

#### Invitation to Tender - ZNT 06 EDTEA 22/23

## KwaZulu-Natal Department of Economic Development, Tourism and Environmental Affairs

Suitable and capable service providers are invited to bid for the: APPOINTMENT OF A SERVICE PROVIDER TO UNDERTAKE THE IMPLEMENTATION OF THE KWAZULU-NATAL EXPORTER COMPETITIVENESS PROGRAMME (KECP) FOR A PERIOD OF 9 MONTHS

## Prequalifying Criteria as a condition of the tender

- Entities that are Level 1 EME or QSE status level contributors to B-BBEE.
   Tenderers are required to submit proof of B-BBEE Status Level of contributor. Proof includes a valid B-BBEE Status Level Verification Certificate issued by a verification agency accredited by SANAS or sworn affidavit signed by an EME representative attested by Commissioner of Oaths or B-BBEE certificate issued by the Companies and Intellectual property Commission for EMEs.
- 2. Any tenderer that fails to meet the Prequalifying Criteria as condition of tender requirements will be deemed invalid.

## **Collection of Bid Documents**

Bid documents can be downloaded from <a href="https://www.kznedtea.gov.za">www.kznedtea.gov.za</a> / <a href="https://www.etenders.gov.za">www.etenders.gov.za</a> / <a href="https://www.eten

#### **Briefing Session:) (Not Applicable)**

Queries relating to the issue of these documents may be addressed to Thembeka Majozi Tel. No. (033) 264 2864: e-mail thembeka.majozi@kznedtea.gov.za

The closing time for receipt of Tenders is **11h00**. Telegraphic, telephonic, telex, facsimile, e-mail and late Tender Proposals will not be accepted.

NB: Kindly Please also submit copies of proposal in a flash drive, flash drives are non- returnable.

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## **SECTION A**

## LIST OF ALL RETURNABLE & COMPULSORY DOCUMENTS

The bidder shall complete and submit the following returnable schedules and documents:

Section/	Description	Compulsory	Non-	Compulsory	Yes	No	N/A
Schedule		(Yes / No)	Submission	(Yes / No)			
			will render	For BID Evaluation			
			bidders non-	Purposes			
			responsive				
			(Yes/No)				
Prospective Serv	rice Providers MUST complete the follo	owing as per the	BID document				
Part A	Invitation to BID	Yes	Yes				
Part B	Terms and Conditions for bidding (SBD 1)		Read On	ly			I
Section B	Special Instructions regarding completion of bid		Read only	у			
Section C	Registration on Central Suppliers  Database		Read Only	у			
	Declaration that information on						
Section D	Central Suppliers database is	Yes	Yes				
	correct and up to date						
Section E	Official Briefing session form	Yes	Yes				
Section F	Pricing Schedule (SBD 3)	Yes	Yes				
Section G	Bid Offer	Yes	Yes				
Section H	Bidder's disclosure form (SBD4)	Yes	Yes				
	The National Industrial						
	Participation Programme						
Section I	(Only to be included for bids	Yes	Yes				
	equal or exceeding	If Applicable	If Applicable				
	R10 000 000)						
	Preference Points Claim Form In			Yes			
Section J	terms of the Preferential			If Applicable			
	Procurement Regulations 2017.						
Section K	Declaration Certificate for Local			Yes			
oconon N	Production and Content.			if applicable			
Section L	Questionnaire Replies - To be			Yes			

Section/	Description	Compulsory	Non-	Compulsory	Yes	No	N/A
Schedule		(Yes / No)	Submission	(Yes / No)			
			will render	For BID Evaluation			
			bidders non-	Purposes			
			responsive				
			(Yes/No)				
	only included when BIDs for			If applicable			
	goods are involved.						
Section M	General Conditions of Contract		Read	d only	1		
Section N	Special Conditions of Contract						
	Authority to Sign a BID						
	Provide resolution letter the						
	director(s) for relevant enterprise	Yes	Yes				
	status						
Section O	Joint venture-	Yes	Yes				
	Resolution/agreement						
	passed/reached' signed by the						
	authorised representatives of the						
	enterprises						
	Schedule variations from good			Yes			
Section P	and services information			If applicable			
Annexure A	Evaluation Grid						
Annexure B	CV Format						
	Statement of exclusivity and						
Annexure C	availability						
Prospective Service	e Providers MUST provide the follow	wing as per the I	Mandatory Requ	irements:			

SBD1

# PART A INVITATION TO BID

YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF THE (NAME OF DEPARTMENT/ PUBLIC ENTITY)							
_	6 EDTEA22/23	CLOSING DATE:		ember 2022		OSING TIME:	11:00
		SERVICE PROVIDER IVENESS PROGRAMM					THE KWAZULU-NATAL
BID RESPONSE DOCU							
GROUND FLOOR FOY		DEL COLLED IIV THE BIL	DOX OITO	AILD AI (OTA	LLIAD	DREGG,	
270 JABU NDLOVU ST	REET						
PEITERMARITZBURG							
BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO TECHNICAL ENQUIRIES MAY BE DIRECTED TO:							
CONTACT PERSON	Ms Thembeka I	Majozi	CONTAC	T PERSON		Ms Paulina M	lamogobo
TELEPHONE NUMBER	033 264 2864		TELEPHO	ONE NUMBER		076 943 5838	
FACSIMILE NUMBER			FACSIMIL	E NUMBER			
						paulina.mam	ogobo@kznedtea.gov.za
E-MAIL ADDRESS	thembeka.majo	zi@kznedtea.gov.za	E-MAIL A	DDRESS			
SUPPLIER INFORMATI	ON						
NAME OF BIDDER							
POSTAL ADDRESS							
STREET ADDRESS		<b>.</b>	r				
TELEPHONE NUMBER	CODE		NUMBE	R			
CELLPHONE	OODL		NONBL	TX .	I_		
NUMBER							
FACSIMILE NUMBER	CODE		NUMBE	R			
E-MAIL ADDRESS							
VAT REGISTRATION NUMBER							
SUPPLIER	TAX			CENTRAL			
COMPLIANCE STATUS	COMPLIANCE SYSTEM PIN:		OR	SUPPLIER DATABASE			
STATUS	STOTEM PIN.			No:	MAAA	A	
B-BBEE STATUS	TICK APP	PLICABLE BOX]	_	STATUS LEVEL			PLICABLE BOX]
LEVEL VERIFICATION CERTIFICATE			SWORN A	AFFIDAVIT			
	☐ Yes	☐ No				☐ Yes	☐ No
[A B-BBEE STATUS LEV PREFERENCE POINTS F		CERTIFICATE/ SWORN AI	FFIDAVIT (F	OR EMES & QSE	s) MUS	T BE SUBMITTED IN	ORDER TO QUALIFY FOR
ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES /WORKS OFFERED?	☐Yes [IF YES ENCLO	•	BASED S	I A FOREIGN UPPLIER FOR T SERVICES /WO )?	RKS	□Yes [IF YES, ANSWER BELOW]	□No THE QUESTIONNAIRE
QUESTIONNAIRE TO E	IDDING FOREIGN	SUPPLIERS					

IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?	☐ YES ☐ NO
DOES THE ENTITY HAVE A BRANCH IN THE RSA?	☐ YES ☐ NO
DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?	☐ YES ☐ NO
DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?	☐ YES ☐ NO
IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION? IF THE ANSWER IS "NO" TO ALL OF THE ABOVE, THEN IT IS NOT A REQUIREMENT TO REGISTER SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER	

ZNT 06 EDTEA 22/23 SBD1

# PART B TERMS AND CONDITIONS FOR BIDDING

#### 1. BID SUBMISSION:

- 1.1. BIDS MUST BE DELIVERED BY THE STIPULATED TIME TO THE CORRECT ADDRESS. LATE BIDS WILL NOT BE ACCEPTED FOR CONSIDERATION.
- 1.2. ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS PROVIDED—(NOT TO BE RE-TYPED) OR IN THE MANNER PRESCRIBED IN THE BID DOCUMENT.
- 1.3. THIS BID IS SUBJECT TO THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT, 2000 AND THE PREFERENTIAL PROCUREMENT REGULATIONS, 2017, THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT.
- 1.4. THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FILL IN AND SIGN A WRITTEN CONTRACT FORM (SBD7).

#### 2. TAX COMPLIANCE REQUIREMENTS

- 2.1 BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.
- 2.2 BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS.
- 2.3 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.
- 2.4 BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.
- 2.5 IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED, EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.
- 2.6 WHERE NO TCS PIN IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.
- 2.7 NO BIDS WILL BE CONSIDERED FROM PERSONS IN THE SERVICE OF THE STATE, COMPANIES WITH DIRECTORS WHO ARE PERSONS IN THE SERVICE OF THE STATE, OR CLOSE CORPORATIONS WITH MEMBERS PERSONS IN THE SERVICE OF THE STATE."

NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PA	ARTICULARS MAY RENDER THE BID INVALID.
SIGNATURE OF BIDDER:	
CAPACITY UNDER WHICH THIS BID IS SIGNED: (Proof of authority must be submitted e.g. company resolution)	
DATE:	

#### **SECTION B**

### SPECIAL INSTRUCTIONS AND NOTICES TO BIDDERS REGARDING THE COMPLETION OF BIDDING FORMS

PLEASE NOTE THAT THIS BID IS SUBJECT TO TREASURY REGULATIONS 16A ISSUED IN TERMS OF THE PUBLIC FINANCE MANAGEMENT ACT, 1999, THE KWAZULU-NATAL SUPPLY CHAIN MANAGEMENT POLICY FRAMEWORK.

- 1. Unless inconsistent with or expressly indicated otherwise by the context, the singular shall include the plural and visa versa and with words importing the masculine gender shall include the feminine and the neuter.
- 2. Under no circumstances whatsoever may the bid forms be retyped or redrafted. Photocopies of the original bid documentation may be used, but an original signature must appear on such photocopies.
- 3. The bidder is advised to check the number of pages and to satisfy himself that none are missing or duplicated.
- 4. Bids submitted must be complete in all respects.
- 5. Bids shall be lodged at the address indicated not later than the closing time specified for their receipt, and in accordance with the directives in the bid documents.
- 6. Each bid shall be addressed in accordance with the directives in the bid documents and shall be lodged in a separate sealed envelope, with the name and address of the bidder, the bid number and closing date indicated on the envelope. The envelope shall not contain documents relating to any bid other than that shown on the envelope. If this provision is not complied with, such bids may be rejected as being invalid.
- 7. All bids received in sealed envelopes with the relevant bid numbers on the envelopes are kept unopened in safe custody until the closing time of the bids. Where, however, a bid is received open, it shall be sealed. If it is received without a bid number on the envelope, it shall be opened, the bid number ascertained, the envelope sealed and the bid number written on the envelope.
- 8. A specific box is provided for the receipt of bids, and no bid found in any other box or elsewhere subsequent to the closing date and time of bid will be considered.
- 9. No bid sent through the post will be considered if it is received after the closing date and time stipulated in the bid documentation, and proof of posting will not be accepted as proof of delivery.
- 10. No bid submitted by telefax, telegraphic or other electronic means will be considered.
- 11. Bidding documents must not be included in packages containing samples. Such bids may be rejected as being invalid.
- 12. Any alteration made by the bidder must be initialed.
- 13. Use of correcting fluid is prohibited
- 14. Bids will be opened in public as soon as practicable after the closing time of bid.
- 15. Where practical, prices are made public at the time of opening bids.
- 16. If it is desired to make more than one offer against any individual item, such offers should be given on a photocopy of the page in question. Clear indication thereof must be stated on the schedules attached.
- 17. Bidder must initial each and every page of the bid document.

#### **SECTION C**

## REGISTRATION ON THE CENTRAL SUPPLIERS DATABASE

- 1. In terms of the National Treasury Instruction Note, all suppliers of goods and services to the State are required to register on the Central Suppliers Database.
- 2. Prospective suppliers should self-register on the CSD website www.csd.gov.za
- 3. If a business is registered on the Database and it is found subsequently that false or incorrect information has been supplied, then the Department may, without prejudice to any other legal rights or remedies it may have;
  - 3.1 cancel a bid or a contract awarded to such supplier, and the supplier would become liable for any damages if a less favourable bid is accepted or less favourable arrangements are made.
- 4. The same principles as set out in paragraph 3 above are applicable should the supplier fail to request updating of its information on the Central Suppliers Database, relating to changed particulars or circumstances.
- 5. IF THE SUPPLIER IS NOT REGISTERED AT THE CLOSING TIME OF BID, THE SUPPLIER WILL BE DISQUALIFIED AT THE BID EVALUATION PROCESS.

## **SECTION D**

# DECLARATION THAT INFORMATION ON CENTRAL SUPPLIER DATABASE IS CORRECT AND UP TO DATE (To be completed by bidder)

THIS IS TO CERTIFY THAT I (name of bidder/authorized representative)	, WHO
REPRESENTS (state name of bidder)	SD Registration
Number	
AM AWARE OF THE CONTENTS OF THE CENTRAL SUPPLIER DATABASE WITH RESPECT TO THE BIDDE REGISTRATION INFORMATION, AND THAT THE SAID INFORMATION IS CORRECT AND UP TO DATE AS SUBMITTING THIS BID.	
AND I AM AWARE THAT INCORRECT OR OUTDATED INFORMATION MAY BE A CAUSE FOR DISQUALIF BID FROM THE BIDDING PROCESS, AND/OR POSSIBLE CANCELLATION OF THE CONTRACT THAT MAY THE BASIS OF THIS BID.	
SIGNATURE OF BIDDER OR AUTHORISED REPRESENTATIVE	
DATE:	

## **SECTION E**

## **NOT APPLICABLE**

## OFFICIAL BRIEFING SESSION/SITE INSPECTION CERTIFICATE

N. B.: THIS FORM IS ONLY TO BE COMPLETED WHEN APPLICABLE TO THE BID.
Site/Building/Institution Involved: Department of Economic Development, Tourism and Environmental Affairs
Quotation Reference No: ZNT 06 EDTEA 2022/2023
Goods/Service/Work: APPOINTMENT OF A SERVICE PROVIDER TO UNDERTAKE THE IMPLEMENTATION OF THE KWAZULU-NATAL EXPORTER COMPETITIVENESS PROGRAMME (KECP) FOR A PERIOD OF 9 MONTHS.
This is to certify that (bidder's representative name)
On behalf of (company name)
Visited and inspected the site on// (date) and is therefore familiar with the circumstances and the scope of the service to be rendered.
Signature of Bidder or Authorized Representative (PRINT NAME)
DATE://
Name of Departmental or Public Entity Representative (PRINT NAME)
Departmental Stamp With Signature

SBD 3.1

# PRICING SCHEDULE – NON-FIRM PRICES (PURCHASES)

NOTE: PRICE ADJUSTMENTS WILL BE ALLOWED AT THE PERIODS AND TIMES SPECIFIED IN THE BIDDING DOCUMENTS.

