



## INVITATION TO QUOTE

Quotation Number: Q 08 EDTEA 2025/2026

Description: APPOINTMENT OF A SERVICE PROVIDER FOR THE DEVELOPMENT OF AN INTEGRATED TRADE AND INVESTMENT STRATEGY 2025 – 2030 FOR THE PROVINCE OF KWAZULU-NATAL

**Briefing Session: NOT APPLICABLE**

Queries relating to the issue of these documents may be addressed to Admin Office Tel. No. (033) 264 2579/2862:  
e-mail

[bids@kznedtea.gov.za](mailto:bids@kznedtea.gov.za)

**Closing Date: 02 June 2025**

**Closing Time: 15:00**

**Method of submission: DOCUMENTS MUST BE DEPOSITED IN THE BID BOX SITUATED AT GROUND FLOOR FOYER, 270 JABU NDLOVU STREET PIETERMARITZBURG**

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## SECTION A (PART A: INVITATION TO QUOTE)

<b>YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF THE (EDTEA)</b>					
BID NUMBER:	Q 08 EDTEA 25/26	CLOSING DATE:	02 June 2025	CLOSING TIME:	15:00
DESCRIPTION	APPOINTMENT OF A SERVICE PROVIDER FOR THE DEVELOPMENT OF AN INTEGRATED TRADE AND INVESTMENT STRATEGY 2025 – 2030 FOR THE PROVINCE OF KWAZULU-NATAL				
<b>BID RESPONSE DOCUMENTS MUST BE DEPOSITED IN THE BID BOX SITUATED AT (STREET ADDRESS)</b>					
270 JABU NDLOVU STREET, PIETERMARITZBURG					
<b>BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO</b>			<b>TECHNICAL ENQUIRIES MAY BE DIRECTED TO:</b>		
CONTACT PERSON	Admin Office		CONTACT PERSON	Nontokozi Mbanjwa	
TELEPHONE NUMBER	(033) 264 2862 / 2579		TELEPHONE NUMBER	076-411-7223	
FACSIMILE NUMBER			FACSIMILE NUMBER		
E-MAIL ADDRESS	<a href="mailto:bids@kznedtea.gov.za">bids@kznedtea.gov.za</a>		E-MAIL ADDRESS	<a href="mailto:Nontokozi.mbanjwa@kznedtea.gov.za">Nontokozi.mbanjwa@kznedtea.gov.za</a>	
<b>SUPPLIER INFORMATION</b>					
NAME OF BIDDER					
POSTAL ADDRESS					
STREET ADDRESS					
TELEPHONE NUMBER	CODE		NUMBER		
CELLPHONE NUMBER					
FACSIMILE NUMBER	CODE		NUMBER		
E-MAIL ADDRESS					
VAT REGISTRATION NUMBER					
SUPPLIER COMPLIANCE STATUS	TAX COMPLIANCE SYSTEM PIN:		OR	CENTRAL SUPPLIER DATABASE No:	MAAA
ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES /WORKS OFFERED?	<input type="checkbox"/> Yes <input type="checkbox"/> No [IF YES ENCLOSE PROOF]		ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES /WORKS OFFERED?		<input type="checkbox"/> Yes <input type="checkbox"/> No [IF YES, ANSWER THE QUESTIONNAIRE BELOW]
<b>QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS</b>					
IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?				<input type="checkbox"/> YES <input type="checkbox"/> NO	
DOES THE ENTITY HAVE A BRANCH IN THE RSA?				<input type="checkbox"/> YES <input type="checkbox"/> NO	
DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?				<input type="checkbox"/>	
YES <input type="checkbox"/> NO					
DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?				<input type="checkbox"/> YES <input type="checkbox"/> NO	
IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION?				<input type="checkbox"/> YES	
<input type="checkbox"/> NO					

IF THE ANSWER IS "NO" TO ALL OF THE ABOVE, THEN IT IS NOT A REQUIREMENT TO REGISTER FOR A TAX COMPLIANCE STATUS SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 2.3 BELOW.

**PART B: TERMS AND CONDITIONS FOR BIDDING**  
**SECTION B: LIST OF ALL RETURNABLE & COMPULSORY DOCUMENTS**

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

Section/ Schedule	Description	Compulsory (Yes / No)	Non- Submission will render bidders non- responsive (Yes/No)	Compulsory (Yes / No) For Quotation Evaluation Purposes	Yes	No	N/A
<b>Prospective Service Providers MUST complete the following as per the QUOTATION document:</b>							
<b>Part A</b>	<b>Invitation to BID (SBD 1)</b>	<b>Yes</b>	<b>Yes</b>				
<b>Part B</b>	<b>Terms and Conditions for bidding (SBD 1)</b>	<b>Read Only</b>					
<b>Section C</b>	Special Instructions regarding completion of bid	<b>Read only</b>					
<b>Section D</b>	Registration on Central Suppliers Database	<b>Read Only</b>					
<b>Section E</b>	Declaration that information on Central Suppliers database is correct and up to date	<b>Yes</b>	<b>Yes</b>				
<b>Section F – G</b>	Pricing Schedule (SBD 3)	<b>Yes</b>	<b>Yes</b>				
<b>Section H</b>	Quotation Offer	<b>Yes</b>	<b>Yes</b>				
<b>Section I</b>	Bidder's disclosure form (SBD4)	<b>Yes</b>	<b>Yes</b>				
<b>Section J</b>	Preference Points Claim Form In terms of the Preferential Procurement Regulations 2022.			<b>Yes If Applicable</b>			
<b>Section K</b>	Not applicable Compulsory official briefing	<b>No</b>	<b>No</b>				
<b>Section L</b>	<b>Questionnaire Replies</b> - To be only included when BIDs for goods are involved.			<b>Yes If applicable</b>			
<b>Section M</b>	Special Conditions of Contract	<b>Read only</b>					
<b>Section N</b>	General Conditions of Contract	<b>Read only</b>					
<b>Section O</b>	<b>Authority to Sign a BID</b>						

Section/ Schedule	Description	Compulsory (Yes / No)	Non- Submission will render bidders non- responsive (Yes/No)	Compulsory (Yes / No) For Quotation Evaluation Purposes	Yes	No	N/A
	Provide resolution letter for relevant enterprise status	Yes	Yes				
	Joint venture-Resolution/agreement passed/reached' signed by the authorised representatives of the enterprises	Yes	Yes				
<b>Section P</b>	Schedule variations from good and services information			Yes If applicable			
<b>Annexure A</b>	Terms of Reference						
<b>Annexure B</b>	Evaluation Grid						
<b>Annexure C</b>	CV Format						
<b>Annexure D</b>	Statement of exclusivity and availability						

## SECTION C: 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. Use of erasable pen is prohibited.
15. Bids will be opened in public as soon as practicable after the closing time of bid.
16. Where practical, prices are made public at the time of opening bids.
17. 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.
18. Bidder must initial each and every page of the bid document.

**SECTION D: 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](http://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 favorable bid is accepted or less favorable 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 E: 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) .....CSD  
Registration

Number.....

