



REQUEST FOR PROPOSAL

BID NUMBER: ECIC07P-2026/27

PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

CLOSING DATE: 15 OCTOBER 2026

CLOSING TIME: 11H00 (SAST, OBTAINABLE BY DIALLING TELKOM ON 1026)

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Company registration no: 2001/013128/30 | ECIC is a licensed non-life insurer and authorised Financial Services Provider (FSP 30656).
Currently exempted in terms of FAIS Notice 78 of 2019.

*alternate to Mr. W van Der Spuy

YOUR EXPORT RISK PARTNER

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

CONTENTS

A. INTRODUCTION TO THE REQUEST FOR PROPOSAL (RFP)	3
1. Introduction	3
2. Background	3
3. Purpose of the Request for Proposal	4
B. TERMS OF REFERENCE	9
4. Scope of work	9
5. Areas of professional services	10
6. Technical requirements	16
7. Minimum requirements for Key Personnel	16
8. Documentation required	16
9. Conditions of a panel	16
10. Duration of contract	17
11. Bid/contract conditions	17
12. Due diligence/ site inspection	17
13. Bid evaluation	18
14. Evaluation Phase Three: Functional	19
15. Phase Four: Objective criteria	30
16. Instructions to respondents	30
17. Timeline of the bid process	31
18. Bid rules	32
ANNEXURES	36
Annexure A: Protection of personal information	36
Annexure B: Areas bidding for (Example)	38
APPLICABLE STANDARD BIDDING DOCUMENTS	39
SBD 1	39
SBD 4	41
Checklist	45

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

A. INTRODUCTION TO THE REQUEST FOR PROPOSAL (RFP)

1. Introduction

- 1.1 The Export Credit Insurance Corporation of South Africa (SOC) LTD (ECIC or Corporation)¹ is a self-sustained state-owned entity listed under Schedule 3B of the Public Finance Management Act 1 of 1999 (as amended) and established in terms of the Export Credit and Foreign Investments Insurance Act 78 of 1957 (as amended).
- 1.2 The mandate of ECIC is to facilitate and encourage South African export trade by underwriting export credit loans and investments outside the country to enable South African contractors to win goods and services contracts in countries outside South Africa. ECIC is a registered Financial Service Provider and is regulated by the Financial Sector Conduct Authority and Prudential Authority (FSP No: 30656). Currently exempted in terms of FAIS Notice 78 of 2019.
- 1.3 ECIC operates at the following address:

Byls Bridge Office Park
Building 9, Fourth Floor
11 Byls Bridge Boulevard
Highveld Extension 73
Centurion
0157

2. Background

- 2.1 South Africa aims to strengthen its export competitiveness and industrial base through the establishment of a dedicated export-import bank, specifically the South African Eximbank (**SA Eximbank**). In this regard, the basis already laid by the Export Credit Insurance Corporation (**ECIC**) under the tutelage of the Department of Trade, Industry and Competition (the **dtic**), will supplement the financing ecosystem and close the financing gaps that constrain South African exporters and limit participation in regional value chains.
- 2.2 This initiative will also address the financing requirements of Small Medium and Macro Enterprises (SMMEs), black industrialist and new entrants or budding exporters. Furthermore, the SA Eximbank should create capacity for export trade by providing trade financing instruments to exporters, providing capacity building and expansion of production and boosting South Africa's industrial and manufacturing bases.
- 2.3 ECIC would like to partner with service providers that will deliver a comprehensive, evidence-based institutional framework for the creation establishment of an SA Eximbank. The assignment involves an analytical review of the existing initial business case, institutional options or diagnostics financial and legislative design, culminating in a roadmap that ensures policy coherence, financial sustainability, and institutional readiness.

¹ Further information on the ECIC can be found at www.ecic.co.za

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

- 2.4 The phased approach encompasses consolidation of prior work, identification of critical gaps, institutional analysis, development of recommendations, legal roadmap formulation, and financial modelling. The envisaged capitalisation structure in funding the SA Eximbank will be leveraging private capital in exchange of the shareholding in the SA Eximbank. As such, the SA Eximbank will be funded by a combination of both private and public capital and should retain its policy interventionist and drive Government policy and industrial strategy.
- 2.5 The outcome will be an actionable implementation plan for establishing a robust and development-oriented SA Eximbank. This will include policy and operational recommendations, a sequenced legislative framework, and a financial model supporting capital mobilisation and long-term sustainability. Collectively, these outputs will enable South Africa to create a world-class SA Eximbank capable of driving export growth, supporting industrial diversification, and deepening regional economic integration.
- 2.6 Through this RFP, ECIC intends to appoint a panel of different professional advisors whose specialists with the required competence, skills and qualification whose services can be utilised by ECIC on a need basis.

3. Purpose of the Request for Proposal

- 3.1 The purpose of this Request for Proposal (RFP) is to appoint (list) bidders to the panel of professional service providers for a period of 5 years for the establishment of the SA Eximbank.
- 3.2 Bidders can submit their bids as corporate or individuals. The professional services required are outlined below:

3.2.1 Review of the initial business case for the establishment of the SA Eximbank

- 3.2.1.1 The panellist must be able to review the initial draft business case, which broadly includes the following key deliverables which will be implemented in different phases as and when the need arises:

- 3.2.1.1.1 Review all existing work and current business case on the establishment to consolidate findings and assess prior recommendations and provide a recommendation on the institutional framework;
- 3.2.1.1.2 Identify any critical gaps that must be addressed to move from concept to implementation based on the preferred institutional framework;
- 3.2.1.1.3 Targeted diagnostic of ECIC's current institutional capacity, systems, structures and governance to determine readiness and possible gaps to guide the transition to an Eximbank, depending on preferred institutional framework;

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

3.2.1.1.4 Recommendations outlining actions, structures, and operational frameworks required to establish an SA Eximbank; and

3.2.1.1.5 Legislative and policy roadmap, detailing legal reforms, and oversight arrangements necessary for the SA Eximbank and/or ECIC based on the preferred institutional framework.

3.2.2 Financial advisory/ financial modelling

3.2.2.1 The panellist must have financial advisory and modelling skills that will be critical in the feasibility study and value assessment or review stages of the business case to establish an Eximbank. The ability to construct a financial model to assess the funding business models or activities of the Eximbank such as project finance, corporate finance, guaranties, sovereign funding, trade financing, grant funding and other blended structures to support SMMEs.

3.2.2.2 The panellist must demonstrate experience to undertake increasingly complex financial analyses involving both project finance and corporate finance, business modelling and financial modelling of an Eximbank or financing institution.

3.2.2.3 The panellist must have experience in analysing the financial aspects of financing institution. Through this panel ECIC may request for Business Analysts to look at business optimisation, strategic documentation development and development of new business financial models, business plans or business cases, as well as operational plans for new facilities or investments.

