



INDUSTRIAL DEVELOPMENT CORPORATION

REQUEST FOR PROPOSAL (RFP) FOR THE APPOINTMENT OF A SERVICE PROVIDER TO CONDUCT A RISK RATING AND PRICING METHODOLOGY ENHANCEMENT

RFP number	T06/03/26
Issue date	13 March 2026
Closing date and time	23 March 2026 at 11h00
Tender validity period	120 days from the closing date and time
Responses to this RFP should ONLY be forwarded to:	https://idcza-my.sharepoint.com/:f:/g/personal/moitlisim_idc_co_za/IgC399bJqCxATZ7NU1R71_ZIAey-DRp4LM56fDXw5dxOnz8

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SECTION 1: GENERAL CONDITIONS OF BID

SECTION 1: GENERAL CONDITION OF BID

1. PROPRIETARY INFORMATION

Industrial Development Corporation of SA Ltd (IDC) considers this Request for Proposal (RFP) and all related information, either written or verbal, which is provided to the respondent, to be proprietary to IDC. It shall be kept confidential by the respondent and its officers, employees, agents and representatives. The respondent shall not disclose, publish, or advertise this RFP or related information to any third party without the prior written consent of IDC.

2. ENQUIRIES

2.1. All communication and attempts to solicit information of any kind relative to this RFP should be submitted **in writing** to:

Name: Mr Fhulufhedzani Kone

Telephone Number: Office: +27 11 269 3565

Email address: FhulufhedzaniK@idc.co.za

2.2. Enquiries in relation to this RFP will not be entertained after **18 March 2026**.

2.3. The enquiries will be consolidated, and IDC will issue one response, and such response will be posted, within two days after the last day of enquiries, onto the IDC website (www.idc.co.za) under tenders i.e., next to the same RFP document.

2.4. The IDC may respond to any enquiry in its absolute discretion and the bidder acknowledges that it will have no claim against the IDC on the basis that its bid was disadvantaged by lack of information, or inability to resolve ambiguities.

3. BID VALIDITY PERIOD

3.1. Responses to this RFP received from bidders will be valid for a period of **120** days counted from the bid closing date.

4. INSTRUCTIONS ON SUBMISSION OF BIDS

4.1. Bid responses must be submitted in electronic format only and must be e-mailed to the dedicated e-mail address as provided herein.

4.2. Bid responses should be in generally acceptable / standard electronic file format/s (i.e., Microsoft suite of products or pdf) to enable access thereto by the IDC for purposes of evaluating responses received. Where documents are presented in a format which cannot be accessed by the IDC through generally acceptable formats, such bid response will be disqualified.

4.3. The closing date for the submission of bids is **23 March 2026** not later than 11h00 AM (before midday). No late bids will be considered. Bids must only be sent to https://idcza-my.sharepoint.com/:f/g/personal/moitlisim_idc_co_za/lqC399bJqCxATZ7NU1R71_ZIAey-DRp4LM56fDXw5dxOnz8. Bids sent to any other email address other than the one specified herein will be disqualified and will not be considered for evaluation. It is the bidder's responsibility to ensure that the bid is sent to the correct email address and that this is received by the IDC before the closing date and time in IDC's dedicated tender e-mail inbox / address https://idcza-my.sharepoint.com/:f/g/personal/moitlisim_idc_co_za/lqC399bJqCxATZ7NU1R71_ZIAey-DRp4LM56fDXw5dxOnz8

4.4. Bidders are advised to submit / send its bid responses at least 30 minutes before the 11h00 AM deadline to avoid any technical challenges in this regard which may result in bid responses being received late. IDC's e-mail servers are configured to receive e-mails with sizes up to 50MB.

4.5. The IDC will not be held responsible for any of the following:

- 4.5.1. bid responses sent to the incorrect email address.
- 4.5.2. bid responses being inaccessible due to non-standard electronic file formats being utilised to submit responses by bidders.
- 4.5.3. any security breaches and unlawful interception of tender / bid responses by third parties outside the IDC's IT network domain.
- 4.5.4. bid responses received late due to any IT network related congestions and/or technical challenges; and
- 4.5.5. bid responses with file size limits greater than IDC's e-mail receipt capacity of 50MB.
- 4.6. Only responses received via the specified email address will be considered.
- 4.7. Where a complete bid response (Inclusive of all relevant Schedules) is **not received** by the IDC in its electronic email tender box https://idcza-my.sharepoint.com/:f:/g/personal/moitlisim_idc_co_za/lqC399bJqCxATZ7NU1R71_ZIAey-DRp4LM56fDXw5dxOnz8 by the closing date and time, such a bid response will be regarded as incomplete and late. Such late and / or incomplete bid will be disqualified. **It is the IDC's policy not to consider late bids for tender evaluation.**
- 4.8. Amended bids may be sent to the electronic tender box https://idcza-my.sharepoint.com/:f:/g/personal/moitlisim_idc_co_za/lqC399bJqCxATZ7NU1R71_ZIAey-DRp4LM56fDXw5dxOnz8 marked "Amendment to bid" and should be received by the IDC **before** the closing date and time of the bid.

5. PREPARATION OF BID RESPONSE

- 5.1. All the documentation submitted in response to this RFP must be in English.
- 5.2. The bidder is responsible for all the costs that it shall incur related to the preparation and submission of the bid document.
- 5.3. Bids submitted by bidders which are companies or are comprised of companies must be signed by a person or persons duly authorised thereto by a resolution of the applicable Board of Directors, a copy of which Resolution, duly certified, must be submitted with the bid.
- 5.4. The bidder should check the numbers of the pages of its bid to satisfy itself that none are missing or duplicated. No liability will be accepted by IDC in regard to anything arising from the fact that pages of a bid are missing or duplicated.
- 5.5. Bidder's tax affairs with SARS must be in order (tax compliant status) and bidders must provide written confirmation to this effect as part of their tender response.
- 5.6. In the event that the bidding structure is a Prime Contractor with Sub-contractor/(s), then the Prime Contractor must not hold lower % of the contract value than **any** of the subcontractors.