AM AWARE OF THE CONTENTS OF THE CENTRAL SUPPLIER DATABASE WITH RESPECT TO THE BIDDER'S  
DETAILS AND REGISTRATION INFORMATION, AND THAT THE SAID INFORMATION IS CORRECT AND UP-  
TO

DATE AS ON THE DATE OF SUBMITTING THIS BID.

AND I AM AWARE THAT INCORRECT OR OUTDATED INFORMATION MAY BE A CAUSE FOR  
DISQUALIFICATION OF THIS BID FROM THE BIDDING PROCESS, AND/OR POSSIBLE CANCELLATION OF  
THE CONTRACT THAT MAY BE AWARDED ON THE BASIS OF THIS BID.

.....  
**SIGNATURE OF BIDDER OR AUTHORISED REPRESENTATIVE**

**DATE:** .....

**SECTION F: PRICING SCHEDULE – FIRM PRICES**  
(PURCHASES)

**NOTE: ONLY FIRM PRICES WILL BE ACCEPTED. NON-FIRM PRICES (INCLUDING PRICES SUBJECT TO RATES OF EXCHANGE VARIATIONS) WILL NOT BE CONSIDERED**

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

Name of bidder.....	Bid number: <b>Q 08 EDTEA 2025/2026</b>
Closing Time <b>15:00</b>	Closing date: <b>02 June 2025</b>

OFFER TO BE VALID FOR 60 DAYS FROM THE CLOSING DATE OF BID.

ITEM NO.	QUANTITY	DESCRIPTION	Unit Price	Total for each unit
1				
2				
3				
4				
<b>SUB-TOTAL</b>				
<b>VAT AT 15%</b>				
<b>GRAND TOTAL (BID PRICE IN RSA CURRENCY WITH ALL APPLICABLE TAXES INCLUDED)</b>				

- Required by: .....

- At: .....

- Brand and model .....

- Country of origin .....

- Does the offer comply with the specification(s)? \*YES/NO

- If not to specification, indicate deviation(s) .....

- Period required for delivery .....

\*Delivery: Firm/not firm

- Delivery basis .....

Note: All delivery costs must be included in the bid price, for delivery at the prescribed destination.

\*\* "all applicable taxes" includes value- added tax, pay as you earn, income tax, unemployment insurance fund contributions and skills development levies.

\*Delete if not applicable

**SECTION G: PRICING SCHEDULE  
(Professional Services)**

Name of bidder.....	Bid number: <b>Q 08 EDTEA 2025/2026</b>
Closing Time <b>15:00</b>	Closing date: <b>02 June 2025</b>

OFFER TO BE VALID FOR 60 DAYS FROM THE CLOSING DATE OF BID.

ITEM NO.	DESCRIPTION	BID PRICE IN RSA CURRENCY WITH ALL APPLICABLE TAXES INCLUDED)

- The accompanying information must be used for the formulation of proposals
- Bidders are required to indicate a ceiling price based on the total estimated time for completion of all phases and including all expenses inclusive of all applicable taxes for the project.  
R.....
- PERSONS WHO WILL BE INVOLVED IN THE PROJECT AND RATES APPLICABLE (CERTIFIED INVOICES MUST BE RENDERED IN TERMS HEREOF)

4. PERSON AND POSITION	HOURLY RATE	DAILY RATE
.....	R.....	.....
.....	R.....	.....
.....	R.....	.....
.....	R.....	.....
.....	R.....	.....

- PHASES ACCORDING TO WHICH THE PROJECT WILL BE COMPLETED, COST PER PHASE AND MAN-DAYS TO BE SPENT

.....	R.....	.....
.....	R.....	days
.....	R.....	days
.....	R.....	days
.....	R.....	days
.....	R.....	days

- Travel expenses (specify, for example rate/km and total km, class of airtravel, etc). Only actual costs are recoverable. Proof of the expenses incurred must accompany certified invoices.

DESCRIPTION OF EXPENSE TO BE INCURRED	RATE	QUANTITY	AMOUNT
.....	.....	.....	R
.....	.....	.....	R

.....	.....	.....	R
.....	.....	.....	R
.....	.....	.....	R
.....	.....	.....	.....

TOTAL: R.....

\*\* "all applicable taxes" includes value- added tax, pay as you earn, income tax, unemployment insurance fund contributions and skills development levies.

Travel expenses (specify, for example rate/km and total km, class of airtravel, etc). Only actual costs are recoverable. Proof of the expenses incurred must accompany certified invoices.

DESCRIPTION OF EXPENSE TO BE INCURRED	RATE	QUANTITY	AMOUNT
.....	.....	.....	R .....
.....	.....	.....	R .....
.....	.....	.....	R .....
.....	.....	.....	R .....
.....	.....	.....	R .....

TOTAL: R.....

6. Period required for commencement with project after acceptance of bid

.....

7. Estimated man-days for completion of project

.....

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

\*YES/NO

9. If not firm for the full period, provide details of the basis on which adjustments will be applied for, for example consumer price index.

.....

.....

.....

.....

**\*[DELETE IF NOT APPLICABLE]**

Any enquiries regarding bidding procedures may be directed to the –

(INSERT NAME AND ADDRESS OF DEPARTMENT/ENTITY)

Tel:

Or for technical information –

(INSERT NAME OF CONTACT PERSON)

Tel:

**SECTION H: QUOTATION OFFER**

(To be completed by Bidder)

**QUOTATION NUMBER: Q 08 EDTEA 2025/2026**

18.1.1 QUOTATION PRICE INCLUDING VAT:  
R.....

18.1.2 AMOUNT IN WORDS: .....  
.....

18.1.3 TIME FOR COMPLETION/ DELIVERY: .....calendar months

<b>NAME OF BIDDER:</b> .....	<b>SIGNATURE</b> .....	<b>DATE:</b> .....
---------------------------------	---------------------------	-----------------------

**FOR OFFICE PURPOSES ONLY****IMPORTANT****Mark appropriate block with "X"**

- |   |     |    |  |
|---|-----|----|--|
| 1. HAVE ANY ALTERATIONS BEEN MADE?  | YES | NO |  |
| 2. HAS AN ALTERNATIVE BID BEEN SUBMITTED?   | YES | NO |  |
| 3. <b>IF APPLICABLE:</b> DID THE BIDDER ATTEND THE OFFICIAL BRIEFING SESSION/ COMPULSORY SITE INSPECTION? | YES | NO |  |

**SECTION I: BIDDER'S DISCLOSURE****1. PURPOSE OF THE FORM**

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

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

**2. Bidder's declaration**

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

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

Full Name	Identity Number	Name of State institution

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

1.2.1. If so, furnish particulars:

.....  
 .....

1.3. 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.

**3 DECLARATION**

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

- 3.1 I have read and I understand the contents of this disclosure;
- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;
- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium<sup>2</sup> will not be construed as collusive bidding.
- 3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.
- 3.5 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
- 3.6 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.
- 3.7 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

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

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

..... Signature	..... Date
..... Position	..... Name of bidder

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

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

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

**NB: BEFORE COMPLETING THIS FORM, TENDERERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF THE TENDER AND PREFERENTIAL PROCUREMENT REGULATIONS, 2022**

### 1. GENERAL CONDITIONS

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

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

- a) The applicable preference point system for this tender is the **80/20** preference point system.

#### 1.3 Points for this tender (even in the case of a tender for income-generating contracts) shall be awarded for:

- (a) Price; and
- (b) Specific Goals.

