

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:	RFP071/2025
COMPULSORY BRIEFING SESSION DETAILS:	<p>Tender briefing will be done online via Microsoft teams. Bidders are advised to use the link below to join the briefing session.</p> <p>Click on the link to join the meeting. Bidders must complete their details fully in order to have access to the briefing session. The link will only be accessible 15 minutes before the meeting.</p> <p><u>Compulsory briefing session link - RFP071.2025</u></p> <p>Link: 14 July 2025 @11H00 AM (Johannesburg time)</p>
CLOSING DATE:	25 July 2025
CLOSING TIME:	23H55 (Midnight)
PERIOD FOR WHICH BIDS ARE REQUIRED TO REMAIN OPEN FOR ACCEPTANCE:	120 days
DESCRIPTION OF BID:	Procurement of Economic Development Transaction Advisors for the Concept Development, Drafting of the Request for Pre-Qualification, Request for Proposals, Evaluation of Bids received, Commercial and Financial Close activities and Economic Development support after contract signing, for the ITPP
BID DOCUMENTS ELECTRONIC SUBMISSION:	<p>1. ELECTRONIC SUBMISSIONS</p> <p><u>INSTRUCTIONS:</u></p> <ul style="list-style-type: none"> ➤ Bidders are required to submit written requests for clarification via e-mail to <u>yusiscm@dbsa.org</u> ONLY, quoting the RFP Number on the subject of the e-mail. This must be done three (3) working days before submission day. ➤ Bidders will thereafter receive a OneDrive Link to upload their submission documents electronically.

	<p>➤ Written requests for clarification will be considered up to and including 21 July 2025 16:30 Johannesburg time. Requests received after this date may not be attended to.</p> <p>➤ Any requests after the stipulated date and time may be disregarded.</p> <p>NB: Electronic submission is encouraged for all bidders interested in this tender</p> <p>Closing date of this 25/07/2025 is before 23:55.</p> <p>No physical bids will be received or accepted at the DBSA offices</p>
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 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: RFP071/2025

DESCRIPTION: Procurement of Economic Development Transaction Advisors for the Concept Development, Drafting of the Request for Pre-Qualification, Request for Proposals, Evaluation of Bids received, Commercial and Financial Close activities and Economic Development support after contract signing, for the ITPP

COMPULSORY BRIEFING: 14 July 2025 - Tender briefing will be done online via Microsoft teams.

COMPULSORY BRIEFING LINK:

Time: 11H00 AM Johannesburg time (Microsoft Teams)


[Compulsory briefing session link - RFP071.2025](#)

Closing time for the OneDrive Link submissions - 23h55 on the 25 July 2025 (Telkom Time)


CLOSING DATE: 25 July 2025


CLOSING TIME: 23H55

Name

 Bidder Name

Name

 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.
- 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 STATUS LEVEL SWORN AFFIDAVIT SUBMITTED?	YES		NO	
[TICK APPLICABLE BOX]				

1..1.1	ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES/WORKS OFFERED?	<input type="checkbox"/> Yes <input type="checkbox"/> No [IF YES ENCLOSE PROOF]			
1..1.2	ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES/WORKS OFFERED?	<input type="checkbox"/> Yes <input type="checkbox"/> No [IF YES ANSWER PART B:3 BELOW]			
1..1.3	SIGNATURE OF BIDDER				
1..1.4	DATE				
1..1.5	FULL NAME OF AUTHORISED REPRESENTATIVE				
1..1.6	CAPACITY UNDER WHICH THIS BID IS SIGNED (Attach proof of authority to sign this bid; e.g. resolution of directors, etc.)				
IF YES, WHO ISSUED THE CERTIFICATE?					
REGISTERED WITH THE NATIONAL TREASURY CSD [TICK APPLICABLE BOX]		YES		NO	
CSD REGISTRATION NUMBER					
TAX COMPLIANCE STATUS PIN (TCS) NUMBER ISSUED BY SARS					

PART B TERMS AND CONDITIONS FOR BIDDING

1. BID SUBMISSION:
<p>1.1. BIDS MUST BE SUBMITTED ELECTRONICALLY BY THE STIPULATED TIME TO THE LINK PROVIDED. LATE BIDS WILL NOT BE ACCEPTED FOR CONSIDERATION.</p> <p>1.2. ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS PROVIDED – (NOT TO BE RE-TYPED)</p> <p>1.3. SOUTH AFRICAN BIDDERS MUST REGISTER ON THE CENTRAL SUPPLIER DATABASE (CSD) TO UPLOAD MANDATORY INFORMATION NAMELY: (BUSINESS REGISTRATION/ 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.</p> <p>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.</p>
2. TAX COMPLIANCE REQUIREMENTS
<p>2.1 ALL BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS IN THEIR COUNTRY OF RESIDENCE.</p> <p>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.</p> <p>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.</p> <p>2.4 SA BIDDERS' MAY ALSO SUBMIT A PRINTED TCS TOGETHER WITH THE BID.</p> <p>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.</p> <p>2.6 WHERE SA BIDDERS HAVE NO TCS AVAILABLE BUT ARE REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.</p>
3. QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS
<p>3.1. IS THE BIDDER A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)? <input type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>3.2. DOES THE BIDDER HAVE A BRANCH IN THE RSA? <input type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>3.3. DOES THE BIDDER HAVE A PERMANENT ESTABLISHMENT IN THE RSA? <input type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>3.4. DOES THE BIDDER HAVE ANY SOURCE OF INCOME IN THE RSA? <input type="checkbox"/> YES <input type="checkbox"/> NO</p> <p>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.</p>

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

PART C

CHECKLIST OF 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

<input type="checkbox"/>	<input type="checkbox"/>	One original Bid document in separate folders; Folder 1 - for Pre-Qualifying Criteria and Functional Evaluation and Folder 2 - Price / Financial Proposal – Electronic submission
<input type="checkbox"/>	<input type="checkbox"/>	Part A: Invitation to Bid
<input type="checkbox"/>	<input type="checkbox"/>	Part B: Terms and Conditions of Bidding
<input type="checkbox"/>	<input type="checkbox"/>	Part C: Checklist of Compulsory Returnable Schedules and Documents
<input type="checkbox"/>	<input type="checkbox"/>	Part D: Conditions of Tendering and Undertakings by Bidders
<input type="checkbox"/>	<input type="checkbox"/>	Part E: Specifications/Terms of Reference and Project Brief
<input type="checkbox"/>	<input type="checkbox"/>	Annexure A: Price Proposal Requirement
<input type="checkbox"/>	<input type="checkbox"/>	Annexure B: SBD4 Declaration of Interest
<input type="checkbox"/>	<input type="checkbox"/>	Annexure C: SBD6.1 and B-BBEE status level certificate
<input type="checkbox"/>	<input type="checkbox"/>	Annexure D: Certified copies of your CIPC company registration documents listing all members with percentages, in case of a lose corporation
<input type="checkbox"/>	<input type="checkbox"/>	Annexure E: Certified copies of latest share certificates, in case of a company.
<input type="checkbox"/>	<input type="checkbox"/>	Annexure F: Bidders which submit Bids as an unincorporated joint venture, consortium or other association of persons are required to submit
<input type="checkbox"/>	<input type="checkbox"/>	Annexure G: Supporting documents to responses to Pre-Qualifying Criteria and Functional Evaluation Criteria.
<input type="checkbox"/>	<input type="checkbox"/>	Annexure H: General Condition of Contract



Annexure I: CSD Tax Compliance Status and Registration Requirements Report

PART D

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.
- 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 clause 26.3 of this Part C.
- 1.19 **Price and Preferential Points Assessment** means the process described in clause 26.5 of this 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: vusiscm@dbsa.org

No questions will be answered telephonically

4. SUBMISSION OF TENDERS

COMPULSORY BRIEFING: **14th July 2025** - Tender briefing will be done online via Microsoft teams.