3.2.2.4 The services of the Financial, Corporate Advisory and that of the Capital Raising Specialists will be supported by

3.2.2.4.1 Team Leader qualified in Economics / Finance / Development Finance / Accounting Qualification with minimum Capital Raising or Resource Mobilisation,

3.2.2.4.2 A Business Analyst with experience in Business Analysis, Actuarial Science, Development Finance, Data Science, Statistics or Financial Modelling and

3.2.2.4.3 And additional personnel with experience in proposal writing or business modelling.

3.2.3 Capital raising:

3.2.3.1 Request for Proposals are invited from multi-disciplinary professional service providers and must consist of the following resources:

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

3.2.3.1.1 Resource Mobilisation services (Capital Raising)
Resource mobilisation and Capital raising have become more critical now more than ever to address the funding of financial institution such as an Eximbank to provide loans/guarantees, equity, shareholder loans and trade financing activities. This will include raising the initial capital from both private and public investors who be shareholders in the SA Eximbank

3.2.3.2 The preferred bidders must be able to demonstrate the requisite skills and expertise in raising equity and debt funding.

3.2.3.3 The Eximbank will be funded by both government and private sector and as such, the bidder should be able to secure funding from government (fiscal budget allocation) and private sector, through investment by sovereign wealth funds, commercial banks, institutional investors, fund managers, venture capital funds and International ECA's and Eximbanks.

3.2.3.4 The bidder must be able to design an ideal capital structure which aligns to the envisaged shareholding of the SA Eximbank.

3.2.4 Project Management Officer

Panellist will be required to provide project management services that will be implemented in defined phases (Design and Institutional Architecture; Establishment and Operational Readiness; Launch Support), with progression between phases subject to formal approval by the ECIC Board, including the following services. The panellist will oversee workstreams, manage stakeholders, monitor progress, mitigate risks, and ensure alignment with national policy, international best practice, and regulatory requirements.

3.2.4.1 Project governance and planning

3.2.4.1.1 Develop a detailed Project Implementation Plan with milestones, deliverables, dependencies, and critical paths.

3.2.4.1.2 Establish a project governance framework, including steering committees, technical working groups, reporting structures, and decision-making protocols.

3.2.4.1.3 Develop and maintain a Project Charter, roles and responsibilities matrix (RACI), and communication protocols.

3.2.4.2 Stakeholder coordination and engagement

3.2.4.2.1 Map all relevant stakeholders: National Treasury (NT), the dtic (Department of Trade, Industry and Competition), ECIC, SARB (South African Reserve Bank), DFIs

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

(Development Finance Institutions), private sector, regulators, international Exim Banks, and industry bodies.

3.2.4.2.2 Develop a stakeholder engagement plan.

3.2.4.2.3 Facilitate consultations, workshops, information sessions, and bilateral engagements.

3.2.4.3 Document inputs, consolidate feedback, recommendations into the project deliverables.

3.2.5 Bank Establishment Specialist

3.2.5.1 A Bank Establishment Specialist plays a critical role in launching new financial institutions, expanding existing banking footprints, or setting up specialized banking entities (like digital banks or foreign subsidiaries). This highly specialized role bridges the gap between regulatory compliance, operational architecture, and strategic execution. The scope of work for a Banking Establishment Specialist is comprehensive, demanding a deep understanding of central bank regulations, financial technology, and risk frameworks.

3.2.5.2 The bank establishment specialist will be responsible, amongst others the following:

3.2.5.2.1 Regulatory and Sovereign Governance

3.2.5.2.1.1 **Enabling Legislation:** Drafting foundational treaties, charters, or specific parliamentary acts required to establish state-backed or multilateral DFIs.

3.2.5.2.1.2 **Sovereign Immunities:** Negotiating tax exemptions, host-country agreements, and preferred creditor status with participating governments.

3.2.5.2.1.3 **Capital Adequacy:** Ensuring the institution meets legal minimum capital requirements and liquidity standards.

3.2.5.2.1.4 **Compliance Frameworks:** Building day-one regulatory frameworks covering Anti-Money Laundering (AML), Know Your Customer (KYC), and Counter-Terrorist Financing (CTF).

3.2.5.2.2 Operating Model Design and Corporate Governance

3.2.5.2.2.1 **Board Architecture:** Structuring the Board of Directors and establishing mandatory risk, audit, and remuneration committees.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

3.2.5.2.2.2 **Policy Creation:** Authoring core institutional policies, including credit risk policies, insider lending guidelines, and conflict-of-interest frameworks.

3.2.5.2.2.3 **Organisational Design:** Define the organisational structure in term of typical functions and operational model of an Eximbank, including executive roles and building the initial staffing matrix.

3.2.5.2.3 **Technology and Core Infrastructure**

3.2.5.2.3.1 **Vendor Selection:** Leading the procurement and RFP processes for core banking systems.

3.2.5.2.3.2 **Payment Rails:** Securing integrations into national clearinghouses, international payment systems, and real-time payment networks.

3.2.5.2.3.3 **Cybersecurity Frameworks:** Overseeing the implementation of secure data architectures that comply with financial data protection laws.

3.2.5.2.4 **Financial and strategic planning**

3.2.5.2.4.1 **3–5 Year Business Plans:** Modeling a realistic path to profitability, factoring in customer acquisition costs (CAC) and net interest margins (NIM).

3.2.5.2.4.2 **Treasury and Liquidity:** Setting up the asset-liability management (ALM) framework to manage interest rate risk and daily liquidity.

3.2.5.3 The Banking Establishment Specialist will be required to have the following skills, amongst others:

3.2.5.3.1 **Regulatory Liaison:** Proven experience negotiating directly with central banks and financial conduct authorities.

3.2.5.3.2 **Financial Architecture:** Deep knowledge of balance sheet mechanics, capital tiers, and fractional-reserve banking.

3.2.5.3.3 **Program Management:** Capability to manage massive, multi-million-dollar cross-functional projects with rigid deadlines.

3.3 Bidders are required to indicate which areas they are bidding for, see Annexure B. Bidders are allowed to bid for more than one area. ECIC will not evaluate a bid received from a bidder which does not indicate which area(s) they are bidding for.

B. TERMS OF REFERENCE

4. Scope of work

- 4.1 The appointed bidder to the panel will be required to render specialised services and professional expertise to compliment the business activities, on an as and when required, basis.
- 4.2 Bidders are required to indicate which areas they are bidding for, see Annexure B. Bidders are allowed to bid for more than one area. ECIC will not evaluate a bid received from a bidder which does not indicate which area(s) they are bidding for.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

5. Areas of professional services

5.1 The required services have been categorised into categories as reflected below:

Table 1

Item	Area	Scope	Expertise
1.	Review of the Initial Business Case for the Establishment of the SA Eximbank	The panel of service providers competencies will be required to review the initial draft business case, which broadly includes the following key deliverables which will be implemented in different phases as and when the need arise: ▪ Review all existing work and current business case on the establishment to consolidate findings and assess prior recommendations and provide a recommendation on the institutional framework; ▪ Identify any critical gaps that must be addressed to move from concept to implementation based on the preferred institutional framework; ▪ Targeted diagnostic of ECIC's current institutional capacity, systems, structures and governance to determine readiness and possible gaps to guide the transition to an Eximbank, depending on preferred institutional framework;	The project lead/facilitator must have an NQF Level 8, master's in business administration (MBA) or higher qualification in development finance or similar. The service provider must demonstrate a proven track record of successful Business Case review and advising on institutional frameworks, especially for the establishment of a financing institution, in private and and/or public sector.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