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

The maximum points for this tender are allocated as follows:

	POINTS
PRICE	80
SPECIFIC GOALS	20
<b>Total points for Price and SPECIFIC GOALS</b>	<b>100</b>

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

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

### 2. DEFINITIONS

- (a) **“tender”** means a written offer in the form determined by an organ of state in response to an invitation to provide goods or services through price quotations, competitive tendering process or any other method envisaged in legislation;
- (b) **“price”** means an amount of money tendered for goods or services, and includes all applicable taxes less all unconditional discounts;
- (c) **“rand value”** means the total estimated value of a contract in Rand, calculated at the time of quotation invitation, and includes all applicable taxes;
- (d) **“tender for income-generating contracts”** means a written offer in the form determined by an organ of state in response to an invitation for the origination of income-generating contracts through any method envisaged in legislation that will result in a legal agreement between the organ of state and a third party that produces revenue for the organ of state, and includes, but is not limited to, leasing and disposal of assets and concession contracts, excluding direct sales and disposal of assets through public auctions; and

(e) “the Act” means the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000).

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

#### 3.1. POINTS AWARDED FOR PRICE

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

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

80/20 or 90/10

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

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmin = Price of lowest acceptable tender

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

##### 3.2.1. POINTS AWARDED FOR PRICE

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

80/20 or 90/10

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

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmax = Price of highest acceptable tender

### 4. POINTS AWARDED FOR SPECIFIC GOALS

4.1. In terms of Regulation 4(2); 5(2); 6(2) and 7(2) of the Preferential Procurement Regulations, preference points must be awarded for specific goals stated in the tender. For the purposes of this tender the tenderer will be allocated points based on the goals stated in table 1 below as may be supported by proof/ documentation stated in the conditions of this tender:

4.2. In cases where organs of state intend to use Regulation 3(2) of the Regulations, which states that, if it is unclear whether the 80/20 or 90/10 preference point system applies, an organ of state must, in the tender documents, stipulate in the case of—

(a) an invitation for tender for income-generating contracts, that either the 80/20 or 90/10 preference point system will apply and that the highest acceptable tender will be used to determine the applicable preference point system; or

(b) any other invitation for tender, that either the 80/20 or 90/10 preference point system will apply and that the lowest acceptable tender will be used to determine the applicable preference point system,

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

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

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

The specific goals allocated points in terms of this tender	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (80/20 system) (To be completed by the tenderer)	Documents to be submitted to claim points
<b>Preference Goal 1- HDI</b>			
Women	10		Completed SBD 6.1, Completed ownership demographic form and CIPC certificate
<b>Preference Goal 2 - RDP</b>			
Geographical Location (KwaZulu-Natal)	10		Completed SBD 6.1, Completed ownership demographic form, Utility bill letter/letter from the ward councillor/ lease agreement/Account statement and CIPC certificate
<b>Total</b>	<b>20</b>		

## 4.3. TYPE OF COMPANY/ FIRM

- ☐ Partnership/Joint Venture / Consortium
- ☐ One-person business/sole propriety
- ☐ Close corporation
- ☐ Public Company
- ☐ Personal Liability Company
- ☐ (Pty) Limited
- ☐ Non-Profit Company
- ☐ State Owned Company

[TICK APPLICABLE BOX]

4.4. I, the undersigned, who is duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the specific goals as advised in the tender, qualifies the company/ firm for the preference(s) shown and I acknowledge that:

- i) The information furnished is true and correct;
- ii) The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form;
- iii) In the event of a contract being awarded as a result of points claimed as shown in paragraphs 1.4 and 4.2, the contractor may be required to furnish documentary proof to the satisfaction of the organ of state that the claims are correct;
- iv) If the specific goals have been claimed or obtained on a fraudulent basis or any of the conditions of contract have not been fulfilled, the organ of state may, in addition to any other remedy it may have –
  - (a) disqualify the person from the tendering process;
  - (b) recover costs, losses or damages it has incurred or suffered as a result of that person's conduct;

- (c) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation;
- (d) recommend that the tenderer or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted from obtaining business from any organ of state for a period not exceeding 10 years, after the *audi alteram partem* (hear the other side) rule has been applied; and
- (e) forward the matter for criminal prosecution, if deemed necessary

.....

**SIGNATURE(S) OF TENDERER(S)**

**SURNAME AND NAME:**

**DATE:**

**ADDRESS:**

.....

.....

.....

.....

## OWNERSHIP DEMOGRAPHIC SCHEDULE

- ✓ Kindly provide the percentage ownership for each owner according to the following demographic categories; African Male, African Female, Coloured Male, Coloured Female, Indian Male, Indian Female, White Male, White Female, Youth, Disabled, Co-operative and Other.

NO.	ID NUMBER	% AFRICAN		% COLOURED		% INDIAN		% WHITE		% YOUTH	% DISABLED	% CO-OPERATIVE	% OTHER (Specify)
		MALE	FEMALE	MALE	FEMALE	MALE	FEMALE	MALE	FEMALE				
1													
2													
3													
4													
5													
6													
7													
8													
9													
10													
TOTAL													

SECTION K: 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.....?

.....  
**SIGNATURE OF BIDDER**  
**(PRINT NAME)**

.....  
**DATE**

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

**SECTION L: SPECIAL CONDITIONS OF CONTRACT**

This quotation is subject to the Preferential Procurement Policy Framework Act and the Preferential Procurement Regulations, 2022; the General Conditions of Contract (GCC) and the following applicable other Special Conditions of Contract.

The offers must remain valid for a period of 60 days from the closing date of the submission of quotations.

**1. CONTRACT PERIOD**

1.1 06 months from signing of Service Level Agreement

**2. EVALUATION CRITERIA**

There are *Four (4)* main stages in the selection process, namely, ensuring that quotations comply with administrative Compliance, functionality, and price and preference points (**Specific goals**); and price negotiation.

**2.1 Step 1 - Administrative Compliance**

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

The following documentation must be submitted:

CRITERIA			YES	NO	REMARKS
SECTION A	PART A	INVITATION TO BID (SBD 1)	X		
	PART B	TERMS AND CONDITIONS FOR BIDDING (SBD 1)	X		
SECTION B		LIST OF RETURNABLE AND COMPULSORY DOCUMENTS	X		
SECTION C		SPECIAL INSTRUCTIONS REGARDING COMPLETION OF BID			Read only
SECTION D		REGISTRATION ON CENTRAL SUPPLIERS DATABASE	X		
SECTION E		DECLARATION THAT INFORMATION ON CENTRAL SUPPLIERS	X		
SECTION F		PRICING SCHEDULE (SBD 3.1)	X		
SECTION G		PRICING SCHEDULE (SBD 3.3)	X		
SECTION H		QUOTATION OFFER			
SECTION I		BIDDER'S DISCLOSURE (SBD 4)	X		
SECTION J		PREFERENCE POINTS CLAIM FORM (SBD 6.1)	X		
SECTION K		QUESTIONNAIRES REPLIES	X		
SECTION L		SPECIAL CONDITIONS OF CONTRACT	X		
SECTION M		GENERAL CONDITIONS OF CONTRACT			Read only
SECTION N		AUTHORITY TO SIGN THE BID	X		
SECTION O		SCHEDULE VARIATION FROM GOODS OR SERVICES INFORMATION			If applicable
ANNEXURE A		TERMS OF REFERENCE (TOR)			
ANNEXURE B		EVALUATION GRID			
ANNEXURE C		CV FORMAT			
ANNEXURE D		STATEMENT OF EXCLUSIVITY AND AVAILABILITY			

**2.2 Step 2- Functionality**

This quotation 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

**Q 08 EDTEA 2025-2026****2.3 Step 3 - Preferential Point Evaluation**

This quotation will be evaluated using the 80/20 preference point system. (SBD 6.1 to be completed in order to claim preference points as per specific goals stipulated. In order to claim points, required proof for each specific goal indicated below should be attached together with this quotation. Failure to provide documents will result in non-allocation of preference points.