# IN CASES WHERE DIFFERENT DELIVERY POINTS INFLUENCE THE PRICING, A SEPARATE PRICING SCHEDULE MUST BE SUBMITTED FOR EACH DELIVERY POINT

Nam	Name of bidder Bid num			ber : ZNT 06 EDTEA 2022/2023			
Closi	ng Time 11:00		Closing dat	e : <b>22 Septe</b> n	nber 2022		
OFFER	R TO BE VALIE	O FOR <b>120</b> DAYS FROM THE CLOSIN	IG DATE C	F BID.			
ITEM NO.	QUANTITY	DESCRIPTION		Unit Price		Total for each unit	
1							
3							
4							
		S	UB-TOTAL			1	
		V	AT AT 15%				
GR	AND TOTAL (BI	D PRICE IN RSA CURRENCY WITH ALL AP	PLICABLE NCLUDED)				
-	Required by:						
-	At:						
-	Brand and model						
- -	Country of origin						
-		ply with the specification(s)?		*YES/NO			
-		n, indicate deviation(s)					
-	Period required for	delivery					
-	Delivery:				*Firm/not firm		
** "all appli	cable taxes" includes	value- added tax, pay as you earn, income tax, unemplo	yment insurance	fund contribution	ns and skills developm	nent levies.	
*Delete if n	ot applicable						

SBD 3.2

## **PRICE ADJUSTMENTS**

#### **NON-FIRM PRICES SUBJECT TO ESCALATION** Α

1. IN CASES OF PERIOD CONTRACTS, NON FIRM PRICES WILL BE ADJUSTED (LOADED) WITH THE ASSESSED CONTRACT PRICE ADJUSTMENTS IMPLICIT IN NON FIRM PRICES WHEN CALCULATING THE COMPARATIVE PRICES.

PRICE ADJUSTIVIEN	13 IMPLICIT I	IN NON FIRM PRICES WHEN CALCULATING	THE COMPARATIVE PRICES	
2. IN THIS CA	TEGORY PRI	CE ESCALATIONS WILL ONLY BE CONSIDER	RED IN TERMS OF THE FOLLOWING FO	RMULA:
		$Pa = (1 - V)Pt \left(D1\frac{R1t}{R1o} + D2\frac{R2t}{R2o} + \frac{R2t}{R2o} + \frac{R2t}{$	$D3\frac{R3t}{R3o} + D4\frac{R4t}{R4o} + VPt$	
Where:				
Pa	=	The new escalated price to be calcul-		
(1-V)Pt	=	85% of the original bid price. Note the	nat Pt must always be the origina	al bid price and
not an escalated	price.			
D1, D2	=	Each factor of the bid price eg. labou	r, transport, clothing, footwear, etc.	The total of the
		nust add up to 100%.		
R1t, R2t	=	Index figure obtained from new index	(depends on the number of factors	s used).
R1o, R2o	=	Index figure at time of bidding.		
VPt	=	15% of the original bid price. This po	tion of the bid price remains firm i.e	. it is not subject
to any price escala	ations.			
3.	The follow	ring index/indices must be used to calcu	ate your bid price:	
Index Date	d	Index Dated Ind	ex Dated	
Index Date	d	Index Dated Ind	ex Dated	
		DOWN OF YOUR PRICE IN TERMS O S MUST ADD UP TO 100%.	F ABOVE-MENTIONED FORMUL/	A. THE TOTAL
	(D1, D2 et	FACTOR c. eg. Labour, transport etc.)	P PERCENTAGE OF BID PRICE	

(D1, D2 etc. eg. Labour, transport etc.)	P PERCENTAGE OF BID PRICE

## B PRICES SUBJECT TO RATE OF EXCHANGE VARIATIONS

1. Please furnish full particulars of your financial institution, state the currencies used in the conversion of the prices of the items to South African currency, which portion of the price is subject to rate of exchange variations and the amounts remitted abroad.

PARTICULARS OF FINANCIAL INSTITUTION	ITEM NO	PRICE	CURRENCY	RATE	PORTION OF PRICE SUBJECT TO ROE	AMOUNT IN FOREIGN CURRENCY REMITTED ABROAD
				ZAR=		
				ZAR=		
				ZAR=		
				ZAR=		
				ZAR=		
				ZAR=		

2. Adjustments for rate of exchange variations during the contract period will be calculated by using the average monthly exchange rates as issued by your commercial bank for the periods indicated hereunder: (Proof from bank required)

AVERAGE MONTHLY EXCHANGE RATES FOR THE PERIOD:	DATE DOCUMENTATION MUST BE SUBMITTED TO THIS OFFICE	DATE FROM WHICH NEW CALCULATED PRICES WILL BECOME EFFECTIVE	DATE UNTIL WHICH NEW CALCULATED PRICE WILL BE EFFECTIVE

SBD 3.3 ZNT 06 EDTEA 22/23

# PRICING SCHEDULE (Professional Services)

Closin	g Time 11:00	Closing da	te : 22 Septemb	er 2022	
FER T	O BE VALID FOR <b>120</b> DAYS FROM THE CLOSING DATE OF E	BID.			
TEM IO.	DESCRIPTION		BID PRICE IN TAXES INCLU		WITH ALL APPLICABL
1.	The accompanying information must be used for the formulation	n			
2.	of proposals  Bidders are required to indicate a ceiling price based on the tot estimated time for completion of all phases and including all expenses inclusive of all applicable taxes for the project.				
3.	PERSONS WHO WILL BE INVOLVED IN THE PROJECT AND RATES APPLICABLE (CERTIFIED INVOICES MUST BE RENDERED IN TERMS HEREOF) PERSON AND POSITION		IRLY RATE	<b>D</b>	AILY RATE
4. 	PERSON AND POSITION		KLI KAIE		AILY KATE 
		_			
		_			
5.	PHASES ACCORDING TO WHICH THE PROJECT WILL BE COMPLETED, COST PER PHASE AND MAN-DAYS TO BE SPENT				
		_			da <sub>'</sub>
					da da
		R			da
5.1	Travel expenses (specify, for example rate/km and total km, class of airtravel, etc). Only actual costs are recoverable. Prod				da <sub>\</sub>
ESCRI	of the expenses incurred must accompany certified invoices. PTION OF EXPENSE TO BE INCURRED	RAT	E	QUANTITY	AMOUNT
					5
					_
					_
		TOT	AL: R		
	icable taxes" includes value- added tax, pay as you earn, incon	ne tax, une	mployment insu	rance fund contribu	tions and skills
elopm	ent levies.				

	I must accompany certified invoices. IPTION OF EXPENSE TO BE INCURRED	RATE	QUANTITY	AMOUNT RR RR RR
6. 7.	Period required for commencement with project after acceptance of bid Estimated man-days for completion of project	TOTAL. R		
8. 9.	Are the rates quoted firm for the full period of contract?  If not firm for the full period, provide details of the basis on which adjustments will be applied for, for example consumer price index.		*YES/NO	
*[DELET	E IF NOT APPLICABLE]			
	iries regarding bidding procedures may be directed to the – NAME AND ADDRESS OF DEPARTMENT/ENTITY)			
	hnical information –  NAME OF CONTACT PERSON)			
Tel:				

## **SECTION G**

## **BID OFFER**

(To be completed by Bidder)

BID NUMBER: ZNT 06 EDTEA 22/23: APPOINTMENT OF A SERVICE PROVIDER TO UNDERTAKE THE IMPLEMENTATION OF THE KWAZULU-NATAL EXPORTER COMPETITIVENESS PROGRAMME (KECP) FOR A PERIOD OF 9 MONTHS

1.	BID PRICE INCLUDIN	G VAT: R			
2.	AMOUNT IN WORDS:				
3.	TIME FOR COMPLET	ION/ DELIVERY:	calendar months	3	
-					
	NAME OF BIDDER:	SIGNATURE		DATE:	
L					
Ī	FOR OFFICE PURPOSES ONL'	<b>Y</b>			
		IMPORTANT  Mark appropriate block with "X"			
	1. HAVE ANY ALTERATION	ONS BEEN MADE?	YES	NO	
	2. HAS AN ALTERNATIVE	E BID BEEN SUBMITTED?	YES	NO	
	3. <i>IF APPLICABLE</i> : DID 1 INSPECTION?	THE BIDDER ATTEND THE OFFICIA	L BRIEFING SESS	SION/ COMPULS YES	ORY SITE NO

SBD 4

#### **SECTION H**

#### **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
<u>-</u>		

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

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

ZN	TT 06 EDTEA 22/23	
3	DECLARATION	
	I, the undersigned, (name)make the following statements that I certify to be true	in submitting the accompanying bid, do hereby and complete in every respect:
3.2 3.3 <b>3.4</b>	The bidder has arrived at the accompanying bid indeperment of the accompanying bid indeperment and competitor. However, communication between In addition, there have been no consultations, communication, specifications, prices, including methods, factor submit or not to submit the bid, bidding with the intention to which this bid invitation relates.	fied if this disclosure is found not to be true and complete in every respect; endently from, and without consultation, communication, agreement or arrangement partners in a joint venture or consortium2 will not be construed as collusive bidding. inications, agreements or arrangements with any competitor regarding the quality, or sor formulas used to calculate prices, market allocation, the intention or decision to not to win the bid and conditions or delivery particulars of the products or services divil not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to
3.6	institution in relation to this procurement process prior to	agreements or arrangements made by the bidder with any official of the procuring or and during the bidding process except to provide clarification on the bid submitted a not involved in the drafting of the specifications or terms of reference for this bid.
3.7	contracts, bids that are suspicious will be reported to the penalties in terms of section 59 of the Competition Act N criminal investigation and or may be restricted from cor	any other remedy provided to combat any restrictive practices related to bids and a Competition Commission for investigation and possible imposition of administrative to 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for inducting business with the public sector for a period not exceeding ten (10) years in rities Act No 12 of 2004 or any other applicable legislation.
	ERTIFY THAT THE INFORMATION FURNISHED IN PAR CCEPT THAT THE STATE MAY REJECT THE BID OR A	RAGRAPHS 1, 2 and 3 ABOVE IS CORRECT. ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION
03 (	OF 2021/22 ON PREVENTING AND COMBATING ABUS	SE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS
DEC	CLARATION PROVE TO BE FALSE.	
 Siç	gnature	Date
Po	osition	Name of bid der

<sup>2</sup> Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.

ZNT 06 EDTEA 22/23 SBD 5

## SECTION I NOT APPLICABLE

This document must be signed and submitted together with your bid

#### THE NATIONAL INDUSTRIAL PARTICIPATION PROGRAMME

#### INTRODUCTION

The National Industrial Participation (NIP) Programme, which is applicable to all government procurement contracts that have an imported content, became effective on the 1 September 1996. The NIP policy and guidelines were fully endorsed by Cabinet on 30 April 1997. In terms of the Cabinet decision, all state and parastatal purchases / lease contracts (for goods, works and services) entered into after this date, are subject to the NIP requirements. NIP is obligatory and therefore must be complied with. The Industrial Participation Secretariat (IPS) of the Department of Trade and Industry (DTI) is charged with the responsibility of administering the programme.

#### 1 PILLARS OF THE PROGRAMME

- 1.1 The NIP obligation is benchmarked on the imported content of the contract. Any contract having an imported content equal to or exceeding US\$ 10 million or other currency equivalent to US\$ 10 million will have a NIP obligation. This threshold of US\$ 10 million can be reached as follows:
  - (a) Any single contract with imported content exceeding US\$10 million.

or

(b) Multiple contracts for the same goods, works or services each with imported content exceeding US\$3 million awarded to one seller over a 2 year period which in total exceeds US\$10 million.

or

(c) A contract with a renewable option clause, where should the option be exercised the total value of the imported content will exceed US\$10 million.

or

- (d) Multiple suppliers of the same goods, works or services under the same contract, where the value of the imported content of each allocation is equal to or exceeds US\$ 3 million worth of goods, works or services to the same government institution, which in total over a two (2) year period exceeds US\$10 million.
- 1.2 The NIP obligation applicable to suppliers in respect of sub-paragraphs 1.1 (a) to 1.1 (c) above will amount to 30 % of the imported content whilst suppliers in respect of paragraph 1.1 (d) shall incur 30% of the total NIP obligation on a *pro-rata* basis.
- 1.3 To satisfy the NIP obligation, the DTI would negotiate and conclude agreements such as investments, joint ventures, sub-contracting, licensee production, export promotion, sourcing arrangements and research and development (R&D) with partners or suppliers.
- 1.4 A period of seven years has been identified as the time frame within which to discharge the obligation.

## 2 REQUIREMENTS OF THE DEPARTMENT OF TRADE AND INDUSTRY

- 2.1 In order to ensure effective implementation of the programme, successful bidders (contractors) are required to, immediately after the award of a contract that is in excess of **R10 million** (ten million Rands), submit details of such a contract to the DTI for reporting purposes.
- 2.2 The purpose for reporting details of contracts in excess of the amount of R10 million (ten million Rands) is to cater for multiple contracts for the same goods, works or services; renewable contracts and multiple suppliers for the same goods, works or services under the same contract as provided for in paragraphs 1.1.(b) to 1.1. (d) above.

# 3 BID SUBMISSION AND CONTRACT REPORTING REQUIREMENTS OF BIDDERS AND SUCCESSFUL BIDDERS (CONTRACTORS)

- 3.1 Bidders are required to sign and submit this Standard Bidding Document (SBD 5) together with the bid on the closing date and time.
- In order to accommodate multiple contracts for the same goods, works or services; renewable contracts and multiple suppliers for the same goods, works or services under the same contract as indicated in subparagraphs 1.1 (b) to 1.1 (d) above and to enable the DTI in determining the NIP obligation, successful bidders (contractors) are required, immediately after being officially notified about any successful bid with a value in excess of R10 million (ten million Rands), to contact and furnish the DTI with the following information:
  - Bid / contract number.
  - Description of the goods, works or services.
  - Date on which the contract was accepted.
  - Name, address and contact details of the government institution.
  - Value of the contract.
  - Imported content of the contract, if possible.
- 3.3 The information required in paragraph 3.2 above must be sent to the Department of Trade and Industry, Private Bag X 84, Pretoria, 0001 for the attention of Mr Elias Malapane within five (5) working days after award of the contract. Mr Malapane may be contacted on telephone (012) 394 1401, facsimile (012) 394 2401 or e-mail at Elias@thedti.gov.za for further details about the programme.

## 4 PROCESS TO SATISFY THE NIP OBLIGATION

- 4.1 Once the successful bidder (contractor) has made contact with and furnished the DTI with the information required, the following steps will be followed:
  - a. the contractor and the DTI will determine the NIP obligation;
  - b. the contractor and the DTI will sign the NIP obligation agreement;
  - c. the contractor will submit a performance guarantee to the DTI;
  - d. the contractor will submit a business concept for consideration and approval by the DTI;
  - e. upon approval of the business concept by the DTI, the contractor will submit detailed business plans outlining the business concepts;
  - f. the contractor will implement the business plans; and
  - g. the contractor will submit bi-annual progress reports on approved plans to the DTI.