Click on the link to join the meeting. Bidders must complete their details fully in order to have access to the briefing session. The link will only be accessible 15 minutes before the meeting.

[Compulsory briefing session link - RFP071.2025](#)

Link: 14 July 2025 @11H00 (Johannesburg time) **(Microsoft Teams)**

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

Link Request DATE By: **21 July 2025**

Link Request TIME By: 16H30

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.

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 yusiscm@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 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, anti-competitive 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;
 - 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
 - 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.
- 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)
1	Adherence to submitting Tender as a two-folder tender. Folder 1: Functionality and returnable submission separate from Folder 2: Pricing proposal submission	Pre-Qualifier	Y
2	Attendance of the Compulsory Briefing Session	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 Registration with National Treasury Central Supplier Database (CSD) Summary Report: - Bidder must be registered to do business with the DBSA.	72 hours	Y
4	A Tax Pin issued by SARS.	48 hours	Y

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 pass the functional criteria during 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 meet the minimum threshold for functional evaluation 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 G to their Bids, any documentation which supports the responses provided in respect of the Functional Criteria below

26.3 First Stage: Pre-Qualifying Criteria

Only those Bidders which satisfy all the Pre-Qualifying Criteria will be eligible to participate in the Tendering Process further. Bids which do not satisfy all the Pre-Qualifying Criteria will not be evaluated further. Please refer to the table above

Note: A tender that fails to meet any Pre-Qualifying Criteria stipulated herein in the tender documents is an unacceptable tender. Please refer to the table above

26.4 Second Stage: Functional evaluation Criteria

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 functional evaluation criteria for the Economic Development Transaction Advisor for the RFP drafting, evaluation, commercial and financial close are as follows:

Functional Criteria	Evidence to be provided	Weighting/Score
Team capacity and experience Team leader to have 5 to 7 years of Economic Development Experience that is relevant to the TOR scope supported by an appropriately skilled	The Bidder must provide Organogram clearly setting out the proposed teams for the ITP Programme and which clearly depicts the names of the Team	10% Team Lead 5 years and team 3 years = 10% Team lead > 7 years and team > 5 years = 20%

Functional Criteria	Evidence to be provided	Weighting/Score
and experienced team each having 3 to 5 years of similar experience. Provide Evidence.	<p>Lead (TL) and Team Members (TM) allocated, the roles allocated to each person, and who are professional and support staff.</p> <p>The organogram must depict clearly all team resources that will be allocated, including for each resource, the % (percentage allocation) to the work and % (percentage) availability.</p> <p>Provide CV's and Qualifications of team members and team leader including Professional registration(s) must be provided</p>	Team lead with less than 5 years and TM with less than 3 years = 0%
Experience in the team on localization and strategies applicable to localisation	<p>The Bidder must provide detailed CVs of the Team Lead and relevant team members, clearly highlighting demonstrable experience in the development, implementation, or advisory work on localisation strategies within economic development or infrastructure programmes. The CVs must reflect the nature and extent of the localisation-related work undertaken by each individual, including their specific roles and responsibilities.</p> <p>The Bidder must also provide a list of relevant projects, in the project list templated attached as Annexure A, where the team has been involved in the design or execution of localisation strategies.</p>	<p>10%</p> <p>Acceptable and appropriate detail provided. 3 projects = 5% 4 projects and above = 10%</p>
CGI Modelling, Equity ownership and SED and ED elements	The Bidder must provide evidence demonstrating the team's experience and capability of CGI modelling. This must include a summary of past projects where such modelling was undertaken, with specific reference to how the CGI structures were integrated into the project's financial or ownership model. The team's role in the design and/or implementation of equity structures, particularly those involving community	<p>10%</p> <p>Team Lead with 5+ years of experience and Team Members with 3+ years of experience across all three elements (CGI, Equity Ownership, and SED/ED) = 10%</p>

Functional Criteria	Evidence to be provided	Weighting/Score
	<p>or designated group shareholding, must be clearly outlined in CVs and project summaries.</p> <p>In relation to Equity Ownership, the Bidder must provide examples of previous transactions or projects where the team has developed or advised on equity structuring for economic development purposes, particularly in the infrastructure sectors. The examples must demonstrate how ownership for communities or black shareholders was structured and implemented.</p> <p>For the SED (Socio-Economic Development) and ED (Enterprise Development) elements, the Bidder must demonstrate experience in the design, implementation, monitoring and/or reporting of SED and ED commitments.</p>	<p>Team Lead with 3–5 years of experience and Team Members with at least 2 years of experience in at least two of the three elements =5%</p> <p>Team Lead with less than 3 years and Team Members with limited or no relevant experience in CGI, Equity, or ED/SED elements = 0%</p>
Economic Development Experience on providing applicable advice and support to large infrastructure projects that have gone to market and have successfully reached financial close of R500 000 000.00 value or above including VAT	Provide details of experience on all projects. Please complete project list template attached as Appendix A* – projects listed must have been undertaken in the last 10 years.	10% Acceptable and appropriate detail provided. 3 projects = 10% 4 projects and above = 20%
RFP Drafting: Proven understanding and experience in undertaking the Drafting of Economic Development scope and engaging the RFP on aspects of the economic development in relations to the public procurement for large energy and / or infrastructure programmes of R500 000 000.00 value or above including VAT	Provide details of projects including the names of qualifications and roles of the team members involved in developing procurement documentation for large infrastructure programmes. Please complete project list template attached as Appendix A*	15% Acceptable and appropriate detail provided. 3 projects = 10% 4 projects and above = 15%
RFP Evaluations and Monitoring: Proven and highly proficient analytical experience in the development, implementation and analyses of Economic Development Evaluation scorecards.	Provide details of projects including the names of qualifications and roles of the team members involved in monitoring and evaluation of the Economic Development requirements, Please complete project list template attached as Appendix A*	15% Acceptable and appropriate detail provided. 3 projects = 10% 4 projects and above = 15%

Functional Criteria	Evidence to be provided	Weighting/Score
The Bidder must also provide practical experience in the monitoring and evaluation of the Economic Development requirements in various sectors for public procurement (above R500 000 000.00).		
Proven macroeconomic, industrial development and/or economic development expertise	Confirmation of macroeconomic, industrial development and/or economic development capacity of the team. CVs of team members should be submitted.	10% Acceptable and appropriate detail provided. 3 projects = 5% 4 projects and above = 10%
Proven legal expertise, including knowledge and application of most recent B-BBEE and PPPFA legislation on the procurement of large-scale public procurement or large infrastructure projects (with a value of over R500 000 000.00 per project).	Confirmation of legal capacity of the team, including for application of most recent B-BBEE and PPPFA legislation. CVs of team members must be submitted	10% Acceptable and appropriate detail provided. 3 projects = 5% 4 projects and above = 10%
Project Plan Methodology and availability for duration of the project	The bidder/s must provide a detailed project management plan / methodology detailing: • milestones (comprehensive and detailed methodology which will guide the implementation of the project) • resources (the percentage work allocation and percentage availability for each resource demonstrating capability to deliver) • A clear understanding of the issues to be addressed, etc.	5%
		Response
		Unacceptable/not provided
		Covered some elements
		Covered all elements
Each Project listed in Appendix A accompanied by verifiable reference letters which indicate the scope of work undertaken for each of the projects	Each letter/s must meet ALL of the following requirements: 1. Be on client company letterhead; 2. Be signed by the client representative; 3. Include the period when the service was provided; 4. Include the description of the actual service provided; 5. Stipulate clients contact details; and 6. Confirmation of at least the Team Lead member's involvement.	5% Acceptable and appropriate detail provided. Provided some reference letters = 3% Provided all reference letters = 5%
Total		100%

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

26.5 Third Stage: Price

26.5.1 The Third Stage of evaluation of the Bids will be in respect of price and preference.

27. Risk Analysis and Objective Criteria

(This must only be included in the tender document if it is applicable, ensure that the list is specific as to what your objective criteria are)

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.