6. SUPPLIER PERFORMANCE MANAGEMENT

- 6.1. Supplier Performance Management is viewed by the IDC as a critical component in ensuring value for money acquisition and good supplier relations between the IDC and all its suppliers.
- 6.2. The successful bidder shall upon receipt of written notification of an award, be required to conclude a Service Level Agreement (SLA) with the IDC, which will form an integral part of the supply agreement. The SLA will serve as a tool to measure, monitor, and assess the supplier performance and ensure effective delivery of service, quality and value-add to IDC's business.
- 6.3. Successful bidders will be required to comply with the above condition and also provide a scorecard on how their product / service offering is being measured to achieve the objectives of this condition.

7. ENTERPRISE AND SUPPLIER DEVELOPMENT

The IDC promotes enterprise development. In this regard, successful bidders may be required to mentor SMMEs and/ or Youth-Owned businesses. The implications of such arrangement will be subject to negotiations between the IDC and the successful bidder.

8. IDC'S RIGHTS

- 8.1.** The IDC is entitled to amend any bid condition, bid validity period, RFP specification, or extend the bid closing date, all before the bid closing date. All bidders, to whom the RFP documents have been issued and where the IDC have record of such bidders, may be advised in writing of such amendments in good time and any such changes will also be posted on the IDC's website under the relevant tender information. All prospective bidders should therefore ensure that they visit the website regularly and before they submit their bid response to ensure that they are kept updated on any amendments in this regard.
- 8.2.** The IDC reserves the right not to accept the lowest priced bid or any bid in part or in whole. It normally awards the contract to the bidder who proves to be fully capable of handling the contract and whose bid is functionally acceptable and financially advantageous to the IDC.
- 8.3.** The IDC reserves the right to conduct site visits at bidder's corporate offices and / or at client sites if so required.
- 8.4.** The IDC reserves the right to request all relevant information, agreements, and other documents to verify information supplied in the bid response. The bidder hereby gives consent to the IDC to conduct background checks, including FICA verification, on the bidding entity and any of its directors / trustees / shareholders / members.
- 8.5.** The IDC reserves the right, at its sole discretion, to appoint any number of vendors to be part of this panel of service providers, if applicable (i.e., where a panel is considered).
- 8.6.** The IDC reserves the right of final decision on the interpretation of its tender requirements and responses thereto.
- 8.7.** The IDC reserves the right to consider professional conduct and experiences it had with any bidder which rendered similar services to the IDC in the past 5 years over and above the references put forward by the bidder in its response.

9. UNDERTAKINGS BY THE BIDDER

- 9.1.** By submitting a bid in response to the RFP, the bidder will be taken to offer to render all or any of the services described in the bid response submitted by it to the IDC on the terms and conditions and in accordance with the specifications stipulated in this RFP document.
- 9.2.** The bidder shall prepare for a possible presentation should IDC require such and the bidder will be required to make such presentation within five (5) days from the date the bidder is notified of the presentation. Such presentation may include a practical demonstration of products or services as called for in this RFP.
- 9.3.** The bidder agrees that the offer contained in its bid shall remain binding upon him/her and receptive for acceptance by the IDC during the bid validity period indicated in this RFP and its acceptance shall be subject to the terms and conditions contained in this RFP document read with the bid.
- 9.4.** The bidder furthermore confirms that he/she has satisfied himself/herself as to the correctness and validity of his/her bid response; that the price(s) and rate(s) quoted cover all the work/item(s) specified in the bid response documents; and that the price(s) and rate(s) cover all his/her obligations under a resulting contract for the services contemplated in this RFP; and that he/she accepts that any mistakes regarding price(s) and calculations will be at his/her risk.
- 9.5.** The successful bidder accepts full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on him/her under the supply agreement and SLA to be concluded with IDC, as the principal(s) liable for the due fulfilment of such contract.

- 9.6.** The bidder accepts that all costs incurred in the preparation, presentation and demonstration of the solution offered by it shall be for the account of the bidder. All supporting documentation and manuals submitted with its bid will become IDC property unless otherwise stated by the bidder/s at the time of submission.

10. REASONS FOR DISQUALIFICATION

- 10.1.** The IDC reserves the right to disqualify any bidder which does any one or more of the following, and such disqualification may take place without prior notice to the offending bidder:
- 10.1.1. bidder whose Tax Status is non-compliant, after they have been notified accordingly and remain non-compliant.
 - 10.1.2. bidder who submits incomplete information and documentation according to the requirements of this RFP document.
 - 10.1.3. bidder who submits information that is fraudulent, factually untrue, or inaccurate information.
 - 10.1.4. bidder who receives information not available to other potential bidders through fraudulent means.
 - 10.1.5. bidder who does not comply with any of the mandatory requirements as stipulated in the RFP document.
 - 10.1.6. bidder who fails to comply with POPIA requirements as listed herein
bidder, as the prime contractor, who holds a lower percentage in terms of the value of the contract than any of its subcontractor/(s).

