their Bid for the sole purposes of enabling the DBSA to evaluate the Bid.

#### 25. BID ACCEPTANCE

All Bids received must remain open for acceptance for a minimum period of 90 (Ninety) days from the Closing Time. This period may be extended by written mutual agreement between the DBSA and the Bidder.

#### 26. EVALUATION PROCESS

26.1 The Bids will be evaluated and adjudicated as follows:

#### 26.1.1 First Stage – Test for administrative Responsiveness

The test for administrative responsiveness will include the following:

#### Stage 1: Responsiveness

The Tenderer should be able to provide all the relevant information required in the Supplier Information Form (SIF) which will include but not limited to;

#### A. Tenderers who do not adhere to those criteria listed a PRE-QUALIFIER, will be disqualified immediately.

	Responsiveness Criteria	Prequalifying Criteria	Applicable to this Tender (Y/N)
	Adherence to submitting Tender as a two-folder tender.		
	Folder 1 - Prequalifying and Functionality proposal	Pre-Qualifier	Y
1	Separate from	Fie-Quaimer	1
	Folder 2 - Pricing and Preferential Assessment		
2	Attendance of the Compulsory Online Briefing Session attended by the Tenderer.	Pre-Qualifier	Y

**B.** Tenderers who do not adhere to the indicated response time for clarifications requested by the Employer will be deemed to be non-responsive and their submissions will not be evaluated further.

	Responsiveness Criteria	Clarification Time	Applicable to this Tender (Y/N)
1	Standard conditions of tender as required.	48 Hours	Y
2	Returnable documents completed and signed.	48 Hours	Y
3	Submission of proof of registration with National Treasury Central Supplier Database (CSD) (provide summary report). Bidder/s must be registered and compliant with CSD in order to do business with the DBSA. Only applicable to SA- registered entities.	72 hours	Y
4	A valid and active Tax Compliance Status Pin issued by SARS.	48 Hours	Y

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Only those Bidders which satisfy all the Pre-Qualifying Criteria of the First Stage will be eligible to participate in the Tendering Process further. Bids which do not satisfy all the Pre-Qualifying Criteria of the First Stage will not be evaluated further.

#### 26.1.2 Second Stage – Functional criteria

26.1.1 Only those Bidders which score **[70]** points or higher (out of a possible 100) during the functional evaluation of the Second Stage will be evaluated further. Bidders are required to submit supporting documentation evidencing their compliance with each requirement, where applicable.

Bidders will be assessed on the functional criteria (Second Stage) as set out in this RFP. Only those Bidders which comply with the eligibility criteria will proceed to the Third Stage.

#### 26.1.2 Third Stage – price and preference

- 26.1.2.1 Those Bidders which have passed the First Stage (Responsiveness Test) and Second Stage (Functional Evaluation) of the tender process will be eligible to be evaluated on the Third Stage, based on price, in accordance with the PPPFA regulations.
- 26.1.2.2 The recommended preferred Bidder will be the Bidder with the lowest overall price in the Third Stage of the Bid evaluation, unless the DBSA exercises its right to cancel the RFP, in line with the PPPFA Regulations.

# 26.2 NB: Bidders are required to submit, as Annexure J to their Bids, any documentation which supports the responses provided in respect of the Eligibility Criteria below.

#### 27. Risk Analysis and Objective Criteria

The DBSA reserves the right to award the tender to the tenderer who scores the highest number of points overall in line with Section (2) (1) (f) of the PPPFA, unless there are objective criteria which will justify the award of the tender to another tenderer. The objective criteria that the DBSA may apply in this bid process includes:

- i. Any bidder that has a cumulative order book totaling 3 Awards with outstanding value, may be excluded from further evaluation and/or recommendation for award.
- ii. Where a bidder has 3 active Awards with an outstanding value and the outstanding value is 10% or less, indicating the project is nearing completion, the bidder may be included for further evaluation and/or recommendation for award.
- iii. Where a bidder has 3 active Awards with an outstanding value and at least one of the projects has stalled for a period of 6 months or more, or the client has placed the project on hold indefinitely, the bidder may be included for further evaluation and/or recommendation for award.
- iv. The DBSA has the discretion to apply an objective criterion.

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#### 28. Due Diligence

DBSA shall perform a due diligence exercise on the preferred bidder to determine its risk profile. The due diligence exercise may take the following factors into account inter alia.

#### a. Judgements and criminal convictions

DBSA may consider previous civil judgements against the preferred bidder as part of its risk assessment. DBSA may also consider whether the preferred bidder or any of its directors have been convicted of a serious offence.

#### **b.** Pending litigation/liquidation/business rescue (distinct from Working Capital) DBSA may consider any pending litigation in a court of law or administrative tribunal as part of its risk assessment.

#### c. Performance

DBSA will not consider the Service provider having a history of poor performance on any task orders/purchase orders or contracts, including poor performance in respect of compliance with policies or procedures regarding safety, health, quality control or environment, or having committed a serious and gross breach of contract.

#### d. Reputational harm

If DBSA is likely to suffer substantial reputational harm because of doing business with the preferred service provider, it may take this into account as part of its risk assessment.

#### e. Restricted/Blacklisted

Is not under restrictions, or has principals who are under restrictions, preventing participating in the employer's procurement.

#### f. Vetting

The DBSA reserves the right to conduct vetting on the tenderer or any of its directors.

- g. PEP Checks for both Companies and Individual directors, as well as Procure Check and or any other systems that the DBSA may choose to utilize (which may be conducted by an authorized third party) that would be done to assess all risks, including but not limited to
  - a. Financial stability of the bidder based on key ratio analysis ;
  - b. Efficiency;
  - c. Profitability;
  - d. Financial Risk;
  - e. Liquidity;
  - f. Acid Test ;
  - g. Solvency; and
  - h. Commercial relationship with a politically exposed and brand risk
- 1. The DBSA reserves the right to award the scope in full or part thereof, subject to budget availability.
- 2. The DBSA reserves the right to negotiate to ensure the value for money principle is not compromised.
- **29.** Generally, suppliers have their own business standards and regulations. Although DBSA cannot control the actions of our suppliers, we will not tolerate any Illegal activities. These include, but are not limited to:
  - Misrepresentation of any kind (e.g. origin of manufacture, specifications,

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intellectual property rights, etc);

- Collusion;
- Failure to disclose accurate information required during the sourcing activity (ownership, financial situation, BBBEE status, etc.);
- Corrupt activities listed above; and
- Harassment, intimidation or other aggressive actions towards DBSA's employees.

#### 30. STATUS OF BID

- 30.1 Each Bid constitutes an irrevocable offer by the Bidder to the DBSA to provide the Services required and otherwise to satisfy the requirements of the Specification as set out in this RFP.
- 30.2 A Bid must not be conditional on:
  - 30.2.1 the Board approval of the Bidder or any related governing body of the Bidder being obtained.
  - 30.2.2 the Bidder conducting due diligence or any other form of enquiry or investigation.
  - 30.2.3 the Bidder (or any other party) obtaining any regulatory approval or consent.
  - 30.2.4 the Bidder obtaining the consent or approval of any third party; or
  - 30.2.5 the Bidder stating that it wishes to discuss or negotiate any commercial terms of the contract.
- 30.3 The DBSA may, in its absolute discretion, disregard any Bid that is, or is stated to be, subject to any one or more of the conditions detailed above (or any other relevant conditions).
- 30.4 The DBSA reserves the right to accept a Bid in part or in whole or to negotiate with a Bidder in accordance with the provisions of this RFP and the applicable laws and regulations.

#### 31. CLARIFICATION OF BIDS

- 31.1 The DBSA may seek clarification from and enter into discussions with any or all of the Bidders in relation to their Bid. The DBSA may use the information obtained when clarification is sought or discussions are held in interpreting the Bid and evaluating the cost and risk of accepting the Bid. Failure to supply clarification to the satisfaction of the DBSA may render the Bid liable to disqualification.
- 31.2 The DBSA is under no obligation to seek clarification of anything in a Bid and reserves the right to disregard any clarification that the DBSA considers to be unsolicited or otherwise impermissible or irrelevant in accordance with the rules set out in this RFP.