Item	Area	Scope	Expertise
		- Recommendations outlining actions, structures, and operational frameworks required to establish an SA Eximbank; and - Legislative and policy roadmap, detailing legal reforms, and oversight arrangements necessary for the SA Eximbank and/or ECIC based on the preferred institutional framework. - Possible high level financial modelling of the capital structure and other financial assumptions for the various institutional options.	
2.	Independent Financial Modelling Development, depending on the institutional structure for a Financing and/or insurance offerings	The model must incorporate and critically assess: - Revenue assumptions: pricing, volumes, market conditions, production outlooks. - Revenue streams in line with the product range. - Cost structures and cost drivers: fixed/variable costs, operating expenditure, maintenance costs, and input costs. - Capital requirements: capex plans, replacement capex schedules, and lifecycle costing.	The project lead/facilitator must have an NQF Level 8 or higher qualification Financial Accounting/ Financial Modelling/Finance or equivalent. The service provider must demonstrate a proven track record of successfully developing financial models for companies operating within similar industries, with a clear specification that these companies should have a comparable operational scale, as defined by annual revenue and employee count, to ensure relevance and applicability to our organizational context.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

Item	Area	Scope	Expertise
		- Funding structure and financing assumptions: debt/equity mix, interest rates, repayment structures, covenants. - Cash flow projections: including working capital cycles and liquidity considerations. - Key financial metrics: NPV, IRR, payback period, profitability ratios, gearing measures, and other relevant indicators. Scenario analysis (e.g., base case, downside case, upside case). Sensitivity analysis to test model robustness under varying assumptions such as capex, opex, interest rates cost of liquidity, bonds and long term and short-term loans, repayment and bad debt provisions. Lines of business, credit extension, trade financing instruments. Risk assessment highlighting financial sustainability and key risk exposures.	
3.	Financial advisory	Undertake increasingly complex financial analyses involving both project finance and corporate finance, business modelling and financial modelling of an Eximbank or financing institution. Analysis of the financial aspects of financing institution is a basic requirement. Through this panel ECIC may request for Business Analysts to look at business optimisation, strategic documentation development and development of new business financial models, business plans or business cases,	The services of the Financial, Corporate Advisory and that of the Capital Raising Specialists will be supported by a. A Team Leader qualified in Economics/Finance/Development Finance/Accounting Qualification with minimum Capital Raising or Resource Mobilisation,

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

Item	Area	Scope	Expertise
		as well as operational plans for new facilities or investments.	b. A Business Analyst with experience in Business Analysis, Actuarial Science, Development Finance, Data Science, Statistics or Financial Modelling and c. And additional personnel with experience in proposal writing or business modelling.
4.	Capital raising	The Eximbank will be funded by both government and private sector and as such, the bidder should be able to secure funding from government (fiscal budget allocation) and private sector, through investment by sovereign wealth funds, commercial banks, institutional investors, fund managers, venture capital funds and International ECA's and Eximbanks. Design an ideal capital structure which aligns to the envisaged shareholding of the SA Eximbank. Raise equity and debt funding.	The ability and experience in raising equity and debt funding.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

Item	Area	Scope	Expertise
5.	Project management	Preferred bidders required to provide project management services that will be implemented in defined phases (Design and Institutional Architecture; Establishment and Operational Readiness; Launch Support), with progression between phases subject to formal approval by the ECIC Board, including the following services. The consultant will oversee workstreams, manage stakeholders, monitor progress, mitigate risks, and ensure alignment with national policy, international best practice, and regulatory requirements.	The project lead/facilitator must have an NQF Level 8 or higher qualification. The service provider must demonstrate a proven track record of successful project management especially for the establishment of a financing institution, in private and and/or public sector.
6.	Bank establishment specialist	A Bank Establishment Specialist plays a critical role in launching new financial institutions, expanding existing banking footprints, or setting up specialized banking entities (like digital banks or foreign subsidiaries). This highly specialized role bridges the gap between regulatory compliance, operational architecture, and strategic execution. The scope of work for a Banking Establishment Specialist is comprehensive, demanding a deep understanding of central bank regulations, financial technology, and risk frameworks. Provide expert advice on the critical areas highlighted above as and when required.	The panellist must possess, amongst others the following skills, regulatory compliance and AML/KYC, corporate structure analysis, risk assessment: and jurisdiction expertise. The resources of the panellist must possess either of the following credentials: Formal Education Minimum NQF8 qualification: in finance, banking, business administration, international law, or economics.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

Item	Area	Scope	Expertise
			Professional Certifications • CAMS (Certified Anti-Money Laundering Specialist). • ICA (International Compliance Association) Diplomas. • CISI (Chartered Institute for Securities and Investment).

5.2 Bidders are required to indicate which areas they are bidding for, see Annexure B. Bidders are allowed to bid for more than one area. ECIC will not evaluate a bid received from a bidder which does not indicate which area(s) they are bidding for.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

6. Technical requirements

- 6.1 In each area of the scope of work as detailed in paragraph 5 above, the bidder must indicate the number of years of experience of each of the Team members and the CVs must detail technical expertise in reviewing business cases or plans, financial modelling, financial advisory, capital raising, project management, and banking establishment, depending on the area of scope of work that the bidder is bidding for.
- 6.2 Bidders must provide proof of similar assignments or projects as envisaged in the Scope Work in paragraph 5, in respect of each individual scope of work the bidder is bidding.

7. Minimum requirements for Key Personnel

- 7.1 Key personnel of the bidder in respect of each area of the Scope of Work as detailed in paragraph 5 have at least 10 years' experience and that the bidder has been in existence for a minimum of 5 years or a consultancy that has been established for a minimum period of 5 (five) years or individuals with more than 10 years' experience in each area of the Scope of Work as detailed in paragraph 5.

8. Documentation required

- 8.1 Bidders are required to submit:
 - 8.1.1 A Company Profile including detailed curriculum vitae of all Key Personnel in the proposed team.
 - 8.1.2 The history of the service provider and experience of Key Personnel in practice management.
 - 8.1.3 The respective backgrounds, fields of specialisation and relevant experience of all Key Personnel.
 - 8.1.4 The background and experience of staff members who assist such Key Personnel (i.e. professional assistants and/or associates).
 - 8.1.5 Location of the service provider /consultancy, the proposals submitted by Bidders must be as comprehensive as possible.

9. Conditions of a panel

- 9.1 Only bidders that reach the minimum threshold as set out the in functional evaluation criteria, will be eligible to participate Panel on an as and when required basis. As and when services are required by the Corporation, panel members will be requested to submit proposals including quotation on specific cases.
- 9.2 In requesting quotations and adjudicating the proposals on specific cases and projects, due consideration may be given to some or all of the following factors: Specific Goals, price, level of relevant experience in the sector in the Scope of Work, conflicts of interest, and specific expertise and skills.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

- 9.3 Service providers on the panel are not guaranteed any specific work assignments during the tenure of this contract – work will be allocated on a competitive basis (RFQ) against the appointed Service Provider Panel Members.