<b>Specific goals</b>	<b>Documents required to determine specific goals respectively</b>
<b>Preference Goal 1- HDI</b>	
Women	Completed SBD 6.1, Completed ownership demographic form and CIPC certificate
<b>Preference Goal 2 - RDP</b>	
Geographical Location (KwaZulu-Natal)	Completed SBD 6.1, Completed ownership demographic form, Utility bill letter/letter from the ward councilor/ lease agreement/Account statement and CIPC certificate

**2.4 Step 4 - Price negotiation**

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

**SECTION M: 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 that 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**

- 2.1 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.
- 2.2 Where applicable, special conditions of contract are also laid down to cover specific supplies, services or works.
- 2.3 Where such special conditions of contract are in conflict with these general conditions, the special conditions shall apply.

## **3. General**

- 3.1 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.
- 3.2 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](http://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.**

- 5.1 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.
- 5.2 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.
- 5.3 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.

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5.4 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**

6.1 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.

### **7. Performance security**

7.1 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.

7.2 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.

7.3 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:

v) 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

vi) a cashier's or certified cheque

vii) 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.

### **8. Inspections, tests and analyses**

8.1 All pre-bidding testing will be for the account of the bidder.

8.2 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.

8.3 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.

8.4 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.

8.5 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.

8.6 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.

8.7 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.

8.8 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

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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.

### **10. Delivery and documents**

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. Documents to be submitted by the supplier are specified in SCC.

### **11. Insurance**

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.

### **12. Transportation**

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

### **13. Incidental Services**

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.

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.

### **14. Spare parts**

1. 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.

**15. Warranty**

- 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.
- 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.
- 3.The purchaser shall promptly notify the supplier in writing of any claims arising under this warranty.
- 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.
- 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.

**16. Payment**

- 1.The method and conditions of payment to be made to the supplier under this contract shall be specified in SCC.
- 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.
- 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.
- 4.Payment will be made in Rand unless otherwise stipulated in SCC.

**17. Prices**

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.

**18. Contract amendments**

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

**19. Assignment**

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.

**20. Subcontracts**

1.The supplier shall notify the purchaser in writing of all subcontracts awarded under this contract 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.

**21. Delays in the supplier's performance**

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.

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.

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.

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.

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.

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.

**22. Penalties**

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.

**23. Termination for default**

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.
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

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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.

3. 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.
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.
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.
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.
  - (v) These details will be loaded in the National Treasury's central database of suppliers or persons prohibited from doing business with the public sector.
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.

## **24. Anti-dumping and countervailing duties and rights**

1. 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.

## **25. Force Majeure**

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.

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.

**26. Termination for insolvency**

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.

**27. Settlement of Disputes**

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.

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.

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.

4.Mediation proceedings shall be conducted in accordance with the rules of procedure specified in the SCC.

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.

**28. Limitation of liability**

- 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.

**29. Governing language**

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.

**30. Applicable law**

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

**31. Notices**

- 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
- 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.

**32. Taxes and duties**

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.

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.

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.

**33. National Industrial Participation (NIP) Programme**

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.

**34. Prohibition of Restrictive practices**

1. 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).
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 N: AUTHORITY TO SIGN QUOTATION**

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

(I) CLOSE CORPORATION	(II) COMPANIES	(III) SOLE PROPRIETOR	(IV) PARTNERSHIP	(V) CO- OPERATIVE	(VI) 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:

.....  
 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, a separate list should be attached)*

**Note:**

Members of the enterprise must complete this form in full according to the type of enterprise, authorising the signatory to sign all documents in connection with this bid and any contract resulting therefrom on behalf of the enterprise.

**Note:** In a case of a Sole proprietor, a director may appoint himself/herself if they will be the one signing all documents in connection with this bid and any contract resulting therefrom on behalf of the enterprise.

## SECTION 0: 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.

[illegible]

**SIGNATURE OF BIDDER:** .....

**DATE:** .....

**ANNEXURE A: TERMS OF REFERENCE (TOR)**

**APPOINTMENT OF A SERVICE PROVIDER FOR THE DEVELOPMENT OF AN INTEGRATED TRADE AND INVESTMENT STRATEGY 2025 – 2030 FOR THE PROVINCE OF KWAZULU-NATAL**

## 1. Definitions of Acronyms/Glossary

<b>B-BBEE</b>	Broad Based Black Economic Empowerment
<b>CSD</b>	Central Supplier Database
<b>CV</b>	Curriculum Vitae
<b>DIP</b>	District Investment Profiles
<b>DMIPFS</b>	District Municipality Investment Promotion and Facilitation Strategies
<b>EDTEA</b>	Economic Development, Tourism and Environmental Affairs
<b>EME</b>	Exempted Micro Enterprises
<b>ITIS</b>	Integrated Trade and Investment Strategy
<b>KZN</b>	KwaZulu-Natal
<b>MEC</b>	Member of the Executive Council
<b>PSC</b>	Project Steering Committee
<b>QSE</b>	Qualifying Small Enterprises
<b>SCM</b>	Supply Chain Management
<b>SLA</b>	Service Level Agreement
<b>TIKZN</b>	Trade and Investment KwaZulu-Natal
<b>TOR</b>	Terms of Reference

## 2. Departmental Overview

The Department of Economic Development, Tourism and Environmental Affairs (EDTEA) is legislatively mandated to champion and promote sustainable economic growth for the province of KwaZulu-Natal (KZN). The policy and regulatory mandate of the Department extends throughout the provincial economy covering regulatory, sectoral and industry development, finance, research and trade. This expansive mandate provides the additional responsibility of ensuring that other provincial departments and public entities are undertaking the required economic, infrastructural and development programmes required by the province to enhance the provincial investment environment.

## 3. Sub-Programme Overview

The Trade, Sector and Tourism Development Chief Directorate leads the trade and investment interventions in identified priority economic sectors as well as the implementation of strategic initiatives to advance industrial development. The sub-Programme of Trade and Investment Promotion derives its mandate from the national policies such as the New Growth Path, the National Development Plan, the National Industrial Policy Framework and the Industrial Policy Action Plan which is consistent with the Provincial

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Industrial Development Strategy, Provincial Growth and Development Strategy, and the KwaZulu-Natal Integrated Trade and Investment Strategy (ITIS).