#### 32. DISCUSSION WITH BIDDERS

- 32.1 The DBSA may elect to engage in detailed discussions with any one or more Bidder(s), with a view to maximising the benefits of this RFP as measured against the evaluation criteria and in fully understanding a Bidder's offer.
- 32.2 Where applicable, the DBSA will invite Bidders to give a presentation to the DBSA in relation to their submissions.
- 32.3 The DBSA is under no obligation to undertake discussions with, and Bidders.
- 32.4 In addition to presentations and discussions, the DBSA may request some or all Bidders to:
  - 32.4.1 conduct a site visit, if applicable;
  - 32.4.2 provide references or additional information; and/or
  - 32.4.3 make themselves available for panel interviews.

#### 33. SUCCESSFUL BIDS

- 33.1 Selection as a successful Bidder does not give rise to a contract (express or implied) between the successful Bidder and the DBSA for the supply of the Services. No legal relationship will exist between the DBSA and a successful Bidder for the supply of the Services until such time as a binding contract is executed by them.
- 33.2 The DBSA may, in its absolute discretion, decide not to enter into pre-contractual negotiations with a successful Bidder.
- 33.3 A Bidder is bound by its Bid and all other documents forming part of the Bidder's Response and, if selected as a successful Bidder, must enter into a contract on the basis of the Bid with or without further negotiation.

#### 34. NO OBLIGATION TO ENTER INTO CONTRACT

- 34.1 The DBSA is under no obligation to appoint a successful Bidder or Bidders (as the case may be), or to enter into a contract with a successful Bidder or any other person, if it is unable to identify a Bid that complies in all relevant respects with the requirements of the DBSA, or if due to changed circumstances, there is no longer a need for the Services requested, or if funds are no longer available to cover the total envisaged expenditure. For the avoidance of any doubt, in these circumstances the DBSA will be free to proceed via any alternative process.
- 34.2 The DBSA may conduct a debriefing session for all Bidders (successful and unsuccessful). Attendance at such debriefing session is optional.

#### 35. BIDDER WARRANTIES

35.1 By submitting a Bid, a Bidder warrants that:

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- 35.1.1 it did not rely on any express or implied statement, warranty or representation, whether oral, written, or otherwise made by or on behalf of the DBSA, its officers, employees, or advisers other than any statement, warranty or representation expressly contained in the RFP;
- 35.1.2 it did not use the improper assistance of DBSA's employees or information unlawfully obtained from them in compiling its Bid;
- it is responsible for all costs and expenses related to the preparation and lodgement of its Bid,
   any subsequent negotiation, and any future process connected with or relating to the Tendering
   Process;
- 35.1.4 it accepts and will comply with the terms set out in this RFP; and
- 35.1.5 it will provide additional information in a timely manner as requested by the DBSA to clarify any matters contained in the Bid.

#### 36. DBSA'S RIGHTS

36.1 Notwithstanding anything else in this RFP, and without limiting its rights at law or otherwise, the DBSA reserves the right, in its absolute discretion at any time, to:

- 36.1.1 cease to proceed with, or suspend the Tendering Process prior to the execution of a formal written contract;
- 36.1.2 alter the structure and/or the timing of this RFP or the Tendering Process;
- 36.1.3 vary or extend any time or date specified in this RFP
- 36.1.4 terminate the participation of any Bidder or any other person in the Tendering Process;
- 36.1.5 require additional information or clarification from any Bidder or any other person;
- 36.1.6 provide additional information or clarification;
- 36.1.7 negotiate with any one or more Bidder;
- 36.1.8 call for new Bid;
- 36.1.9 reject any Bid received after the Closing Time; or
- 36.1.10 reject any Bid that does not comply with the requirements of this RFP.

#### 37. GOVERNING LAWS

- 37.1 This RFP and the Tendering Process are governed by the laws of the Republic of South Africa.
- 37.2 Each Bidder must comply with all relevant laws in preparing and lodging its Bid and in taking part in the Tendering Process.
- 37.3 All Bids must be completed using the English language and all costing must be in South African Rand (ZAR).

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#### PART E

#### **TERMS OF REFERENCE & PROJECT BRIEF**

#### 1. INT RODUCT ION

The IPP Office is mandated to undertake the procurement of new generation capacity and related transmission infrastructure on behalf of the Department of Energy and Electricity (DEE), previously the Department of Mineral Resources and Energy (DMRE). As such it is the IPP Office's responsibility to prepare procurement documentation and manage the procurement processes to ultimately select and appoint successful bidders. These bidders are responsible for designing, constructing, operating and or maintaining independent transmission projects to unlock generation connection capacity to allow integration of the much-needed generation capacity onto the national grid.

#### 2. BACKGROUND AND PURPOSE

South Africa's electricity transmission network is currently under strain due to rapidly diminishing capacity and ageing infrastructure, which poses a substantial challenge to integrating new energy generation projects into the national grid. The transmission network in South Africa is comprised of the following voltages: 220 kV, 275 kV, 400 kV and 765 kV. And the South African Grid Code defines the transmission system as lines and substation equipment where the nominal voltage is above 132 kV.

The underinvestment in transmission infrastructure has adversely affected the country's economic growth potential and may further hinder the transition to a cleaner and diversified energy mix. This situation amplifies the critical need to implement alternative financing mechanisms for transmission infrastructure development, specifically within the context of Eskom's current financial position and the country's fiscal position .

In Bid Window 6, only 1000 MW out of 4200 MW allocated to this Bid Window could be awarded to the Preferred Bidders because of grid capacity constraints. Bid Window 7 was published to the market in December 2023 and the announcement of Preferred Bidders for PV only in December 2024 again highlighted the impact of the constrained grid capacity as no wind projects could be allocated. Future Bid Windows' success is dependent on strengthening and expansion of the national grid to unlock generation connection capacity through the implementation of the Transmission Development Plan (TDP).

National Transmission Company South Africa (NTCSA) published the TDP 2024 which highlights the transmission projects planned between 2025 and 2034. It forecasts that 56 GW of new generation capacity must be integrated into the transmission network within this time horizon. To meet this forecast, nearly 14500 km of new transmission lines and 210 transformers providing 133 000 MVA of capacity will be required. R112 billion has been approved for the TDP programme over the next five years. Recognizing the magnitude of the challenge and delivering on these challenges, new approaches are required including Independent Transmission Projects (ITPs), amongst others. This new approach maximises the delivery of new capacity without overburdening the NTCSA capital plan.

NTCSA issued the 2025 Generation Connection Capacity Assessment (GCCA) in October 2023 and the Addendum to the 2025 GCCA in January 2024 which shows that the grid is constrained and there is no capacity for generation connection in the Western Cape, Eastern Cape, Hydra Central and Northern Cape supply areas. Although the GCCA addendum was meant to provide 3470 MW which would be unlocked through the curtailment mechanism, NERSA approval is still pending, thus the curtailment capacity remains unavailable. The GCCA further shows that

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after the lifting of the cap on private electricity generation, the connection capacity is being depleted at a high rate even in other supply areas. The ITP is urgently needed to expedite the delivery of the TDP to unlock generation connection capacity, especially in parts of the country with high levels of interest for new generation connections. The IPPO has conducted market sounding through a Request for Information (RFI) process, and the outcomes will serve to inform the ITP concept, the Request for Pre-Qualification (RFQ) and the Request for Proposal (RFP)

The South African government has taken a decision to collaborate with the private sector through an Independent Transmission Infrastructure Procurement Programme (ITIPP) for the expansion and strengthening of the South African transmission network and related infrastructure. Under the Programme, the private sector would be required to develop, design, finance, build, operate, and/or maintain designated Transmission Facilities for the duration of the agreement and subsequently transfer ownership to NTCSA. In order to aid in the development of the ITIPP, a phase 1 of the programme is being implemented, named the Independent Transmission Project (ITP), which the IPP Office has been tasked to execute.