11. RETURNABLE SCHEDULES

Bidders shall submit their bid responses in accordance with the returnable schedules specified below (each schedule must be clearly marked):

- 11.1. Cover Page:** (the cover page must clearly indicate the RFP reference number, bid description and the bidder's name)
- 11.2. Schedule 1:**
- 11.2.1. Executive Summary (explaining how you understand the requirements of this RFP and the summary of your proposed solution)
- 11.3. Schedule 2:**
- 11.3.1. Copy of Board Resolution, duly certified.
 - 11.3.2. Originally certified copy of ID document for the Company Representative.
 - 11.3.3. Annexure 2: Acceptance of Bid Conditions and Bidder's Details (duly completed and signed).
 - 11.3.4. Annexure 3: Tax Compliance Requirements (duly completed and signed).
 - 11.3.5. Annexure 4: Bidders Disclosure (duly completed and signed).
 - 11.3.6. Annexure 5: Shareholders and Directors Information (duly completed and signed)
 - 11.3.7. Annexure 6: BEE Commitment Plan.
 - 11.3.7.1. Bidders must submit a B-BBEE verification certificate. For Exempted Micro Enterprises (EME) with an annual revenue of less than R10 million and Qualifying Small Enterprises (QSE) with an annual revenue of between R10 million and R50 million per annum, a sworn affidavit confirming the annual total revenue and level of black ownership may be submitted. Any misrepresentation in terms of the declaration constitutes a criminal offence as set out in the B-BBEE Act as amended.
 - 11.3.8. Annexure 7 Disclosure Statement (duly responded to).

- 11.3.9. Annexure 8 Privacy & Protection of Personal Information (duly completed and signed, if applicable).
- 11.3.10. Statement of Financial Position of the Bidder: Latest Audited Financial Statements (where applicable in terms of the Company's Act) and/or independently reviewed financial statements and/or Cashflow Budget for new entities with no financial records.
- 11.3.11. Copy of Joint Venture/ Consortium/ Subcontracting Agreement duly signed by all parties (if applicable).

Note: If a bidder is a Consortium, Joint Venture or Prime Contractor with Subcontractor(s), the documents listed above must be submitted for each Consortium/ JV member or Prime Contractor and Subcontractor(s).

11.4. Schedule 3:

Response to Section 2: Functional Requirements Specification, in line with the format indicated in this RFP document.

- 11.4.1. Annexure 1: Response format for section 2 of this RFP document duly completed and signed.

11.5. Schedule 4:

Price Proposal (response to Section 3 Cost Proposal of this RFP document).

Note: Must be submitted as a separate file/document marked Schedule 4: Price/Cost Proposal)

12. EVALUATION CRITERIA AND WEIGHTINGS

Bids shall be evaluated in terms of the following process:

12.1. Phase 1: Initial Screening Process: During this phase, bid responses will be reviewed for purposes of assessing compliance with RFP requirements including the general bid conditions and also the Specific Conditions of Bid, which requirements include the following:

- IDC will make use of the Central Supplier Database (CSD) to access key information which is required to conduct supplier vetting including Company Registration status, tax compliance status and any other relevant checks conducted on CSD.
- In the event that the bidding structure is a Prime Contractor with Sub-contractor/(s), then IDC will evaluate the information provided in Annexure 2 (Acceptance of Bid Conditions and Bidder's Details) and if determined that the Prime Contractor holds a lower percentage in terms of the value of the contract than any of its subcontractor/(s), then the bid will be disqualified.
- Submission of ID copy for the Company Representative as referenced in 11.3.2 above.
- BEE Status Certification as referenced in 11.3.7.1 above.
- Completion of all Standard Bidding Documents and other requirements, as reflected in this RFP, which covers the following:
 - Section 2: Statement of compliance with the Functional Evaluation Criteria for this RFP.
 - Section 3: Cost Proposal and Price Declaration Form.
 - Annexure 1: Bidders Experience & Project Team.
 - Annexure 2: Acceptance of Bid Conditions.
 - Annexure 3: Tax Compliance Requirements.
 - Annexure 4: Bidder's Disclosure.
 - Annexure 5: Shareholders' Information/ Group Structure.
 - Annexure 6: BEE Commitment Plan.
 - Annexure 7: Disclosure Statement.

- Annexure 8: Privacy & Protection of Personal Information Act 4 of 2013 Requirements.

Note: Failure to comply with the requirements assessed in Phase 1 (compliance), may lead to disqualification of bids.

12.2. Phase 2: Technical/ Functionality Evaluation

Bid responses will be evaluated in accordance with the Functional criteria as follows:

12.2.1. Mandatory Functional/ Technical Requirements

All bid responses that do not meet the Mandatory Functional Requirements will be disqualified and will not be considered for further evaluation on the Other Functional Requirements. The Mandatory Functional Requirements are stated in section 2 of this RFP document.

Note: Failure to comply with the Mandatory Functional Requirements assessed in this phase will lead to disqualification of bids.

12.2.2. Other Functional/ Technical Requirements

With regards to the other Functional Requirements, the following criteria (set out in more detail in section 2 of this RFP document) and the associated weightings will be applicable:

Number	ELEMENT	WEIGHT
1.	Functionality of the on-premises risk rating and pricing solution	25
2.	Bidder's Relevant Experience	10
3.	Bidder's Proposed Methodology	10
4.	Project and Implementation plan	10
5.	Knowledge and Skills Transfer	5
6.	Qualifications, Skills and Experience of The Team	10
7.	Subtotal	70
8.	Demonstrations to include amongst others functionality; usability; rating and pricing functionality, scenario analysis, reporting capabilities, audit trails, transparency and administration/super user interface features	30
TOTAL		100

Note: Bidders who score 49 points out of 70 points (70%) or more in total for the functional/technical requirements will be shortlisted for demonstration.

All bids that fail to achieve the minimum overall qualifying score of 70 on functional/technical requirements including the presentation and demonstrations will not be considered for further evaluation on Price and Specific Goals.