4.2

Bid number Closing date:
Name of bidder
Postal address
Signature Name (in print)
Date

The NIP obligation agreement is between the DTI and the successful bidder (contractor) and, therefore, does not involve the purchasing institution.

#### **SECTION J**

#### PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2017

This preference form must form part of all bids invited. It contains general information and serves as a claim form for preference points for Broad-Based Black Economic Empowerment (B-BBEE) Status Level of Contribution

NB: BEFORE COMPLETING THIS FORM, BIDDERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF B-BBEE, AS PRESCRIBED IN THE PREFERENTIAL PROCUREMENT REGULATIONS, 2017.

## 1. GENERAL CONDITIONS

- 1.1 The following preference point systems are applicable to all bids:
  - 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

- a) The value of this bid is estimated to exceed/not exceed R50 000 000 (all applicable taxes included) and therefore the ......80/20............ preference point system shall be applicable; or
- b) Either the 80/20 or 90/10 preference point system will be applicable to this tender (*delete whichever is not applicable for this tender*).
- 1.3 Points for this bid shall be awarded for:
  - (a) Price; and
  - (b) B-BBEE Status Level of Contributor.
- 1.4 The maximum points for this bid are allocated as follows:

	POINTS
PRICE	20
B-BBEE STATUS LEVEL OF CONTRIBUTOR	80
Total points for Price and B-BBEE must not exceed	100

- 1.5 Failure on the part of a bidder to submit proof of B-BBEE Status level of contributor together with the bid, will be interpreted to mean that preference points for B-BBEE status level of contribution are not claimed.
- 1.6 The purchaser 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 purchaser.

#### 2. DEFINITIONS

- (a) "B-BBEE" means broad-based black economic empowerment as defined in section 1 of the Broad-Based Black Economic Empowerment Act;
- (b) "B-BBEE status level of contributor" means the B-BBEE status of an entity in terms of a code of good practice on black economic empowerment, issued in terms of section 9(1) of the Broad-Based Black Economic Empowerment Act;
- (c) **"bid"** means a written offer in a prescribed or stipulated form in response to an invitation by an organ of state for the provision of goods or services, through price quotations, advertised competitive bidding processes or proposals;
- (d) "Broad-Based Black Economic Empowerment Act" means the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
- (e) "EME" means an Exempted Micro Enterprise in terms of a code of good practice on black economic empowerment issued in terms of section 9 (1) of the Broad-Based Black Economic Empowerment Act;
- (f) "functionality" means the ability of a tenderer to provide goods or services in accordance with specifications as set out in the tender documents.
- (g) "price" includes all applicable taxes less all unconditional discounts;
- (h) "proof of B-BBEE status level of contributor" means:
  - 1) B-BBEE Status level certificate issued by an authorized body or person;
  - 2) A sworn affidavit as prescribed by the B-BBEE Codes of Good Practice;
  - 3) Any other requirement prescribed in terms of the B-BBEE Act;
- "QSE" means a qualifying small business enterprise in terms of a code of good practice on black economic empowerment issued in terms of section 9 (1) of the Broad-Based Black Economic Empowerment Act;
- (j) "rand value" means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes;

#### 3. FORMULAE FOR PROCUREMENT OF GOODS AND SERVICES

#### 4. POINTS AWARDED FOR PRICE

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

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

80/20 or 90/10

$$Ps = 80\left(1 - \frac{Pt - Pmin}{Pmin}\right)$$
 or  $Ps = 90\left(1 - \frac{Pt - Pmin}{Pmin}\right)$ 

Where

Ps = Points scored for price of bid under consideration

Pt = Price of bid under consideration

Pmin = Price of lowest acceptable bid

### 4.2 FORMULAE FOR DISPOSAL OR LEASING OF STATE ASSETS AND INCOME-GENERATING PROCUREMENT

#### 4.3 POINTS AWARDED FOR PRICE

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

80/20 or 90/10

$$Ps = 80\left(1 + \frac{Pt - Pmax}{Pmax}\right)$$
 or  $Ps = 90\left(1 + \frac{Pt - Pmax}{Pmax}\right)$ 

Where

Ps = Points scored for price of bid under consideration

Pt = Price of bid under consideration

Pmax = Price of highest acceptable bid

### 5. POINTS AWARDED FOR B-BBEE STATUS LEVEL OF CONTRIBUTOR

5.1 In terms of Regulation 6 (2) and 7 (2) of the Preferential Procurement Regulations, preference points must be awarded to a bidder for attaining the B-BBEE status level of contribution in accordance with the table below:

B-BBEE Status Level of Contributor	Number of points (90/10 system)	Number of points (80/20 system)
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

6	DID	DECI	A D A	MOITA
n	KIII	1)-(.1	$\Delta KL$	או וו ג

6.1 Bidders who claim points in respect of B-BBEE Status Level of Contribution must complete the following:

7. B-BBEE STATUS LEVEL OF CONTRIBUTOR CLAIMED IN TERMS OF PARAGRAPHS 1.4 A
--

7.1 B-BBEE Status Level of Contributor: . = ......(maximum of 10 or 20 points)

(Points claimed in respect of paragraph 7.1 must be in accordance with the table reflected in paragraph 4.1 and must be substantiated by relevant proof of B-BBEE status level of contributor.

#### 8. SUB-CONTRACTING

8.1 Will any portion of the contract be sub-contracted?

(Tick applicable box)

YES	NO	

- 8.1.1 If yes, indicate:
  - i) What percentage of the contract will be subcontracted.....%
  - ii) The name of the sub-contractor.....
  - iii) The B-BBEE status level of the sub-contractor......
  - iv) Whether the sub-contractor is an EME or QSE

(Tick a	pplica	ble box)	
YES		NO	

v) Specify, by ticking the appropriate box, if subcontracting with an enterprise in terms of Preferential Procurement Regulations,2017:

Designated Group: An EME or QSE which is at last 51% owned by:	EME √	QSE √
Black people		
Black people who are youth		
Black people who are women		
Black people with disabilities		
Black people living in rural or underdeveloped areas or townships		
Cooperative owned by black people		
Black people who are military veterans		
OR		
Any EME		
Any QSE		

9.	DEC	LARAT	TON WI	TH REGARD TO COMPANY/FIRM
	9.1	Nam	e of con	npany/firm:
	9.2	VAT	registra	tion number:
	9.3	Com	pany re	gistration number:
	9.4	TYPE	E OF CO	OMPANY/ FIRM
		        Tick	One p Close Comp (Pty)	ership/Joint Venture / Consortium person business/sole propriety corporation pany Limited ABLE BOX]
	9.5	DES	CRIBE I	PRINCIPAL BUSINESS ACTIVITIES
	9.6	COM	IPANY (	CLASSIFICATION
		☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐	Suppl Profe Other	lfacturer lier ssional service provider service providers, e.g. transporter, etc. ABLE BOX]
	9.7	Total	numbe	r of years the company/firm has been in business:
	9.8	claim	ned, bas fies the	dersigned, who is / are duly authorised to do so on behalf of the company/firm, certify that the points ed on the B-BBE status level of contributor indicated in paragraphs 1.4 and 6.1 of the foregoing certificate, company/ firm for the preference(s) shown and I / we acknowledge that:
		i)		nformation furnished is true and correct;
		ii)	The p	preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of prm;
		iii)		event of a contract being awarded as a result of points claimed as shown in paragraphs 1.4 and 6.1, the actor may be required to furnish documentary proof to the satisfaction of the purchaser that the claims are ct;
		iv)		B-BBEE status level of contributor has been claimed or obtained on a fraudulent basis or any of the tions of contract have not been fulfilled, the purchaser may, in addition to any other remedy it may have –
			(a)	disqualify the person from the bidding 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 bidder or contractor, its shareholders and directors, or only the

shareholders and directors who acted on a fraudulent basis, be restricted by the National Treasury 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.

WITNESSES	
1	SIGNATURE(S) OF BIDDERS(S)
2	DATE: ADDRESS

# EME'S AND QSE'S MUST COMPLETE THE FOLLOWING APPLICABLE AFFIDAVIT FORM TO CLAIM PREFERENCE POINTS

## SWORN AFFIDAVIT - B-BBEE EXEMPTED MICRO ENTERPRISE

I, the undersigned,

Full name & Surname	
Identity number	

Hereby declare under oath as follows:

- 1. The contents of this statement are to the best of my knowledge a true reflection of the facts.
- 2. I am a member / director / owner of the following enterprise and am duly authorised to act on its behalf:

Enternrice Norma	
Enterprise Name	
Trading Name (If	
Applicable):	
Registration Number	
Enterprise Physical	
Address:	
Type of Entity (CC, (Pty)	
Ltd, Sole Prop etc.):	
Nature of Business:	
Definition of "Black People"	As per the Broad-Based Black Economic Empowerment Act 53 of 2003 as Amended by Act No 46 of 2013 "Black People" is a generic term which means Africans, Coloureds and Indians —  (a) who are citizens of the Republic of South Africa by birth or descent; or  (b) who became citizens of the Republic of South Africa by naturalisationi— I. before 27 April 1994; or II. on or after 27 April 1994 and who would have been entitled to acquire citizenship by naturalization prior to that date;"
Definition of "Black Designated Groups"	<ul> <li>"Black Designated Groups means: <ul> <li>(a) unemployed black people not attending and not required by law to attend an educational institution and not awaiting admission to an educational institution;</li> <li>(b) Black people who are youth as defined in the National Youth Commission Act of 1996;</li> <li>(c) Black people who are persons with disabilities as defined in the Code of Good Practice on employment of people with disabilities issued under the Employment Equity Act;</li> <li>(d) Black people living in rural and under developed areas;</li> <li>(e) Black military veterans who qualifies to be called a military veteran in terms of the Military Veterans Act 18 of 2011;"</li> </ul> </li> </ul>

•		Enterprise ises of Good Practice issue						
	46 of	2013,		. ,				·
•	The E	Enterprise is	% Black	Female Ov	vned as	per Amend	ed Code So	eries 100 of the
		nded Codes of Good Pract at No 46 of 2013,	ctice issued u	nder section	n 9 (1) o	OT B-BBEE P	ACT INO 53 O	r 2003 as Amended
•	•	Enterprise is	% Black	Designate	d Group	Owned as	per Amend	ed Code Series 100
		Amended Codes of Good		sued under	section	9 (1) of B-B	BEE Act No	o 53 of 2003 as
_		nded by Act No 46 of 201 Designated Group Own		own as ner	the defin	nition stated	ahove:	
•	•	Black Youth % =		•	ine dem	illion stated	above.	
	•	Black Disabled % =						
	•	Black Unemployed % =						
	•	Black People living in R				%		
	•	Black Military Veterans				_,,		
•	Base	d on the Financial Staten			unts and	d other infor	mation ava	ilable on the latest
		cial year-end of	•					
	or les		,		11010110		,000,000.00	, (
_		se Confirm on the below t	table the R-Ri	REE L AVALO	ontribut	tor <b>by ticki</b>	na the ann	dicable boy
•	1 1643	se committed the below t	table the D-Di	DEE EGVER		ior, by ticki	ing the app	ilicable box.
level)	`		gnition					
Level Tw	•	B-BBEE procurement						
Level Fo		B-BBEE procurement reco	gnition					
level)								
4. I k	now and	understand the contents	of this affidavi	t and I have	no obje	ction to take	the prescri	bed oath and conside
		ding on my conscience a			•		•	
5. The	e sworn a	affidavit will be valid for a	period of 12	months fron	n the da	te signed by	/ commission	oner.
				Deponent	Signature	e:		_
				Date:		_/		_
Stamp			1					
	-10	wissians at Oath a	-					
oignature	or Comn	nissioner of Oaths						

## SWORN AFFIDAVIT - B-BBEE QUALIFYING SMALL ENTERPRISE

I, the undersigned,

Full name & Surname	
Identity number	

Hereby declare under oath as follows:

- 1.
- The contents of this statement are to the best of my knowledge a true reflection of the facts. I am a member / director / owner of the following enterprise and am duly authorised to act on its behalf: 2.

Enterprise Name	
Trading Name (If Applicable):	
Registration Number	
Enterprise Physical Address:	
Type of Entity (CC, (Pty) Ltd, Sole Prop etc.):	
Nature of Business:	
Definition of "Black People"	As per the Broad-Based Black Economic Empowerment Act 53 of 2003 as Amended by Act No 46 of 2013 "Black People" is a generic term which means Africans, Coloureds and Indians –  (c) who are citizens of the Republic of South Africa by birth or descent; or  (d) who became citizens of the Republic of South Africa by naturalisationi- III. before 27 April 1994; or IV. on or after 27 April 1994 and who would have been entitled to acquire citizenship by naturalization prior to that date;"
Definition of "Black Designated Groups"	<ul> <li>"Black Designated Groups means: <ul> <li>(f) unemployed black people not attending and not required by law to attend an educational institution and not awaiting admission to an educational institution;</li> <li>(g) Black people who are youth as defined in the National Youth Commission Act of 1996;</li> <li>(h) Black people who are persons with disabilities as defined in the Code of Good Practice on employment of people with disabilities issued under the Employment Equity Act;</li> <li>(i) Black people living in rural and under developed areas;</li> <li>(j) Black military veterans who qualifies to be called a military veteran in terms of the Military Veterans Act 18 of 2011;"</li> </ul> </li> </ul>

3. I hereby declare under 0	Oath that:
	% Black Owned as per Amended Code Series 100 of the amended Practice issued under section 9 (1) of B-BBEE Act No 53 of 2003 as amended by Act No
	% Black Female Owned as per Amended Code Series 100 of the of Good Practice issued under section 9 (1) of B-BBEE Act No 53 of 2003 as Amended 013.
The Enterprise is	% Black Designated Group Owned as per Amended Code Series 100 Codes of Good Practice issued under section 9 (1) of B-BBEE Act No 53 of 2003 as
Black Designated	d Group Owned % Breakdown as per the definition stated above: th % =%
<ul> <li>Black Disa</li> </ul>	bled % =%
Black Une	mployed % =%
Black Peop	ple living in Rural areas % =%
Black Milita	ary Veterans % =%
Based on the Fin	ancial Statements/Management Accounts and other information available on the latest
financial year-end	d of, the annual Total Revenue was between R10,000,000.00 (Ten
Million Rands) an	nd R50,000,000.00 (Fifty Million Rands),
Please Confirm o	on the below table the B-BBEE Level Contributor, by ticking the applicable box.
100% Black Owned	Level One (135% B-BBEE procurement recognition level)
At Least 51% black owned	Level Two (125% B-BBEE procurement recognition level)
the oath binding on my	the contents of this affidavit and I have no objection to take the prescribed oath and consider conscience and on the Owners of the Enterprise, which I represent in this matter. be valid for a period of 12 months from the date signed by commissioner.  Deponent Signature:
	Date:/
Stamp	
Ctamp	
Signature of Commissioner of	Oaths

ZNT 06 EDTEA 22/23 SBD 6.2

# SECTION K NOT APPLICABLE DECLARATION CERTIFICATE FOR LOCAL PRODUCTION AND CONTENT FOR DESIGNATED SECTORS

This Standard Bidding Document (SBD) must form part of all bids invited. It contains general information and serves as a declaration form for local content (local production and local content are used interchangeably).