10. Duration of contract

- 10.1 The panellist to this bid will be appointed to the panel for a period of 5 years, on an as and when required basis to render required professional services.
- 10.2 In the event that the appointed bidder is in progress with concluding a matter(s) but the matter(s) is yet to be concluded at the expiry date of the contract, the appointed bidder will be allowed to conclude such matter(s) as if the contract arranged through this RFP is still valid. Such matter(s) will be subject to the terms and conditions of the contract as if it was still valid.
- 10.3 All matter(s) arranged under the contract that is arranged through this RFP will remain valid until they close out, and they will be bound to the contract terms and conditions as if it is still valid.

11. Bid/contract conditions

- 11.1 ECIC will enter into an agreement with the successful bidder to be listed in the panel, which will detail the terms of engagement. The contract will be monitored annually.
- 11.2 The agreement may be terminated by the ECIC if it has reasonable grounds to do so, with not less than 30 days' prior written notice. A termination clause will form part of the agreement and may include events such as unsatisfactory performance, defining events, departure of key personnel, governance and ownership issues and reputational risks.

12. Due diligence/ site inspection

- 12.1 At the ECIC's discretion, a due diligence and/or site inspection may be conducted on the identified bidder (*the due diligence site visit may take place remotely*). ECIC will visit the identified bidders' premises with the objective of verifying information as contained in their bid documents.
- 12.2 Where applicable, the ECIC will issue criteria for the due diligence review or site inspection beforehand to the applicable bidder(s). Should it be discovered during a due diligence visit or site inspection that the information submitted by the identified bidder is inconsistent with what is on their current premises of business, ECIC reserves the right to disqualify such bidder.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

13. Bid evaluation

- 13.1 The proposals will be evaluated in phases as highlighted below and detailed in paragraphs 14 to 15 of this document:

13.1.1 Phase One: Compliance

In this evaluation stage, bidders are expected to submit proposals that align with this bid's requirements in all material respects. If the proposal submitted is not in line with the requirements of this bid, the proposal will be considered an unacceptable bid and will be disqualified from further evaluation.

13.1.2 Phase Two: Pre-qualification

- 13.1.2.1 In each are of the scope of work as detailed in paragraph 5 above, the bidder must indicate the number of years of experience of each of the Team members and the CVs must detail technical expertise in reviewing business cases or plans, financial modelling, financial advisory, capital raising and project management, depending on the area of scope of work that the bidder is bidding.

- 13.1.2.2 Each of the bidders' personnel must provide of proof of qualification. A team leader must have a minimum NQF8 qualification in Economist / Finance / Development / Accounting qualification or similar with minimum experience of least 10 years' experience and that the bidder has been in existence for a minimum of 5 years or a consultancy that has been established for a minimum period of 5 years or individuals with more than 10 years' experience in each area of the Scope of Work as detailed in paragraph 5.

- 13.1.2.3 Bidders must provide proof of similar assignments or projects as envisaged in each area of the Scope Work in paragraph 5, in respect of which the bidder is bidding for.

- 13.1.2.4 Where a bidder fails to meet the requirements as listed in paragraphs 13.1.2.1 and 13.1.2.3, their proposal will be considered an unacceptable bid and will be disqualified from further evaluation.

13.1.3 Phase Three: Functional evaluation (desktop evaluation)

In this evaluation phase, bidders are expected to obtain a minimum of 75.00 out of 100 points to proceed to the next stage of the evaluation. Failure to obtain the prescribed minimum points will automatically disqualify the bid offer from proceeding to the next evaluation phase. The ECIC will list to the panel only bidders who have achieved a minimum of 75.00 points under this evaluation criteria and who also satisfy the requirements listed under paragraph 15.

13.1.4 Phase Four: Objective criteria

ECIC will apply objective criteria as detailed in paragraph 15.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

14. Evaluation Phase Three: Functional

14.1 Review of the initial business case for the establishment of the SA Eximbank

14.1.1 The proposal submitted by the bidder will be evaluated by the ECIC based on the following criteria and will be rated as the factor score over 5 multiplied by the applicable points:

Factor scores: 0=Poor, 1=Below average, 2=Average, 3=Good, 4=Very Good, 5=Excellent

Table 1

EVALUATION CRITERIA	EVALUATION DESCRIPTION	CRITERIA	DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
			DETAILS/INFORMATION	RATING		
1. Bidder's experience	1.1. Bidder has demonstrable experience in reviewing of business cases. The bidder must provide evidence of business cases reviewed.		1.1.1. No demonstratable experience review of business cases or the evidence provided is not for a financing institution.	0		50
			1.1.2. Bidder has provided proof of demonstratable experience in review of business cases of financing institutions.	5		
2. Qualifications	2.1. The project lead/facilitator must have at least an NQF 8 or higher qualification. Bidders are required to provide copies of the certificates of the qualifications of the proposed lead.		2.1.1. The bidder did not attach any proof to show that the project lead/facilitator has at least NQF 8 or higher qualification.	0		50
			2.1.2. The project lead has at least an NQF 8 or higher qualification as detailed in paragraph 5. The bidder has attached copies of the qualifications.	5		
Total						100

14.1.2 Total points achieved under this evaluation criterion will be rounded to the nearest two decimal places.

14.1.3 All bidders who achieve a minimum of 75.00 points under this evaluation criteria and fulfil the requirements as detailed in paragraph 15 will be listed in the panel under the area of work evaluated in this paragraph 14.1.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

14.2 Independent financial modelling development, depending on the institutional structure for a financing and/or insurance offering

14.2.1 The proposal submitted by the bidder will be evaluated by the ECIC based on the following criteria and will be rated as the factor score over 5 multiplied by the applicable points:

Factor scores: 0=Poor, 1=Below average, 2=Average, 3=Good, 4=Very Good, 5=Excellent

Table 2

EVALUATION CRITERIA	EVALUATION DESCRIPTION	CRITERIA	DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
			DETAILS/INFORMATION	RATING		
1. Bidder's experience	1.1. Bidder must demonstrate a proven track record of successfully developing financial models for financing institutions, with a clear specification that these companies should have a comparable operational scale, as defined by annual revenue and employee count, to ensure relevance and applicability to our organisational context i.e. for first (Commercial banks) or third tier (DFIs) financing institution.		1.1.1. Bidder did not submit evidence to demonstrate a proven track record of successfully developing financial models for financing institutions.	0		50
			1.1.2. Bidder has demonstrated a proven track record of successfully developing financial models for financing institutions, with a clear specification that these companies should have a comparable operational scale, as defined by annual revenue and employee count, to ensure relevance and applicability to our organizational context, i.e. for first (Commercial banks) or third tier (DFIs) financing institution.	5		