Additional Objective Criteria

- a. The decision to award will be based on the above stipulated strategy, best commercial offer.
- b. In addition to the financial offer and preference evaluation, the bidders having the highest ranking/ number of points, will additionally be reviewed against the following points, in order to ascertain suitability for award – we reserve the right to clarify any aspects listed hereunder where applicable:
 - (i) if having passed responsiveness, the bidder will again be checked in terms of having a Compliant Tax Status at time of recommendation to confirm that the status has not changed, based on an active and tax complaint pin issued by the South African Revenue Services;
 - (ii) fully compliant and registered with the National Treasury Central Supplier Database;
 - (iii) no misrepresentation in the tender information submitted;
 - (iv) the bidder or any of its directors/shareholders is not listed on the Register of Tender Defaulters in terms of the Prevention and Combating of Corrupt Activities Act of 2004 as a person prohibited from doing business with the public sector;

- (v) the bidder has completed the compulsory enterprise questionnaire and there are no conflicts of interest which may impact on the bidder's ability to perform the contract in the best interests of the employer or potentially compromise the tender process;
- (vi) not convicted by a court of law for fraud and corruption; and
- (vii) not removed from a contract between them and any organ of state on account of failure to perform on or comply with the contract.

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

- i. The DBSA reserves the right to award the scope in full or part thereof, subject to budget availability.
- ii. 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, 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:
 - 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;
- 35.1.3 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).

TERMS OF REFERENCE (TOR)

1. INTRODUCTION

The IPP Office is mandated to undertake the procurement of energy on behalf of the Department of Energy and Electricity (DEE), previously the Department of Mineral Resources and Energy (DMRE). As such, it is the IPPO's responsibility to prepare procurement documentation and run the procurement processes to ultimately select and appoint successful bidders. These bidders (Independent Power Producers [IPPs]) are responsible to construct, operate and maintain independent power plants providing much needed power to the South African grid.

2. BACKGROUND

South Africa's electricity transmission network is currently under significant 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 persistent 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.

Eskom's Transmission Development Plan (TDP) 2024–2034 outlines the necessary transmission infrastructure development to support the integration of approximately 56 GW of new generation capacity by 2034. The plan identifies high-priority transmission corridors and critical expansion projects aimed at addressing existing constraints, facilitating the integration of renewable energy, and enhancing overall grid resilience.

The TDP 2024 outlines the need to establish approximately 14 500 kms of transmission lines and related network infrastructure over the next 10 years in South Africa, which require significant capital investment, capacity and expertise to deliver. The National Transmission Company South Africa (NTCSA) has stated in the TDP 2024 that there is a need for Independent Transmission Projects (ITPs) to augment its in-house delivery capacity to address the transmission challenge.

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 a concession period, and subsequently transfer ownership to the NTCSA. In order to aid in the development of the ITIPP, a

pilot programme is being implemented, named the Independent Transmission Project (ITP), which the IPP Office has been tasked to execute.

It is anticipated that 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 lines, substations, transformers and related facilities required for the transmission of electricity in South Africa. Pursuant to the Minister’s directive, the IPP Office will be facilitating the procurement of ITP on behalf of the DEE.

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 Economic Development (“ED”) Transaction Advisor. The appointed advisor, possessing relevant experience, 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.

The following are the deliverables of the Economic Development Transaction Advisor:

1. Development of a Concept Note for the procurement approach having regard to the identified line(s) to be procured under the pilot programme;
2. Populate and set up of a data room which is informed by documents that they prepare including any studies and documents which they have to prepare for inclusion in the data room;
3. Assessment of Economic Development aspects applicable, including compliance with Broad-Based Black Economic Empowerment requirements and any other relevant Economic Development policies;

4. Provide guidance and implement recommendations on the legislative developments related to Economic Development such as local content including but not limited to the Public Procurement Act and related Regulations, where required;
5. Regulatory review and compliance assessment of ED requirements in relation to the ITP;
6. Provide expert advice on matters relating to transformation, localisation, specific goals and industrialisation opportunities for the ITP;
7. Drafting the ED requirements of the Request for Pre-Qualifications (RFQ);
8. Undertake evaluation of Bids received in response to the RFQ;
9. Drafting the ED requirements of the Request for Proposal(s) (RFPs) for the package of transmission lines and Project Agreements;
10. Undertake evaluation of Bids received in response to the RFPs;
11. Undertake the Commercial and Financial Close activities following the outcome of the Bid Evaluation; and
12. Ongoing ED advisory support as required after signing, monitoring compliance with contractual ED obligations and providing technical guidance during the contract management phase for up to 1 (one) year.

4. SCOPE OF WORK

The Economic Development Advisor appointed for the ITP Programme will be responsible for providing Economic Development advisory services to the IPP Office. The Advisor's deliverables will include, but not be limited to, what has been set out below. It should be noted that the list is non-exhaustive, and the Fee proposal must cover all necessary tasks, without any work exclusions, limitations and assumptions regarding the scope of work:

4.1 DEVELOPMENT OF CONCEPT NOTE:

- The Economic Development Transaction Advisor shall assist in the drafting and finalization of the Concept Note for the ITP procurement process, in collaboration with the IPP Office, the DEE, National Treasury and other relevant stakeholders. This Concept Note will serve as the foundation document outlining the framework, objectives, and structure of the procurement process.

- Review and provide input into the procurement strategy.
- Involvement and contribution in engagement activities, including consultations, stakeholder meetings, and discussions with relevant industry participants as maybe required by the IPP Office. The purpose of this engagement will be to gather valuable insights, feedback, and potential solutions to inform the finalization of the Concept Note, the subsequent drafting of the RFQ and the preparation of the RFP. This includes preparing any necessary reports, presentations, or documentation summarizing market feedback and proposals.
- Provide Economic Development recommendations on required amendments to the procurement approach, evaluation methodology and any aspect relating to economic development in light of prevailing or anticipated legislative developments. This may include reviewing relevant statutory changes or adjustments in government policy, and the advisor to propose amendments that ensure the procurement process is robust, efficient, and aligned to all economic development policies and frameworks.
- Undertake a comprehensive regulatory review of any Economic Development related regulatory framework associated with the Transmission Infrastructure and the Transmission Services Agreement.
- Identify key Economic Development compliance requirements within the broader regulatory and policy environment.
- Conduct an Economic Development risk assessment for the ITP procurement, identifying potential challenges and proposing risk mitigation strategies.
- Advise on project structuring and contractual frameworks that will seek to enhance Economic Development impact, ensuring alignment with South African regulatory framework.
- Undertake market studies to establish opportunities within the value chain for transformation, localization and industrialization and other relevant government policies whilst balancing these against electricity affordability metrics.
- Consider the work being undertaken by the IPP Office on the sector specific scorecard and develop, where necessary, principal considerations to be included in the programme.
- Incorporate amendments to the ITP RFQ, RFP and related documents based on lessons learnt from previous IPP Office bid windows.

- Advise and support in the preparation, facilitation, and participation in necessary stakeholder engagements to ensure finalization of the Concept Note.
- Ensure alignment with key national policies related to Transmission Infrastructure such as the TDP 2024, IRP, Energy Master Plan, and National Development Plan (NDP).
- Review and provide input into the finalization of the Concept Note, having regard to engagements with key stakeholders, including NTCSA and National Treasury.

4.2 REGULATORY REVIEW

Economic Development due diligence on the regulatory regime applicable to Transmission Infrastructure including any policies and its impact on the procurement as well as contractual arrangements.