Before completing this declaration, bidders must study the General Conditions, Definitions, Directives applicable in respect of Local Content as prescribed in the Preferential Procurement Regulations, 2017, the South African Bureau of Standards (SABS) approved technical specification number SATS 1286:2011 (Edition 1) and the Guidance on the Calculation of Local Content together with the Local Content Declaration Templates [Annex C (Local Content Declaration: Summary Schedule), D (Imported Content Declaration: Supporting Schedule to Annex C) and E (Local Content Declaration: Supporting Schedule to Annex C)].

#### 1. General Conditions

- 1.1. Preferential Procurement Regulations, 2017 (Regulation 8) make provision for the promotion of local production and content.
- 1.2. Regulation 8. (2) prescribes that in the case of designated sectors, organs of state must advertise such tenders with the specific bidding condition that only locally produced or manufactured goods, with a stipulated minimum threshold for local production and content will be considered.
- 1.3. Where necessary, for tenders referred to in paragraph 1.2 above, a two stage bidding process may be followed, where the first stage involves a minimum threshold for local production and content and the second stage price and B-BBEE.
- 1.4. A person awarded a contract in relation to a designated sector, may not sub-contract in such a manner that the local production and content of the overall value of the contract is reduced to below the stipulated minimum threshold.
- 1.5. The local content (LC) expressed as a percentage of the bid price must be calculated in accordance with the SABS approved technical specification number SATS 1286: 2011 as follows:

$$LC = [1 - x / y] * 100$$

## Where

- x is the imported content in Rand
- v is the bid price in Rand excluding value added tax (VAT)

Prices referred to in the determination of x must be converted to Rand (ZAR) by using the exchange rate published by South African Reserve Bank (SARB) on the date of advertisement of the bid as indicated in paragraph 3.1 below.

The SABS approved technical specification number SATS 1286:2011 is accessible on http://www.thedti.gov.za/industrial development/ip.jsp at no cost.

1.6. A bid may be disqualified if this Declaration Certificate and the Annex C (Local Content Declaration: Summary Schedule) are not submitted as part of the bid documentation;

Jescr	iption of services, works or goods	Stipulated minimum threshold
		%
		%
		%
	any portion of the goods or services offe	ered have any imported content?
YE		
	of the bid.	e(s) published by SARB for the specific currency on the date of advertise ation is accessible on <a href="https://www.resbank.co.za">www.resbank.co.za</a>
	Indicate the rate(s) of exchange agains 1286:2011):	st the appropriate currency in the table below (refer to Annex A of SATS
	Currency	Rates of exchange
	US Dollar	
	Pound Sterling Euro	
	Yen	
	Other	
	NB: Bidders must submit proof of the S	NADD rate (a) of such an accuracy
		or the rate (e) or exertaings account
	re, after the award of a bid, challenges are ust be informed accordingly in order for	
dti m	re, after the award of a bid, challenges are ust be informed accordingly in order for	
dti m	re, after the award of a bid, challenges are ust be informed accordingly in order for	
dti m	re, after the award of a bid, challenges are ust be informed accordingly in order for	
dti m	re, after the award of a bid, challenges are ust be informed accordingly in order for	
dti m	re, after the award of a bid, challenges are ust be informed accordingly in order for	
dti m	re, after the award of a bid, challenges are ust be informed accordingly in order for	e experienced in meeting the stipulated minimum threshold for local con the dti to verify and in consultation with the AO/AA provide directives

## LOCAL CONTENT DECLARATION (REFER TO ANNEX B OF SATS 1286:2011)

LOCAL CONTENT DECLARATION BY CHIEF FINANCIAL OFFICER OR OTHER LEGALLY RESPONSIBLE PERSON NOMINATED IN WRITING BY THE CHIEF EXECUTIVE OR SENIOR MEMBER/PERSON WITH MANAGEMENT RESPONSIBILITY (CLOSE CORPORATION, PARTNERSHIP OR INDIVIDUAL)

IN I	RESPECT OF BID NO.		
ISS	SUED BY: (Procurement Authority / Name of Institution):		
NB			
1	The obligation to complete, duly sign and submit this declaration cannot be transferred to an external authorized representative, auditor or any other third party acting on behalf of the bidder.		
2	Guidance on the Calculation of Local Content together with Local Content Declaration Templates (Annex C, D and E) is accessible on <a href="http://www.thedti.gov.za/industrial_development/ip.jsp">http://www.thedti.gov.za/industrial_development/ip.jsp</a> . Bidders should first complete Declaration D. After completing Declaration D, bidders should complete Declaration E and there consolidate the information on Declaration C. Declaration C should be submitted with the bid documentation at the closing date and time of the bid in order to substantiate the declaration made in paragraph (c) below. Declarations D and E should be kept by the bidders for verification purposes for a period of at least 5 years. The successful bidder is required to continuously updated Declarations C, D and E with the actual values for the duration of the contract.		
do l	ne undersigned,hereby declare, in my capacity as(n.		
(a)	The facts contained herein are within my own personal knowledge.		
(b)	I have satisfied myself that:		
	(i) the goods/services/works to be delivered in terms of the a minimum local content requirements as specified in the bid, 1286:2011; and		
(c)	The local content percentage (%) indicated below has been calculat 3 of SATS 1286:2011, the rates of exchange indicated in paragr contained in Declaration D and E which has been consolidated in Declaration.	aph 3.1 above and the information	
В	Bid price, excluding VAT (y)	R	
	mported content (x), as calculated in terms of SATS 1286:2011	R	
Ir	Stipulated minimum threshold for local content (paragraph 3 above)		
-	rapailated imministration and the results of the re		

The local content percentages for each product has been calculated using the formula given in clause 3 of SATS 1286:2011, the rates of exchange indicated in paragraph 3.1 above and the information contained in Declaration D and E.

- I accept that the Procurement Authority / Institution has the right to request that the local content be (d) verified in terms of the requirements of SATS 1286:2011.
- I understand that the awarding of the bid is dependent on the accuracy of the information furnished in this (e) application. I also understand that the submission of incorrect data, or data that are not

	E	
2017 promulgated under the Preferential Policy Framework Act (PPPFA), 2000 (Act No. 5 of 2000)		
SIGNATURE:		
WITNESS No. 1	DATE:	
WITNESS No. 2	DATE:	

## **LOCAL CONTENT DECLARATION** (REFER TO ANNEX B OF SATS 1286:2011)

LOCAL CONTENT DECLARATION BY CHIEF FINANCIAL OFFICER OR OTHER LEGALLY RESPONSIBLE PERSON NOMINATED IN WRITING BY THE CHIEF EXECUTIVE OR SENIOR MEMBER/PERSON WITH MANAGEMENT RESPONSIBILITY (CLOSE CORPORATION, PARTNERSHIP OR INDIVIDUAL)

INI	RESPECT OF BID NO.	,			
	SUED BY: (Procurement Authority / Name of Institution):				
NE	3				
3	The obligation to complete, duly sign and submit this declaration cannot authorized representative, auditor or any other third party acting on behalf				
4	· · · · · · · · · · · · · · · · · · ·				
do	the undersigned,	•			
(f)	The facts contained herein are within my own personal knowledge.				
(g)	) I have satisfied myself that:				
	<ul> <li>(ii) the goods/services/works to be delivered in terms of the above-s minimum local content requirements as specified in the bid, and as 1286:2011; and</li> </ul>				
(h)	The local content percentage (%) indicated below has been calculated usin 3 of SATS 1286:2011, the rates of exchange indicated in paragraph 3. contained in Declaration D and E which has been consolidated in Declaration	1 above and the information			
	Bid price, excluding VAT (y)	R			
Imported content (x), as calculated in terms of SATS 1286:2011					
;	Stipulated minimum threshold for local content (paragraph 3 above)				
	Local content %, as calculated in terms of SATS 1286:2011				
	the bid is for more than one product, the local content percentages for	each product contained ir			

The local content percentages for each product has been calculated using the formula given in clause 3 of SATS 1286:2011, the rates of exchange indicated in paragraph 3.1 above and the information contained in Declaration D and E.

- I accept that the Procurement Authority / Institution has the right to request that the local content be (i) verified in terms of the requirements of SATS 1286:2011.
- I understand that the awarding of the bid is dependent on the accuracy of the information furnished in this (j) application. I also understand that the submission of incorrect data, or data that are not

	may result in the Procurement Authority / Institution import Regulation 14 of the Preferential Procurement Regulation
2017 promulgated under the Preferential Po	olicy Framework Act (PPPFA), 2000 (Act No. 5 of 2000)
SIGNATURE:	_
WITNESS No. 1	DATE:
WITNESS No. 2	DATE:

SECTION L
QUESTIONNAIRE REPLIES

1.	Are the prices/rates quoted firm?
2.	Is the delivery period stated firm?
3.	How will delivery be affected?
4.	Is the equipment guaranteed for a minimum period of six months?
5.	Are you the accredited agents in the RSA for the manufacture/supply of the goods offered by you?
6.	What is the address in the RSA (preferably in the Province of KwaZulu-Natal) where machine/goods as offered by you can be inspected under working conditions?
7.	What is the approximate value of spares carried in stock in the RSA for this particular make and model of machine?
8.	Where is stock held?
9.	What facilities exist for the servicing of the machine/goods offered?
10.	Where are these facilities available?
11.	What are the names and addresses of the factories where the goods will be manufactured and, if required, inspected?
12.	Is a special import permit require
	NATURE OF BIDDER DATE

N.B.: THIS FORM IS ONLY TO BE INCLUDED AND COMPLETED WHEN APPLICABLE TO THE QUOTATION

## **SECTION M**

#### SPECIAL CONDITIONS OF CONTRACT

This bid is subject to the Preferential Procurement Policy Framework Act and the Preferential Procurement Regulations, 2017; the General Conditions of Contract (GCC) and the following applicable other Special Conditions of Contract.

The offers must remain valid for a period of 120 days from the closing date of the submission of bids.

#### 1. CONTRACT PERIOD

1.1 (09 months)

#### 2.EVALUATION CRITERIA: PLEASE REFER TO ANNEXURE A: TERMS OF REFERENCE

There are (05 phases) main stages in the selection process, namely, ensuring that bids comply with administrative Compliance and the price and preference points.

#### 2.1 Step 1 - Pre-qualification Criteria

In terms of Regulations 3(b) and 4 of the Preferential Procurement Policy Framework Act (PPPFA) Regulations, 2017, the Department intends to apply pre-qualification criteria for this bid. Only entities who qualify in terms of the criteria below will be evaluated further in terms of functional requirements as well as the 80/20 preference points systems.

Only bidders who meet the below criteria may respond to the bid for the provision of the training services:

#### Entities that are Level 1 status level contributors to B-BBEE, EME or QSE

Tenderers are required to submit proof of B-BBEE Status Level of contributor. Proof includes a valid B-BBEE Status Level Verification Certificate issued by a verification agency accredited by SANAS or sworn affidavit signed by an EME representative attested by the Commissioner of Oaths or a B-BBEE certificate issued by the Companies and Intellectual property Commission for EMEs. Bidders who fail to comply with the pre-qualification criteria and fail to submit documentary proof of the pre-qualification criteria will be disqualified from further evaluation.

A trust consortium or joint venture (including unincorporated consortia and joint ventures) must submit a consolidated B-BBEE Status Level Verification Certificate.

### 2.2 Step 2 - Administrative Compliance

Check and verify compliance with the submission and completion of compulsory bid documents viz Annexure A, Sections A to O. Failure to comply with any of the sections contained in the bid document that constitute step one will render the bid invalid

The following documentation must be submitted:

CRITERIA		YES	NO	REMARKS
PART A	INVITATION TO BID (SBD 1)	Χ		
PART B	TERMS AND CONDITIONS FOR BIDDING (SBD 1)	Χ		
SECTION A	LIST OF RETURNABLE AND COMPULSORY DOCUMENTS	Χ		
SECTION B	SPECIAL INSTRUCTIONS REGARDING COMPLETION			READ ONLY
OLOTION B	OF BID			NEAD ONE!
SECTION C	REGISTRATION ON CENTRAL SUPPLIERS DATABASE			READ ONLY
SECTION D	DECLARATION THAT INFORMATION ON CENTRAL SUPPLIERS	Х		

SECTION E	OFFICIAL BRIEFING SESSION FORM	Х	
SECTION F	PRICING SCHEDULE (SBD 3)	Χ	
SECTION G	BID OFFER	Χ	
SECTION H	BIDDER'S DISCLOSURE (SBD 4)	Χ	
SECTION I	THE NATIOANAL INDUSTRIAL PARTICIPATION		NOT APPLICABLE
	PROGRAMME (SBD 5)		
SECTION J	PREFERENCE POINTS CLAIM FORM (SBD 6.1)	Χ	
SECTION K	DECLARATION CERTIFICATE FOR LOCAL		NOT APPLICABLE
	PRODUCTION AND CONTENT FOR DESIGNATED		
	SECTORS (SBD 6.2)		
SECTION L	QUESTIONNAIRES REPLIES	Χ	
SECTION M	GENERAL CONDITIONS OF CONTRACT	Χ	
SECTION N	SPECIAL CONDITIONS OF CONTRACT		READ ONLY
SECTION O	AUTHORITY TO SIGN THE BID	Χ	
SECTION P	SCHEDULE VARIATION FROM GOODS OR SERVICES		IF APPLICABLE
	INFORMATION		
	VALID SETA ACCREDITATION	Χ	

#### 2.4. Step 3- Functionality

This bid will be evaluated on functionality. Bidders are to obtain a minimum qualifying score of 60% in order to proceed to the next stage of evaluation.

#### 2.5. Step 4 - Preferential Point Evaluation

This bid will be evaluated using the 80/20 preference point system. (SBD 6.1 to be completed in order to claim B-BBEE points. A valid B-BBEE certificate or Sworn affidavit to be submitted together with the bid in order to be allocated claimed B-BBEE points.)