In an effort to ensure all investment promotion and facilitation efforts within the province are coordinated, the sub-programme leverages off the capacity and capability of Trade and Investment KwaZulu-Natal (TIKZN) as an implementing agency. The integrated efforts are essential to achieving investment attraction into the province by addressing issues of the diversification of KZN exports, enhancing the provinces' global competitiveness, decentralization of trade and investment in KZN to incorporate the historically marginalized areas into the mainstream economy, and broaden trade within the African continent and beyond.

To ensure the achievement of creating an enabling environment that maximizes foreign and domestic investment in the Province, and deliver on the strategic goal of strengthening the competitiveness of the provincial economy, the following policy priorities are set as pre-requisites:

- Identification, promotion and utilization of opportunities for trade & investment within the province;
- Investment attraction and export growth in order to develop and grow the economy as well as create jobs;
- Policy development and implementation in the area of trade & investment;
- Provision of trade and investment support in the development of the provincial growth sectors and priority sectors; and
- Positioning of KwaZulu-Natal province as Africa's trade gateway

## **4. Purpose of the TOR**

The 2008 global financial crisis marked the beginning of a slowdown in the rate of national economic growth. The South African economy has since struggled to recover, experiencing stagnation that's put a strain on efforts to tackle historic socio-economic challenges of unemployment, poverty and inequality. The structural weakness of the economy has overtime worsened the socio-economic challenges of the Country making it harder to unlock sustainable growth and development. The economy has been placed under further pressure with the decimation of the global pandemic and subsequent lockdown in 2020.

In response to the economic crisis, Government has put into place measures that match in proportion the severity of the devastation. The reconstruction and recovery plan present an opportunity to reset the South African economy and restore economic activity and rebuild the economy in a manner that ensures sustainability, resilience and inclusiveness. The social compact on economic recovery as agreed to by all social partners will serve as a roadmap for economic reconstruction and recovery.

Through the social accord signed in May 2021, the provincial Economic Reconstruction and Transformation Plan has identified the focus on fourteen (14) sectors that can provide immediate benefit for the Province. With the introduction of the 7th administration, new national and provincial priorities have emerged. As a result, the timing is now ideal for revising and updating the Trade and Investment Integrated Strategy to reflect current trends and future prospects.

The development of the revised strategy seeks to update the 2011 Investment Strategy and integrate the 2017 Draft Export Strategy, as well as District Municipality Investment Promotion and Facilitation Strategies (DMIPFS) and District Investment Profiles (DIPs). The Integrated Trade and Investment Strategy provides the province of KZN with an integrated plan which will stimulate inclusive economic

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growth by using KZN's natural and acquired competitive strengths to tap into the immense opportunities being created by expanding international markets.

### **5. Project Objectives**

The project objective is to finalize an investment strategy for the Province that the will achieve:

- The creation of an enabling environment that maximizes the attraction of foreign and domestic investment into the province of KZN.
- Expansion of both the number of provincial exporters and the expansion of the export base of the Province

#### **5.1 Overall Objectives**

- Effective partnerships between all stakeholders, enhanced capacity and stronger advocacy efforts;
- Coordinated research activities, optimised information systems and the sharing of information between all stakeholders;
- Focused and targeted export and investment promotion activities and coordinated and streamlined investment facilitation;
- Supportive exporter development activities and access to export finance and
- Effective investor aftercare and business retention and expansion services.

#### **5.2 Key Output**

The key output is the revised strategy for the province of KZN specifically for the duration of 2025 – 2030

#### **5.3 Scope of Work**

##### **i. Inception report**

- Project set-up and preparation of the inception report detailing all deliverables including a work plan of activities to be achieved during the contract period.
- Service provider required to commence by drafting the inception report detailing the overall approach, methodology and expected timeframes.
- The draft inception report will serve as a discussion document and will be the basis upon which the detailed approach to the project is agreed.
- The inception report is an interim deliverable that is expected to be completed in two weeks from the date of appointment of the service provider.

##### **ii. Situational Analysis/Status-Quo Report**

This exercise should produce an updated situational analysis for the Integrated Trade and Investment Strategy incorporating individual situational analyses for each of KZN's districts and local municipalities. This sets the foundation for the strategic plan. The updated situational analysis should have a pronounced trade and investment focus.

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- Current Economic Climate or economic conditions
- Stakeholder Analysis
- SWOT Analysis
- Policy & Legal Environment
- Key Challenges or Barriers
- Enabling Factors

### **iii. Drafting of KZN Integrated Trade and Investment Strategy**

Considering the findings of the situational analysis the service provider should draft the comprehensive Integrated KZN Trade and Investment Strategy. This is a structured plan that outlines how KZN will enhance its trade performance and attract or increase investment—both foreign and domestic. The strategy signifies how it should create a competitive, appealing, and sustainable environment for economic growth.

- Vision/Mission
- Strategy Goals/Objectives
- Drivers to address goals/objectives
- Target Markets, Investment sources
- Incentives and tools
- Other considerations – human capital, infrastructure plans, funding needed & models, Risk analysis & mitigation etc.

### **iv. Implementation Plan**

Development of Implementation Plan to guide that outlines how a project or initiative will be executed, from start to finish. It breaks down the **who, what, when, where, and how** goals or identified initiatives are met. It prioritizes the identified interventions and can include possible funding sources.

- Prioritise activities/interventions/projects and programs and subsequent investments;
- Include targets, milestones/phases, timeframes (Gannt chart), assign roles & responsibility lead and supporting institutions;
- Resources required – human resources, materials, tools and estimated budget

### **v. Monitoring and Evaluation Framework**

This phase outlines the ongoing tracking of activities and outputs and assessing the effectiveness, efficiency, and impact of what's been done

- Align Objectives and develop indicators to initiatives identified
- Create baseline data to measure change;
- Provide method of how the data should be collected;
- Assign responsibilities, timing/frequencies
- How data will be communicated or reported

### **vi. Close-out report**

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- Preparation of a project close-out report (a final summary document capturing results, challenges, lessons learned, and any follow-up actions to be undertaken)
- Stakeholder Feedback (any quotes or statements by participants)
- Recommendations
- Organizing and hosting of a close-out meeting to present the close-out report.

#### 5.4 Specific Deliverables

- The appointed service provide must undertake the delivery of an Integrated Trade and Investment Strategy 2025 - 2030
- The appointed service provide must undertake the delivery a Trade and Investment Plan for KZN that will serve as an implementation plan

#### 5.5 Specific Tasks and Activities

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

PHASES	ACTIVITIES	OUTCOMES
<b>Phase 1:</b> Project Inception	<ul style="list-style-type: none"><li>○ Project set-up and preparation of the inception report detailing all deliverables including a work plan of activities to be achieved during the contract period.</li><li>○ Service provider required to commence by drafting the inception report detailing the overall approach, methodology and expected timeframes.</li><li>○ The draft inception report will serve as a discussion document and will be the basis upon which the detailed approach to the project is agreed.</li><li>○ The inception report is an interim deliverable that is expected to be completed in two weeks from the date of appointment of the service provider.</li></ul>	<ul style="list-style-type: none"><li>○ Comprehensive inception report</li></ul>
<b>Phase 2:</b> Situational analysis/status quo Report	<ul style="list-style-type: none"><li>○ Reviewing of the 2017 KZN Investment Strategy</li><li>○ Review of the Export Strategy including the approved Africa Export Strategy</li><li>○ Review of the support provided by DSBD</li><li>○ Review of the support provided by SEDFA</li><li>○ Review the draft Annual Performance Plan 2025/26</li><li>○ Review the Medium-term Development Framework</li></ul>	<ul style="list-style-type: none"><li>○ Comprehensive situational analysis report</li></ul>