Consider and advise on Economic Development elements to be considered in the procurement strategy including inter alia job creation, local content, enterprise and supplier development, socio-economic development, skills development and other elements that may be relevant.

4.3 DRAFTING OF THE REQUEST FOR PRE-QUALIFICATIONS (RFQ)

- Draft RFQ and relevant annexed suite of documents incorporating Economic Development regulatory requirements (including B-BBEE Act, B-BBEE codes of good practice, PPPFA and any standards prescribed by the NTCSA and DTIC). Ensure the RFQ complies with all Economic Development related policies and procurement laws.
- The Economic Development Transaction Advisor to provide Economic Development advice and support throughout the preparation, facilitation, and execution of all stakeholder engagements necessary to ensure finalization of the RFQ. The Economic Development Transaction Advisor will, with the support of the Legal Transaction Advisor (if so required), assist in coordinating and facilitating discussions and meetings with all key stakeholders, including, but not limited to, relevant government entities, industry participants, and regulatory bodies, to obtain their consent and resolve any issues related to the RFQ.
- Undertake all required engagements, consultations and joint-work with the Technical, Legal and Financial Advisors as may be required to finalise the RFQ suite of procurement documents.
- Provide Economic Development input on qualification criteria and eligibility requirements.

- Provide input in the drafting and finalization of the RFQ suite of documents, including all related Returnable Schedules, Appendices and any other supplementary documents applicable thereto.
- Ensure that the final RFQ suite of documents is of the highest quality and incorporates relevant ED related frameworks aligned with the procurement strategy and process.
- Review and provide input into the finalization of the RFQ documentation in consultation with key stakeholders.
- Assist with any required Departmental submissions.
- With the lead of the IPP Office RFP team, interact and engage with the NTCSA on addressing and incorporating Eskom's position in the RFQ.
- Prepare the RFQ Bid Evaluation Templates.
- Address Economic Development queries and clarifications during the RFQ stage and draft briefing notes to the RFQ if required.

4.4 UNDERTAKE EVALUATION OF BIDS RECEIVED IN RESPONSE TO THE RFQ

The Economic Development Transaction Advisor plays an integral role in the **evaluation of bids** submitted in response to the RFQ. The Advisor will be responsible for leading Economic Development and providing the required support throughout the evaluation process, and ensuring that all ED requirements outlined in the Pre-Qualification Criteria are met:

- The Advisor will be required to draft and or provide inputs in thereports, letters and submissions related to the evaluation. This role will also cover the finalisation of any clarification questions to be sent to Bidders.
- Update the RFQ Bid Evaluation Templates and undertake the evaluation of all bid responses in accordance with the qualification criteria and evaluation criteria as stipulated in the RFQ. The evaluation process will be carried out in a manner that is consistent with the stipulated criteria to ensure compliance.
- Formulate and prepare clarification questions and evaluation responses received on the clarifications requested and prepare the necessary explanations to be included as part of the final evaluation process.

- Draft the evaluation reports in compliance with applicable government policies and procurement laws.
- Manage and co-ordinate the evaluation of the economic development aspects of all the bid responses received and ensure that the reports accurately reflect the outcome of the evaluation and recommendations thereto.
- Compile a detailed Economic Development report on the outcome of the evaluation, as part of the Economic Development Evaluation section of the report to the BAC.
- Address and respond to queries from bidders for reasons for decision.
- Prepare responses to any questions from the BAC or from the IPP Office.
- Undertake all required engagements, consultations and joint work with the Financial, Technical and Legal Advisors as may be required to finalise the outcome of the evaluation and in the preparation of reports and presentations as may be required.
- 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.
- 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 ITP procurement, including for, but not limited to, the design of future qualification and evaluation criteria and requirements.
- Any other reasonable outputs and write ups that may be required by the IPPO, including providing reasons for decisions on the procurement process.
- 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.
- Attend all Bid Evaluation Committee meetings onsite.

4.5 DRAFTING OF THE REQUEST FOR PROPOSAL(S) (RFP)

- Draft the RFP(s) and all relevant documents ensuring compliance with all laws and best practices (including B-BBEE Act, B-BBEE codes of good practice, PPPFA and any standards prescribed by the NTCSA and DTIC). Ensure the RFP complies with all Economic Development related policies and procurement laws
- Develop the evaluation criteria, and aspects of the RFP(s) (i.e. the ED framework) in order to support the IPPO in producing an overall RFP that is of a high quality with sound elements for ED.
- Draft all sections that will deal with the economic development in all relevant documents, including any other accompanying spreadsheets, schedules, scoring methodology, templates and annexures.
- Draft all applicable economic development qualification, evaluation and monitoring criteria to ensure the successful execution of the ITP Programme. In that regard, it must be ensured that all economic development qualification (where applicable), evaluation and monitoring criteria are practical for the respective categories to be incorporated into the final RFP. This should include the incorporation of related economic development elements and sub-elements, weights and sub-weights, thresholds and targets (if applicable), as well as scoring methodology.
- Incorporate and ensure alignment of various government policy decisions on aspects impacting on the economic development aspect.
- Ensure that all aspects relating to economic development are aligned and applied to all relevant aspects in the RFP, Projects Agreements and accompanying schedules and templates, including, but not limited to, any calculations, evaluation criteria, concepts and terminology. Draft aspects relating to economic development framework in the RFP and accompanying schedules in order to ensure a set of robust, commercially viable and aligned project agreements.
- Develop and standardise information and reporting templates in alignment with the economic development aspects to the RFP.
- Review and sign off the final RFP and proforma Project Agreements including related Schedules and Templates taking into consideration the inputs from the financial, technical and legal Transactions Advisors, IPP Office comments, BAC outcome and any other comments as required.

- If required, draft a motivation for the utilisation of a bespoke economic development scorecard for the ITP Programme, instead of the direct application of the generic B-BBEE scorecard of the DTIC, as input to any request for exemption from the B-BBEE Act and/or Preferential Procurement Policy Framework Act (PPPFA).
- Perform the scope of work and advise on any other relevant aspects pertaining to the economic development framework as part of a broader transaction adviser team and, in particular, on the incorporation and integration of new approved concepts, if any.
- Providing reports and presentations as and when required including the preparation and presentation of reports and presentations to management and key stakeholders such as the BAC, NTCSA, NERSA, DEE, National Treasury and other stakeholders as may be required.
- Development of a Value for Money Framework and assume responsibility for the value for money report.
- Draft briefing notes as required, under the overall responsibility of the lead legal adviser, for the period from RFP promulgation to the date of Bid Submission, in response to clarification questions received from potential bidders or any other responses required pertaining to the economic development framework and on any required RFP amendments.
- Participate and provide assistance with bidder queries at bidder conferences.
- Participate and provide ED oversight and engagement for the bidders conference and provide ED review, writeups and responses in response to bidder queries and clarifications in the form of Briefing Notes for the period from RFP issuance to the date of Bid Submission.
- Engagement with National Treasury, DFI's and Multilaterals that are developing a CGV for the first phase of the programme to ensure alignment or advice on the impact thereof on the Project Agreements.
- Update all Project Agreements, including the RFP, TSA, DA, IEA and IA as may be necessary as an outcome of amendments or corrections as may be required.
- Prepare the RFP Bid Evaluation Templates.
- All aspects related to the economic development qualification and evaluation criteria should be recommended in a manner that is practical and will not adversely affect broader economic growth and socio-economic development in alignment with the objectives of government.

- 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.
- The economic development transaction adviser will be guided by the Legal Unit within the IPP Office and the IPP Office RFP Team in delivering on its outputs. The outputs of the economic development transaction adviser will be signed off by the Head of Legal within the IPP Office.