#### 2.7 Step 5 - Price negotiation

Where applicable the department reserves the right to negotiate price with the recommended bidder

## 3. BID APPEAL TRIBUNAL (BAT)

BAT finds its establishment in the Treasury Regulation 16A9.3 and Section 18(1) of the KwaZulu-Natal Supply Chain Management Policy Framework. Treasury Regulation 16A9.3 empowers National and Provincial Treasury to establish a mechanism to consider complaints and make recommendations for remedial actions to be taken for the non-compliance with the norms and standards. Section 18(1) of the KZN SCM Policy Framework empowers the MEC for Finance to establish an independent and impartial Bid Appeals Tribunal. In line with Paragraph 19 of the KZN SCM Policy Framework of 2006 the following procedure must be followed to lodge an appeal:

- 1.1 The bidder must, within five working days of receipt of the **notification** of an award, deliver written notification of an intention to appeal.
- 1.2 The bidder may, together with the notification of intention to appeal under paragraph (2) of the KZN SCM Policy Framework, deliver a request for written reasons for the award of the said bid.
- 1.3 The Bid Adjudication Committee or a delegate of an accounting officer must deliver to the appellant the written reasons requested under paragraph (3) of the KZN SCM Policy Framework within ten working days.
- 1.4 The appellant must, within ten working days of receipt of the written reasons delivered under paragraph (4) of the KZN SCM Policy Framework, or, failing a request for written reasons under paragraph (3) of the KZN SCM Policy Framework, within ten working days of giving notice under paragraph (2) of the KZN SCM Policy Framework, submit written representations to the Bid Appeals Tribunal, indicating sufficiently and without unnecessary elaboration the grounds and basis of the appeal and the nature of the complaint.

1.5 Upon receipt of a notice of intention to appeal, the Bid Appeals Tribunal must notify other bidders who may be adversely affected by the appeal, in writing of the appeal and invite them to respond within five working days.

The address provided for the lodging of appeals is:

Email: Batsecretariat@kzntreasury.gov.za

The Chairperson Bid Appeals Tribunal Private Bag X9082 Pietermaritzburg 3200

#### **GENERAL CONDITIONS OF CONTRACT**

## 1. Definitions

The following terms shall be interpreted as indicated:

- 1.1 "Closing time" means the date and hour specified in the bidding documents for the receipt of bids.
- 1.2 "Contract" means the written agreement entered into between the purchaser and the supplier, as recorded in the contract form signed by the parties, including all attachments and appendices thereto and all documents incorporated by reference therein.
- 1.3 "Contract price" means the price payable to the supplier under the contract for the full and proper performance of his contractual obligations.
- 1.4 "Corrupt practice" means the offering, giving, receiving, or soliciting of anything of value to influence the action of a public official in the procurement process or in contract execution.
- 1.5 "Countervailing duties" are imposed in cases where an enterprise abroad is subsidized by its government and encouraged to market its products internationally.
- 1.6 "Country of origin" means the place where the goods were mined, grown or produced or from which the services are supplied. Goods are produced when, through manufacturing, processing or substantial and major assembly of components, a commercially recognized new product results that is substantially different in basic characteristics or in purpose or utility from its components.
- 1.7 "Day" means calendar day.
- 1.8 "Delivery" means delivery in compliance of the conditions of the contract or order.
- 1.9 "Delivery ex stock" means immediate delivery directly from stock actually on hand.
- 1.10 "Delivery into consignees store or to his site" means delivered and unloaded in the specified store or depot or on the specified site in compliance with the conditions of the contract or order, the supplier bearing all risks and charges involved until the supplies are so delivered and a valid receipt is obtained.
- 1.11 "Dumping" occurs when a private enterprise abroad market its goods on own initiative in the RSA at lower prices than that of the country of origin and which have the potential to harm the local industries in the RSA.
- 1.12 "Force majeure" means an event beyond the control of the supplier and not involving the supplier's fault or negligence and not foreseeable. Such events may include, but is not restricted to, acts of the purchaser in its sovereign capacity, wars or revolutions, fires, floods, epidemics, quarantine restrictions and freight embargoes.
- 1.13 "Fraudulent practice" means a misrepresentation of facts in order to influence a procurement process or the execution of a contract to the detriment of any bidder, and includes collusive practice among bidders (prior to or after bid submission) designed to establish bid prices at artificial non-competitive levels and to deprive the bidder of the benefits of free and open competition.
- 1.14 "GCC" means the General Conditions of Contract.
- 1.15 "Goods" means all of the equipment, machinery, and/or other materials that the supplier is required to supply to the purchaser under the contract.
- 1.16 "Imported content" means that portion of the bidding price represented by the cost of components, parts or materials which have been or are still to be imported (whether by the supplier or his subcontractors) and which costs are inclusive of the costs abroad, plus freight and other direct importation costs such as landing costs, dock dues, import duty, sales duty or other similar tax or duty at the South African place of entry as well as transportation and handling charges to the factory in the Republic where the supplies covered by the bid will be manufactured.
- 1.17 "Local content" means that portion of the bidding price which is not included in the imported content provided that local manufacture does take place.
- 1.18 "Manufacture" means the production of products in a factory using labour, materials, components and machinery and includes other related value-adding activities.
- 1.19 "Order" means an official written order issued for the supply of goods or works or the rendering of a service.

- 1.20 "Project site," where applicable, means the place indicated in bidding documents.
- 1.21 "Purchaser" means the organization purchasing the goods.
- 1.22 "Republic" means the Republic of South Africa.
- 1.23 "SCC" means the Special Conditions of Contract.
- 1.24 "Services" means those functional services ancillary to the supply of the goods, such as transportation and any other incidental services, such as installation, commissioning, provision of technical assistance, training, catering, gardening, security, maintenance and other such obligations of the supplier covered under the contract.
- 1.25 "Written" or "in writing" means handwritten in ink or any form of electronic or mechanical writing.

#### 2. Application

- 4.1 These general conditions are applicable to all bids, contracts and orders including bids for functional and professional services, sales, hiring, letting and the granting or acquiring of rights, but excluding immovable property, unless otherwise indicated in the bidding documents.
- 4.2 Where applicable, special conditions of contract are also laid down to cover specific supplies, services or works.
- 4.3 Where such special conditions of contract are in conflict with these general conditions, the special conditions shall apply.

#### 3. General

- 1.1 Unless otherwise indicated in the bidding documents, the purchaser shall not be liable for any expense incurred in the preparation and submission of a bid. Where applicable a non-refundable fee for documents may be charged.
- 1.2 With certain exceptions, invitations to bid are only published in the Government Tender Bulletin. The Government Tender Bulletin may be obtained directly from the Government Printer, Private Bag X85, Pretoria 0001, or accessed electronically from www.treasury.gov.za

## 4. Standards

4.1. The goods supplied shall conform to the standards mentioned in the bidding documents and specifications.

#### 5. Use of contract documents and information; inspection.

- 4.1 The supplier shall not, without the purchaser's prior written consent, disclose the contract, or any provision thereof, or any specification, plan, drawing, pattern, sample, or information furnished by or on behalf of the purchaser in connection therewith, to any person other than a person employed by the supplier in the performance of the contract. Disclosure to any such employed person shall be made in confidence and shall extend only so far as may be necessary for purposes of such performance.
- 4.2 The supplier shall not, without the purchaser's prior written consent, make use of any document or information mentioned in GCC clause 5.1 except for purposes of performing the contract.
- 4.3 Any document, other than the contract itself mentioned in GCC clause 5.1 shall remain the property of the purchaser and shall be returned (all copies) to the purchaser on completion of the supplier's performance under the contract if so required by the purchaser.
- The supplier shall permit the purchaser to inspect the supplier's records relating to the performance of the supplier and to have them audited by auditors appointed by the purchaser, if so required by the purchaser.

## 6. Patent rights

1.1. The supplier shall indemnify the purchaser against all third-party claims of infringement of patent, trademark, or industrial design rights arising from use of the goods or any part thereof by the purchaser.

## 2. Performance security

- 1.1 Within thirty (30) days of receipt of the notification of contract award, the successful bidder shall furnish to the purchaser the performance security of the amount specified in SCC.
- 1.2 The proceeds of the performance security shall be payable to the purchaser as compensation for any loss resulting from the supplier's failure to complete his obligations under the contract.
- 1.3 The performance security shall be denominated in the currency of the contract or in a freely convertible currency acceptable to the purchaser and shall be in one of the following forms:
- 3. a bank guarantee or an irrevocable letter of credit issued by a reputable bank located in the purchaser's country or abroad, acceptable to the purchaser, in the form provided in the bidding documents or another form acceptable to the purchaser; or
- 4. a cashier's or certified cheque
  - 1.4 The performance security will be discharged by the purchaser and returned to the supplier not later than thirty (30) days following the date of completion of the supplier's performance obligations under the contract, including any warranty obligations, unless otherwise specified in SCC.

## 2. Inspections, tests and analyses

- 2.1 All pre-bidding testing will be for the account of the bidder.
- 2.2 If it is a bid condition that supplies to be produced or services to be rendered should at any stage during production or execution or on completion be subject to inspection, the premises of the bidder or contractor shall be open, at all reasonable hours, for inspection by a representative of the Department or an organization acting on behalf of the Department.
- 2.3 If there are no inspection requirements indicated in the bidding documents and no mention is made in the contract, but during the contract period it is decided that inspections shall be carried out, the purchaser shall itself make the necessary arrangements, including payment arrangements with the testing authority concerned.
- 2.4 If the inspections, tests and analyses referred to in clauses 8.2 and 8.3 show the supplies to be in accordance with the contract requirements, the cost of the inspections, tests and analyses shall be defrayed by the purchaser.
- 2.5 Where the supplies or services referred to in clauses 8.2 and 8.3 do not comply with the contract requirements, irrespective of whether such supplies or services are accepted or not, the cost in connection with these inspections, tests or analyses shall be defrayed by the supplier.
- 2.6 Supplies and services which are referred to in clauses 8.2 and 8.3 and which do not comply with the contract requirements may be rejected.
- 2.7 Any contract supplies may on or after delivery be inspected, tested or analyzed and may be rejected if found not to comply with the requirements of the contract. Such rejected supplies shall be held at the cost and risk of the supplier who shall, when called upon, remove them immediately at his own cost and forthwith substitute them with supplies which do comply with the requirements of the contract. Failing such removal the rejected supplies shall be returned at the suppliers cost and risk. Should the supplier fail to provide the substitute supplies forthwith, the purchaser may, without giving the supplier further opportunity to substitute the rejected supplies, purchase such supplies as may be necessary at the expense of the supplier.
- 2.8 The provisions of clauses 8.4 to 8.7 shall not prejudice the right of the purchaser to cancel the contract on account of a breach of the conditions thereof, or to act in terms of Clause 23 of GCC.

## 9. Packing

1.1 The supplier shall provide such packing of the goods as is required to prevent their damage or deterioration during transit to their final destination, as indicated in the contract. The packing shall be sufficient to withstand, without limitation, rough handling during transit and exposure to extreme temperatures, salt and precipitation during transit, and open storage. Packing, case size and

- weights shall take into consideration, where appropriate, the remoteness of the goods' final destination and the absence of heavy handling facilities at all points in transit.
- 1.2 The packing, marking, and documentation within and outside the packages shall comply strictly with such special requirements as shall be expressly provided for in the contract, including additional requirements, if any, specified in SCC, and in any subsequent instructions ordered by the purchaser.

#### 2. Delivery and documents

- 2.1 Delivery of the goods shall be made by the supplier in accordance with the terms specified in the contract. The details of shipping and/or other documents to be furnished by the supplier are specified in SCC.
- 2.2 Documents to be submitted by the supplier are specified in SCC.

#### 3. Insurance

3.1 The goods supplied under the contract shall be fully insured in a freely convertible currency against loss or damage incidental to manufacture or acquisition, transportation, storage and delivery in the manner specified in the SCC.

## 4. Transportation

4.1 Should a price other than an all-inclusive delivered price be required, this shall be specified in the SCC.

#### 5. Incidental Services

- 5.1 The supplier may be required to provide any or all of the following services, including additional services, if any, specified in SCC:
  - (a) performance or supervision of on-site assembly and/or commissioning of the supplied goods;
  - (b) furnishing of tools required for assembly and/or maintenance of the supplied goods;
  - (c) furnishing of a detailed operations and maintenance manual for each appropriate unit of the supplied goods;
  - (d) performance or supervision or maintenance and/or repair of the supplied goods, for a period of time agreed by the parties, provided that this service shall not relieve the supplier of any warranty obligations under this contract; and
  - (e) training of the purchaser's personnel, at the supplier's plant and/or on-site, in assembly, start-up, operation, maintenance, and/or repair of the supplied goods.
- 5.2 Prices charged by the supplier for incidental services, if not included in the contract price for the goods, shall be agreed upon in advance by the parties and shall not exceed the prevailing rates charged to other parties by the supplier for similar services.

## 6. Spare parts

- As specified in SCC, the supplier may be required to provide any or all of the following materials, notifications, and information pertaining to spare parts manufactured or distributed by the supplier:
  - (a) such spare parts as the purchaser may elect to purchase from the supplier, provided that this election shall not relieve the supplier of any warranty obligations under the contract; and
  - (b) in the event of termination of production of the spare parts:
    - (i) Advance notification to the purchaser of the pending termination, in sufficient time to permit the purchaser to procure needed requirements; and
    - (ii) following such termination, furnishing at no cost to the purchaser, the blueprints, drawings, and specifications of the spare parts, if requested.

## 7. Warranty

7.1 The supplier warrants that the goods supplied under the contract are new, unused, of the most recent or current models, and that they incorporate all recent improvements in design and materials unless provided otherwise in the contract. The supplier further warrants that all goods supplied under this contract shall have no defect, arising from design, materials, or workmanship (except

- when the design and/or material is required by the purchaser's specifications) or from any act or omission of the supplier, that may develop under normal use of the supplied goods in the conditions prevailing in the country of final destination.
- 7.2 This warranty shall remain valid for twelve (12) months after the goods, or any portion thereof as the case may be, have been delivered to and accepted at the final destination indicated in the contract, or for eighteen (18) months after the date of shipment from the port or place of loading in the source country, whichever period concludes earlier, unless specified otherwise in SCC.
- 7.3 The purchaser shall promptly notify the supplier in writing of any claims arising under this warranty.
- 7.4 Upon receipt of such notice, the supplier shall, within the period specified in SCC and with all reasonable speed, repair or replace the defective goods or parts thereof, without costs to the purchaser.
- 7.5 If the supplier, having been notified, fails to remedy the defect(s) within the period specified in SCC, the purchaser may proceed to take such remedial action as may be necessary, at the supplier's risk and expense and without prejudice to any other rights which the purchaser may have against the supplier under the contract.

## 8. Payment

- 8.1 The method and conditions of payment to be made to the supplier under this contract shall be specified in SCC.
- 8.2 The supplier shall furnish the purchaser with an invoice accompanied by a copy of the delivery note and upon fulfillment of other obligations stipulated in the contract.
- 8.3 Payments shall be made promptly by the purchaser, but in no case later than thirty (30) days after submission of an invoice or claim by the supplier.
- 8.4 Payment will be made in Rand unless otherwise stipulated in SCC.