12.3. Phase 3: Preference Point System

All bids that achieve the minimum qualifying score for Functionality (acceptable bids) will be evaluated further in terms of the preference point system, as follows:

CRITERIA	POINTS
Price	80
Specific Goals ¹	20
TOTAL	100

¹Specific Goals for this tender and points that may be claimed are indicated per table below:

SPECIFIC GOALS	POINTS
	(80/20 system)
Black ownership ²	10
30% Black women ownership	5
Any % of ownership by Black Designated Groups ³	2
Reconstruction Development Programme Objective: Promotion of SMMEs (Entities that are EME or QSE)	3
TOTAL POINTS	20

²Black ownership: 100% black owned entities will score the full 10 points (if 80/20 system), and between 51% - 99.99% black owned entities will score 4 points (if 80/20 system).

³Black Designated Groups has the meaning assigned to it in the codes of good practice issued in terms of section 9(1) of the Broad-Based Black Economic Act as amended.

Note: Only enterprises with direct Black shareholding that fall under the four categories below be considered for allocation of points on Specific Goal:

- Exercisable voting rights in the hands of Black people
- Exercisable voting rights in the hands of Black women
- Exercisable voting rights in the hands of Black Designated Groups
- Employee Share Ownership Programmes (“ESOPs”) with direct shareholding and exercisable voting rights in the hands of Black People, Black woman, and Black Designated Groups

12.4. Phase 4: Objective Criteria

This contract will be awarded to the bidder scoring the highest points unless an objective criterion justifies the award of the tender to a bidder other than the highest scoring bidder.

12.4.1. Objective Criteria are:

The bidder must pose less risk to the IDC. The risk will be assessed in terms of, but not limited to, the following:

- Reputational Risk: This will be assessed in line with the bidder’s disclosure (Refer to Annexure 7: Disclosure statement of this document) and the IDC Compliance and Regulatory Affairs Department (CRAD) screening report.
- Concentration Risk: Over exposure to a single bidder.
- The bidder’s financial capability in relation to the execution of the contract.
- The bidder’s past performance in IDC contracts.

13. PROMOTION OF EMERGING BLACK OWNED SERVICE PROVIDERS

It is the IDC’s objective to promote transformation across all industries and/ or sectors of the South African economy and as such, bidders are encouraged to partner with a black owned entity (being 50%+1 black owned and controlled). Such partnership may include the formation of a Joint Venture and/ or subcontracting agreement etc., where a portion of the work under this tender would be undertaken by black owned entities. To give effect to this requirement, bidders are required to submit a partnership / subcontracting proposal detailing the portion of work to be outsourced, level of involvement of the black owned partner and where relevant, submit either a consolidated B-BBEE scorecard or each bidder of the partnership in their individual capacity to submit a BEE certificate or Sworn Affidavit in case of an EME or QSE which will be considered as part of the Specific Goals scoring listed in 12.3.

SECTION 2: FUNCTIONAL REQUIREMENTS SPECIFICATION

SECTION 2: FUNCTIONAL REQUIREMENTS

1. SPECIAL INSTRUCTIONS TO BIDDERS

- 1.1. Should a bidder have reason to believe that the Functional Requirements are not open/fair and/or are written for a particular service provider; the bidder must notify IDC Procurement within five (5) days after publication of the RFP.
- 1.2. Bidders shall provide full and accurate answers to the questions posed in this RFP document, and, where required explicitly state “Comply/Not Comply” regarding compliance with the requirements. Bidders must substantiate their response to all questions, including full details on how their proposal/solution will address specific functional/ technical requirements; failure to substantiate may lead to the bidder being disqualified. All documents as indicated must be supplied as part of the bid response.
- 1.3. Failure to comply with Mandatory Requirements may lead to the bidder being disqualified.

2. BACKGROUND INFORMATION

The Industrial Development Corporation (IDC) recently completed a comprehensive gap analysis of its current risk rating and pricing methodologies for both Small and Medium Enterprises (SMME) and Project Finance (PF) portfolios.

IDC’s lending activities span four key asset classes:

- Project Finance
- SME and Middle Market (MM)
- Private Equity, Venture Capital and Listed Investments
- Financial Institutional Lending

The gap analysis revealed several shortcomings that affect the IDC’s competitiveness, operational efficiency, and strategic alignment. Specifically, six critical areas were identified as requiring urgent attention:

1. Current State Challenges

- a) Outdated web-based platform
- b) Inappropriate Equity Pricing
- c) Inadequate Risk Differentiation
- d) Collateral Management Deficiencies
- e) Policy and Process Gaps
- f) Operational Cost Distortions

2. Strategic Imperative

In response to evolving regulatory requirements, strengthened industry best-practice standards, and the need for greater transparency in risk-adjusted pricing, this project is essential to sustaining IDC’s competitiveness as a development finance institution. Enhancing the pricing methodology is critical to ensuring the Corporation can effectively deliver on its developmental mandate while maintaining financial viability.

3. Primary Objective

To develop a modern, comprehensive, and strategically aligned pricing framework for IDC and implement it on a flexible, risk-based pricing model that addresses all identified shortcomings of the existing legacy system, while complying with internal governance, audit and model risk management requirement.

The model must enable users to risk grade and evaluate transactions, determine minimum pricing, and assess risk-adjusted returns across different financing structures.