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

EVALUATION CRITERIA	EVALUATION DESCRIPTION	CRITERIA	DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
			DETAILS/INFORMATION	RATING		
2. Qualifications	2.1. The project lead / facilitator must have at least NQF 8 or higher qualification financial accounting/ financial modelling/finance or equivalent. 2.2. The bidder must attach copies of the certificate(s) of the qualifications.		2.2.1. The bidder did not attach any proof to show that the project lead/facilitator has at least NQF Level 8 or higher qualification financial accounting/ financial modelling/finance or equivalent.	0		50
			2.2.2. The project lead/facilitator has at least an NQF Level 8 or higher qualification financial accounting/ financial modelling/finance or equivalent. the bidder has attached copies of the qualifications.	5		
Total						100

14.2.2 Total points achieved under this evaluation criterion will be rounded to the nearest two decimal places.

14.2.3 All bidders who achieve a minimum of 75.00 points under this evaluation criteria and fulfil the requirements as detailed in paragraph 15 will be listed in the panel under the area of work evaluated in this paragraph 14.2.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

14.3 Financial advisory

14.3.1 The proposal submitted by the bidder will be evaluated by the ECIC based on the following criteria and will be rated as the factor score over 5 multiplied by the applicable points:

Factor scores: 0=Poor, 1=Below average, 2=Average, 3=Good, 4=Very Good, 5=Excellent

Table 3

EVALUATION CRITERIA	EVALUATION DESCRIPTION	CRITERIA		DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
				DETAILS/INFORMATION	RATING		
1. Bidder's experience	1.1. Bidder must demonstrate experience to undertake increasingly complex financial analyses involving business modelling and/or financial modelling of a financing institution.			1.1.1. Bidder did not submit evidence to demonstrate experience to undertake increasingly complex financial analyses involving business modelling and/or financial modelling of a financing institution.	0	25	75
				1.1.2. Bidder has demonstrated experience to undertake increasingly complex financial analyses involving business modelling or financial modelling of a financing institution.	3		
				1.1.3. Bidder has demonstrated experience of undertaking increasingly complex financial analyses involving both the business modelling and financial modelling of a financing institution.	5		
				1.2.1. The bidder did not provide	0	25	

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

EVALUATION CRITERIA	EVALUATION DESCRIPTION	CRITERIA		SUB POINTS	POINTS
		DESCRIPTION OF POINTS ALLOCATION DETAILS/INFORMATION	RATING		
	1.2. The bidder has (a) business analyst(s) with experience in business analysis, actuarial science, development finance, data science, statistics or financial modelling. The bidder is required to provide copies of curriculum vitae(s) of the resources with expertise indicated in the requirement.	any evidence to demonstrate that it has business analyst(s) with experience in business analysis, actuarial science, development finance, data science, statistics or financial modelling. Bidder did not provide copy (copies) of curriculum vitae(s) of the resources with expertise indicated in the requirement.			
		1.2.2. Bidder has demonstrated that it has resources with experience in business analysis, actuarial science, development finance, data science, statistics or financial modelling. One rating point for each, to a maximum of four rating points per area: • business analysis (1 point), • actuarial science (1 point), • development finance (1 point), • data science (1 point), • statistics (1 point) or	1-4		

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

EVALUATION CRITERIA	EVALUATION DESCRIPTION	CRITERIA	DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
			DETAILS/INFORMATION	RATING		
			financial modelling (1 point). The bidder has provided copies of curriculum vitae(s) of the resources with expertise indicated in some of the areas indicated.			
			1.2.3. Bidder has demonstrated that it has resources with experience in business analysis, actuarial science, development finance, data science, statistics or financial modelling. The bidder has provided copies of curriculum vitae(s) of the resources with expertise indicated in all the areas indicated.	5		
	1.3. Additional personnel with experience in proposal writing or business modelling. The bidder is required to provide copies of curriculum vitae(s) of the resources with expertise indicated in the requirement.	1.3.1. The bidder did not provide any evidence to demonstrate that it has resources with experience in proposal writing or business modelling.	0	25		
		1.3.2. Bidder has demonstrated that it has resources with experience in proposal writing or business modelling.	5			

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

EVALUATION CRITERIA	EVALUATION DESCRIPTION	CRITERIA	DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
			DETAILS/INFORMATION	RATING		
2. Qualifications	2.1. The team leader has an economics / finance / development finance/accounting qualification with minimum capital raising or resource mobilisation. The bidder must attach copies of the certificate(s) of the qualifications.		2.1.1. The bidder did not attach any proof to show that the team leader has an economics / finance / development finance / accounting qualification with minimum capital raising or resource mobilisation.	0		25
			2.1.2. The team leader has at least an NQF 8 or higher qualification in economics / finance / development finance / accounting with minimum capital raising or resource mobilisation. The bidder has attached copies of the qualifications.	5		
Total						100

14.3.2 Total points achieved under this evaluation criterion will be rounded to the nearest two decimal places.

14.3.3 All bidders who achieve a minimum of 75.00 points under this evaluation criteria and fulfil the requirements as detailed in paragraph 15 will be listed in the panel under the area of work evaluated in this paragraph 14.3.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

14.4 Capital raising

14.4.1 The proposal submitted by the bidder will be evaluated by the ECIC based on the following criteria and will be rated as the factor score over 5 multiplied by the applicable points:

Factor scores: 0=Poor, 1=Below average, 2=Average, 3=Good, 4=Very Good, 5=Excellent

Table 4

EVALUATION CRITERIA	EVALUATION DESCRIPTION	CRITERIA	DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
			DETAILS/INFORMATION	RATING		
1. Bidder's experience	1.1. Bidder must demonstrate the requisite skills and expertise in raising equity and debt funding.		1.1.1. Bidder did not submit evidence to demonstrate the requisite skills and expertise in raising equity and debt funding.	0		100
	The bidder must be able to design an ideal capital structure which aligns to the envisaged shareholding of the SA Eximbank.		1.1.2. Bidder has demonstrated the requisite skills and expertise in raising equity and debt funding.	1-5		
Total						100

14.4.2 Total points achieved under this evaluation criterion will be rounded to the nearest two decimal places.

14.4.3 All bidders who achieve a minimum of 75.00 points under this evaluation criteria and fulfil the requirements as detailed in paragraph 15 will be listed in the panel under the area of work evaluated in this paragraph 14.4.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

14.5 Project Management Officer

14.5.1 The proposal submitted by the bidder will be evaluated by the ECIC based on the following criteria and will be rated as the factor score over 5 multiplied by the applicable points:

Factor scores: 0=Poor, 1=Below average, 2=Average, 3=Good, 4=Very Good, 5=Excellent

Table 5

EVALUATION CRITERIA	EVALUATION DESCRIPTION	CRITERIA	DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
			DETAILS/INFORMATION	RATING		
1. Bidder's experience	1.1. Bidder must demonstrate a proven track record of successful project management especially for the establishment of a financing institution, in private and and/or public sector.		1.1.1. Bidder did not submit evidence to demonstrate a proven track record of successful project management especially for the establishment of a financing institution, in private and and/or public sector.	0		50
			1.1.2. Bidder has demonstrated proven track record of successful project management especially for the establishment of a financing institution, in private and and/or public sector.	1-5		
2. Qualifications	2.1. The project lead/facilitator must have a minimum NQF 8 or higher qualification.		2.1.1. The bidder did not attach any proof to show that the project lead/facilitator must have an NQF Level 8 or higher qualification.	0		50
	The bidder must attach copies of the certificate(s) of the qualifications.		2.1.2. The project lead/facilitator has at least a minimum NQF 8 or higher qualification. The bidder has attached copies of the qualifications.	4-5		
Total						100