#### 9. Prices

9.1 Prices charged by the supplier for goods delivered and services performed under the contract shall not vary from the prices quoted by the supplier in his bid, with the exception of any price adjustments authorized in SCC or in the purchaser's request for bid validity extension, as the case may be.

#### 10. Contract amendments

10.1 No variation in or modification of the terms of the contract shall be made except by written amendment signed by the parties concerned.

## 11. Assignment

11.1 The supplier shall not assign, in whole or in part, its obligations to perform under the contract, except with the purchaser's prior written consent.

## 12. Subcontracts

12.1 The supplier shall notify the purchaser in writing of all subcontracts awarded under this contracts if not already specified in the bid. Such notification, in the original bid or later, shall not relieve the supplier from any liability or obligation under the contract.

#### 13. Delays in the supplier's performance

- 13.1 Delivery of the goods and performance of services shall be made by the supplier in accordance with the time schedule prescribed by the purchaser in the contract.
- 13.2 If at any time during performance of the contract, the supplier or its subcontractor(s) should encounter conditions impeding timely delivery of the goods and performance of services, the supplier shall promptly notify the purchaser in writing of the fact of the delay, its likely duration and its cause(s). As soon as practicable after receipt of the supplier's notice, the purchaser shall evaluate

- the situation and may at his discretion extend the supplier's time for performance, with or without the imposition of penalties, in which case the extension shall be ratified by the parties by amendment of contract.
- 13.3 No provision in a contract shall be deemed to prohibit the obtaining of supplies or services from a national department, provincial department, or a local authority.
- 13.4 The right is reserved to procure outside of the contract small quantities or to have minor essential services executed if an emergency arises, the supplier's point of supply is not situated at or near the place where the supplies are required, or the supplier's services are not readily available.
- 13.5 Except as provided under GCC Clause 25, a delay by the supplier in the performance of its delivery obligations shall render the supplier liable to the imposition of penalties, pursuant to GCC Clause 22, unless an extension of time is agreed upon pursuant to GCC Clause 21.2 without the application of penalties.
- 13.6 Upon any delay beyond the delivery period in the case of a supplies contract, the purchaser shall, without cancelling the contract, be entitled to purchase supplies of a similar quality and up to the same quantity in substitution of the goods not supplied in conformity with the contract and to return any goods delivered later at the supplier's expense and risk, or to cancel the contract and buy such goods as may be required to complete the contract and without prejudice to his other rights, be entitled to claim damages from the supplier.

#### 14. Penalties

14.1 Subject to GCC Clause 25, if the supplier fails to deliver any or all of the goods or to perform the services within the period(s) specified in the contract, the purchaser shall, without prejudice to its other remedies under the contract, deduct from the contract price, as a penalty, a sum calculated on the delivered price of the delayed goods or unperformed services using the current prime interest rate calculated for each day of the delay until actual delivery or performance. The purchaser may also consider termination of the contract pursuant to GCC Clause 23.

#### 15. Termination for default

- 15.1 The purchaser, without prejudice to any other remedy for breach of contract, by written notice of default sent to the supplier, may terminate this contract in whole or in part:
  - (a) if the supplier fails to deliver any or all of the goods within the period(s) specified in the contract, or within any extension thereof granted by the purchaser pursuant to GCC Clause 21.2;
  - (b) if the Supplier fails to perform any other obligation(s) under the contract; or
  - (c) if the supplier, in the judgment of the purchaser, has engaged in corrupt or fraudulent practices in competing for or in executing the contract.
- 15.2 In the event the purchaser terminates the contract in whole or in part, the purchaser may procure, upon such terms and in such manner as it deems appropriate, goods, works or services similar to those undelivered, and the supplier shall be liable to the purchaser for any excess costs for such similar goods, works or services. However, the supplier shall continue performance of the contract to the extent not terminated.
- Where the purchaser terminates the contract in whole or in part, the purchaser may decide to impose a restriction penalty on the supplier by prohibiting such supplier from doing business with the public sector for a period not exceeding 10 years.
- 15.4 If a purchaser intends imposing a restriction on a supplier or any person associated with the supplier, the supplier will be allowed a time period of not more than fourteen (14) days to provide reasons why the envisaged restriction should not be imposed. Should the supplier fail to respond within the stipulated fourteen (14) days the purchaser may regard the intended penalty as not objected against and may impose it on the supplier.
- 15.5 Any restriction imposed on any person by the Accounting Officer / Authority will, at the discretion of the Accounting Officer / Authority, also be applicable to any other enterprise or any partner, manager, director or other person who wholly or partly exercises or exercised or may exercise control over the enterprise of the first-mentioned person, and with which enterprise or person the first-mentioned person, is or was in the opinion of the Accounting Officer / Authority actively associated.
- 15.6 If a restriction is imposed, the purchaser must, within five (5) working days of such imposition, furnish the National Treasury, with the following information:
  - (i) the name and address of the supplier and / or person restricted by the purchaser;
  - (ii) the date of commencement of the restriction

- (iii) the period of restriction; and
- (iv) the reasons for the restriction.
- 15.6.1 These details will be loaded in the National Treasury's central database of suppliers or persons prohibited from doing business with the public sector.
- 15.7 If a court of law convicts a person of an offence as contemplated in sections 12 or 13 of the Prevention and Combating of Corrupt Activities Act, No. 12 of 2004, the court may also rule that such person's name be endorsed on the Register for Tender Defaulters. When a person's name has been endorsed on the Register, the person will be prohibited from doing business with the public sector for a period not less than five years and not more than 10 years. The National Treasury is empowered to determine the period of restriction and each case will be dealt with on its own merits. According to section 32 of the Act the Register must be open to the public. The Register can be perused on the National Treasury website.

#### 16. Anti-dumping and countervailing duties and rights

When, after the date of bid, provisional payments are required, or antidumping or countervailing duties are imposed, or the amount of a provisional payment or anti-dumping or countervailing right is increased in respect of any dumped or subsidized import, the State is not liable for any amount so required or imposed, or for the amount of any such increase. When, after the said date, such a provisional payment is no longer required or any such anti-dumping or countervailing right is abolished, or where the amount of such provisional payment or any such right is reduced, any such favourable difference shall on demand be paid forthwith by the contractor to the State or the State may deduct such amounts from moneys (if any) which may otherwise be due to the contractor in regard to supplies or services which he delivered or rendered, or is to deliver or render in terms of the contract or any other contract or any other amount which may be due to him.

## 17. Force Majeure

- 17.1 Notwithstanding the provisions of GCC Clauses 22 and 23, the supplier shall not be liable for forfeiture of its performance security, damages, or termination for default if and to the extent that his delay in performance or other failure to perform his obligations under the contract is the result of an event of force majeure.
- 17.2 If a force majeure situation arises, the supplier shall promptly notify the purchaser in writing of such condition and the cause thereof. Unless otherwise directed by the purchaser in writing, the supplier shall continue to perform its obligations under the contract as far as is reasonably practical, and shall seek all reasonable alternative means for performance not prevented by the force majeure event.

## 18. Termination for insolvency

18.1 The purchaser may at any time terminate the contract by giving written notice to the supplier if the supplier becomes bankrupt or otherwise insolvent. In this event, termination will be without compensation to the supplier, provided that such termination will not prejudice or affect any right of action or remedy which has accrued or will accrue thereafter to the purchaser.

## 19. Settlement of Disputes

- 19.1 If any dispute or difference of any kind whatsoever arises between the purchaser and the supplier in connection with or arising out of the contract, the parties shall make every effort to resolve amicably such dispute or difference by mutual consultation.
- 19.2 If, after thirty (30) days, the parties have failed to resolve their dispute or difference by such mutual consultation, then either the purchaser or the supplier may give notice to the other party of his intention to commence with mediation. No mediation in respect of this matter may be commenced unless such notice is given to the other party.
- 19.3 Should it not be possible to settle a dispute by means of mediation, it may be settled in a South African court of law.
- 19.4 Mediation proceedings shall be conducted in accordance with the rules of procedure specified in the SCC.
- 19.5 Notwithstanding any reference to mediation and/or court proceedings herein,
- (a) the parties shall continue to perform their respective obligations under the contract unless they otherwise agree; and
- (b) the purchaser shall pay the supplier any monies due the supplier.

## 20. Limitation of liability

- 20.1 Except in cases of criminal negligence or willful misconduct, and in the case of infringement pursuant to Clause 6;
  - (a) the supplier shall not be liable to the purchaser, whether in contract, tort, or otherwise, for any indirect or consequential loss or damage, loss of use, loss of production, or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of the supplier to pay penalties and/or damages to the purchaser; and
  - (b) the aggregate liability of the supplier to the purchaser, whether under the contract, in tort or otherwise, shall not exceed the total contract price, provided that this limitation shall not apply to the cost of repairing or replacing defective equipment.

## 21. Governing language

21.1 The contract shall be written in English. All correspondence and other documents pertaining to the contract that is exchanged by the parties shall also be written in English.

## 22. Applicable law

22.1 The contract shall be interpreted in accordance with South African laws, unless otherwise specified in SCC.

#### 23. Notices

- 23.1 Every written acceptance of a bid shall be posted to the supplier concerned by registered or certified mail and any other notice to him shall be posted by ordinary mail to the address furnished in his bid or to the address notified later by him in writing and such posting shall be deemed to be proper service of such notice
- 23.2 The time mentioned in the contract documents for performing any act after such aforesaid notice has been given, shall be reckoned from the date of posting of such notice.

#### 24. Taxes and duties

- 24.1 A foreign supplier shall be entirely responsible for all taxes, stamp duties, license fees, and other such levies imposed outside the purchaser's country.
- 24.2 A local supplier shall be entirely responsible for all taxes, duties, license fees, etc., incurred until delivery of the contracted goods to the purchaser.
- 24.3 No contract shall be concluded with any bidder whose tax matters are not in order. Prior to the award of a bid the Department must be in possession of a tax clearance certificate, submitted by the bidder. This certificate must be an original issued by the South African Revenue Services.

#### 25. National Industrial Participation (NIP) Programme

25.1 The NIP Programme administered by the Department of Trade and Industry shall be applicable to all contracts that are subject to the NIP obligation.

## 26. Prohibition of Restrictive practices

- In terms of section 4 (1) (b) (iii) of the Competition Act No. 89 of 1998, as amended, an agreement between, or concerted practice by, firms, or a decision by an association of firms, is prohibited if it is between parties in a horizontal relationship and if a bidder (s) is / are or a contractor(s) was / were involved in collusive bidding (or bid rigging).
- 26.2 If a bidder(s) or contractor(s), based on reasonable grounds or evidence obtained by the purchaser, has / have engaged in the restrictive practice referred to above, the purchaser may refer the matter to the Competition Commission for investigation and possible imposition of administrative penalties as contemplated in the Competition Act No. 89 of 19

## **SECTION O**

## **AUTHORITY TO SIGN A BID**

The bidder must indicate the enterprise status by signing the appropriate box hereunder.

(1)	(II)	(III)	(IV)	(V)	(VI)	
CLOSE CORPORATION	COMPANIES	SOLE PROPRIETOR	PARTNERSHIP	CO-OPERATIVE	JOINT VENTURE / CONSORTIUM	
					Incorporated	
					Unincorporated	

I/We, the undersigned, being the Member(s) of Cooperative/ Sole Owner (Sole Proprietor)/ Close Corporation/ Partners (Partnership)/ Company
(Representative) or Lead Partner (Joint Venture / Consortium), in the enterprise trading as:
harehu a tharina Ma/Mar/Ma
hereby authorise Mr/Mrs/Ms
acting in the capacity of
whose signature is
to sign all documents in connection with this bid and any contract resulting therefrom on behalf of the enterprise.

NAME	ADDRESS	SIGNATURE	DATE

(if the space provided is not enough please list all the director in the resolution letter)

## Note:

The following document must be attached to this form according to the status of the enterprise, in the form of a resolution authorising the signatory to sign all documents in connection with this bid and any contract resulting therefrom on behalf of the enterprise, and **such resolution shall** include a specimen signature of the signatory.

Co-operative: Resolution letter from the directors
Close Corporation: Resolution letter from the directors
Company: Resolution letter from the director/s
Sole Proprietor: Resolution letter from the director
Partnership: Resolution letter from the director

Joint Venture / Consortium: Resolution/agreement passed/reached' signed by the authorised representatives of the enterprises

Note: Director/s may appoint themselves if they will be the one signing all documents in connection with this bid and any contract resulting therefrom on behalf of the enterprise.

<u>Failure to complete, sign and date this form or failure to provide the certificate(s) in the form of a resolution as described</u> above shall result in the tender being considered non-responsive and rejected.

#### **SECTION P**

## SCHEDULE VARIATIONS FROM GOODS OR SERVICES INFORMATION

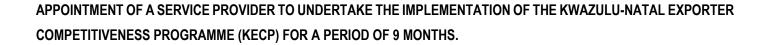
Should the Bidder wish to make any departure from or modification in the Special Conditions of Contract, Specifications, Schedule list of Prices/ Quantities/ Drawings or to qualify the bid in any way, he/she shall indicate the proposals clearly hereunder or alternatively make photocopies of the original bid documentation.

SECTION	PAGE	VARIATION: CLAUSE OR ITEM

SIGNATURE OF BIDDER:	
DATE:	

## **ANNEXURE A**

## **Terms of Reference/ Specifications**



## **ACRONYMS**

AfCFTA African Continental Free Trade Area (AfCFTA)

CV	Curriculum Vitae
EDTEA	Economic Development, Tourism and Environmental Affairs
INES	Integrated National Export Strategy
ITIS	Integrated Trade and Investment Strategy
KZN	KwaZulu - Natal
PSC	Project Steering Committee
SA	South Africa
SLA	Service Level Agreement
ToR's	Terms of Reference

## 1. PROGRAMME OVERVIEW

The KwaZulu-Natal (KZN) Department of Economic Development, Tourism and Environmental Affairs' (EDTEA) strategic plan is centred on the stimulation, support and promotion of an inclusive and sustainable economic development at provincial and local level, to stimulate economic growth through the promotion of trade and investment in priority economic sectors and the implementation of strategic initiatives to advance industrial development. The promotion of trade mandates EDTEA to spearhead the provincial drive to grow exports, and as such the department has to take the lead in coordinating the efforts of all export stakeholders within the province as a means of achieving this objective.

Government and business have increasingly paid attention to the macro factors that influence competitiveness and impact, constrain, or enhance industry or firm competitiveness at the micro level. In a relatively open and integrated global economy, the linkages between these factors or sources of competitiveness have become more apparent and important. The concept of competitiveness continues to position central to the development of the export sector in South Africa and within the KwaZulu-Natal province.