3. SCOPE OF WORK/TERMS OF REFERENCE

The appointed service provider must deliver an integrated, on-premises risk rating and pricing model and enhance IDC's credit and investment decision making tools. The scope is structured into three core sections:

- **Section A – Model Component**
- **Section B – Data, Integration & System Automation Requirements**
- **Section C – Training, Documentation & Support**

The appointed bidder should be able to provide the following:

Section A – Model Component

1. Credit Risk Rating Model Enhancement

- a) Recalibrate the Risk Grade (IRG) and Probability of Default (PD) master scale to ensure accurate borrower risk differentiation.
- b) Implement an optimised rating scale aligned to PD distributions across IDC portfolios.
- c) Develop sector-specific credit risk rating models enabling differentiated SME/MM and Project Finance assessments.
- d) Introduce entity-size segmentation to improve predictive accuracy.
- e) Incorporate a Start-Up Rating Methodology enabling the assessment of early-stage businesses with limited financial history.
- f) Integrate project development stages into Project Finance risk assessments (development, construction, operations).
- g) Provide complete documentation of quantitative and qualitative scoring methodologies.

2. Credit Enhancement Integration

- a) Develop a quantitative framework to assess the credit-risk impact of parent guarantees, third-party guarantees, and complex support instruments.
- b) Implement a tiered recognition methodology based on enforceability, legal strength, and quality of support.
- c) Establish adjustment methods for non-traditional, bespoke, or hybrid collateral/security structures.
- d) Enable integrated risk assessments combining project-level cash flows with parent-entity or sponsor financials.
- e) Produce quarterly model validation reports including recovery variance analysis.
- f) Implement structured, auditable processes for collateral valuation and recovery data quality assurance.
- g) Provide a feedback mechanism comparing assumed vs. actual recoveries for continuous model refinement.

3. Loss Given Default (LGD) Methodology

- a) Review and enhance the list of eligible collateral, including differentiated recovery rate assumptions / haircuts and time-to-recovery estimates based on collateral type and legal enforceability.
- b) Develop a data-driven LGD model using IDC's historical recovery experience, segmented by collateral type and incorporating stressed-scenario analysis.
- c) Ensure regulatory alignment with Basel II/III and SARB requirements, including downturn LGD calibration and application of appropriate regulatory floors.
- d) Provide comprehensive validation results and clear, transparent documentation of methodologies and assumptions.

4. Operational Cost Framework

- a) Implementation of cost allocation methodology accounting for inflation for fixed and variable cashflows
- b) Conduct comprehensive cost analysis differentiating upfront vs. ongoing maintenance costs (fixed and variable components)
- c) Develop a cost allocation framework aligned to IDC's portfolio structure, with clear segmentation between debt and equity products.
- d) Implement cost floor and ceiling calibration based on empirical analysis that gives effect to optimising the IDC mandate in terms of cost recovery on loan size/client type

5. Developmental Impact Cost Integration

- a) Establish dedicated tracking mechanisms to isolate and measure costs associated specifically with IDC's developmental mandate
- b) Develop a developmental-premium framework that quantifies the social-impact value incorporated into pricing
- c) Design a pricing-subsidy pool model that demonstrates cross-subsidisation flows from commercially priced activities to developmental
- d) Build a portfolio-level profitability assessment framework that integrates developmental outcomes alongside financial performance

6. Dedicated Equity Pricing Framework Development

- a) Develop the core pricing architecture for equity and quasi-equity investment
- b) Develop a comprehensive equity pricing methodology that captures equity-specific value drivers, including scenario-based exit modelling, real-options valuation, strategic value assessment, and relevant risk-adjusted performance
- c) calculate performance indicators such as IRR, MOIC, PME, NPV, and TVPI
- d) Incorporate market benchmarking using public-market equivalents and established private-equity performance standards
- e) Capability to perform scenario and sensitivity analysis
- f) Develop a governance-premium calculation methodology based on ownership control and influence

7. Debt / Loan Pricing

- a) Develop a pricing framework for loan facilities across various structures including:
 - a. Term loans
 - b. Project finance facilities
 - c. Amortising loans
 - d. Bullet repayment structures
 - e. Loans with moratorium periods, etc
- b) Incorporates key pricing inputs such as:

- a. cost of fund or reference rates
- b. credit risk parameters
- c. operational cost
- d. target returns metrics, etc
- e. calculate key pricing outputs including:
 - i. minimum viable margin
 - ii. net present value
 - iii. internal rate of return
 - iv. risk adjusted return metrics
- c) Model pricing of different guaranteed structures
- d) Pricing override and justification

Section B – Data, Integration & Automation Requirements

The system must operate fully on-premises at the IDC and support the following:

1. Technology Implementation

- a) Architecture implementation preferably supporting an on-premises environment, with flexible integration capabilities
- b) Support automated PDF upload, extraction and reading for financial statement spreading.
- c) Provide automated financial statement extraction into structured fields.
- d) Provide system automation features including:
 - I. Automate rating, pricing, cashflow and reporting models within the on-premises system environment.
 - II. Enable automatic recalculation when input data changes.
 - III. Automated workflows to reduce manual processing
 - IV. Ensure configurable model logic without requiring vendor intervention for routine updates.
- e) Deliver a comprehensive security and data-governance framework.
- f) Support batch processing for multiple transactions.
- g) Maintain full version control and audit history for all model changes.

2. System Integration and Data Migration

- a) Support secure integration with IDC enterprise systems (SAP, Power BI, MS Dynamics, etc.).
- b) Provide controlled legacy system data migration into the new platform.
- c) Ensure safe, audited data transfers across systems.

3. System Security and Access Control

- a) Secure user authentication using unique user credentials.
- b) Mandatory password updates at least every 30 days.
- c) Role-based access control aligned to IDC's segregation-of-duties structure.
- d) Audit logging of authentication, access attempts and administrative actions.