4.6 UNDERTAKE EVALUATION OF BIDS RECEIVED IN RESPONSE TO THE RFP

The Economic Development Transaction Advisor plays an integral role in the **evaluation of bids** submitted in response to the RFP. The Advisor will be responsible for leading and providing ED support throughout the evaluation process, and ensuring that all ED requirements outlined in the Functionality Criteria are met:

- Prepare the Bid Evaluation Templates and undertake the evaluation of all bid responses in accordance with the qualification criteria and evaluation criteria as stipulated in the RFP. The evaluation process will be carried out in a manner that is consistent with the stipulated criteria to ensure compliance.
- Formulate and prepare clarification questions and evaluation responses received on the clarifications requested and prepare the necessary explanations to be included as part of the final evaluation process.
- Draft the evaluation reports in compliance with applicable government policies and procurement laws.
- Manage and co-ordinate the evaluation of the economic development aspects of all the bid responses received and ensure that the reports accurately reflect the outcome of the evaluation and recommendations thereto.
- Assessment of any Value for Money proposals and preparation of a report following assessments and engagements. Prepare the Value for Money sections of the Evaluation report.
- **In the event that a Best and Final Offer (BAFO) process is initiated, prepare for and undertake the BAFO process (please note that this requirement will only be actioned if needed as should be priced separately).**

- Compile a detailed Economic Development report on the outcome of the evaluation, as part of the Economic Development Evaluation section of the report to the BAC.
- Address and respond to queries from bidders for reasons for decision on the evaluation outcomes.
- Prepare responses to any questions from the BAC, Eskom, NTCSA, National Treasury, DEE or from the IPP Office.
- Undertake all required engagements, consultations and joint work with the Financial, Technical and Legal Advisors as may be required to finalise the outcome of the evaluation and in the preparation of reports and presentations as may be required.
- Attend all Bid Evaluation Committee meetings onsite.
- 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, media or Parliamentary queries or responding to challenges from unsuccessful bidders.
- Provide writeups and guidance on the procurement process.
- 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 IPP Procurement Programmes, including for, but not limited to, the design of future qualification and evaluation criteria and requirements.
- Any other reasonable outputs and writeups that may be required by the IPPO, including providing reasons for decisions on the procurement process.

4.7 UNDERTAKE THE COMMERCIAL AND FINANCIAL CLOSE ACTIVITIES FOLLOWING THE OUTCOME OF THE BID EVALUATION

Following the **Bid Evaluation** phase, the appointed Transaction Advisory Team will be required to support the IPP Office in finalizing the Commercial and Financial Close for the allocated projects. The Economic Development Transaction Advisor's role will focus on ensuring the preparation and conclusion of all activities associated with achieving Commercial and Financial Close for the respective allocated projects, including, but not limited to, the following:

- review and analyze any change requests related to the project agreements and prepare responses for approval by IPPO Management or the Department. This includes responding to any amendments or modifications requested by stakeholders during negotiations, ensuring compliance with ED-related frameworks.
- Support the IPPO and Department in any negotiations pertaining to specific aspects if so required, including, value-for-money assessments, implementation if applicable, negotiations with NTCSA, the Preferred Bidders or other key stakeholder engagements required.
- Prepare for and conclude all activities associated with achieving Commercial and Financial Close including preparation and finalization of all related project agreements, taking into account the any briefing notes and NTCSA inputs.
- Verifying and ensure consistency between all Economic Development threshold/commitments.
- Ensure all necessary due diligence is completed before signing including the fulfilment of all conditions in letters of appointments.
- Sign off on the Economic Development commitments of Bidders, if any, which become obligations after Financial Close, to confirm such obligations as those submitted as per Bid Submission .
- Checking all Bid Responses for consistency and incorporation of the specific Bid commitments into the Project Agreements.
- Change requests which will deal primarily with a change in any of the ED-related aspects.
- Involvement in any Value for Money contract negotiations with Preferred Bidders.
- Provide writeups and guidance on final agreements.
- Compile a Close-Out Report and presentation on outcomes as well as including an executive summary and details per Project including lessons learnt.
- Provide ED support on contract implementation and management issues for one year (**Price separately**).
- Advise on dispute resolution and contractual obligations.

- Review contract amendments, variations, and compliance matters.
- Support in ED risk management during the implementation phase

2. PROCUREMENT REQUIREMENTS

The Development Bank of Southern Africa (DBSA), with this Terms of Reference, is inviting Transaction Advisers from an open tender, to provide their resources and pricing in terms of the aforementioned Scope of Work.

Any firm of advisors advising the DEE will be allowed to advise private sector and/or the lenders in the procurement process, provided that the same individuals from firms advising the DEE 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 DEE 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.

3. COMPETENCY AND EXPERTISE REQUIREMENTS OF RESOURCES

To effectively undertake the role in the ITP Programme, the **Economic Development Advisory Team** must possess a combination of deep ED expertise, practical experience in the energy and transmission infrastructure sectors, and the ability to navigate complex regulatory, financial, and contractual environments. The required competencies and experience are as follows:

- 3.1 Thorough knowledge and previous experience of designing ED qualification and evaluation criteria for government and/or private sector for large infrastructure investment programmes.
- 3.2 Thorough knowledge of B-BBEE and PPPFA legislation.
- 3.3 Knowledge and understanding of the international and South African energy sector market.

- 3.4 Proven track record, knowledge, expertise and practical experience in designing a RFP's ED qualification and evaluation criteria for government and/or private sector infrastructure investment programmes.
- 3.5 Knowledge of monitoring and evaluation of the implementation of ED requirements in various sectors.
- 3.6 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.
- 3.7 Thorough knowledge of South African and International procurement legislation.
- 3.8 Knowledge of, and practical experience in, assessing the economic impact of energy, infrastructure, social and/or human development projects.
- 3.9 Thorough knowledge and practical work experience in the South African electrical generation or supply and broader energy sector.

4. 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 continue until the full scope of work is completed and 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 each of the functions specified in the scope of work and consider the following:

- 4.1 Please note the following guidelines in respect of the **fee proposal**:
 - 4.1.1 The fee proposal should cover all seven 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.

- 4.1.2 The pricing element of the bid should be a **fixed fee** inclusive of VAT and disbursements and should not contain any pricing assumptions containing exclusions either in terms of time or scope.
- 4.1.3 The **fixed fee** should be broken down in cost per deliverable/milestone. Refer to the table included for the payment milestones.
- 4.1.4 **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.**
- 4.1.5 Ensure that the fee proposal covers all elements as detailed in the scope of work.
- 4.1.6 The detailed scope should be summarized in the payment milestones referred to under the previous bullet.
- 4.2 Important considerations
 - 4.2.1 Work will commence as soon as the appointment is finalised through the signature of a Service Level Agreement and a purchase order is issued. **No work is to be undertaken without a duly authorized purchase order issued by the IPP Office.**
 - 4.2.2 Transaction Advisors are required to consider the time allocated for each section under this TOR and ensure that sufficient 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.
 - 4.2.3 **Please note that the Evaluation will take place in the secure evaluation center at the IPPO building complex.**
 - 4.2.4 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.
 - 4.2.5 The Department and IPPO also reserve the right to make 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.
 - 4.2.6 These projects are supervised through the Public Finance Management Act (PFMA), Public Private Partnership (PPP) Framework, 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 reserve the rights to terminate or cancel such agreement(s).