	<ul style="list-style-type: none"> <li>○ Review the work that is done by the KZN Growth Coalition</li> <li>○ Review of the Business Retention and Expansion Strategy</li> <li>○ Review of the One Stop Shop Strategy</li> <li>○ Review the current Country Investment Strategy</li> <li>○ Review the current Country Targeting Strategy</li> <li>○ Review of the approved District Development Model</li> <li>○ Review of the current National and Provincial Priorities</li> <li>○ Review best practices of business retention and expansion support programmes (Globally, RSA and KZN) and its impact on supporting businesses.</li> <li>○ Review the impact of the covid-19 support programmes provided to businesses by Government, DFI's and TIKZN.</li> <li>○ Review the impact of the riot relief support provided to businesses by Government Departments, DFI's and TIKZN.</li> <li>○ Review the impact of the flood relief support provided to businesses by Government Departments, DFI's and TIKZN.</li> <li>○ Review the operational funding provided to TIKZN to deliver on the strategic objectives, mandate and service delivery by TIKZN.</li> <li>○ Understand the current Special Economic Zones and Industrial Hubs initiatives</li> <li>○ Current global investment review</li> <li>○ Benchmarking and global best practice</li> <li>○ Policy review: An assessment of the global, national, provincial and local policy environment</li> <li>○ Cost of doing business and business confidence in KZN: comparative analysis on the cost of doing business</li> <li>○ Assessment of KZN investment environment/climate</li> <li>○ Assessment of KZN investment promotion and facilitation</li> <li>○ Assessment of business retention and expansion in KZN</li> <li>○ Assessment of investment monitoring and evaluation</li> <li>○ Assessment of investment opportunities</li> </ul>	
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	<ul style="list-style-type: none"> <li>○ Catalytic Projects in each KZN local municipality, district and the province</li> <li>○ Industry support measures/Incentives</li> <li>○ Assessment of institutional coordination and harmonisation of roles among investment stakeholders</li> <li>○ Import substitution initiatives</li> <li>○ Stakeholder consultations and stakeholder workshops</li> <li>○ Review of the following critical documents, including any additional relevant documents not listed below:               <ul style="list-style-type: none"> <li>a. Tourism Masterplan</li> <li>b. Aerotropolis Masterplan</li> <li>c. KwaZulu-Natal turnaround plan</li> <li>d. National Development Plan</li> <li>e. Provincial Growth and Development Plan</li> </ul> </li> <li>○ Consultations and engagements should be held with relevant key stakeholders</li> </ul> <p>The above list is not exhaustive and service provider should not be limited thereto</p>	
<b>Phase 3:</b> Development of KZN Integrated Trade and Investment Strategy	<ul style="list-style-type: none"> <li>○ Considering the findings of the situational analysis the service provider should draft the reviewed comprehensive Integrated KZN Trade and Investment Strategy for the period 2025 – 2030</li> </ul>	<ul style="list-style-type: none"> <li>○ Comprehensive Integrated KZN Trade and Investment Strategy 2025 – 2030</li> </ul>
<b>Phase 4:</b> Implementation Plan	<ul style="list-style-type: none"> <li>○ Development of Implementation Plan to guide that outlines how a project or initiative will be executed, from start to finish. Break down the <b>who, what, when, where, and how</b> goals or identified initiatives are met. Prioritize the identified interventions and can include possible funding sources.</li> <li>○ Prioritise activities/interventions/projects and programs and subsequent investments;</li> <li>○ Include targets, milestones/phases, timeframes (Gantt chart), assign roles &amp; responsibility lead and supporting institutions;</li> <li>○ Resources required – human resources, materials, tools and estimated budget</li> </ul>	<ul style="list-style-type: none"> <li>○ Trade and Investment Plan</li> </ul>

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<b>Phase 5:</b> Monitoring & Evaluation Framework	<ul style="list-style-type: none"> <li>○ Align Objectives and develop indicators to initiatives identified</li> <li>○ Create baseline data to measure change;</li> <li>○ Provide method of how the data should be collected;</li> <li>○ Assign responsibilities, timing/frequencies</li> <li>○ How data will be communicated or reported</li> </ul>	<ul style="list-style-type: none"> <li>○ Monitoring &amp; Evaluation Framework</li> </ul>
<b>Phase 6:</b> Close-out	<ul style="list-style-type: none"> <li>○ Preparation of a project close-out report (a final summary document capturing results, challenges, lessons learned, and any follow-up actions to be undertaken)</li> <li>○ Stakeholder Feedback (any quotes or statements by participants)</li> <li>○ Recommendations</li> <li>○ Organizing and hosting of a close-out meeting to present the close-out report.</li> <li>○</li> </ul>	<ul style="list-style-type: none"> <li>○ Integrated Trade and Investment Strategy 2025 - 2030</li> </ul>

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 Integrated Trade and Investment Strategy Review 2025 – 2030

## 5.6 Duration and Phasing

The project shall be implemented within 6-months after the appointment of a Service Provider, and of signing a Service Level Agreement (SLA).

## 6. TEAM COMPOSITION

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

- Key Expert 1: Team Leader
- Key Expert 2: Senior Researcher
- Key Expert 3: Junior Researcher

### 6.1 Key Expert 1: Team Leader/ Project Manager

Required qualification, skills and experience:

- Must hold an officially recognized Postgraduate Degree in: Economics/ Development Economics/Local Economic Development/Development Studies Project Management (supplementary certification/module in Research Methodology will be an added advantage)
- A minimum of 5 years of experience in conducting Economic Development/Local Economic Development studies. Experience must be elaborated upon in CVs
- Added experience in projects attracting investment will be an added advantage

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- Must be available from date of appointment and shall be at the full disposal of the Department for the duration of the project
- Knowledge of government policies and processes
- Excellent research and report writing skills
- Proven project management skills
- Proven leadership skills

#### **6.2 Key Expert 2: Senior researcher**

Required qualification, skills and experience:

- Must hold an officially recognized 3-year National Diploma in Economics/ Development Economics/Local Economic Development/Development Studies Project Management
- A minimum of 3-years of experience in conducting Economic Development/ Local Economic Development studies. Experience must be elaborated upon in CVs
- Knowledge of government policies and processes
- Excellent research and report writing skills

#### **6.3 Key Expert 3: Junior researcher**

Required qualification, skills and experience:

- Must hold an officially recognized 3-year National Diploma in Economics/ Development Economics/Local Economic Development/Development Studies Project Management
- A minimum of 1-year of experience in conducting Economic Development/ Local Economic Development studies. Experience must be elaborated upon in CVs
- Knowledge of government policies and processes
- Excellent research and report writing skills

#### **6.4 The Structure and Composition of the Team**

The structure and composition of the team, must clearly outline the main disciplines/ specialist of the project and the key personnel responsible for each speciality.

Refer to the attached Annexure B and Annexure C for CV's standard format and statement of Exclusivity for key experts.