Having regard to identified the current grid constraints which hinders the integration of new electricity capacity into the national grid and further taking into account the grid expansion requirements as set out in the TDP 2024, the Minister of Electricity and Energy ("the Minister"), after consultation with the National Energy Regulator of South Africa ("NERSA") and the Minister of Finance, issued the Determination pursuant to the Section 34(1) of the Electricity Regulation Act, 2006 (Act No. 4 of 2006), as amended, (the ERAA) for the establishment of transmission infrastructure by the private sector.

Transmission Infrastructure, in this document, means the network of power

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lines, substations, transformers and related facilities required for the transmission of electricity in South Africa

This Terms of Reference (TOR) is now being issued for market participation

#### 3. Purpose

In alignment with the objectives of the ITP Programme, this TOR document outlines the requirement to procure the services of a suitably qualified and experienced Technical Transaction Advisor. The appointed advisor, possessing relevant international ITP experience and a thorough understanding of South African transmission-related standards and the Grid Code, will be responsible for undertaking the following key milestones in support of the ITP Programme. These milestones and the deliverables will be completed following consultation with the DEE, National Treasury, NTCSA and other key stakeholders

In consideration of the above, there is a requirement to appoint a team of Transaction Advisors to provide professional services for:

- Developing the Concept Note and drafting the technical specifications and requirements of the ITP under the guidance and management of the IPP Office inclusive of all associated agreements
- Design and drafting of the RFQ and RFP taking into consideration both the international and local practice for contracting ITPs and conducting the evaluations.

- Review of the technical standards, regulations and codes of practice applicable to ITP. The South African Grid Code will be the primary reference to inform the technical specifications for the ITP.
- Develop the technical specification and performance requirements to ensure quality designs, timeous construction and successful commissioning of the identified Transmission Lines taking into consideration the power system studies including load flow, fault level and power system stability studies.
- Consideration of the required credit enhancement instruments and consideration of the sufficiency of the Guarantee instrument under the Credit Guarantee Vehicle (CGV).
- Undertaken all activities related to market clarification questions raised on the RFQ and RFP and the issuance of Briefing Notes as may be required.
- Undertake all activities related to Evaluations of the Bids Submitted in response to both RFQ and RFP
- Undertaken all activities associated with Commercial and Financial Close following the outcome of the Bid Evaluation

Provide Technical support as and when required, and after the signing and during the contract management phase up to one year.

#### 4. SCOPE OF WORK

Drafting the RFQ and RFP will be based on the Concept Note to be finalised together with the DEE, IPPO, NT and key stakeholders. It is anticipated that the RFP will consider relevant aspects of past RFP documents from BESS and REIPPPP programmes including lessons learned and Project Agreements, ensure compliance with updated legislative requirements, and following a similar document structure with similar categories of qualification and evaluation criteria adopted for the specific nature of the ITP and lessons learned to date. However, it must be highlighted that the ITP is a new project and there are no similar project models in South Africa, therefore, an international benchmark is required when drafting the RFQ and RFP. The Team Leader will be required to have international ITP experience. The approach adopted is the two-stage evaluation process with a pre-gualification and RFP stages. This should be taken into consideration to ensure a successful programme together with a robust evaluation methodology that is reflected in the RFQ, RFP and the evaluation templates.

The Technical Transaction Advisor is required to have experience in the commercial aspects of the ITP, because collaborative work with the Financial Transaction Advisors will be critical for the design of the ITP's financial model.

The Technical Transaction Advisors will be required to develop and draft all technical criteria of the RFQ and RFP in order to support the IPP Office in producing an overall RFQ and RFP documents that are of high quality with sound technical specifications/criteria/scope. The Technical Transaction Advisors deliverables will include the following, amongst others (It should be noted that the list is not exhaustive, and the Fee proposal must cover all required activities without any work exclusions or limitations

#### 4.1. CONCEPT DEVELOPMENT

- 4.1.1. Review and provide input into the procurement framework in view of international benchmarks, current market developments and challenges experienced on the other programmes.
- 4.1.2. Develop and/or review and update the Concept Note for the ITP procurement process to be finalised in collaboration with the other TAs, IPPO, DEE, NT, NTCSA, Eskom and other key stakeholders.
- 4.1.3. Conduct comprehensive market engagement activities to gather insights, feedback and potential solutions from industry stakeholders necessary for finalising the Concept Note and drafting the RFQ and RFP, including the preparation of any required reports and presentations. The market sounding was done through an RFI process, and the TA will be expected to study the outcome of the process and consider it when developing the concept
- 4.1.4. Review latest updates on the TDP, GCCA, Grid Codes and Eskom Grid Connection processes, standards and procedures that could impact the concept, RFQ and the RFP.
- 4.1.5. Studies and concepts that were undertaken or are being developed by the IPP Office to resolve grid challenges must be reviewed and considered for inclusion in concept development.

- 4.1.6. Conduct technical risk assessment for the ITP procurement.
- 4.1.7. Provide technical input to the Finance TA to develop the Public Sector Comparator model mainly with regards to key equipment cost.
- 4.1.8. Advise on project structuring and contractual frameworks aligned to international best practice and the South African regulatory framework with due regard to the Build-Own-Operate-Transfer model.
- 4.1.9. Preparation of a risk matrix based on the full value chain ensuring that risks are allocated to those parties best suited to cost effectively manage or mitigate those risks aligned to global benchmarking and best practice.
- 4.1.10. Ensure alignment with key national policies related to Transmission Infrastructure such as the TDP 2024, IRP and National Development Plan (NDP).
- 4.1.11. Review and finalize Concept Note, having regard to engagements with key stakeholders

#### 4.2. **RFQ AND RFP DRAFTING**

- 4.2.1. Development of the technical concepts, criteria and terminology in the RFQ/RFP including incorporation of the outcomes of the concept note as approved by the DEE and the IPP Office.
- 4.2.2. The Technical Transaction Advisors will provide support and ensure the integration of recommendations by other members of the multi-disciplinary advisory team.
- 4.2.3. Ensure that the technical requirements are linked to license requirements, Grid Codes, NTCSA maintenance and operating requirements, including design, construction, commission and

decommissioning.

- 4.2.4. Accommodate both the substation and the line scope with the associated protection and measurement equipment, and where required, compensation equipment (reactors and capacitors)
- 4.2.5. Incorporate the latest NTCSA requirements in RFQ and RFP to ensure alignment. The requirements or performance metrics could include, among others, availability, power quality and reliability.
- 4.2.6. Advise on the appropriate construction duration for the Transmission infrastructure project in response to market developments, best practices and in support of cost-effective procurement.
- 4.2.7. Advise on the inclusion of provisions for maintenance of the assets by the Developer/Operator/Transmission Service Provider.
- 4.2.8. Prepare for and, if required, participate in or facilitate Stakeholder engagements as part of getting final commitment and agreement(s) to the RFQ and RFP.
- 4.2.9. Provide power system analysis (e.g. DIgSILENT Powerfactory) and energy modelling (e.g. PLEXOS) expertise to inform technical requirements for RFQ and RFP development.
- 4.2.10. Propose PPA contract term considering the asset life and lessons learn t from various ITP programmes and technologies in both local and international markets.
- 4.2.11. Review and propose contracting tariff structure/approach and payment mechanism in order to perform a price evaluation in conjunction with Finance Transaction Advisors.
- 4.2.12. The advisors will review, and update and/or design as may be necessary, changes to the PPA to accommodate the additional revenue streams for capacity.