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

4.3.1 DEVELOPMENT OF THE CONCEPT PAPER FEE STRUCTURE

Deliverables to include the full scope of work	Timeline	Payment Milestones (contract ZAR value including VAT)
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

4.3.2 REGULATORY REVIEW

Deliverables to include the full scope of work and associated activities per the TOR	Timeline	Payment Milestones (contract ZAR value including VAT)
ZAR million	Days	
Economic Development due diligence on the regulatory regime applicable to Transmission Infrastructure including any policies and its impact on the procurement	1 week	
Assessment of Economic Development elements to be considered in the procurement strategy including a detailed report on the outcome of the assessment and recommendations	1 week	
ED risk assessment report including recommendations	1 week	

4.3.3 RFQ DRAFTING FEE STRUCTURE

Deliverables to include the full scope of work and associated activities per the TOR	Timeline	Payment Milestones (contract ZAR value including VAT)
ZAR million	Days	
Procurement strategy review, RFQ Draft 1	4 weeks	RFQ First Draft
Reviewing RFQ documents, assisting with submissions, engaging stakeholders, preparing bid evaluation templates, and addressing Economic Development legal queries	3 weeks	
Drafting of RFQ, ensuring regulatory compliance, providing advisory support, engaging stakeholders, and coordinating with key advisors	4 weeks	
RFQ Final suite of documents (include all necessary supporting documentation) taking into consideration all comments received	1 week	Final RFQ and Returnable Schedules / Appendices

4.3.4 RFQ EVALUATION PHASE FEE STRUCTURE

Deliverables to include the full scope of work	Timeline	Cost per Bid	Total	Payment Milestones contract ZAR value including VAT)
ZAR million	Days			
EVALUATION PHASE				
Preparations for Evaluations, evaluation templates; Evaluation of Bid Responses and dealing with Clarifications.	4 weeks	Cost per Bid	Total for 30 Bids	
Finalisation of Evaluation Report and presentation	2 weeks	Cost per Bid	Total for 30 Bids	
RFQ compliance and non-compliance letters	2 weeks	N/A	Provide a fixed fee	
BAC Report	3 weeks	N/A	Provide a fixed fee	

Engagements with stakeholders and preparation of reports and required documents (if required)	4 weeks	N/A	Provide a fixed fee	
Engagement with unsuccessful bidders	2 weeks	N/A	Provide a fixed fee	

4.3.5 RFP(S) DRAFTING FEE STRUCTURE

Deliverables to include the full scope of work	Timeline	Payment Milestones (contract ZAR value including VAT)
ZAR million	Days	
ED compliance review, development of pro forma contracts, RFP Draft 1 including Project Agreements and all schedules	4 weeks	RFP First Draft
	3 weeks	
Consolidate all inputs from other stakeholders, where required	4 weeks	RFP Second Draft
RFP Final suite of documents (include all necessary supporting documentation) taking into consideration all comments received	1 week	Final RFP and Project Agreements
Preparation of Evaluation Templates	1 week	
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	
Briefing notes and support for Bidders conference, clarification questions and responses, update Project Agreements in line with briefing Notes	4 weeks	

4.3.6 RFP EVALUATION PHASE FEE STRUCTURE

Deliverables to include the full scope of work		Timeline	Cost Per Bid	Total	Payment Milestones contract ZAR value including VAT)
ZAR million		Days		Rands	
EVALUATION PHASE					
Preparations for Evaluations, revision (if required) evaluation templates; Evaluation of Bid Responses and dealing with Clarifications.		4 weeks	Cost per Bid	Total for 15 Bids	
Finalisation of Evaluation including Benchmarking report.		2 weeks	Cost per Bid	Total for 15 Bids	
Appointment and Non-Appointment letters		2 weeks	N/A	Provide a fixed fee	
BAC Report inputs		3 weeks	N/A	Provide a fixed fee	
Value for money assessments (if required)		4 weeks	N/A	Provide fixed fee	
Preparation of Evaluation Reports on the Value for Money and any compliance matters required		1 week	N/A	Provide a fixed fee	
Engagements with all stakeholders including NTCSA and DTIC, and preparation of reports and required documents for eligible /reserved bidders (if required)		4 weeks	N/A	Provide fixed fee	
Engagement with unsuccessful bidders		2 weeks	N/A	Provide fixed fee	
Preparing and undertaking a BAFO only if required		2 weeks	Cost Per Bid	Total for 15 Bids	

4.3.7 COMMERCIAL AND FINANCIAL CLOSE FEE STRUCTURE

Deliverables to include the full scope of work	Timeline	Cost per Bid	Total	Payment Milestones (contract ZAR value including VAT)
ZAR million	Days		Rand	
COMMERCIAL AND FINANCIAL CLOSE PHASE				
Preparation and required negotiations of the Project Agreements for each of the Projects including updating the Project Agreements with all briefing notes and all associated activities and meetings	7 weeks	Cost per Bid	Total for 10 bids	
Analysis and recommendation on Change Requests	N/A	Cost per Bid	Total for 10 bids	
Finalising the government support guided by the CGV	5 days	N/A	Provide a fixed Fee	
Due Diligence and actual support on Commercial and Financial Close	2 weeks	N/A	Provide a fixed Fee	
Close Out Report	2 weeks	N/A	Provide a fixed fee	
Ongoing ED advisory, contract management support	12 months from signature date of Project Agreements	N/A	Provide a fixed fee	

5. MINIMUM PROPOSAL REQUIREMENTS

All proposals need to clearly state the following information:

- 5.1 Understanding of the scope of work;
- 5.2 Deliverables (covering the full scope, timelines and cost per deliverable);
- 5.3 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;

- 5.4 Availability of the Team members for the anticipated duration of the appointment;
- 5.5 Confirmation of the capacity and resources necessary to undertake the scope of work indicated in the TOR and availability in terms of the timelines;
- 5.6 Fixed fee per deliverable that rolls up in to one fixed fee per section of the TOR;
- 5.7 Proviso that the work can be terminated at any milestone and only the **prorata** of work done is payable;
- 5.8 Proviso to ask for a presentation or engagement after bid but before appointment of preferred TA; and
- 5.9 Acknowledgement that the work can be terminated at any milestone and only task or work done fee is payable.

6. FUNCTIONAL EVALUATION CRITERIA

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 Economic Development Transaction Advisor for the RFP drafting, evaluation, commercial and financial close are as follows:

Functional Criteria	Evidence to be provided	Weighting/Score
Team capacity and experience Team leader to have 5 to 7 years of Economic Development Experience that is relevant to the TOR scope supported by an appropriately skilled and experienced team each having 3 to 5 years of similar experience. Provide Evidence.	<p>The Bidder must provide Organogram clearly setting out the proposed teams for the ITP Programme and which clearly depicts the names of the Team Lead (TL) and Team Members (TM) allocated, the roles allocated to each person, and who are professional and support staff.</p> <p>The organogram must depict clearly all team resources that will be allocated, including for each resource, the % (percentage allocation) to the work and % (percentage) availability.</p>	10% Team Lead 5 years and team 3 years = 5% Team lead > 7 years and team > 5 years = 10% Team lead with less than 5 years and TM with less than 3 years = 0%

Functional Criteria	Evidence to be provided	Weighting/Score
	Provide CV's and Qualifications of team members and team leader including Professional registration(s) must be provided	
Experience in the team on localization and strategies applicable to localisation	<p>The Bidder must provide detailed CVs of the Team Lead and relevant team members, clearly highlighting demonstrable experience in the development, implementation, or advisory work on localisation strategies within economic development or infrastructure programmes. The CVs must reflect the nature and extent of the localisation-related work undertaken by each individual, including their specific roles and responsibilities.</p> <p>The Bidder must also provide a list of relevant projects, in the project list templated attached as Annexure A, where the team has been involved in the design or execution of localisation strategies.</p>	<p>10%</p> <p>Acceptable and appropriate detail provided. 3 projects = 5% 4 projects and above = 10%</p>
CGI Modelling, Equity ownership and SED and ED elements	<p>The Bidder must provide evidence demonstrating the team's experience and capability of CGI modelling. This must include a summary of past projects where such modelling was undertaken, with specific reference to how the CGI structures were integrated into the project's financial or ownership model. The team's role in the design and/or implementation of equity structures, particularly those involving community or designated group shareholding, must be clearly outlined in CVs and project summaries.</p> <p>In relation to Equity Ownership, the Bidder must provide examples of previous transactions or projects where the team has developed or advised on equity structuring for economic development purposes, particularly in the infrastructure sectors. The examples must demonstrate how ownership for communities or black shareholders was structured and implemented.</p>	<p>10%</p> <p>Team Lead with 5+ years of experience and Team Members with 3+ years of experience across all three elements (CGI, Equity Ownership, and SED/ED) = 10%</p> <p>Team Lead with 3–5 years of experience and Team Members with at least 2 years of experience in at least two of the three elements =5%</p> <p>Team Lead with less than 3 years and Team Members with limited or no relevant experience in CGI, Equity, or ED/SED elements = 0%</p>