The Trade and Industry Development Programme recognizes the importance of trade promotion and alongside eminent economic constraints deepened further by the global COVID-19 pandemic. It is against this premise that an export competitiveness programme is vital in the recovery and creation of globally competitive enterprises within the KwaZulu-Natal province.

## 2. SUB-PROGRAMME OVERVIEW

The Department of Economic Development, Tourism and Environmental Affairs (EDTEA) is legislatively mandated to champion and promote sustainable economic growth in the province of KwaZulu-Natal (KZN). The objective of the Trade and Investment Promotions sub-programmes is to facilitate trade promotion and to attract investment into the KZN province by addressing issues pertaining to the diversification of KZN exports, enhancing the provinces' global competitiveness, decentralisation of trade and investment in KZN in order to incorporate the historically marginalised areas into the mainstream economy, and broaden trade within the African continent and beyond.

The six strategic pillars of the Integrated National Export Strategy (INES) are:

- Pillar 1: Improving the export environment & international competitiveness;
- Pillar 2: Strengthening the national export institutional framework through concerted stakeholder alignment;
- Pillar 3: Increasing Demand for South African goods and services through market prioritisation, diversification and access;
- Pillar 4: Increasing export capacity and strengthening exporter performance through the National Exporter Development Programme (NEDP);
- Pillar 5: Strengthening the export promotion mechanisms through enhancing South Africa's value-proposition and improved sector branding; and
- Pillar 6: Enhancing export incentives and financing.

The KZN export strategy has been designed to translate the core focus areas of the INES to the KZN context. Translated into the KZN Export Strategy the Trade and Investment Promotions sub-programme is mandated to strengthen the linkages between exports and foreign investment.

The KwaZulu-Natal Exporter Competitiveness Programme (KECP) aims to improve export competitiveness of enterprises through tailored export-focused trainings thereby providing the foundation for export growth within KZN.

## 3. PROJECT SPECIFIC BACKGROUND

The KZN Integrated Trade and Investment Strategy (ITIS) recognizes the importance of advancing the productivity and competitiveness of KwaZulu-Natal enterprises as a means to improving global market penetration. The Strategy strives to stimulate inclusive economic growth by means of KZNs natural and acquired competitive strengths to tap into the immense opportunities being created by expanding international markets. Primarily the strategy seeks to increase KZNs value of national overseas exports.

The KwaZulu-Natal Exporter Competitiveness Programme (KECP) is aimed at improving the productivity and competitiveness of exporters, and prospective exporters, thereby providing the foundation for export growth within KZN.

The KECP programme is being undertaken as one of the deliverables of the KZN Integrated Trade and Investment Strategy. The programme further finds its reinforcement amidst of the effect of disrupted global production and supply chains on South African exports emanating from the decimation of the Covid -19 pandemic. Consequently, and in alignment with the KZN economic reconstruction and recovery plan the KECP aims to improve and resuscitate competitiveness of KZN products at a global level, thereby elevating provincial export growth and economic development.

EDTEA has identified a number of priority sectors which are geared towards the reconstruction and recovery of the KZN province's economic growth from the decimation of the Covid -19 pandemic. Consequently, and in alignment with the National Recovery and Reconstruction Plan, the KECP will intensively focus on but not be limited to the provinces priority sectors:

## Manufacturing

- Automotive and component manufacturing
- Clothing and Textiles, Footwear, Leather and other Leather products
- Chemical and Cosmetics

- Plastics and Packaging manufacturing
- Pharmaceuticals
- Manufactured Creatives

## Agriculture and Agroprocessing

- Fruit and Vegetables
- Paper, furniture and other wood products
- Food and beverages

#### Services

- Exportable services (e.g. engineering and ICT)
- Business Process Services

The programme will further seek to support Youth and Women-Owned enterprises, and people with disabilities.

## The KECP Pilot Programme (2018/19)

The KECP pilot programme implemented in 2018/19 supported twenty companies (20) across different regions of the KwaZulu-Natal province: fifteen (15) emerging exporters, and five (5) medium-large seasoned exporters in the manufacturing sector, respectively. The pilot programme supported the retention of over 1 605 jobs and creating 5% additional jobs in total from the 20 enterprises.

## **KZN Competitiveness Programme (2021/22)**

The second edition of the KECP for the 2021/22 financial year was revamped to incorporate learning points from the KECP pilot programme. The programme included Productivity and Kaizen Workshops interventions which were identified as an important component for SMMEs and for creating awareness on productivity and competitiveness. In the 2021/22 edition, a number of awareness sessions to promote the programme offerings and bring productivity awareness to KZN enterprises were conducted. Four (4) medium-large exporting companies and eleven (11) emerging exporters received support through the programme. In addition, international benchmarking was been incorporated into the programme, supporting five (5) medium-large exporting companies through the intervention. The 2021/22 programme supported over 2323 jobs with 84 jobs retained as a result of the KECP interventions.

The commitment is that the KECP will be continuously enhanced to address the needs of KZN exporting companies.

## **KZN Exporter Competitiveness Programme (2022/23)**

The third edition of the KECP programme for the 2022/23 edition will be refurbished to prioritize Planning for Exports and focus on export readiness and streamlined initiatives in an effort to create awareness and encourage emerging and seasoned KZN exporters to leverage opportunities presented by the African Continental Free Trade Agreement (AfCFTA) and other global export markets.

In addition to the KECP Productivity and Kaizen Workshops interventions, which were identified as important components for SMMEs and for creating awareness of productivity and competitiveness, the programme will include Introduction to Exporting and a focused Planning for Exports and Market Analysis intervention. The additional interventions have been identified as fundamental learnings to establish and strengthen the basis for export growth within KZN.

Due to the intensity of the 2022/23 edition, the programme will train a total of fifteen (15) exporters in the medium-large exporter category and emerging exporter category collectively over a period of 9 months.

#### 4. RATIONALE OF THE PROJECT

KZN has the highest export propensity in the country and has a fairly high level of industrialization (measured by the relative size of manufacturing output). The municipal areas that have the highest exports in terms of percentage contribution of exports in KZN include eThekwini, King Cetshwayo and uMgungundlovu.

The KECP seeks to contribute to the realization and increase of export growth and competitiveness in other economic nodes of the province, and serve as a response measure toward industrial stabilization through export-oriented approaches to sustainable economic growth and job creation for the province.

Prioritizing export development, readiness and competitiveness will ensure emerging and seasoned KZN exporters are able to leverage on opportunities presented by the newly-launched African Continental Free Trade Area (AfCFTA) Agreement which is aimed at boosting trade and investment further offering an extended market for goods and services across 55 countries, and other global export markets.

The appointed Service Provider will be expected to clearly outline and explain the methodology and schedule for the delivery of the capacity development initiatives.

#### 5. SCOPE OF WORK

- 5.1 The scope of the project will focus on the following:
- 5.1.1 The appointed service provider will develop the eligibility criteria, recruit and select beneficiaries.
- 5.1.2 The appointed service provider will develop the programme content and the most appropriate approach to facilitate the interventions.
- 5.1.3 The appointed service provider must have adequate capacity to deliver the training as directed by **EDTEA** across the different economic nodes of the province.
- 5.1.4 Develop and implement the assessment measures for the different phases of the training to examine companies' progression to develop their own export-marketing plans for the identified and targeted export markets.

## 6. DELIVERABLES

- 6.1 The appointed service providers will be expected to deliver the following:
- 6.1.1 Develop the eligibility criteria, recruit and select beneficiaries.
- 6.1.2 Conduct company diagnostics to determine areas for intervention.
- 6.1.3 Prepare the material content according to the identified areas of intervention.
- 6.1.4 Develop customised presentations for each phase with practical tailored assessments to ensure adequate understanding by participants.
- 6.1.5 Facilitate the interventions for the set period and cover the content as specified.

- 6.1.6 The appointed service provider should be equipped technologically to, in addition to in-person training, facilitate and conduct the training online should there be in-person restrictions.
- 6.1.6.1 Make provisions to conduct the training through online innovation technology, if necessary.
- 6.1.7 Submit comprehensive reports for each intervention facilitated with recommendations.
- The deliverables of the interventions should encompass the following phases as categorized:

	Established Exporters	Emerging Exporters
Phase 1	Indentification and Selection of	Indentification and Selection of
	Programme Beneficiaries	Programme Beneficiaries
Phase 2	Company Diagnostics	Company Diagnostics
Phase 3	Productivity Enhancement and Export	Productivity Enhancement and Export
	Market Awareness	Awareness
Phase 4	Tailored Business improvement/Training	Tailored Business improvement/ Training
Phase 5	Introduction to new export markets	Introduction to Exporting
Phase 6	Planning for new Export Markets and	Planning for Exports and Market Analysis
	Market Analysis	
Phase 7	New Market Entry Strategy and	Market Entry Strategy and
	Sales/Marketing Plan Development	Sales/Marketing Plan Development

# 7. METHODOLOGY

The Proposal must contain a clear methodology of how the project will be executed in line with the outlined phases in Section 6.2, as well demonstrate that the company has sufficient capacity to provide the required training.

# **Established Exporter Category (5 Exporters)**

Phases	Activities	Outcomes
Phase 1 (Company Identification & Selection)	Develop company selection and onboarding criteria for eligible	Company eligibility qualification criteria
	companies.	
Phase 2 (Company Diagnostics)	Develop an Assessment/Diagnostics tool to assess company	An Assessment/Diagnostics tool to evaluate
	eligibility, and determine the skills gaps	enterprises;
		Company assessment/diagnostics report for
		companies identified for onboarding.
Phase 3 (Productivity & Export Awareness)	Awareness workshop on productivity enhancement and new	A foundational intervention on productivity
	export market opportunities.	enhancement and new export market
		opportunities, issues, and modalities.
Phase 4 (Tailored Business Improvement)	Value-stream Mapping; Scope Improvement Interventions;	Identified inefficiencies within company value
	KAIZEN continuous improvement; Identification of Productivity	chains; Identified opportunities for improvement;
	Champions; Develop Intervention Action Plans; Capacitation of	Development of the intervention action plan(s);
	internal staff on lean tools/ Continuous improvement	Training of internal champions; Equiped and
	methodology.	inculcated culture of continuous improvement.
Phase 5 (Introduction to new Export Markets )	Potential new market Export cycle, Export logistics, Incoterms &	Assessment-based intervention(s).
	Insurance, Method of payments, Trade Regulations, Tariffs &	
	Non tariffs, and Export documentation	

Phase 6 (Planning for <i>new</i> Exports & Market Analysis)	Targeted Market research techniques, Market selection,	•	Indentify individu	ıal gaps	and	develop
	Competitor analysis, Techniques to develop and/or revise		intervention(s)	for impr	rovement	and
	export strategies, Market Analysis (SWOT Analysis)		implementation.			
Phase 7: (New Market Entry Strategy &	Targeted Market Entry Strategies to enhance doing business in	•	Comprehensive	progress	evaluatio	n and
Sales/Marketing Plan Development)	the region (AfCFTA), targeting & positioning, marketing plan		feedback reports fro	om trained c	ompanies	i.
	development and deal making.	•	Provide weekly	/quarterly	reports	with
			recommendations.			

# **Emerging Exporter Category (10 Exporters)**

Phases	Activities	Outcomes
Phase 1 (Company Diagnostics)	Develop an Assessment/Diagnostics tool to assess	An Assessment/Diagnostics tool to evaluate
	company eligibility, and determine the skills gaps	enterprises;
		Company assessment/diagnostics report with
		companies identified for onboarding.
Phase 2 (Productivity & Export Awareness)	Awareness workshop on productivity and benefits of	A foundational intervention on benefits of
	exporting.	exporting, issues, and modalities.
Phase 3 (Tailored Business Improvement)	Value-stream Mapping; Scope Improvement Interventions;	Identified inefficiencies within company value
	KAIZEN continuous improvement; Identification of	chains; Identified opportunities for improvement;
	Productivity Champions; Develop Intervention Action Plans;	Development of the intervention action plan(s);
	Capacitation of internal staff on lean tools/ Continuous	Training of internal champions; Equiped and
	improvement methodology.	inculcated culture of continuous improvement.

Phase 4 (Introduction to Exporting)	Export cycle, Export logistics, Incoterms & Insurance,	•	Assessment-based intervention(s).
	Method of payments, Trade Regulations, Tariffs & Non	•	Indentify individual gaps and develop
	tariffs, and Export documentation		intervention(s) for improvement and
Phase 5 (Planning for Exports & Market Analysis)	Market research techniques, Market selection, Competitor		implementation.
	analysis, Techniques to develop export strategies, Market	•	Provide weekly/quarterly reports with
	Analysis (SWOT Analysis)		recommendations.
Phase 6: (Market Entry Strategy & Marketing Plan	Doing business in the region (AfCFTA), targeting &		
Development)	positioning, marketing plan development		

#### 7.1 UNDERSTANDING OF ASSIGNMENT

Bidders are required to describe in detail their full understanding of the brief and ToR to ensure that what is required of them fulfils the requirements and objectives of the KZN Export Development Strategy.

## 8. PROJECT MANAGEMENT

The project will be managed through Program 3 under the Directorate – Trade and Investment Promotions. Upon appointment of the Service Provider and the signing of a Service Level Agreement (SLA), a Project Steering Committee (PSC) will be established. The PSC will be chaired by the Director: Trade and Investment Promotions and will serve as a decision-making body to provide a strategic direction and oversight to the project. The PSC, however, will not deal with the day-to-day activities of the project but instead provide overall guidance and oversight to the project. The Project Steering Committee (PSC) shall be comprised of the stakeholders identified as strategic for the successful implementation and monitoring of the project. To that effect,

- EDTEA shall develop the Terms of Reference of the Project Steering Committee (PSC).
- EDTEA shall chair and coordinate the activities of the Project Steering Committee (PSC).

#### 9. SPECIFIC DELIVERABLES

- 9.1 The selected Service Provider would be expected to deliver a detailed implementation plan comprising the following:
  - 9.1.1 Detailed methodology of how the project will be executed.
  - 9.1.2 Detailed report that outlines the capacity of the service provider's ability to execute the expected service e.g ability to train and place graduates.
  - 9.1.3 Detailed costing for the roll-out of the training initiative.
  - 9.1.4 Details of identified role players, implementation timelines, targeted beneficiary groups, indicators of success and envisaged outcome impact indicators relating to job creation and economic growth.
  - 9.1.5 Submission of proof of accreditation of the company to provide training.
  - 9.1.6 Development and submission of onboarding criteria for eligible companies.