4. Client Monitoring and Repricing Framework

- a) Standardised Financial Reporting / Spreading template & Risk Rating
- b) Create standardised templates that clients complete on regular basis i.e. quarterly, annually
- c) Outputs templates that clearly show the breakdown of pricing components, and allow export into commonly used formats such as excel and pdf
- d) Templates auto-calculate key ratios (debt service coverage, current ratio, debt-to-equity) from basic financial inputs

- e) Template data feeds directly into the credit risk rating models
- f) System automatically recalculates client risk ratings when new financials are submitted
- g) Embed risk rating migration monitoring and ability to re-price facilities accordingly
- h) Repricing Trigger Framework according to required repricing frequency
- i) System to automatically flag clients meeting repricing criteria

5. Full governance and audit capabilities including:

- a. Audit trail of all user activities
- b. Model version control
- c. Traceability of inputs and calculations
- d. Historical storage of pricing runs

Section C – Training and Documentation

1. Comprehensive user training, including IT administrators, super-users, and user:

- a. Two (2) IT administrators
- b. Three (3) super users
- c. Five (5) users

2. Train-the-trainer programmes for sustainability.

3. User manuals covering:

- a. Technical methodologies
- b. Functional operations
- c. System navigation

4. Complete model documentation including:

- a. Assumptions and limitations
- b. Formulae and model design
- c. Data sources and quality notes
- d. Testing diagnostics
- e. Monitoring frameworks
- f. Change logs
- g. Model performance expectations

Section D – Ad – hoc Support

The bidding entity must provide the following technical support:

- Provide multi-channel support (email/portal/phone).
- Minimum bundle of 90 hours ad-hoc support across the contract term (spread over 3 years).
- Response within 6 hours; resolution within 12 hours for high priority tickets
- Response within 12 hours; resolution within 48 hours for standard priority tickets.

4. PROJECT TIMELINES

The appointed service provider(s) will be required to implement within eighteen (18) months of the award and provide the service for a period of three (3) years, subject to annual review of service provider's performance.

5. TECHNICAL EVALUATION CRITERIA

5.1. Technical/ Functionality Evaluation

The service provider must indicate their compliance/ non-compliance to the following requirements and to substantiate as required. The bidder must respond in the format below, where additional information is provided/ attached somewhere else; such information must be clearly referenced.

5.1.1. FUNCTIONALITY OF THE ON PREMISES RISK RATING AND PRICING SOLUTION	Comply	Partially Comply	Not Comply	Substantiate / Comments
The system should have the following features as per scope of work. Bidders are required to indicate how the proposed system will achieve the requirements and provide as part of the proposal screenshots of the various functionalities.				
The system must support risk-based pricing for loan facilities, incorporating key drivers such as cost of funds, credit risk, capital costs and operating costs.				
Ability to price multiple loan structures, including amortising loans, bullets loans, revolving credit, loans with moratorium period.				
The system must support pricing of debt, equity and guarantee products.				
The tool must have the ability to analyse cost of funds, operating costs (fixed/variable), inclusive of allocation between operational business units and support functions and risk costs.				
The proposed tool must be able to perform standardised cash flow projections, incorporating sensitivity and scenario analyses (statistical analysis).				
Ability to calculate performance indicators inter alia MOIC, IRR, NPV.				
The proposed tool must be able to incorporate IDC maintained country risk rating and Environmental Health and Safety (EHS) Rating, and Development score and incentives.				
The proposed tool must enhance the IDC master rating scale to a level of granularity that supports more accurate borrower risk differentiation and must directly integrate the borrower's risk rating into the pricing framework to ensure consistent and risk-aligned pricing outcomes.				
The proposed system must have the ability to generate a term structure Probability of default (PD), Loss Given Default (LGD) and Exposure at Default (EAD) output in order to calculate Expected Loss (EL).				
The system must be able to auto-calculate key credit ratios inter alia DSCR, Current Ratio, Debt-to-Equity, Interest Coverage.				

5.1.1. FUNCTIONALITY OF THE ON PREMISES RISK RATING AND PRICING SOLUTION	Comply	Partially Comply	Not Comply	Substantiate / Comments
The system must support data import from external systems and allow multiple users to access the system.				
The system must maintain full audit trail, model version control and traceability of inputs, calculations, PDF reading and outputs.				
The system must generate transparent pricing outputs with a breakdown of pricing components.				
The system must allow users to upload PDF documents, extract content, and read financial statements in PDF format to support automated financial spreading.				
The system must require unique authenticated user credentials for each user.				
The system must support role-based access, ensuring segregation-of-duties and controlled access to rating, pricing, admin, and reporting functions.				

5.1.2. BIDDER'S RELEVANT EXPERIENCE	COMPLY	PARTIALLY COMPLY	NOT COMPLY
<p>The bidder must demonstrate relevant experience in Small Medium/Middle Enterprise and Project Finance Credit Risk Rating, Pricing Model development, and Model Automation within the Financial Services environment.</p> <ul style="list-style-type: none"> The bidder must provide evidence of experience by submitting a detailed description of previous projects involving Credit Risk Rating and Pricing Model development within the Financial Services environment. The bidder must provide evidence of experience in building models that support debt or equity instruments. <p>The bidder must submit three (3) relevant and contactable references for similar work completed. At least one of the references must relate specifically to Equity Pricing Modelling.</p> <p>Refer to Table (a) Annexure 1 of this document for the response format provided.</p>			
Substantiate / Comments			

5.1.3. BIDDER'S PROPOSED METHODOLOGY	COMPLY	PARTIALLY COMPLY	NOT COMPLY
<p>The bidder must provide a detailed proposal of the methodology/ approach to be used to carry out the scope of work outlined above, the methodology must cover but not limited to the following:</p> <ul style="list-style-type: none"> • Approach to understanding business requirements • Model design and development approach • Governance approach • Technology and Tools: Bidders should specify: <ul style="list-style-type: none"> ○ Tools and platforms proposed (e.g. Excel, Python, R, SAS, SQL, BI tools). 			
Substantiate / Comments			