- 4.2.13. If so required, this team will advise and incorporate various technical policy decisions taken by the DEE/IPPO on aspects such as the scale (line length and capacity unlocked) of projects and other accompanying technical parameters.
- 4.2.14. Design of the technical evaluation criteria, templates, forms, processes and procedures to ensure an effective and cost-efficient evaluation of all aspects and criteria.
- 4.2.15. Propose and finalise the Technical Functionality Criteria for prequalifying the bidders as well as all other accompanying schedules and templates.
- 4.2.16. Preparation of a risk matrix based on the full value chain for ITP ensuring that risks are allocated to those parties best suited to cost-effectively manage or mitigate those risks.
- 4.2.17. Propose and highlight risks with regards to the RFQ, RFP, and integration of all agreements, including Eskom Grid Access Unit and other Eskom divisions and/or NTCSA SOC and/or any other Agreements.
- 4.2.18. Review, and where required, update the technical evaluation criteria, processes and procedures to ensure that the long-term socio-economic objectives will be met, including, but not limited to meeting the local content requirements.
- 4.2.19. Review and sign off on the RFP and pro-forma Project Agreements, including related schedules and templates as prepared by the lead Legal Advisor taking into consideration the inputs from all Transaction Advisers, IPP Office, Eskom, NTCSA, NT and DEE or other stakeholder comments as required.
- 4.2.20. Provide input into the design of Benchmarking and Value for Money methodology and application during evaluation.
- 4.2.21. Draft Briefing Notes in collaboration with the lead Legal Adviser,

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for the period from the promulgation of both RFQ and RFP to the date of Bid Submission, in response to clarification questions received from potential bidders at both RFQ and RFP stages.

- 4.2.22. Providing reports and presentations and engage with Key Stakeholders such as NTCSA, DEE, National Treasury and Industry Associations as may be necessary and/or required including attending the briefing session.
- 4.2.23. Update the RFQ, RFP, PPA, DA, IEA and IA as may be necessary as an outcome of amendments or corrections as may be required based on the Briefing Notes.
- 4.2.24. Provide inputs and advisory notes for reports and presentations, and any required attendance support, to the Bid Specification and Bid Adjudication Committees of the Department

### 4.3. EVALUATION OF BIDS IN RESPONSE TO THE RFQ

All Transaction Advisors will be required to deliver on the following actions within the time frames with regard to the respective allocated projects. The Evaluation will be conducted in a secure onsite environment. The full proposed team for the Transaction Advisor is required to be onsite and available for the full duration and no work exclusions or limitations are permitted

4.3.1. Prepare for Bid Evaluation and update the Evaluation Templates and undertake the functional qualification and evaluation of all bid responses received according to the functionality and evaluation criteria stipulated in the RFQ and applying the Evaluation Manual, Evaluation Templates and Evaluation Scorecard as approved by the Department.

- 4.3.2. Formulate and prepare clarifications questions, evaluation of responses received on the clarifications requested and prepare the explanations needed as input into the RFQ (Functional and Qualification Criteria Requirements) failures.
- 4.3.3. Manage and co-ordinate the evaluation of all the technical aspects of all the bids received and ensure that the reports accurately reflect the outcome of the evaluation and recommendations thereto.
- 4.3.4. Compile the detailed discipline-specific evaluation report on the outcome of the evaluation.
- 4.3.5. Compile the Technical Evaluation section of the report to the Bid Adjudication Committee (BAC) including a detailed report per bidder on the reasons for bidders not passing the qualification requirements under the RFQ.
- 4.3.6. Prepare responses to any questions from the BAC, Eskom or from IPPO.
- 4.3.7. Undertake all required engagements, consultations and joint work with the Financial, Legal and Economic Development Advisors as may be required to finalise the outcome of the evaluation and in the preparation of reports and presentations as may be required.
- 4.3.8. Provide any other reasonable outputs that may be required by the IPPO management to complete the evaluation and announce the outcomes of the evaluation. This may involve responding to audit queries or queries raised by the Independent Reviewer (if any is appointed), media or Parliamentary queries or responding to challenges from unsuccessful bidders.
- 4.3.9. Compile a detailed Close-Out report and presentations on the outcome of the
- 4.3.10. discipline evaluation results including input to an Executive Summary, details per project, challenges identified and recommendations for future ITP procurement, including for, but

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not limited to, the design of future qualification and evaluation criteria and requirements

- 4.3.11. Undertake all required engagements and consultations with the Pre-qualified Bidders on the outcome of the RFQ and the issuance of the RFP, including any update to the RFP following engagements with the Pre-qualified Bidders
- 4.3.12. Attend all Bid Evaluation Committee meetings onsite

### 4.4. EVALUATION OF BIDS IN RESPONSE TO THE RFP

- 4.4.1. After the RFQ process is concluded and the prequalified bidders have been announced, the RFP will be sent to the pre-qualified bidders.
- 4.4.2. As part of RFP response evaluation, assess the technology cost benchmark information provided and assist in compiling the information required for the benchmarking exercise in collaboration with the Financial Transaction Advisor.
- 4.4.3. Contribute to the detailed report and analysis on the outcome of the benchmarking exercise that includes Public Sector Comparator (PSC) modelling as input into the Value for Money Report as set out in the RFP. A combined input, as part of the Bid Adjudication Committee (BAC) Report, is required between the Financial and Technical Transaction Advisors including PSC.
- 4.4.4. Prepare for and undertake the Best and Final Offer (BAFO) if required (please note that this requirement will only be actioned if needed as should be priced separately).
- 4.4.5. Undertake all required engagements, consultations and joint work

with the Financial, Legal and Economic Development Advisors as may be required to finalise the outcome of the evaluation and in the preparation of reports and presentations as may be required.

- 4.4.6. Prepare responses to any questions from the BAC, Eskom or from IPPO.
- 4.4.7. Assessment of any Value for Money proposals and contribute to the preparation of a report following assessments and engagements. Prepare the Value for Money sections of the Evaluation report
- 4.4.8. Provide any other reasonable outputs that may be required by the IPPO management to complete the evaluation and announce outcomes of the evaluation, including the preferred bidders, non compliant bidders and if applicable reserved bidders. This may involve responding to audit queries or queries raised by the Independent Reviewer, media or Parliamentary queries or responding to challenges from unsuccessful bidders.
- 4.4.9. Prepare project profiles and/or technical details, challenges identified and recommendations for future IPPPPs, including for, but not limited to, design of future qualification and evaluation criteria and requirements.
- 4.4.10. The overall tariff for each bid response within the financial model is to be analysed considering the key drivers per MW and length and percentage as follows:
  - Project Costs i.e. developmental cost, EPC cost, Equipment Cost and Overnight cost.
  - Construction periods with critical path milestones being highlighted.
  - Operating Costs per MW per length.

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- Capacity unlocked.
- Required rate of return; and
- Understanding the dominant key cost drivers influencing the tariff and what technical qualification criteria could be modified to reduce the tariff in future programmes.
- 4.4.11. Compile a detailed Close-Out report and presentations on the outcome of the discipline evaluation results including an Executive Summary, details per project, challenges identified and recommendations for future IPPPPs, including for, but not limited to the design of future qualification and evaluation criteria and requirements.
- 4.4.12. Respond to any queries raised by an Independent Reviewer and or the Auditor General about the Technical Evaluation as part of the annual audit processes

## 4.5. COMMERCIAL AND FINANCIAL CLOSE

The deliverables will include the following, amongst others

Following Bid Evaluation, the appointed Transaction Advisory Team will be required to prepare for, and conclude all activities associated with achieving Commercial and Financial Close for the respective allocated projects, including, but not limited to, the following

- 4.5.1. Review, analyse and prepare responses to change requests for approval by IPPO Management or the Department.
- 4.5.2. Support the IPPO and Department in any negotiations pertaining to specific aspects if so required including value-formoney assessments.