14.5.2 Total points achieved under this evaluation criterion will be rounded to the nearest two decimal places.

14.5.3 All bidders who achieve a minimum of 75.00 points under this evaluation criteria and fulfil the requirements as detailed in paragraph 15 will be listed in the panel under the area of work evaluated in this paragraph 14.5.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

14.6 Bank establishment specialist

14.6.1 The proposal submitted by the bidder will be evaluated by the ECIC based on the following criteria and will be rated as the factor score over 5 multiplied by the applicable points:

Factor scores: 0=Poor, 1=Below average, 2=Average, 3=Good, 4=Very Good, 5=Excellent

Table 6

EVALUATION CRITERIA	EVALUATION DESCRIPTION	DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
		DETAILS/INFORMATION	RATING		
1. Bidder's experience	1.1. Bidder must demonstrate a proven track record of operationalising a new financing institution, with emphasis on the following: • Operating model design and corporate governance. • Regulatory and sovereign governance. • Technology and core infrastructure. • Financial and strategic planning. For detailed explanation, refer to paragraph 3.2.5.	1.1.1. Bidder did not submit evidence to demonstrate a proven track record of operationalising a new financing institution, with emphasis on: • Operating model design and corporate governance. • Regulatory and sovereign governance. • Technology and core infrastructure. • Financial and strategic planning.	0		50
		1.1.2. Bidder has demonstrated proven track record of operationalising a new financing institution, with emphasis on the following: • Operating model design and corporate governance. • Regulatory and sovereign governance.	1-5		

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

EVALUATION CRITERIA	EVALUATION DESCRIPTION	CRITERIA	DESCRIPTION OF POINTS ALLOCATION		SUB POINTS	POINTS
			DETAILS/INFORMATION	RATING		
			- Technology and core infrastructure. - Financial and strategic planning.			
2. Qualifications	2.1. The project lead/facilitator must have a minimum NQF 8 or higher qualification in finance, banking, business administration, international law, or economics or similar. The bidder must attach copies of the certificate(s) of the qualifications.		2.1.1. The bidder did not attach any proof to show that the project lead/facilitator must have an NQF Level 8 or higher qualification in finance, banking, business administration, international law, or economics or similar.	0		50
			2.1.2. The project lead/facilitator has at least a minimum NQF 8 or higher qualification in finance, banking, business administration, international law, or economics or similar. The bidder has attached copies of the qualifications.	4-5		
Total						100

14.6.2 Total points achieved under this evaluation criterion will be rounded to the nearest two decimal places.

14.6.3 All bidders who achieve a minimum of 75.00 points under this evaluation criteria and fulfil the requirements as detailed in paragraph 15 will be listed in the panel under the area of work evaluated in this paragraph 14.6.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

15. Phase Four: Objective criteria

15.1 In this evaluation stage, ECIC will check if the bidder has a person who meet the following criteria in awarding the bid:

15.1.1 The bidder has a significant shareholder or owner (or equivalent) (directly or indirectly) who is classified or can be classified as a Prominent Influential Person (PIP) in accordance with the Financial Intelligence Centre Act, 38 of 2001 (FICA).

15.1.2 The bidder has a shareholder or member or owner or director (or equivalent) who has questionable integrity status.

15.1.3 The bidder has a director or equivalent who is classified or can be classified as a PIP in accordance with FICA.

16. Instructions to respondents

16.1 Correspondence

16.1.1 No telephonic or any other form of communication with any other ECIC member of staff other than the named individual below relating to this RFP will be permitted. All enquiries must be in writing only.

16.1.2 All questions relating to the contents of the tender (conditions, rules, terms of reference, etc.) must be forwarded in writing via email to procurement@ecic.co.za by not later than 07 October 2026 Questions received after this date will not be entertained.

16.1.3 All questions must reference specific paragraph numbers, where applicable.

16.1.4 All enquiries (received on or before the closing date for enquiries) will be consolidated, and ECIC will publish one response document on the ECIC website (www.ecic.co.za) and the National Treasury eTender Portal (under the area where the current bid documents are published) within two working days after the date indicated in paragraph 16.1.2, on or before 09 October 2026.

16.1.5 No requests for information shall be made to any other person or place and, in particular, not to the existing provider of this service.

16.2 Submission of the proposals

16.2.1 Bid documents must be clearly marked for ease of reference.

16.2.2 Bid documents must be submitted on PDF format on/or before the closing date and time to the following email address:

procurement@ecic.co.za

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

16.2.3 The following email submission procedures or protocols must be adhered to ensure safe and secure submission of the tender documents and supporting documents:

16.2.3.1 The tender document, including the supporting or returnable documents, should be submitted via email in PDF format.

16.2.3.2 If the PDF tender document, including the supporting or returnable documents, is less than 20 Megabytes (MB), it should be submitted as one document. If the electronic bid document is more than 20MB, the electronic tender document should be split in order to adhere to the 20MB email capacity.

16.2.3.3 Bidders are also encouraged to submit a USB detailing their tender proposals.

16.2.4 Only if bidders are experiencing challenges with emailing documents, tenders can be delivered at the ECIC Offices on/or before the closing date and time at :

11 Byls Bridge Boulevard
Building 9, Fourth Floor
Highveld Extension 73
Centurion
0157

16.2.5 **Notwithstanding the method of submission, any bid received after the closing date and time will not be accepted.**

16.2.6 All bids and all subsequent information received from respondents will not be returned. The proposals should be addressed to the Head of Procurement of ECIC.

17. Timeline of the bid process

17.1 The period of validity of the tender and the withdrawal of offers, after the closing date and time, is 120 days, expiring on Friday, 12 February 2027. If there is a need to extend the bid validity period, ECIC will request, in writing, permission to extend the validity period from all bidders before the expiry of the current validity period.

17.2 After the due date for response from bidders on the request to extend the validity period, ECIC will assume that all bidders have agreed to the request to extend and continue evaluating all bids received at the closing date and time as received on the closing date and time. Any award will be on the quoted bid amount as indicated in the proposal as at the closing date and time of the bid. If a bidder does not agree to extend the validity period on the original terms (as at the closing date of the bid), ECIC will stop evaluating the proposal received from such bidder.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

17.3 The project timeframes of this bid are set out below:

Table 7

STAGE	DESCRIPTION OF STAGE	ESTIMATED COMPLETION DATE (OR WORK WEEK ENDING)
1.	Advertisement of bid on Government e-tender portal / ECIC Website	Thursday, 01 October 2026
2.	Questions relating to bid from bidder(s)	Wednesday, 07 October 2026
3.	Response to Questions received the from bidder(s)	Friday, 09 October 2026
4.	Bid closing	Thursday, 15 October 2026
5.	Compliance	Friday, 16 October 2026
6.	Functional Evaluation	Monday, 19 October 2026
7.	Bid Adjudication	Thursday, 22 October 2026

17.4 All dates and times in this bid are in South African Standard Time.

17.5 Any time or date in this bid is subject to change at the discretion of ECIC. The establishment of a time or date in this bid does not create an obligation on the part of ECIC to take any action or create any right in any way for any bidder to demand that any action be taken on the date established. The bidder accepts that, if ECIC extends the deadline for bid submission (the Closing Date) for any reason, the requirements of this bid otherwise apply equally to the extended deadline.