Functional Criteria	Evidence to be provided	Weighting/Score
	For the SED (Socio-Economic Development) and ED (Enterprise Development) elements, the Bidder must demonstrate experience in the design, implementation, monitoring and/or reporting of SED and ED commitments.	
Economic Development Experience on providing applicable advice and support to large infrastructure projects that have gone to market and have successfully reached financial close of R500 000 000.00 value or above including VAT	Provide details of experience on all projects. Please complete project list template attached as Appendix A* – projects listed must have been undertaken in the last 10 years.	10% Acceptable and appropriate detail provided. 3 projects = 5% 4 projects and above = 10%
RFP Drafting: Proven understanding and experience in undertaking the Drafting of Economic Development scope and engaging the RFP on aspects of the economic development in relations to the public procurement for large energy and / or infrastructure programmes of R500 000 000.00 value or above including VAT	Provide details of projects including the names of qualifications and roles of the team members involved in developing procurement documentation for large infrastructure programmes. Please complete project list template attached as Appendix A*	15% Acceptable and appropriate detail provided. 3 projects = 10% 4 projects and above = 15%
RFP Evaluations and Monitoring: Proven and highly proficient analytical experience in the development, implementation and analyses of Economic Development Evaluation scorecards. The Bidder must also provide practical experience in the monitoring and evaluation of the Economic Development requirements in various sectors for public	Provide details of projects including the names of qualifications and roles of the team members involved in monitoring and evaluation of the Economic Development requirements, Please complete project list template attached as Appendix A*	15% Acceptable and appropriate detail provided. 3 projects = 10% 4 projects and above = 15%

Functional Criteria	Evidence to be provided	Weighting/Score	
procurement (above R500 000 000.00).			
Proven macroeconomic, industrial development and/or economic development expertise	Confirmation of macroeconomic, industrial development and/or economic development capacity of the team. CVs of team members should be submitted.	10% Acceptable and appropriate detail provided. 3 projects = 5% 4 projects and above = 10%	
Proven legal expertise, including knowledge and application of most recent B-BBEE and PPPFA legislation on the procurement of large-scale public procurement or large infrastructure projects (with a value of over R500 000 000.00 per project).	Confirmation of legal capacity of the team, including for application of most recent B-BBEE and PPPFA legislation. CVs of team members must be submitted	10% Acceptable and appropriate detail provided. 3 projects = 5% 4 projects and above = 10%	
Project Plan Methodology and availability for duration of the project	The bidder/s must provide a detailed project management plan / methodology detailing: <ul style="list-style-type: none"> • milestones (comprehensive and detailed methodology which will guide the implementation of the project) • resources (the percentage work allocation and percentage availability for each resource demonstrating capability to deliver) • A clear understanding of the issues to be addressed, etc. 	5%	
		Response	Points
		Unacceptable/not provided	0
		Covered some elements	3%
		Covered all elements	5%
Each Project listed in Appendix A accompanied by verifiable reference letters which indicate the scope of work undertaken for each of the projects	Each letter/s must meet ALL of the following requirements: <ol style="list-style-type: none"> 1. Be on client company letterhead; 2. Be signed by the client representative; 3. Include the period when the service was provided; 4. Include the description of the actual service provided; 5. Stipulate clients contact details; and 6. Confirmation of at least the Team Lead member's involvement. 	5% Acceptable and appropriate detail provided. Provided some reference letters = 3% Provided all reference letters = 5%	
Total		100%	

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

Annexure A

Fees and Assumptions

Note: This page must be separated from the pre-qualifying and functional proposal. Failure to separate this, will lead to disqualification of the bid)

FORM OF OFFER AND ACCEPTANCE (AGREEMENT)

FORM OF OFFER

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:

RFP071/2025 Procurement of Economic Development Transaction Advisors for the Concept Development, Drafting of the Request for Pre-Qualification, Request for Proposals, Evaluation of Bids received, Commercial and Financial Close activities and Economic Development support after contract signing, for the ITPP

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)

Name(s)

Capacity

**For the
Tenderer**

(Name and address of organisation)

**Name and
signature of
witness**

Date

Price proposal

(Note: This page must be separated from the pre-qualifying and functional proposal. Failure to separate this, will lead to disqualification of the bid)

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 continue until the full scope of work is completed and 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 each of the functions specified in the scope of work and consider the following:

6.1 Please note the following guidelines in respect of the **fee proposal**:

- 4.1.7 The fee proposal should cover all seven 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.
- 4.1.8 The pricing element of the bid should be a **fixed fee** inclusive of VAT and disbursements and should not contain any pricing assumptions containing exclusions either in terms of time or scope.
- 4.1.9 The **fixed fee** should be broken down in cost per deliverable/milestone. Refer to the table included for the payment milestones.
- 4.1.10 **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.**
- 4.1.11 Ensure that the fee proposal covers all elements as detailed in the scope of work.
- 4.1.12 The detailed scope should be summarized in the payment milestones referred to under the previous bullet.

6.2 Important considerations

- 4.2.7 Work will commence as soon as the appointment is finalised through the signature of a Service Level Agreement and a purchase order is issued. **No work is to be undertaken without a duly authorized purchase order issued by the IPP Office.**
- 4.2.8 Transaction Advisors are required to consider the time allocated for each section under this TOR and ensure that sufficient 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.
- 4.2.9 **Please note that the Evaluation will take place in the secure evaluation center at the IPPO building complex.**
- 4.2.10 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.
- 4.2.11 The Department and IPPO also reserve the right to make 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.
- 4.2.12 These projects are supervised through the Public Finance Management Act (PFMA), Public Private Partnership (PPP) Framework, 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 reserve the rights to terminate or cancel such agreement(s).

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

4.3.1 DEVELOPMENT OF THE CONCEPT PAPER FEE STRUCTURE

Deliverables to include the full scope of work	Timeline	Payment Milestones (contract ZAR value including VAT)
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

4.3.2 REGULATORY REVIEW

Deliverables to include the full scope of work and associated activities per the TOR	Timeline	Payment Milestones (contract ZAR value including VAT)
ZAR million	Days	
Economic Development due diligence on the regulatory regime applicable to Transmission Infrastructure including any policies and its impact on the procurement	1 week	
Assessment of Economic Development elements to be considered in the procurement strategy including a detailed report on the outcome of the assessment and recommendations	1 week	
ED risk assessment report including recommendations	1 week	

4.3.3 RFQ DRAFTING FEE STRUCTURE

Deliverables to include the full scope of work and associated activities per the TOR	Timeline	Payment Milestones (contract ZAR value including VAT)
ZAR million	Days	
Procurement strategy review, RFQ Draft 1	4 weeks	RFQ First Draft
Reviewing RFQ documents, assisting with submissions, engaging stakeholders, preparing bid evaluation templates, and addressing Economic Development legal queries	3 weeks	
Drafting of RFQ, ensuring regulatory compliance, providing advisory support, engaging stakeholders, and coordinating with key advisors	4 weeks	
RFQ Final suite of documents (include all necessary supporting documentation) taking into consideration all comments received	1 week	Final RFQ and Returnable Schedules / Appendices