- 4.5.3. Prepare for and conclude all activities associated with achieving Commercial and Financial Close, including but not limited to:
  - Responding to queries from the Buyer.
  - Preparing all Communications to Bidders pertaining to the Commercial and Financial close process.
  - Input to finalisation of the project agreements.
  - Change requests which will deal primarily with a change in technology and where advice is sought on the impact thereof on the technical parameters, potential impact on financial viability and related issues such as environmental approvals, permits etc.
  - Advise on the latest changes and improvements in the Transmission technologies and the technical assumptions used in the financial model, etc. to assess the correctness thereof.
  - Compile a Close-Out Report and presentation on outcomes of the ITP including an executive summary and details per project.
  - 4.5.4. Prepare response to Audit queries as may be required with regards to the Commercial and Financial Close activities.
- 4.5.5. Support in Technical risk management during the implementation and commissioning phase of the project

# 5. PROCUREMENT REQUIREMENTS

The Development Bank of Southern Africa (DBSA), with this Terms of Reference, is inviting Transaction Advisers from an open

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tender, to provide their resources and pricing in terms of the aforementioned Scope of Work.

Any firm of advisors advising DEE will be allowed to advise the private sector and/or the lenders in the procurement process, provided that the same individuals from firms advising the DMRE on the Programmes will not be used by such firms when advising private sector and/or the lenders.

In managing potential conflict of interest and also in lieu of a potential high number of bid responses, the Transactional Advisors will have to declare and indicate how they will manage potential conflict of interest.

Therefore, a firm participating in this tender should provide the DMRE with its policy to manage potential conflict of interest that may arise from such firm of advisors that are advising both the DEE and Bidders. This policy should include the measures that will be put in place and applied to manage such conflict of interest

The Evaluation Team will have to sign Declaration of Interest and Confidentiality Undertakings

# 6. COMPETENCE AND EXPERT ISE REQUIREMENTS OF RESOURCES

It is expected that the Technical Transaction Advisory team will have the following experience and competencies:

6.1. Thorough knowledge and previous experience of working on energy projects and the transmission infrastructure build projects including Extra High Voltage (275 kV, 400 kV and 765kV) transmission lines and substations.

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- 6.2. Knowledge and understanding of the international and South African energy sector market. It is critical to have the knowledge of the applicable local and international EHV standards, Eskom and NTCSA technical standards/procedures, Grid Code requirements and the regulatory framework
- 6.3. The team leader must have a proven international experience in ITPs. The experience should cover either planning, design, construction, testing and commissioning of ITPs or the development of the RFP and Technical evaluations.
- 6.4. Proven track record in power system analysis and energy modelling, with evidence of completed studies and/or projects at EHV (275kV, 400kV and 765kV) level.
- 6.5. Knowledge, experience and proven track record of technical work completed in the Transmission infrastructure projects.
- 6.6. Proven track record, knowledge, expertise and practical experience in designing RFQ, RFPs, technical qualifications and evaluation criteria for Transmission infrastructure investment programmes.
- 6.7. Knowledge of monitoring and evaluation of the implementation of technical requirements in Transmission infrastructure projects.
- 6.8. Knowledge, expertise and practical experience in designing and/or implementing local content or local industry development criteria for government and/or private sector infrastructure investment programmes.
- 6.9. Knowledge of, and practical experience in, assessing the economic impact of energy, infrastructure, social and/or human development projects.

- 6.10. The TA must have experience in the design of the Transmission Network taking into consideration adherence to technical specifications and local and international standards with due consideration to grid stability and power quality and understanding of the Transmission Project Life Cycle Model including support during construction, testing and commissioning of the Transmission line and the substation equipment.
  - 6.11. Thorough knowledge and practical work experience in the South African electricity generation or transmission and broader energy sector

## 7. KEY DELIVERABLES, TIMELINES AND PAYMENT MILESTONES

The anticipated timeline for the finalisation of the RFQ and the evaluation will commence in 2025/26 with the RFQ to be issued to the market in July 2025 and the RFPs issued to the Market in no later than November 2025 and Commercial and Financial Close to be completed within 24 months following the release of the RFP in the market.

The duration of the appointment will therefore be at least 48 months. This is an indicative timeline only; the duration of the services will endure until the completion of the full scope of work until Commercial and Financial Close is achieved.

In responding to this TOR, the Transaction Advisors are required to provide a separate or distinct fee proposal for the ITP and each of the functions specified in the scope of work and consider the following:

- 7.1. Please note the following guidelines in respect of the fee proposal:
  - 7.1.1. The fee proposal should cover all sections outlined in this TOR, namely the Development of Concept Paper, RFQ drafting, Evaluation of the response, RFP design and drafting, Evaluation and Commercial and Financial Close and should not contain any scope activity exclusions or limitations.
  - 7.1.2. The pricing element of the bid should be a fixed fee inclusive of VAT in South African Rands and disbursements and should not contain any pricing assumptions containing exclusions either in terms of time or scope.
  - 7.1.3. The fixed fee should be broken down in cost per deliverable/milestone. Refer to the table included for the payment milestones.
  - 7.1.4. The deliverable on a possible BAFO should be priced separately as it will only be actioned if required. Value for money engagements should however be included in the milestone-based work.
  - 7.1.5. Ensure that the fee proposal covers all elements as detailed in the scope of work.
  - 7.1.6. The detailed scope should be summarized in the payment milestones referred to under the previous bullet
- 7.2. Important considerations
  - 7.2.1. In addition to the fixed fee proposal as set out in paragraph 6.3 below, Service Providers are required to provide hourly charge out rates for each of the team members to cover additional work which may be required in addition to the scope set out in these Terms of Reference. For the

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avoidance of doubt, additional activities would be activities that are not contemplated under this TOR. The fact that it is not listed in the scope of work, or the payment milestones schedule does not infer this would constitute an additional activity. Each Bidder must properly consider all activities required to discharge the TOR and price accordingly.

- 7.2.2. Work will commence as soon as the appointment is finalised, and a purchase order is issued. No work is to be undertaken without a duly authorized purchase order issued by the IPP Office.
- 7.2.3. Transaction Advisors are required to consider the time allocated for each section under this TOR and ensure that sufficient and key staff is available for the whole period of the assignment. No changes to the constitution of the proposed resources as bid in will be permitted after submission of a proposal in response to this TOR, without the consent of the DBSA and the IPP Office.
- 7.2.4. Please note that the Evaluation will take place in the secure evaluation center at the IPPO building complex.
- 7.2.5. The Department and IPPO reserve the right to either cancel or replace a deliverable with another as circumstances require or to move the timelines as may be required.
- 7.2.6. The Department and IPPO also reserve the right to make an assessment and/or terminate the contract in the case where the Project failure to submit deliverables timeously as per the IPPO working plan, that will be agreed between the IPPO and the Project.
- 7.2.7. These projects are supervised through the PPPFMA, and therefore subject to high levels of scrutiny. In an event wherein evidence points that a contract related to this TOR is/are concluded irregularly, the Department and IPPO

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# 8. MINIMUM PROPOSAL REQUIREMENT S

### 8 All proposals need to clearly state the following information:

- 8.1. Understanding of the scope of work.
- 8.2. Deliverables (covering the full scope, timelines and cost per deliverable).
- 8.3. Details of Team members that will be dedicated to the project, their experience, credentials, level of seniority and level of participation (hours) that will be dedicated to the project.
- 8.4. Availability of the Team members for the anticipated duration of the appointment;
- 8.5. Confirmation of the capacity and resources necessary to undertake the scope of work indicated in the TOR and availability in terms of the timelines;
- 8.6. Fixed fee per deliverable that rolls up into one fixed fee per section of the TOR
- Proviso that the work can be terminated at any milestone and only the prorata of work done is payable;
- 8.8. Proviso to ask for a presentation or engagement after the bid but before the appointment of the preferred TA; and
- 8.9. Acknowledgement that the work can be terminated at any milestone and only task or work done fee is payable.