## 10. TEAM COMPOSITION

The bidding team must have as a minimum the following structure:

- Team Leader/ Key Expert 1
- Key Expert 2
- Key Expert 3

# 10.1 Key Expert/Expertise:

Job Title	Qualification	Knowledge & Experience
Team Leader/ Key Expert 1	Post-Graduate Degree/ in Economics/ International Trade/ International Economics/ Trade and Investment.	<ul> <li>A minimum of 5 years of experience in facilitating training in exports-focused capacity development programmes. Experience must be elaborated upon in CVs.</li> <li>A minimum of 2 years practical exporting experience.</li> <li>Must be available from date of appointment and shall be at the full disposal of the Department for the duration of the project.</li> <li>Knowledge of government policies and processes</li> <li>Excellent report writing and presentation skills</li> <li>Proven project management skills</li> <li>Proven leadership skills</li> </ul>
Key Expert 2	Degree/ in Economics/ International Trade/ International Economics/ Trade and Investment.	<ul> <li>A minimum of 3 years' experience in facilitating training in exports-focused capacity development programmes. Experience must be elaborated upon in CVs.</li> <li>Knowledge of government policies and processes</li> <li>Excellent report writing and presentation skills</li> </ul>
Key Expert 3	Degree/ in Economics/ International Trade/ International Economics/ Trade and Investment.	<ul> <li>A minimum of 3 years' experience in facilitating training in exports-focused capacity development programmes. Experience must be elaborated upon in CVs.</li> <li>Knowledge of government policies and processes</li> <li>Excellent report writing and presentation skills</li> </ul>

# 10.2 CV's of Key Personnel:

CV's of key personnel involved in the project must clearly highlight the areas of experience/competence relevant to activities and objectives of this project as outlined above.

# 10.3 Company and / or Consortium Experience/ Profile

A full and complete company profile must be provided for the company/Consortium and or Joint Venture partners. There must be at least five (5) reference letters of previous work done in the area of exports-focused capacity development programmes.

The bidder is required to complete the following table:

Institutions	Project	Project	Project	Contact	Valueof
Name	Name	Description	Duration	Person	Project

#### 11. DURATION AND PHASING

The project shall be implemented within 9 months after the appointment of a Service Provider, and of signing a Service Level Agreement (SLA).

## 12. CRITICAL SUCCESS FACTORS

- 12.1 The following will be considered to be Critical Success Factors (CSF) for the project:
  - 12.1.1 Well-defined project management plan;
  - 12.1.2 Work completed timeously; and
  - 12.1.3 Work completed per Terms of Reference.

## 13. RISKS AND ASSUMPTIONS

- 13.1 The following risks and assumptions have the potential to hamper programme delivery:
  - 13.1.1 Socio-Political risks
  - 13.1.2 Macroeconomic factors.

## 14. PROJECT LOCATION

14.1 The project will extend training across the different economic nodes of the province.

## 15. FINANCIAL ALLOCATIONS

15.1 The funds for the implementation of the project will be allocated and availed by EDTEA based on the proposal and disbursed in line with the agreed on and approved project deliverables.

## 16. COMMUNICATION

16.1 A nominated official of the bidder(s) can make enquiries in writing, to the following contact person:

Technical Enquiries : Ms. Paulina Mamogobo

Landline : Cell 076 943 5838

Email : paulina.mamogobo@kznedtea.gov.za

SCM Enquiries : Ms. Thembeka Majozi

Email : thembeka.majozi@kznedtea.gov.za

## 17. EVALUATION CRITERIA

The Evaluation Process will be conducted in the following phases:

Phase 1	Phase 2	Phase 3	Phase 4	Phase 5
Pre- Qualification Criteria	Administrative Compliance	Functionality Requirement	Price and Preference	Negotiation and Final Award
Qualification Criteria	Compliance with Mandatory and other Bid Requirements	Bidders will be assessed to verify capacity to execute the contract	Bids will be evaluated using the 80/20 preference points system	Successful bidder will be informed of the outcome and negotiations will be performed where applicable

**Table 1: Phases for Evaluation** 

## 17.1 Phase 1 - Pre – Qualification Criteria

In terms of Regulations 3(b) and 4 of the Preferential Procurement Policy Framework Act (PPPFA) Regulations, 2017, the Department intends to apply pre-qualification criteria for this bid. Only entities who qualify in terms of the criteria below will be evaluated further in terms of functional requirements as well as the 80/20 preference points systems.

Only bidders who meet the below criteria may respond to the bid for the provision of the training services:

Entities that are Level 1 status level contributors to B-BBEE, EME or QSE

Tenderers are required to submit proof of B-BBEE Status Level of contributor. Proof includes a valid B-BBEE Status Level Verification Certificate issued by a verification agency accredited by SANAS or sworn affidavit signed by an EME representative attested by the Commissioner of Oaths or a B-BBEE certificate issued by the Companies and Intellectual property Commission for EMEs.

Bidders who fail to comply with the pre-qualification criteria and fail to submit documentary proof of the pre-qualification criteria will be disqualified from further evaluation.

A trust consortium or joint venture (including unincorporated consortia and joint ventures) must submit a consolidated B-BBEE Status Level Verification Certificate.

## 17.2 Phase 2- Administrative Compliance

During this phase of evaluation bidders' TOR responses will be evaluated based on compliance with administrative requirements listed hereunder. Failure to meet any of the requirements listed below shall invalidate the bids. The following documents must be submitted for administrative compliance purposes;

## MANDATORY REQUIREMENTS FOR ADMINISTRATIVE COMPLIANCE

CSD Registration number	The Entity must be registered as a service provider on the Central Supplier Database (CSD). If you are not registered proceed to complete the registration of your company prior to submitting your proposal.
Tax Information	The CSD and the tax compliance status PIN shall be used to verify the tax compliance status of the bidder. Bidder may submit a Tax Clearance Certificate. The authenticity of the submitted Tax Clearance Certificate shall be verified on the online SARS e-filing system.
Valid SETA Accreditation	Bidder will be expected to attach or submit valid /Facilitator/Skills  Development Facilitator Training accreditation.
Suppliers Disclosure – SBD 4	Completed and signed
Authority to Sign a Bid: COMPANIES	A resolution letter must be submitted together with this bid and such resolution shall include a specimen signature of the signatory.

Authority to Sign a Bid: SOLE PROPRIETOR (ONE – PERSON BUSINESS)	A resolution letter must be submitted together with this bid and such resolution shall include a specimen signature of the signatory.
Authority to Sign a Bid: CLOSE CORPORATION	A resolution letter must be submitted together with this bid and such resolution shall include a specimen signature of the signatory.
Authority to Sign a Bid : <b>CO-OPERATIVE</b>	A resolution letter must be submitted together with this bid and such resolution shall include a specimen signature of the signatory.
Authority to Sign a Bid: <b>JOINT VENTURE</b>	Resolution/agreement passed/reached' signed by the authorised representatives of the enterprises must be submitted together with this bid and <a href="mailto:such resolution shall include a specimen signature of the signatory.">such resolution shall include a specimen signature of the signatory.</a>
Authority to Sign a Bid: CONSORTIUM	Resolution/agreement passed/reached' signed by the authorised representatives of the enterprises must be submitted together with this bid and such resolution shall include a specimen signature of the signatory.
Authority to Sign a Bid: PARTNERSHIP	A resolution letter must be submitted together with this bid and such resolution shall include a specimen signature of the signatory.

# 17.3 Phase 3 - Functionality Requirements

The following is the weighting awarded for each element and the threshold scores for each

No	Evaluation Criteria	Guidelines	Maximum Points
1	Understanding of assignment, methodology and Approach	Service provider is required to describe in detail their understanding of the terms of reference. Service provider should set out a concise plan of approach, methodology and organization of achieving the intended service. This should also set out the standard operating procedures, supervision and quality controls and roles and responsibility of key staff.	20

at	sperience in delivering capacity development programmes and least 3 years in export-focused capacity development ogrammes.	
experiences  Rey Experts Qualifications, experiences  Fa	Degree/ Degree in Economics International Trade, International Economics, Trade and Investment, (supplementary certification in Import and Export Management, and/or Project Management will be an added advantage.  A minimum of 5 years of experience in facilitating training in exports-focused capacity development programmes.  A minimum of 2 years practical exporting experience. Knowledge of government policies and processes Excellent report writing and presentation skills  Proven project leadership and management skills  acilitator/Key Expert 2  Post graduate Degree/ in Economics/ International Trade/ International Economics/ Trade and Investment.  A minimum of 3 years' experience in facilitating training in exports-focused capacity development programmes.  Knowledge of government policies and processes  Excellent report writing and presentation skills  acilitator/Key Expert 3  Degree/ in Economics/ International Trade/ International Economics/ Trade and Investment.  A minimum of 3 years' experience in facilitating training in exports-focused capacity development programmes.  Knowledge of government policies and processes  Excellent report writing and presentation skills	50

Overall bidders must score a minimum of 60% in the functionality assessment to go through to Phase 4 of the evaluation of the bid (Price and preference).

NOTE: The Department reserves the right to invite bidders who passed pre-qualification criteria and who are administratively responsive to make presentations if required

## 17.4 Phase 4 – Price and Preference Evaluation

In terms of Regulations 6 and 7 of the Preferential Procurement Regulations pertaining to the Preferential Procurement Policy Framework Act, 2000 (Act 5 of 2000), responsive bids will be adjudicated by the State on the 90/10 preference point system.

The following formula will be used to calculate the points for price:

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

Where:

Ps = Points scored for comparative price of bid under consideration

Pt = Comparative price of bid under consideration

Pmin = Comparative price of lowest acceptable bid

A maximum of 20 points may be allocated to a bidder for attaining their B-BBEE status level of contributor in accordance with the table below:

B-BBEE Status Level of Contributor	Number of Points (80/20)
1	20
2	18
3	16
4	12
5	8
6	6
7	4
8	2
Non-Compliant Contributor	0

Bidders are required to complete the preference claim form (Standard Bidding Document (SBD) 6.1), and submit their original and valid B-BBEE status level verification certificate or a certified copy thereof or a sworn affidavit at the closing date of the bid in order to claim the B-BBEE status level point.

The points scored by a bidder in respect of the level of B-BBEE contribution will be added to the points scored for price at the participant's level.

Only bidders who have completed and signed the declaration part of the preference claim form and who have submitted a B-BBEE status level certificate issued by an accredited verification agency or a sworn affidavit will be considered for preference points at the participant's level.

## 17.5 Phase 5: Final Award and SLA

Once the evaluation and adjudication processes have been concluded, appointed entities will be required to enter into a Service Level Agreement with the department.

## 18. ELIGIBILITY CRITERIA

Annexures 1-3 provide organizational/company eligibility criteria and service providers will be assessed in relation to these eligibility criteria provided. Unless otherwise resolved, any service provider that do not meet any of the eligibility criteria in the table below, will be disgualified.

## 19. CLOSE-OUT REPORT

Upon conclusion of the training and related activities, the appointed Service Provider will be expected to:

- Prepare a "close-out "report for presentation to the PSC;
- Detail the challenges and recommend the best practices for the project/program improvement;
- Present progress report on the performance of trainees;
- Make recommendations on what strategies/policy options may the Department (EDTEA) adopt in order to realize export growth in the Province.

# ANNEXURE B EVALUATION GRID

# **Evaluation Grid**

(To be completed for each Tender by each valuator)

Name of Project	Maximum	Initial Assessment		
ORGANIZATION & APPROACH				
<u>Understanding the Assignment</u>	10			
Good understanding of assignment = 10 points				
Fair understanding of assignment = 7				
No understanding of assignment = 0				
Proposed Recruitment, Project Methodology & Placement	10			
Good methodology = 10 points				
Satisfactory methodology = 7				
No methodology = 0				
Experience in similar projects (provide at least 5 reference letters of previous work done in the area of exports-focused capacity development programmes)	10			
5 Projects = 10 points				
2 - 3 Projects = 7 points				
1 Project = 4 points				
No projects = 0 points				
Total score for Organization and approach	30			
PROPOSED PROJECT ROLES NOT LIMITED TO THE FOLLOWING				
KEY EXPERTS				
Team Leader / Key Expert 1	20			
Qualifications	10			
Post-Graduate Degree / in: Economics, International Trade, International Economics, Trade and Investment.				
= 10 points				
No Qualification = 0 point				
Specific, general, and professional experience related to the role	10			

		1
expected in the project		
5+ years' experience		
= 10 points		
3 years' experience		
= 5 points		
<3 years' experience		
= 0 point		
Key Expert 2	15	
Qualification	10	
Degree in: Economics, International Trade, International		
Economics, Trade and Investment.		
= 10 points		
No qualification = 0 point		
Specific, general, and professional experience related to the role expected in the project	5	
3 years' experience		
= 5 points		
<3 Years' Experience = 0 points		
Key Expert 3	15	
Qualification	10	
Degree in: Economics, International Trade, International		
Economics, Trade and Investment.		
= 10 points		
No qualifications = 0 point		
Specific, general, and professional experience related to the role	5	
expected in the project	5	
3 years' experience= 5 points		
<3 Years' Experience = 0 points		
Total score for Key Experts	50	
OVERALL TOTAL SCORE 80		

The minimum pass mark for this project is 60 %

Strengths	
Weaknesses	

**Evaluation performed by:** 

Name	
Signature	
Date	

**ANNEXURE C: CV Format** 

Proposed role in the project:

	Family name					
ı <b>1</b> . l	First names	:				
12.	Date of birth	1:				
13.	Nationality:					
14.	Civil status:					
15. ˈ	Education:					
 ıstitı	ıtion [Date f	rom - Date to	)]		Degree	e(s) or Diploma(s) obtained:
			-			
	Languag	e skills: Indi	cate con	npetence on a s	cale of 1 to 5 (1 -	excellent; 5 basic)
	Language			Speaking	Writing	·
	English	Nea	ullig	Speaking	vviitiig	
	Portugues					
	French					
	Indonesia	n				
	Spanish					
	Membersh	nip of profess	sional bo	odies: -		
	Other skil	ls: (e.g. Com	puter lit	eracy, etc.)		
	Present p		-	• •		
	Years wit	hin the firm:				
	Kev guali	fications: (Re	elevant t	o the project)		
Pro		Experience		o and projectly		
Date	from -	Location		Company	Position	Description of
Date	to	Location		Company	1 OSITION	projects/responsibilities etc
		i				

14. Other relevant information (e.g., Publications)

Date

## **ANNEXURE D**

Sta	atement of Exclusi	vity and availability			
Sta	atement of exclusivi	ty and availability			
Те	nder ref:				
I, t	he undersigned, her	eby declare that I agree to	participate exclusively with	the tenderer	in the above-mentioned
sei	vice tender procedu	ire. I further declare that I a	am able and willing to work	for the period(s) foreseer	n for the position for which my
CV	has been included.				
		From	То		
_					
٠	•		•	•	ny other tenderer submitting a
	·	•		•	rocedure, the tenders may be
•	•	•	·	lures and contracts funde	d by the KZN Department of
	•	nt Tourism and Environmer		at and the same at	distant data of more and transfer
			·	•	d start date of my services for
			•	•	lures and contracts funded by
			rounsm and Environmenta	i Aliairs and that the notin	ication of award of contract to
tne	tenderer may be re	endered null and void.			
	Name				
	Signature				