17.6 ECIC will notify all bidders of the outcome of the bid within 30 days from the date of acceptance of bid by the identified bidder.

18. Bid rules

18.1 Awarding a bid

18.1.1 ECIC will not award a bid to a bidder:

18.1.1.1 Who is or the bidder's director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder are restricted to conduct business with the State.

18.1.1.2 Who is in the employ of the State or has a director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder who is in the employ of the State as contemplated in the Public Administration Management Act, 11 of 2014 and is prohibited from conducting business with the State in terms of section of PAMA.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

18.1.1.3 Who is in the service of the State or has a director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder and has not declared their business interest as required in the applicable SBD4 form.

18.1.1.4 Has been found to have transgressed Prevention and Combating of Corrupt Activities Act, 12 of 2004 (as amended).

18.1.1.5 Has been found to have transgressed or is transgressing the Competition Act, 89 of 1998 (as amended).

18.1.2 ECIC shall not award a bid or contract or order to a bidder whose tax affairs are not compliant, except to foreign bidders with no tax obligations in South Africa.

18.1.3 For a bidder or the bidder's director(s), trustee(s), shareholder(s), member(s), partners(s) or any person(s) having controlling interest in the bidder who have declared their business interest as required in the applicable SBD4 form, ECIC will not award a bid to a bidder who has declared their interest and:

18.1.3.1 Is prohibited from conducting business with the State; or

18.1.3.2 Does not have permission to conduct remunerative work outside their employment.

18.1.4 ECIC will verify with the relevant Organ of State to determine if paragraphs 18.1.3.1 and 18.1.3.2 are not applicable.

18.1.5 ECIC will assume that the person contemplated in paragraph 18.1.3 is prohibited from conducting business with the State or the person does not have permission to conduct remunerative work outside their employment if it does not receive any response within 14 days from such verification request to an Organ of State or any date ECIC may deem necessary.

18.2 Documents/information required as a condition of award

18.2.1 Proof of registration valid registration on the National Treasury Central Supplier Database (CSD).

18.2.2 Completed and signed Standard Bidding Forms as follows:

Table 8

Details	Form No.
Invitation to bid (all bidders must ensure that this Form is duly completed and signed)	SBD 1
Declaration of Interest	SBD 4

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

18.3 ECIC's rights

18.3.1 ECIC reserves the right to:

- 18.3.1.1 Amend any bid conditions, bid validity period, bid specifications, or extend the bid closing date, all before the bid closing date. Such amendments will be posted on the ECIC's website under the relevant tender information. All prospective bidders must therefore ensure that they visit the website of ECIC (www.ecic.co.za) regularly before they submit their bid response to ensure that they are kept updated on any amendments in this regard.
- 18.3.1.2 Cancel or withdraw this bid at any time, as a whole or in part without reasons and without attracting any liability.
- 18.3.1.3 Award this bid to more than one bidder.
- 18.3.1.4 Negotiate with all or some of the shortlisted bidders.
- 18.3.1.5 Not accept the lowest priced bid or award the bid to a bidder other than the highest scoring bidder.
- 18.3.1.6 Conduct site visits at bidder's offices and / or at client sites if so required.
- 18.3.1.7 Request any relevant information and/ or documents to verify or clarify information supplied in the bid response in relation, but not limited, to the structure of the bidding entity, bidder's capacity, proposed solution, proposed timelines etc.

18.4 Contract fees

- 18.4.1 Pricing should be all inclusive, covering all services as described under the scope of services of the issued Request for Quotation.

18.5 Confidentiality

- 18.5.1 Any information relating to the submissions, through the process or otherwise shall be treated in strict confidence. In submitting a response, a Service provider agrees that it shall not be entitled to any information disclosed by another respondent to ECIC, which ECIC has determined to be of a confidential nature. The content and details of the evaluation of submissions will remain confidential to ECIC.

18.6 Other matters

- 18.6.1 If the ECIC does not accept any proposal, it will declare this bid process closed and may then elect to:
 - 18.6.1.1 Proceed on a completely different basis; and/or

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

18.6.1.2 Not to appoint any respondent (in the event it deems all or any of the proposals not appropriate).

18.6.2 The ECIC reserves the right to engage in any processes required to validate all claims made in the proposal.

18.6.3 The ECIC has the right to enter into negotiation with a prospective Service provider regarding any terms and conditions, including fees, of a proposed contract.

18.6.4 Bidders are allowed to submit joint proposals to allow different companies/entities to undertake different components of the work under one single proposal. In such event however, each bidder is required to provide a B-BBEE certificate.

18.7 Disclaimer

18.7.1 The ECIC has produced this bid in good faith. However, the ECIC, its agents and its employees and associates, do not warrant its accuracy or completeness. The ECIC will not be liable for any claim whatsoever and howsoever arising (including, without limitation, any claim in contract, negligence or otherwise) for any incorrect or misleading information contained in this bid due to any misinterpretation of this bid.

18.7.2 This bid is a request for proposals only and not an offer document; answers to it must not be construed as acceptance of an offer or imply the existence of a contract between the ECIC and the bidder.

18.8 Terms of engagement

18.8.1 The ECIC's engagement of the service provider will be documented in a contract between the ECIC and the appointed bidder.

18.8.2 Service providers on the panel are not guaranteed any specific work assignments during the tenure of this contract – work will be allocated on a competitive basis (RFQ) against the appointed panel members.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

ANNEXURES

Annexure A: Protection of personal information

1. ECIC recognises that when the Bidder submits its proposal in response to this bid, it will provide personal information, which ECIC will process for the sole purpose of evaluating the Bidder's proposal. By submitting its proposal in responding to this Request for Quotations, the Bidder hereby provide its consent to the processing of its Personal Information by ECIC.
2. The following terms shall have the meaning ascribed to them:
 - 2.1. **"Personal Information"** shall bear the same meaning as ascribed to it under POPI;
 - 2.2. **"POPI"** means Protection of Personal Information Act, No. 4 of 2013;
 - 2.3. **"Responsible Party"** shall bear the same meaning as ascribed to it under POPI; and
 - 2.4. **"bid"** means this Request for Quotations.
3. ECIC as the Responsible Party, undertakes to:
 - 3.1. comply with the provisions of POPI as well as all applicable legislation as amended or substituted from time to time;
 - 3.2. treat all Personal Information strictly as defined within the parameters of POPI;
 - 3.3. process Personal Information only in accordance with the consent it was obtained for, for the purpose agreed, as permitted by law;
 - 3.4. secure the integrity and confidentiality of any Personal Information in its possession or under its control by taking appropriate, reasonable technical and organisational measures to prevent loss, damage, unauthorised destruction, access, use, disclosure or any other unlawful processing of Personal Information;
 - 3.5. not transfer any Personal Information to any third party in a foreign country unless such transfer complies with the relevant provisions of POPI regarding trans-border information flows; and
 - 3.6. not retain any Personal Information for longer than is necessary for achieving the purpose in terms of a bid or in fulfilment of any other lawful requirement.
4. ECIC will ensure that all reasonable measures are taken to:
 - 4.1. identify reasonably foreseeable internal and external risks to the Personal Information in its possession or under its control;
 - 4.2. establish and maintain appropriate security safeguards against the identified risks;