# 9. ELIGIBILIT Y CRIT ERIA

Service Providers are required to indicate the lead resources responsible for the deliverables and link their experience and each of the proposed professional team resources to the functional criteria below:

The proposed eligibility criteria for the Technical Transaction Advisor for the RFP drafting, evaluation, commercial and financial close are as follows:

Criteria	Functional Evaluation	Weighting/Score
TeamCapacity and ExperienceTechnical Advisory Experience on electricity transmission infrastructure projects (EHV Transmission Lines and Substations) projects that have gone to market.TL = Team LeaderTM = Team Member	<ul> <li>Bidder to submit Team Leader CV, copy of qualification (minimum: Postgraduate degree in Electrical Engineering and proof of professional registration with the Engineering Council of South Africa (ECSA) or any other relevant International statutory body). The team leader must have a minimum of 7 years of experience in Power Engineering with EHV transmission line experience.</li> <li>The Team Leader must have international experience as a consultant or Technical Transaction Advisor in ITPs. Bidder to submit a testimonial or reference letter describing the level of involvement of the team leader in ITP.</li> </ul>	TOTAL SCORE 40(a) Evaluation ofTeam Leader:TL has 7yrs Exp ≥ 15%(If more than 1 team lead is involved, the score for the team leads will be calculated as the average score of all the proposed team leads.)Testimonial/reference letter:At least 1 testimonial = 10%(b) Evaluation ofTeam Member:TM has 3yrs Exp = 10%

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Criteria	Functional Evaluation	Weighting/Score
	Bidder to submit <b>Team member</b> CV, copy of	TM has 5yrs Exp = 15%
	qualification (Relevant Degree in Engineering). The team member must have	(The score for the team members will be calculated
	a minimum of 3 years of experience in EHV	as the average score of all the proposed team
	Transmission lines and Substations	members.)
	infrastructure development	
	The CV's and Qualifications of each employee	
	appointed must be provided.	
	Bidders must also ensure that the CVs provide	
	relevant detail to assess the <b>Technical</b> Advisory	
	experience of each person in the team, but not be	
	limited to, period of involvement of a specific team	
	member to a specific project, responsibility,	
	scope of work.	

Criteria	Functional Evaluation	Weighting/Score
Criteria Procurement Experience Team Practical experience in Design and Drafting of RFQ/RFP and undertaking Evaluations on electricity transmiss ion infrastructure projects (EHV Substations and Lines) that have gone to the market and have successfully reached financial close.	Functional Evaluation Bidder must demonstrate that it has a team track record of a minimum of three RFQ/RFP design and drafting experience and evaluation on electricity transmission infrastructure (EHV Substations and Lines). A reference letter/s submitted must include the following: Name of team member involved Project description Be on client letter head Be signed by the client Client contact details To obtain points the bidder must submit at least 3 reference letters or a letter with at least	Weighting/Score 3-4 Submitted reference letters = 15% 5 or more submitted reference letters = 20%
	3 projects completed for the client. The	
	project must have been undertaken in the	
	last 15 years.	

Criteria	Functional Evaluation	Weighting/Score
Methodology Project Plan and methodology for the successful implementation of the TA responsibility	<ul> <li>The bidder/s must provide a detailed Project management plan /methodology detailing:</li> <li>1. Milestones as per scope, fees structure and competency requirements (comprehensive and detailed methodology which will guide the implementation of the project)</li> <li>2. Resources (the percentage work allocation and percentage availability for each resource demonstrating capability to deliver)</li> <li>3. A clear understanding of the Project Life Cycle Model and the technical requirements to be addressed in terms of requirements at planning Design, construction, Testing and Commissioning</li> </ul>	Poor Methodology that lacks plan on how the requirements will be achieved = 0 Acceptable methodology which partially shows how the requirements will be achieved = 10% Detailed Methodology that shows the plan on how the requirements will be achieved = 20%

Criteria	Functional Evaluation	Weighting/Score
Design Experience Proven experience in planning design, construction, testing and commissioning of EHV (275kV, 400kV and 765kV) Transmission Lines and substations projects in South Africa	The bidder must submit a CV detailing work history together with three reference letters for projects that Team Leader or a Team Member with Professional Registration (Engineering Council of South Africa or any other equivalent international Statutory Body) was involved planning, design, construction, testing and commissioning of EHV Transmission Lines and Substations in South Africa. It is acceptable if the substations and Transmission lines experience is split between two professionals	Detailed CV with work history and three reference letters = 5% Detailed CV with more than 3 reference letters = 10%
Proven experience on preparing for and implementing Commercial a n d Financial Close activities for project financing	<ul> <li>Bidder must demonstrate that it has a team track record of a minimum of three projects that reached Commercial and Financial close.</li> <li>A reference letter/s submitted must include the following: <ul> <li>Name of team member involved</li> <li>Project description</li> <li>Be on client letter head</li> <li>Be signed by the client</li> <li>Client contact details</li> </ul> </li> <li>To obtain points the bidder must submit at least 3 reference letters or a letter with at least 3 projects completed for the client</li> </ul>	<ul> <li>3-4 Reference letters submitted</li> <li>= 5%</li> <li>5 or more reference letters submitted = 10%</li> </ul>
Total		100%

Only proposals that meet the threshold of 70% will proceed to the next stage, which is the evaluation on price and preference point basis

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### Annexure A Pricing Schedule

The fee proposal covering the full scope of work under each section of this TOR should be structured as set out below:

# 1. DEVELOPMENT OF THE CONCEPT PAPER FEE STRUCTURE

Deliverables to include the full scope of work	Timeline	Payment Milestones (contract ZAR value including VAT)
Pricing must be submitted in ZAR million	Days	
Development of the Concept Note	3 weeks	First Draft
Conducting Market Engagements	4 weeks	Second Draft
Conduct Stakeholder Engagements	2 weeks	
Final and Approved Concept Paper	2 weeks	Final Concept Paper

# 2. RFQ DRAFTING FEES STRUCTURE

Deliverables to include the full scope of work and associated activities per the TOR	Timeline	Payment Milestones (contract ZAR value including VAT)
Pricing must be submitted in ZAR million	Days	
Procurement strategy review, RFQ Draft 1	4 weeks	
Consolidate inputs from other disciplines (Legal, Finance and ED) and stakeholders	3 weeks	RFQ First Draft
Consolidate all inputs from other stakeholder, where required, in regard to the Pre-Qualification criteria, bidder	4 weeks	RFQ Second Draft
conferences, clarifications and queries	1 WOORD	Final RFQ and
RFQ Final suite of documents (include all necessary		Returnable Schedules /
supporting documentation) taking into consideration all comments received	1 week	Appendices

# 3. RFQ EVALUATION PHASE FEES STRUCTURE

Deliverables to include the full scope of work	Timeline	Payment Milestones contract ZAR value including VAT)
Pricing must be submitted in ZAR million	Days	
EVALUATION PHASE		
Preparations for Evaluations, evaluation templates; Evaluation of Bid Responses and dealing with Clarifications.	4 weeks	
Finalisation of Evaluation Report and presentation	2 weeks	
RFQ compliance and non-compliance letters	2 weeks	
BAC Report	3 weeks	
Engagements with stakeholders and preparation of reports and required documents (if required)	4 weeks	
Engagement with unsuccessful bidders	3 weeks	

# 4. RFP DRAFTING FEES STRUCTURE.

Deliverables to include the full scope of work	Timeline	Payment Milestones (contract ZAR value including VAT)
Pricing must be submitted in ZAR million	Days	
RFP Draft 1 including Project Agreements and input to all schedules	4 weeks	
Consolidate inputs and comments from other disciplines (Legal, Finance and ED)	3 weeks	