5.1.4. BIDDER'S PROPOSED PROJECT AND IMPLEMENTATION PLAN	COMPLY	PARTIALLY COMPLY	NOT COMPLY
<p>The bidder must submit a comprehensive Project Plan that clearly outlines how the proposed methodology will be implemented. The Project Plan must detail the key activities, timelines, and project milestones/deliverables that will guide execution over the full project duration. All elements of the plan must be aligned to the proposed methodology and demonstrate a realistic and structured approach.</p> <p>The Project Plan must include, at minimum:</p> <ul style="list-style-type: none"> ➤ Key Project Phases and Implementation Steps ➤ Project Timelines, Milestones, and Deliverables ➤ Roles and Responsibilities <p>The Project Plan must demonstrate a coherent, achievable, and structured path to completing the model enhancements and implementation thereof within the required 18-month timeframe.</p>			
Substantiate / Comments			

5.1.5. KNOWLEDGE AND SKILLS TRANSFER	COMPLY	PARTIALLY COMPLY	NOT COMPLY
<p>The bidder must train and transfer knowledge to the IDC working team, supported by comprehensive training manuals.</p> <p>The bidder must provide a structured approach to knowledge transfer to ensure that internal staff can effectively use and maintain the model.</p> <p>This should include:</p> <ul style="list-style-type: none"> • Training sessions for users and administrators • Provision of user manuals and technical documentation • Training Manual must include at minimum both the technical methodology and functional approach • Support for internal teams to understand model assumptions and calculations • Orientation and training: how the bidder will provide training and awareness on the new system and training of Super Users from IDC for non-complex system queries. <p>Model documentation must include at minimum the following:</p> <ul style="list-style-type: none"> • Model assumptions and limitations in consideration of the model's use. • Theoretical approach and supporting research, as appropriate. • Model design and formulas. • Data coverage, sources, quality, and limitations. • Description and interpretation of testing diagnostics, model outcomes, and expected • An explanation of the degree to which underlying input-output relationships predict model outcomes. • Change logs. • ongoing monitoring plans. • Description, frequency, and standards of monitoring for each model, including performance measures used in ongoing monitoring, performance thresholds,35 and supporting rationale • Business uses 			
Substantiate / Comments			

5.1.6. QUALIFICATIONS AND SKILLS OF KEY PERSONNEL	COMPLY	PARTIALLY COMPLY	NOT COMPLY
<p>The bidder's key personnel of the proposed team must have relevant qualifications, skills and experience in credit risk model, financial modelling, pricing models or financial system implementation. Each proposed team member must have experience in their respective role.</p> <p>The bidder's team must include, at minimum, the following roles (A single resource may not be allocated to more than three (3) of these roles):</p> <ul style="list-style-type: none"> • Project Manager (should have at least seven (7) years' experience) • Credit Risk Model Developer (should have at least seven (7) years' experience) • Model Automation Engineer (should have at least seven (7) years' experience) • Senior Business Intelligent Analyst (should have at least seven (7) years' experience) • Financial Modeller (should have at least seven (7) years' experience) • Data Scientist (should have at least seven (7) years' experience) • Model Validator (should have at least seven (7) years' experience) <p>The bidders must submit, as part of its proposal, the following:</p> <ul style="list-style-type: none"> • The structure and composition of the proposed team, clearly outlining the main disciplines/ specialties of this project and the key personnel responsible for each specialty. Please refer to Table (b) Annexure 1 of this document for the format in which the required information must be provided. • CVs of the key personnel; and the CVs must clearly highlight qualifications, areas of experience/ competence relevant to the tasks and objectives of this project as outlined above. 			
Substantiate / Comments			

5.1.7. DEMONSTRATIONS	Maximum points
<p>Shortlisted bidders will be required to provide a live demonstration of their proposed solution.</p> <p>Demonstration will form part of the practical evaluation to assess the usability, functionality, and transparency of the proposed solution.</p> <p>The bidder must demonstrate the functionalities of the system, including:</p>	
Usability of the tool (ease of use/ user guide functionality)	30
Transparency (audit trail/ ease of the process flow and detailed workings)	
Ability to generate a term structure Probability of default (PD), Loss Given Default (LGD) and Exposure at Default (EAD) output in order to calculate Expected Loss (EL).	
Risk Rating Model Demonstration	
Debt Pricing Model Demonstration	
Equity Pricing Model Demonstration	
Demonstration of scenario analysis, cashflow analysis, etc	
Demonstration of reporting outputs	
Ability to upload / download PDF formats and PDF-reading capability	
Ability to incorporate development incentive related risk from IDC maintained Development Scorecard and impact thereof on pricing.	
Ability to incorporate flexibility to support structuring, pricing and decision making.	
Ability to incorporate tangible and non-tangible collateral and the impact thereof on pricing.	
Illustration of user access controls and audit trails functionality	
Ability to incorporate stage of the project development cycle and the impact thereof on pricing.	
Ability to perform performance indicators	
Administrator/ super user interface function (ability to control system access)	
Ability to incorporate country-related risk from IDC maintained country risk ratings and impact thereof on pricing.	

SECTION 3: COST PROPOSAL

SECTION 3: COST PROPOSAL

1. **NOTE: All prices must be VAT inclusive (where applicable) and must be quoted in South African Rand (ZAR).**

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

YES	NO
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Important: If not firm for the full period, provide details of the basis on which price adjustments shall be applied e.g., CPI etc.