#### **6.5 CV's of Key Personnel:**

- 6.5.1 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.
- 6.5.2 Copies of qualifications and professional body accreditation (if applicable) must be submitted for verification purposes.

#### **7. Enterprise Experience and Credentials**

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- 7.1 To validate experience indicated hereunder, bidders must provide reference letters from previous clients.
- 7.2 A full and complete company profile must be provided for the company/Consortium and or Joint Venture partners.
- 7.3 There must be at least one (1) to five (5) reference/award letter(s) of previous work done in conducting economic development studies, policies, economic reviews or similar studies.
- 7.4 The reference/award letters should entail the information indicated below on the table:

Name of the Institution	Project Name	Project Discription	Contact Person

## 8. REPORTING REQUIREMENTS

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 Assistant 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.

For enquiries contact: Nontokoza Mbanjwa ( Project Leader) on 076 928 8369, Email Address: [Nontokoza.Mbanjwa@kznedtea.gov.za](mailto:Nontokoza.Mbanjwa@kznedtea.gov.za)

- The service provider is requested to conduct the administrative duties related to the convening of all PSC meetings as well as be responsible for all secretait duties thereof
- KZN EDTEA shall chair all Project Steering Committee meetings

Upon conclusion of the review, 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;
- Make delivery of a USB containing an editable (Word) version of the final Intergrated Trade and Investment Strategy 2025 – 2030 as well as a printed and bound hard copy of the document
- Make recommendations on what strategies/policy options may the Department (EDTEA) adopt to realize Business Retention and Expansion in the Province.

## 9. Bid Requirements

### 9.1 Price Breakdown

In addition, as part of the Proposal/Bid Document, bidders are requested to submit a financial proposal, e.g.:

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Item No.	Description of Service	Price per month
1	Inception report	
2	Situational Analysis/ Status- Quo Report	
3	Drafting of KZN integrated Trade & Investment Strategy	
4	Implementation Plan	
5	Monitoring and Evaluation Framework	
6	Close-out Report	
Total amount (excluding Vat		R
Vat (for Vat Vendor)		R
Grand Total		R

- The financial offer must be Vat Inclusive for vat vendor service providers.
- Disbursement must be calculated at no more than 10% of project cost.

For professional services with gazetted rates, the financial offer must comprise of the following: e.g.:

Key Expert Name	Key Activity	Deliverable/ Number of Days Required	Number of Hours	Rate per Hour

- The financial offer must be Vat Inclusive for vat vendor service providers.
- Disbursement must be calculated at 10% of project cost.

**10. Communication**

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

**11. Evaluation Process**

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.

Phase 1	Phase 2	Phase 3	Phase 4
Administrative Compliance	Functionality Requirement	Price and Preference	Negotiation and, Final Award

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Compliance with Mandatory Requirements.	Bidders will be assessed to verify the capacity/capability to execute the contract or the quality aspects of goods or services required.	Bids will be evaluated using the 80/20 preference points system.	Negotiation will take place with the recommended service provider if necessary, then Final award will be made.
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**11.1 PHASE 1: 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.
Bidder's Disclosure – SBD 4	Completed and signed
Authority to Sign a Bid: COMPANIES (To be completed in full)	<p>The bidder must indicate the enterprise status by ticking the appropriate box in the authority to sign.</p> <p><b>(Details of the authorised representative and their specimen signature must be fully completed in the designated space of the form as well as details and signatures of all directors)</b></p>
Authority to Sign a Bid: SOLE PROPRIETOR (ONE – PERSON BUSINESS) (To be completed in full)	<p>The bidder must indicate the enterprise status by ticking the appropriate box in the authority to sign.</p> <p>A director may appoint himself/herself if they will be the one signing all documents in connection with this bid and any contract resulting therefrom on behalf of the enterprise.</p> <p><b>(Details of the authorised representative and their specimen signature must be fully completed in the designated space of the form as well as details and signatures of all directors)</b></p>

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<p>Authority to Sign a Bid: CLOSE CORPORATION (To be completed in full)</p>	<p>The bidder must indicate the enterprise status by ticking the appropriate box in the authority to sign.</p> <p>A director may appoint himself/herself if they will be the one signing all documents in connection with this bid and any contract resulting therefrom on behalf of the enterprise.</p> <p><b>(Details of the authorised representative and their specimen signature must be fully completed in the designated space of the form as well as details and signatures of all directors)</b></p>
<p>Authority to Sign a Bid: CO-OPERATIVE (To be completed in full)</p>	<p>The bidder must indicate the enterprise status by ticking the appropriate box in the authority to sign.</p> <p><b>(Details of the authorised representative and their specimen signature must be fully completed in the designated space of the form as well as details and signatures of all directors)</b></p>
<p>Authority to Sign a Bid: JOINT VENTURE (To be completed in full)</p>	<p>The bidder must indicate the enterprise status by ticking the appropriate box in the authority to sign.</p> <p><b>(Details of the authorised representative and their specimen signature must be fully completed in the designated space of the form as well as details and signatures of all directors)</b></p>
<p>Authority to Sign a Bid: CONSORTIUM (To be completed in full)</p>	<p>The bidder must indicate the enterprise status by ticking the appropriate box in the authority to sign.</p> <p><b>(Details of the authorised representative and their specimen signature must be fully completed in the designated space of the form as well as details and signatures of all directors)</b></p>

Authority to Sign a Bid: PARTNERSHIP (To be completed in full)	The bidder must indicate the enterprise status by ticking the appropriate box in the authority to sign. <b>(Details of the authorised representative and their specimen signature must be fully completed in the designated space of the form as well as details and signatures of all directors)</b>
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## 11.2 PHASE 2: FUNCTIONALITY REQUIREMENTS

For bids where functionality is part of the evaluation process, they will be assessed in terms of functionality criteria stipulated hereunder. In order to progress to the next stage of evaluation, service providers must score a minimum of **60%** of the total points outlined in the Evaluation Grid.

### 11.2.1 EVALUATION CRITERION FOR FUNCTIONALITY:

No	Evaluation Criteria	Guidelines	Maximum Points
1	<b>Methodology, Strategy and Approach</b>	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.	15
2	<b>Experience in similar projects</b>	The bidding company must demonstrate experience conducting similar research projects and/or economic development research. A minimum of one (1) to five (5) project(s) with supporting reference/award letters provided for each project listed. In case of reference should contain the following information; Company letterhead, Project Name, Project Description and Contact Person.	15
3	<b>Key Experts Qualifications, experiences</b>	<b>Key Expert 1: Team Leader</b> <ul style="list-style-type: none"> <li>Must hold an officially recognized Postgraduate Degree in: Economics/ Development Economics/Local Economic Development/Development Studies/ Project Management (supplementary</li> </ul>	50