Consolidate all inputs from other stakeholders, where required	4 weeks	RFP First Draft
RFP Final suite of documents (include all necessary	1 week	RFP Second Draft
supporting documentation) taking into consideration all comments received	IWEEK	Final RFP and Project Agreements
Evaluation Templates	1 week	Agreements
BAC submission, presentation, attendance and reports (if required)	1 week	
BAC approval and adjustments if required to RFP and Release of RFP in market	1 week	
BriefingnotesandsupportforBiddersconference, clarification questions and responses, update Project Agreements in line with briefing Notes	4 weeks	
BAC approval and adjustments (if required) to RFQ and RFP and Release of RFQ to market	1 week	
Briefing notes and support for Bidders conference	4 weeks	

# 5. RFP EVALUATION FEES STRUCTURE

Deliverables to include the full scope of work	Timeline	Total	Payment Milestones contract ZAR value including VAT)
Pricing must be submitted in ZAR million	Days	Rands	
EVALUATION PHASE			

Preparations for Evaluations,			
evaluation templates; Evaluation	1	Provide a fixed	
of Bid Responses and dealing	4 weeks	fee	
with Clarifications.			
Finalisation of Evaluation	2 weeks	Provide a fixed	
including Benchmarking report.	2 WEEKS	fee	
Appointment and Non-	2 weeks	Provide a fixed	
Appointment letters	2 weeks	fee	
	0 weeks	Provide a fixed	
BAC Report inputs	3 weeks	fee	
Value for money assessments (if required)	4 weeks	Provide fixed fee	
Preparation of Evaluation Reports on the Value for Money	1 week	Provide a fixed	
		fee	
Engagements with all stakeholders including NTCSA and National Treasury, and preparation of reports and required documents for eligible /reserved bidders (if required)			
	4 weeks	Provide fixed fee	
Engagement with unsuccessful bidders	2 weeks	Provide fixed fee	
Preparing and undertaking a BAFO only if required	2 weeks	Provide fixed fee	

# 6. COMMERCIAL AND FINANCIAL CLOSE

Deliverables to include the full scope of work	Timeline	Cost per Bid	Total	Payment Milestones (contract ZAR value including VAT)
ZAR million	Days	Rand/bid	Rand	
COMMERCIAL AND FINANCIAL				
CLOSE PHASE		N/A		
Preparation and all required		IN/A		
negotiations of the Project				
Agreements for each of the			Provide a	
Projects including updating the	7 weeks		fixed fee	
Project Agreements with all				
briefing notes and all				
associated				
activities and meetings				
Analysis and recommendation on	N/A	N/A	Provide a	
			fixed fee	
	5 days	N/A	Fixed Fee	
Due diligence and actual support			Fixed Fac	
onCommercialandFinancial Close	0	N/A	Fixed Fee	
Close Out Report	2 weeks 2 weeks	N/A	Provide a	
			fixed fee	

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Ongoing technical advisory	12 months from signature date of Project Agreements	N/A	Provide a fixed fee	
TOTAL				

### Annexure A

### FORM OF OFFER AND ACCEPTANCE (AGREEMENT)

### THE CONSULTANT IS TO COMPLETE AND SIGN THE FORM OF OFFER

The Employer, identified in the Acceptance signature block, has solicited offers to enter into a contract in respect of the following services:

### RFP059/2025: APPOINTMENT OF A TECHNICAL TRANSACTION ADVISORS FOR THE INDEPENDENT TRANSMISSION PROJECT PROCUREMENT PROGRAMME DESIGN AND DRAFTING OF CONCEPT, RFQ AND RFP, EVALUATION OF BIDS RECEIVED, APPOINTMENT OF PREFERRED BIDDERS AND THE COMMERCIAL AND FINANCIAL CLOSE ACTIVITIES

The Tenderer, identified in the Offer signature block below, has examined the documents listed in the Tender Data and addenda thereto as listed in the Tender Schedules, and by submitting this Offer has accepted the Conditions of Tender.

By the representative of the Tenderer, deemed to be duly authorised, signing this part of this Form of Offer and Acceptance, the Tenderer offers to perform all of the obligations and liabilities of the consultant under the Contract including compliance with all its terms and conditions according to their true intent and meaning for an amount to be determined in accordance with the Conditions of Contract identified in the Contract Data.

THE OFFERED TOTAL OF THE PRICES INCLUSIVE OF ALL TAXES IS

(in words);	ZAR	(in figures),

This offer may be accepted by the Employer by signing the Acceptance part of this Form of Offer and Acceptance and returning one copy of this document to the Tenderer before the end of the period of validity stated in the Tender Data, whereupon the Tenderer becomes the party named as the consultant in the Conditions of Contract identified in the Contract Data.

Signature(s)

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Name(s)			
Capacity			
For <i>Tenderer</i>	the	(Name and address of organisati	on)
Name signature witness	and of		Date

# 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 interest1 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 institution	State	
	SBD 4					
2.2	Do					you, or any person
	the					connected with bidder, have a relationship
	with who is the					any person employed by procuring
						institution? YES/NO

2.2.1 If so, furnish particulars:

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<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.

.....

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;
- 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 consortium2 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.

<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.

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.

Signatura	Data

Signature

Date

Position Name of bidder

Annexure C

SBD 6.1

# PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022

This preference form must form part of all tenders invited. It contains general information and serves as a claim form for preference points for specific goals.

# NB: BEFORE COMPLETING THIS FORM, TENDERERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF THE

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### 1. GENERAL CONDITIONS

- 1.1 The following preference point systems are applicable to invitations to tender:
  - the 80/20 system for requirements with a Rand value of up to R50 000 000 (all applicable taxes included); and
  - the 90/10 system for requirements with a Rand value above R50 000 000 (all applicable taxes included).

### 1.2 To be completed by the organ of state

(delete whichever is not applicable for this tender).

- a) The applicable preference point system for this tender is the 90/10 preference point system.
- b) The applicable preference point system for this tender is the 80/20 preference point system.
- c) Either the 90/10 or 80/20 preference point system will be applicable in this tender. The lowest/ highest acceptable tender will be used to determine the accurate system once tenders are received.
- 1.3 Points for this tender (even in the case of a tender for income-generating contracts) shall be awarded for:
  - (a) Price; and
  - (b) Specific Goals (namely, BBBEE status level of contributor).

### 1.4 **To be completed by the organ of state:**

The maximum points for this tender are allocated as follows:

	POINTS
PRICE	
SPECIFIC GOALS	
Total points for Price and SPECIFIC GOALS	100

1.5 Failure on the part of a tenderer to submit proof or documentation required in terms of this tender to claim points for specific goals with the tender, will be interpreted to mean that preference points for specific goals are not claimed.

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1.6 The organ of state reserves the right to require of a tenderer, either before a tender is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by the organ of state.

# 2. DEFINITIONS

- (a) **"tender"** means a written offer in the form determined by an organ of state in response to an invitation to provide goods or services through price quotations, competitive tendering process or any other method envisaged in legislation;
- (b) "**price**" means an amount of money tendered for goods or services, and includes all applicable taxes less all unconditional discounts;
- (c) "rand value" means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes;
- (d) "tender for income-generating contracts" means a written offer in the form determined by an organ of state in response to an invitation for the origination of income-generating contracts through any method envisaged in legislation that will result in a legal agreement between the organ of state and a third party that produces revenue for the organ of state, and includes, but is not limited to, leasing and disposal of assets and concession contracts, excluding direct sales and disposal of assets through public auctions; and
- (e) "the Act" means the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000).