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

- 4.3. regularly verify that the security safeguards are effectively implemented;
 - 4.4. ensure that the security safeguards are continually updated in response to new risks or deficiencies in previously implemented safeguards;
 - 4.5. provide immediate notification to the Bidder if a breach in information security or any other applicable security safeguard occurs; provide immediate notification to the Bidder where there are reasonable grounds to believe that the Personal Information has been accessed or acquired by any unauthorised person;
 - 4.6. remedy any breach of a security safeguard in the shortest reasonable time and provide the Bidder with the details of the breach and, if applicable, the reasonable measures implemented to address the security safeguard breach;
 - 4.7. provide immediate notification to the Bidder where the Bidder has, or reasonably suspects that, Personal Information has been processed outside of the purpose agreed to or consented to;
 - 4.8. provide the Bidder, upon request, with all information of any nature whatsoever relating to the processing of the Personal Information for the purpose of the bid and any applicable law; and
 - 4.9. notify the Bidder, if lawful, of receipt of any request for access to Personal Information, in its possession and relating to the Bidder.
5. The Bidder has the right to inspect the Personal Information processing operations, as well as the technical and organisational information security measures employed by the ECIC to ensure compliance with the provisions of this Annexure.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

Annexure B: Areas bidding for (Example)

This page has been left blank intentionally. Refer to the attached document titled Annexure B- Areas bidding for.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

APPLICABLE STANDARD BIDDING DOCUMENTS

SBD 1

PART A INVITATION TO BID

YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF THE EXPORT CREDIT INSURANCE CORPORATION OF SOUTH AFRICA					
BID NUMBER:	ECIC07P-2026/27		CLOSING DATE:	15 OCTOBER 2026	CLOSING TIME: 11:00
DESCRIPTION	PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK				
BID RESPONSE DOCUMENTS MUST BE SENT TO THE FOLLOWING EMAIL ADDRESS:					
Preferably via email: procurement@ecic.co.za					
BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO			TECHNICAL ENQUIRIES MAY BE DIRECTED TO:		
CONTACT PERSON	Lulama Makwela		CONTACT PERSON	Lulama Makwela	
E-MAIL ADDRESS	procurement@ecic.co.za		E-MAIL ADDRESS	procurement@ecic.co.za	
SUPPLIER INFORMATION					
NAME OF BIDDER					
POSTAL ADDRESS					
STREET ADDRESS					
TELEPHONE NUMBER	CODE		NUMBER		
CELL PHONE 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 OFFERED?	☐ Yes ☐ No [IF YES ENCLOSE PROOF]		ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES OFFERED?		☐ Yes ☐ No [IF YES, ANSWER THE QUESTIONNAIRE BELOW]
QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS					
IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?			☐ YES ☐ NO		
DOES THE ENTITY HAVE A BRANCH IN THE RSA?			☐ YES ☐ NO		
DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?			☐ YES ☐ NO		
DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?			☐ YES ☐ NO		
IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION?			☐ YES ☐ 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.					

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

PART B
TERMS AND CONDITIONS FOR BIDDING

1. BID SUBMISSION:
1.1. BIDS MUST BE DELIVERED BY THE STIPULATED TIME TO THE CORRECT ADDRESS. LATE BIDS WILL NOT BE ACCEPTED FOR CONSIDERATION.
1.2. ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS PROVIDED– (NOT TO BE RE-TYPED) OR IN THE MANNER PRESCRIBED IN THE BID DOCUMENT.
1.3. THIS BID IS SUBJECT TO THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT, 2000 AND THE PREFERENTIAL PROCUREMENT REGULATIONS, THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT.
1.4. THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FILL IN AND SIGN A WRITTEN CONTRACT FORM (SBD7).
2. TAX COMPLIANCE REQUIREMENTS
2.1 BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.
2.2 BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS.
2.3 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.
2.4 BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.
2.5 IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED; EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.
2.6 WHERE NO TCS PIN IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.
2.7 NO BIDS WILL BE CONSIDERED FROM PERSONS IN THE SERVICE OF THE STATE, COMPANIES WITH DIRECTORS WHO ARE PERSONS IN THE SERVICE OF THE STATE, OR CLOSE CORPORATIONS WITH MEMBERS PERSONS IN THE SERVICE OF THE STATE."

NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PARTICULARS MAY RENDER THE BID INVALID.

SIGNATURE OF BIDDER:

CAPACITY UNDER WHICH THIS BID IS SIGNED:
(Proof of authority must be submitted e.g., company resolution)

DATE:

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

SBD 4

BIDDER'S DISCLOSURE

1. PURPOSE OF THE FORM

- 1.1. 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.
- 1.2. 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 ² in the enterprise, employed by the state?	YES/NO
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- 2.1.1. If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of State institution

² 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.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

2.2.	Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution?	YES/NO
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2.2.1. If so, furnish particulars:

Full Name (Name of person employed by Export Credit Corporation of South Africa (SOC) Ltd, the procuring institution)	Relationship

2.3.	Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract?	YES/NO
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2.3.1. If so, furnish particulars:

Name of Related Enterprise	Registration (ID) Number

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

3. DECLARATION

I, the undersigned, 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 consortium³ 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.

³ 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.

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

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.

Name of declarer			
Position/Title of declarer			
Name of bidder			
Signature of declarer		Date of signature	

REQUEST FOR PROPOSAL: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK

Terms of Reference

Checklist

Hereunder is a checklist to ensure that the bid document is complete in terms of administrative compliance. Please ensure that the following forms have been completed and signed and that all documents, as requested, are attached to the tender document.

ITEM	DOCUMENT REFERENCE		ACTION TO BE TAKEN	YES/ NO
1.	SBD 1	Invitation to Bid	Is the form duly completed and signed?	
2.	SBD 4	Declaration of Interest	Is the form duly completed and signed?	
3.	CSD Report or MAAA Number			
4.	Tender submission (if the bidder is submitting physical information/ documents)		Two (2) printed copies (one original and one copy) submitted? (if submitting physical copies)	
			One (1) electronic copy submitted?	

I, the undersigned (name) certify that the information furnished on this checklist is true and correct.

Position/Title of declarer			
Name of bidder			
Signature of declarer		Date of signature	