		<p>certification/module in Research Methodology will be an added advantage).</p> <ul style="list-style-type: none"> <li>• A minimum of 5 years of experience in conducting economic development studies. Experience must be elaborated upon in CVs.</li> <li>• Knowledge of government policies and processes</li> <li>• Excellent report writing and presentation skills</li> <li>• Proven project leadership and management skills</li> </ul> <p><b>Key Expert 2: Senior Researcher</b></p> <ul style="list-style-type: none"> <li>• Must hold an officially recognized Diploma in Economics/ Development Economics/Local Economic Development/Development Studies/ Project Management.</li> <li>• A minimum of 3 years of experience in conducting economic development studies. Experience must be elaborated upon in CVs.</li> <li>• Knowledge of government policies and processes</li> <li>• Excellent research and report writing skills</li> </ul> <p><b>Key Expert 3: Junior Researcher</b></p> <ul style="list-style-type: none"> <li>• Must hold an officially recognized Diploma in Economics/ Development Economics/Local Economic Development/Development Studies/ Project Management.</li> <li>• A minimum of 1 years of experience in conducting economic development studies. Experience must be elaborated upon in CVs.</li> <li>• Knowledge of government policies and processes</li> <li>• Excellent research and report writing skills</li> </ul>	
	<b>Total</b>		<b>80</b>

**11.3 PHASE 3: PRICE AND PREFERENCE**

Bidders who obtained a minimum qualifying score of **60%** will progress to the next stage of price and preferential points based on the 80/20 preference points system for acquisition of goods or services with Rand Value equal to or below R50 million or 90/10 preference points system for acquisition of goods/services with Rand Value above R50 million.

**11.3.1 POINTS AWARDED FOR SPECIFIC GOALS**

In terms of Regulation 4(2); 5(2); 6(2) and 7(2) of the Preferential Procurement Regulations, preference points must be awarded for specific goals stated in the tender. For the purposes of this tender the tenderer will be allocated points based on the goals stated in the table below and may be supported by proof/ documentation stated in the same table.

Specific goals for the tender and points to be claimed are indicated in the table below:

Specific goals	Direct Preference Points (90/10)	Direct Preference Points (80/20)	Documents required to determine specific goals respectively
<b>Preference Goal 1- HDI</b>			
Women		10	Completed ownership demographic form, CIPC Certificate and completed SBD 6.1
<b>Preference Goal 2- RDP</b>			
Geographical Location (KwaZulu-Natal)		10	Utility bill letter/ letter from the ward councilor / lease agreement, and completed SBD 6.1
<b>Total Points for development Objectives</b>		<b>20</b>	

Financial proposals will also be assessed in terms of reasonableness of cost in relation to prevailing fee guidelines, consistency with technical bid submitted and value for money.

**11.4 PHASE 4 FINAL AWARD, NEGOTIATION**

The Department of Economic Development, Tourism and Environmental Affairs reserves the right to either NOT make an appointment and /or appoint the bidder with the highest score. The Department also reserves its right to negotiate the final price of those bids deemed technically compliant.

**ANNEXURE B: Evaluation Grid**  
**Evaluation Grid**  
**To be completed for tender by each evaluator**

Name of project	Weight	Maximum	Initial assessment
<b>1. Methodology, Strategy and Approach</b>		<b>(15)</b>	
<b>Methodology, Strategy and Approach</b>		<b>(15)</b>	
Good methodology, strategy and approach	<b>Good</b>	15	
Satisfactory methodology, strategy and approach	<b>Fair</b>	9	
No methodology, strategy and approach	<b>Poor</b>	0	
<b>2. Company Experience</b>		<b>(15)</b>	
<b>Company experience (provide 1 5 reference/award letters of previous work done in conducting economic development or similar studies)</b>		<b>(15)</b>	
5+ reference/award letters	<b>Good</b>	15	
2 – 4 reference/award letters	<b>Fair</b>	11	
1 reference/award letters	<b>Poor</b>	9	
0 reference/award letters	<b>No Submission</b>	0	
<b>3. Project Team/Key Experts: Experience and Qualifications</b>		<b>(50)</b>	
<b>Key Expert 1: Team Leader</b>		<b>(20)</b>	
Qualification		<b>(10)</b>	
Postgraduate Degree in Economics/ Development Economics/Local Economic Development/ Development Studies/ Project Management/ Supplementary certification/ module in research methodology will be an added advantage	<b>Good</b>	10	
No Qualification	<b>Poor</b>	0	
<b>Specific, general, and professional experience related to the role expected in the project</b>		10	
5+ years' experience	<b>Good</b>	10 points	
Less than 5 years' experience	<b>Poor</b>	0	

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<b>Key Expert 2: Senior Researcher</b>		<b>15</b>	
<b>Qualification</b>		<b>10</b>	
Official recognized National Diploma in Economics/ Development Economics/Local Economic Development/Development Studies/ Project Management.	<b>Good</b>	10	
No National Diploma qualification(s)	<b>Poor</b>	0	
Specific, general, and professional experience related to the role expected in the project		5	
3+ years' experience	<b>Good</b>	5	
less than 3 years' experience	<b>Poor</b>	0	
<b>Key Expert 3 Junior Researcher</b>		<b>15</b>	
<b>Qualification</b>		<b>10</b>	
Officially Recognized National Diploma in Economics/ Development Economics/Local Economic Development/ Development Studies/ Project Management.	<b>Good</b>	10	
No Qualification(s)	<b>Poor</b>	0	
Specific, general, and professional experience related to the role expected in the project		5	
1+ years' experience	<b>Good</b>	5	
less than 1 years' experience	<b>Poor</b>	0	
<b>Total</b>		<b>80</b>	
<b>Minimum Passing score</b>		<b>60</b>	

**Minimum passing score is 60%**

**Comments**

Strengths	
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Weaknesses	
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**Evaluation performed by:**

Name	
Signature	
Date	

## CURRICULUM VITAE MAX 3 PAGES

## Proposed role in the project:

1. Family Surname:
2. First names:
3. Date of birth:
4. Nationality:
5. Civil status:
6. Education:

Institution [Date from - Date to]	Qualification obtained:

7. Language skills: Indicate competence on a scale of 1 to 5 (1 - excellent; 5 basic)

Language	Read	Speak	Write

8. Membership of professional bodies: -
9. Other skills: (e.g. Computer literacy, etc.)
10. Present position:
11. Years within the firm:
12. Key qualifications: (Relevant to the project)
13. Professional Experience

Date from -Date to	Location	Company	Position	Description of projects/responsibilities etc.

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

**ANNEXURE D: STATEMENT OF EXCLUSIVITY AND AVAILABILITY**

Tender ref: \_\_\_\_\_

I, the undersigned, hereby declare that I agree to participate exclusively with the tenderer \_\_\_\_\_ in the above-mentioned service tender procedure. I further declare that I am able and willing to work for the period(s) foreseen for the position for which my CV has been included.

From	To

By making this declaration, I understand that I am not allowed to present myself as a candidate to any other tenderer submitting a tender to this tender procedure. I am fully aware that if I do so, I will be excluded from this tender procedure, the tenders may be rejected, and I may also be subject to exclusion from other tender procedures and contracts funded by the KZN Department of Economic Development Tourism and Environmental Affairs.

Furthermore, should this tender be successful, I am fully aware that if I am not available at the expected start date of my services for reasons other than ill-health or *force majeure*, I may be subject to exclusion from other tender procedures and contracts funded by the KZN Department of Economic Development Tourism and Environmental Affairs and that the notification of award of contract to the tenderer may be rendered null and void.

<b>Name</b>	
<b>Signature</b>	
<b>Date</b>	