# 3. FORMULAE FOR PROCUREMENT OF GOODS AND SERVICES

# 3.1. POINTS AWARDED FOR PRICE AND PREFERENCE

# 3.1.1 THE 80/20 OR 90/10 PREFERENCE POINT SYSTEMS

A maximum of 80 or 90 points is allocated for price on the following basis:

80/20

90/10

$$Ps = 80 \left( 1 - \frac{Pt - P\min}{P\min} \right) \text{ or } \qquad Ps = 90 \left( 1 - \frac{Pt - P\min}{P\min} \right)$$

Where

Ps = Points scored for price of tender under consideration

or

Pt = Price of tender under consideration

Pmin = Price of lowest acceptable tender

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# 3.2. FORMULAE FOR DISPOSAL OR LEASING OF STATE ASSETS AND INCOME GENERATING PROCUREMENT

### 3.2.1. POINTS AWARDED FOR PRICE AND PREFERENCE

A maximum of 80 or 90 points is allocated for price on the following basis:

80/20 or 90/10  $Ps = 80\left(1 + \frac{Pt - P\max}{P\max}\right)$  or  $Ps = 90\left(1 + \frac{Pt - P\max}{P\max}\right)$ 

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmax = Price of highest acceptable tender

## 4. POINTS AWARDED FOR SPECIFIC GOALS

- 4.1. In terms of Regulation 4(2); 5(2); 6(2) and 7(2) of the Preferential Procurement Regulations, preference points must be awarded for specific goals stated in the tender. For the purposes of this tender the tenderer will be allocated points based on the goals stated in table 1 below as may be supported by proof/ documentation stated in the conditions of this tender:
- 4.2. In cases where organs of state intend to use Regulation 3(2) of the Regulations, which states that, if it is unclear whether the 80/20 or 90/10 preference point system applies, an organ of state must, in the tender documents, stipulate in the case of—
  - (a) an invitation for tender for income-generating contracts, that either the 80/20 or 90/10 preference point system will apply and that the highest acceptable tender will be used to determine the applicable preference point system; or
  - (b) any other invitation for tender, that either the 80/20 or 90/10 preference point system will apply and that the lowest acceptable tender will be used to determine the applicable preference point system,

then the organ of state must indicate the points allocated for specific goals for both the 90/10 and 80/20 preference point system.

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Table 1: Specific goals for the tender and points claimed are indicated per the table below.

(Note to organs of state: Where either the 90/10 or 80/20 preference point system is applicable, corresponding points must also be indicated as such.

Note to tenderers: The tenderer must indicate how they claim points for each preference point system.)

The specific goals allocated points in terms of this tender	Number of points allocated (90/10 system) (To be completed by the organ of state)	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (90/10 system) (To be completed by the tenderer)	Number of points claimed (80/20 system) (To be completed by the tenderer)
1	10	20		
2	9	18		
3	6	14		
4	5	12		
5	4	8		
6	3	6		
7	2	4		
8	1	2		
Non-compliant contributor	0	0		

(Note: Bidders are required to submit their BBBEE certificates or sworn affidavits (in the case of EMEs/QSEs) in order to be eligible to claim points)

# DECLARATION WITH REGARD TO COMPANY/FIRM

4.3. Name of company/firm.....

4.4. Company registration number: .....

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## 4.5. TYPE OF COMPANY/ FIRM

- Dertnership/Joint Venture / Consortium
- □ One-person business/sole propriety
- □ Close corporation
- Public Company
- Personal Liability Company
- □ (Pty) Limited
- □ Non-Profit Company
- □ State Owned Company
- [TICK APPLICABLE BOX]
- 4.6. I, the undersigned, who is duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the specific goals as advised in the tender, qualifies the company/ firm for the preference(s) shown and I acknowledge that:
  - i) The information furnished is true and correct;
  - ii) The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form;
  - iii) In the event of a contract being awarded as a result of points claimed as shown in paragraphs 1.4 and 4.2, the contractor may be required to furnish documentary proof to the satisfaction of the organ of state that the claims are correct;
  - iv) If the specific goals have been claimed or obtained on a fraudulent basis or any of the conditions of contract have not been fulfilled, the organ of state may, in addition to any other remedy it may have
    - (a) disqualify the person from the tendering process;
    - (b) recover costs, losses or damages it has incurred or suffered as a result of that person's conduct;
    - (c) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation;
    - (d) recommend that the tenderer or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted from obtaining business from any organ of state for a period not exceeding 10 years, after the *audi alteram partem* (hear the other side) rule has been applied; and
    - (e) forward the matter for criminal prosecution, if deemed necessary.

API PR(	Page 69 of 77 PENDENT TRANSMISSION

### **RESTRICTED SUPPLIERS**

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

Item	Question	Yes	No
4.1	Is the bidder or any of its directors listed on the National Treasury's Database of Restricted Suppliers 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 Accounting Officer/Authority of the institution that imposed the restriction after the <i>audi alteram partem</i> rule was applied).	Yes	No
	The Database of Restricted Suppliers now resides on the National Treasury's website( <u>www.treasury.gov.za</u> ) and can be accessed by clicking on its link at the bottom of the home page.		
4.1.1	If so, furnish particulars:		
4.2	Is the bidder or any of its directors listed on the Register for Tender Defaulters in terms of section 29 of the Prevention and Combating of Corrupt Activities Act (No 12 of 2004)? The Register for Tender Defaulters can be accessed on the National Treasury's website (www.treasury.gov.za) by clicking on its link at the bottom of the home page.	Yes	No

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4.2.1	If so, furnish particulars:		
4.3	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
4.3.1	If so, furnish particulars:		
4.4	Was any contract between the bidder and any organ of state terminated during the past five years on account of failure to perform on or comply with the contract?	Yes	No
4.4.1	If so, furnish particulars:		

Bidders are required to include, as Annexure F to their Bids, certified copies of all relevant CIPC registration documents listing all members with percentages, in the case of a close corporation

Bidders are required, as annexure G to their Bids, to submit certified copies of the latest share certificates of all relevant companies

Bidders which submit Bids as an unincorporated joint venture, consortium or other association of persons are required to submit, as Annexure H, a breakdown of how the percentage (%) fees and work will be split between the various people or entities which constitute the Bidder.

Bidders are required to include, as Annexure I to their Bids, supporting documents to their responses to the Pre- Qualifying Criteria and Evaluation Criteria.

Where the supporting document is the profile of a member of the Bidder's proposed team, this should be indicated.

### [General Conditions of Contract]

PLEASE NOTE THAT ALL BIDDERS ARE REQUIRED TO READ THROUGH THE GENERAL CONDITIONS OF CONTRACT PRESCRIBED BY THE NATIONAL TREASURY. SUCH GENERAL CONDITIONS OF CONTRACT CAN BE ACCESSED ON THE NATIONAL TREASURY WEBSITE.

PLEASE NOTE FURTHER THAT ALL BIDDERS MUST ENSURE THAT THEY ARE WELL ACQUINTED WITH THE RIGHTS AND OBLIGATIONS OF ALL PARTIES INVOLVED IN DOING BUSINESS WITH GOVERNMENT.

NOTE: All Bidders are required to confirm (*Tick applicable box*) below:

Item	YES	NO
Is the Bidder familiar with the General Conditions of Contract prescribed by the National Treasury?		

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Annexure I

### **Tax Compliant Status and CSD Registration Requirements**

All PROSPECTIVE BIDDERS MUST HAVE A TAX COMPLIANT STATUS EITHER ON THE CENTRAL SUPPLIER DATABASE (CSD) OF THE NATIONAL TREASURY OR SARS E FILING PRIOR TO APPOINTMENT/AWARD OF THE BID.

REGISTRATION ON THE CSD SITE OF THE NATIONAL TREASURY IS A COMPULSORY REQUIREMENT FOR A BIDDER TO BE APPOINTED, TO CONDUCT BUSINESS WITH THE DBSA. THE ONUS IS ON THE SUCCESSFUL BIDDER TO REGISTER ON THE CSD SITE AND PROVIDE PROOF OF SUCH REGISTRATION PRIOR TO APPOINTMENT/AWARD OF THE BID.

**CSD Registration Number:** 



The Development Bank of Southern Africa has a Zero Tolerance on Fraud and Corruption. Report any incidents of Fraud and Corruption to Whistle Blowers on any of the following:

TollFree : 0800 20 49 33 Email : dbsa@whistleblowing.co.za Free Post : Free Post KZN 665 | Musgrave | 4062 SMS : 33490

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