4.3.4 RFQ EVALUATION PHASE FEE STRUCTURE

Deliverables to include the full scope of work	Timeline	Cost per Bid	Total	Payment Milestones contract ZAR value including VAT)
ZAR million	Days			
EVALUATION PHASE				
Preparations for Evaluations, evaluation templates; Evaluation of Bid Responses and dealing with Clarifications.	4 weeks	Cost per Bid	Total for 30 Bids	
Finalisation of Evaluation Report and presentation	2 weeks	Cost per Bid	Total for 30 Bids	
RFQ compliance and non-compliance letters	2 weeks	N/A	Provide a fixed fee	
BAC Report	3 weeks	N/A	Provide a fixed fee	

Engagements with stakeholders and preparation of reports and required documents (if required)	4 weeks	N/A	Provide a fixed fee	
Engagement with unsuccessful bidders	2 weeks	N/A	Provide a fixed fee	

4.3.5 RFP(S) DRAFTING FEE STRUCTURE

Deliverables to include the full scope of work	Timeline	Payment Milestones (contract ZAR value including VAT)
ZAR million	Days	
ED compliance review, development of pro forma contracts, RFP Draft 1 including Project Agreements and all schedules	4 weeks	RFP First Draft
	3 weeks	
Consolidate all inputs from other stakeholders, where required	4 weeks	RFP Second Draft
RFP Final suite of documents (include all necessary supporting documentation) taking into consideration all comments received	1 week	Final RFP and Project Agreements
Preparation of Evaluation Templates	1 week	
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	
Briefing notes and support for Bidders conference, clarification questions and responses, update Project Agreements in line with briefing Notes	4 weeks	

4.3.6 RFP EVALUATION PHASE FEE STRUCTURE

Deliverables to include the full scope of work		Timeline	Cost Per Bid	Total	Payment Milestones contract ZAR value including VAT)
ZAR million		Days		Rands	
EVALUATION PHASE					
Preparations for Evaluations, revision (if required) evaluation templates; Evaluation of Bid Responses and dealing with Clarifications.		4 weeks	Cost per Bid	Total for 15 Bids	
Finalisation of Evaluation including Benchmarking report.		2 weeks	Cost per Bid	Total for 15 Bids	
Appointment and Non-Appointment letters		2 weeks	N/A	Provide a fixed fee	
BAC Report inputs		3 weeks	N/A	Provide a fixed fee	
Value for money assessments (if required)		4 weeks	N/A	Provide fixed fee	
Preparation of Evaluation Reports on the Value for Money and any compliance matters required		1 week	N/A	Provide a fixed fee	
Engagements with all stakeholders including NTCSA and DTIC, and preparation of reports and required documents for eligible /reserved bidders (if required)		4 weeks	N/A	Provide fixed fee	
Engagement with unsuccessful bidders		2 weeks	N/A	Provide fixed fee	
Preparing and undertaking a BAFO only if required		2 weeks	Cost Per Bid	Total for 15 Bids	

4.3.7 COMMERCIAL AND FINANCIAL CLOSE FEE STRUCTURE

Deliverables to include the full scope of work	Timeline	Cost per Bid	Total	Payment Milestones (contract ZAR value including VAT)
ZAR million	Days		Rand	
COMMERCIAL AND FINANCIAL CLOSE PHASE				
Preparation and required negotiations of the Project Agreements for each of the Projects including updating the Project Agreements with all briefing notes and all associated activities and meetings	7 weeks	Cost per Bid	Total for 10 bids	
Analysis and recommendation on Change Requests	N/A	Cost per Bid	Total for 10 bids	
Finalising the government support guided by the CGV	5 days	N/A	Provide a fixed Fee	
Due Diligence and actual support on Commercial and Financial Close	2 weeks	N/A	Provide a fixed Fee	
Close Out Report	2 weeks	N/A	Provide a fixed fee	
Ongoing ED advisory, contract management support	12 months from signature date of Project Agreements	N/A	Provide a fixed fee	

APPENDIX A: STANDARD CV TEMPLATE

CV Template		
Proposed resource Information		
Proposed Position as per the TOR		
Name of the Firm		
Date of Employment		
Name of the staff member		
Date of birth		
Nationality		
Education		
Date Obtained	Institution	Degrees Obtained and National Qualification Level

Experience				
Employment History Date i.e. (2000 – 2012)	Position Held	Company Name	Detail description in line with the criteria	Sector Experience

Project list template for the technical expert

Key Projects Undertaken 1	
Name of the Assignment / Project	
Period	
Location	
Client	
Sector	

Main Project features	
Positions Held	
Project Value in ZAR	
Has the project reached Financial close (Yes / No)	
Date of Financial close	
Activities Performed	
Key Projects Undertaken 2	
Name of the Assignment / Project	
Period	
Location	
Client	
Sector	
Main Project features	
Positions Held	
Project Value in ZAR	
Has the project reached Financial close (Yes / No)	
Date of Financial close	
Activities Performed	
Key Projects Undertaken 3	
Name of the Assignment / Project	
Period	
Location	
Client	
Sector	
Main Project features	
Positions Held	
Project Value in ZAR	

Has the project reached Financial close (Yes / No)	
Date of Financial close	
Activities Performed	
Key Projects Undertaken 4	
Name of the Assignment / Project	
Period	
Location	
Client	
Sector	
Main Project features	
Positions Held	
Project Value in ZAR	
Has the project reached Financial close (Yes / No)	
Date of Financial close	
Activities Performed	
Key Projects Undertaken 5	
Name of the Assignment / Project	
Period	
Location	
Client	
Sector	
Main Project features	
Positions Held	
Project Value in ZAR	
Has the project reached Financial close (Yes / No)	
Date of Financial close	
Activities Performed	

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 State institution

¹ 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.

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

2.2.1 If so, furnish particulars:

.....
.....

2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any

interest in any other related enterprise whether or not they are bidding for this contract?**YES/NO**

2.3.1 If so, furnish particulars:

.....
.....

3 DECLARATION

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

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

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

² 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.

was not involved in the drafting of the specifications or terms of reference for this bid.

SBD 4

- 3.6 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

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

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

.....
Signature Date

.....
Position Name of bidder

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 TENDER AND PREFERENTIAL PROCUREMENT REGULATIONS, 2022

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 **80/20** preference point system.

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	80
SPECIFIC GOALS	20
Total points for Price and SPECIFIC	100

GOALS

- 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.
- 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

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:

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

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

P_{min} = Price of lowest acceptable tender

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

3.2.1. POINTS AWARDED FOR PRICE

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

$$\begin{array}{ccc} \mathbf{80/20} & \mathbf{or} & \mathbf{90/10} \\ P_s = 80 \left(1 + \frac{P_t - P_{max}}{P_{max}} \right) & \text{or} & P_s = 90 \left(1 + \frac{P_t - P_{max}}{P_{max}} \right) \end{array}$$

Where

P_s = Points scored for price of tender under consideration

P_t = Price of tender under consideration

P_{max} = 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.

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:

4.5. TYPE OF COMPANY/ FIRM

☐ Partnership/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.

SIGNATURE(S) OF TENDERER(S)

SURNAME AND NAME:

DATE:.....

ADDRESS:.....

.....

.....

.....

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	<p>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).</p> <p>The Database of Restricted Suppliers now resides on the National Treasury's website(www.treasury.gov.za) and can be accessed by clicking on its link at the bottom of the home page.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.1.1	If so, furnish particulars:		
4.2	<p>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)?</p> <p>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.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.2.1	If so, furnish particulars:		
4.3	<p>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?</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.3.1	If so, furnish particulars:		
4.4	<p>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?</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.4.1	If so, furnish particulars:		

Annexure D

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

Annexure E

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

Annexure F

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

Annexure G

Bidders are required to include, as Annexure G 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.

Annexure H

[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?		

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:



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TollFree : 0800 20 49 33
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