3. All additional costs associated the bidder’s offer must be clearly specified and included in the Total Bid Price.

4. Is the proposed bid price linked to the exchange rate?	Yes	No
<i>If yes, the bidder must indicate CLEARLY which portion of the bid price is linked to the exchange rate:</i>		

5. Payments will be linked to specified deliverables after such deliverables have been approved by the IDC. Payments will be made within 30 days from date of invoice.	Comply	Not Comply

6. The IDC reserves the right to consider the guidelines on consultancy rates as set out in the National Treasury Instruction 02 of 2016/2017: Cost Containment Measures which took effect from 01 January 2014, where relevant.	Comply	Not Comply
The bidder must indicate if their proposed rates are in line with the provisions of the referenced National Treasury Instruction: Cost Containment Measures.		
Substantiate / Comments		

7. COSTING MODEL

Table A – Software costs

Cost Elements		Cost (VAT Excl.)
Pricing Model (Software cost) ¹		
Maintenance and Support	Year 1	
	Year 2	
	Year 3	
Sub-total (A) (VAT Excl.)		
VAT (15%)		
Sub-total (A) (VAT Incl.)		

Notes on pricing:

- The software cost must be quoted as a once-off amount for a perpetual software license that provides unlimited concurrent user access. The perpetual license should allow the IDC to use the software indefinitely without any renewal fees for the license itself.*

Table B – Model Component

Activities/Deliverable	Resource(s)	Rate/Hour per resource	Number of hours	Cost (VAT Excl.)
Credit Risk Rating System Enhancement				
Credit Enhancement Integration				
Loss Given Default (LGD) Methodology				
Operational Cost Framework				
Developmental Impact Cost Integration				
Dedicated Equity Pricing Framework Development				
Debt / Loan Pricing				
Model Automation				
Disbursements				
Sub- total (B) (VAT Excl.)				
VAT (15%)				
Sub- total (B) (VAT Incl.)				

Table C – Implementation and Skills Transfer

Activities/Deliverable	Resource(s)	Rate/Hour per resource	Number of hours	Cost (VAT Excl.)
Implementation				
Training for ten (10) IDC staff				
Two (2) IT administrators				
Three (3) super users				
Five (5) users				
Disbursements				
Sub- total (C) (VAT Excl.)				
VAT (15%)				
Sub- total (C) (VAT Incl.)				

Table D – Ad-hoc Support

For comparison purposes, bidders must provide a cost for 90 hours of support on ad-hoc as and when required for a period of three years:

Activities/Deliverable	Resource(s)	Rate/Hour	Number of hours	Cost (VAT Excl.)
Ad hoc Technical support year 1			30	
Ad hoc Technical support year 2			30	
Ad hoc Technical support year 3			30	
Sub- total (D) (VAT Excl.)				
VAT @ 15%				
Sub- total (D) (VAT Incl.)				

Total Bid Price (Table A + B + C + D) (VAT INCL.)	
----------------------------------------------------------	--

The bidder must provide a detailed breakdown of the Disbursements as follows:

Cost Element	Cost (VAT Excl.)
Sub-Total Disbursements	

Note on pricing:

Disbursements (incidental expenses other than professional fees e.g. travel and accommodation, printing costs, etc.) must be clearly defined, outlining all assumptions. It is of utmost importance to submit clear and comprehensive cost proposals to allow the IDC to fairly compare bid price / cost proposals. If there is no additional fee envisaged for Disbursements, then the bidder must clearly indicate “No

Charge / Free of Charge". Failure to clearly indicate this, would result in IDC penalising your bid response by taking the cost of the highest bidder and adding 50% thereto and apply this rate for purposes of price comparisons. Bidders are therefore requested to respond clearly and comprehensively on this aspect of their bid response.

SUMMARY OF THE PROPOSAL

DESCRIPTION	BIDDER'S PROPOSAL
Number of resources (personnel)	
Project duration (in hours)	
Project duration (in months)	
Commencement Date	

PRICE DECLARATION FORM

Dear Sir,

Having read through and examined the Request for Proposal (RFP) Document, RFP no. **T06/03/26**, the General Conditions, and all other Annexures to the RFP Document, we offer to conduct a risk rating and pricing methodology enhancement to IDC as specified in this RFP document.

R..... (Including VAT)

In words

R..... (Including VAT)

We confirm that this price covers all activities associated with the service, as called for in the RFP document. We confirm that IDC will incur no additional costs whatsoever over and above this amount in connection with the provision of this service.

We undertake to hold this offer open for acceptance for a period of 120 days from the date of submission of offers. We further undertake that upon final acceptance of our offer, we will commence with the provision of the required service when required to do so by the IDC.

We understand that you are not bound to accept the lowest or any offer, and that we must bear all costs which we have incurred in connection with preparing and submitting this bid.

We hereby undertake for the period during which this bid remains open for acceptance, not to divulge to any persons, other than the persons to whom the bid is submitted, any information relating to the submission of this bid or the details therein except where such is necessary for the submission of this bid.

SIGNED

DATE

(Print name of signatory)

Designation

FOR AND ON BEHALF OF: COMPANY NAME

Tel No

Fax No

Cell No

SECTION 4: ANNEXURES

ANNEXURE 1: RESPONSE FORMAT FOR SECTION 2

Bidder’s Experience and the proposed Project Team

Request for Proposal No: _____
 Name of Bidder: _____
 Authorised signatory: _____

[Note to the Bidder: The bidder must complete the information set out below in response to the requirements stated in Section 2 of this bid document. If the bidder requires more space than is provided below it must prepare a document in substantially the same format setting out all the information referred to below and return it with this Returnable Schedule 3.]

The bidder must provide the following information:

Table (a) Details of the bidder's current and experience in conducting a risk rating and pricing methodology enhancement (please refer to par 5.1.2 of Section 2 of this RFP document):

Client' Name	Project description	Project Cost	Project period (Start and End Dates)	Description of service performed and extent of Bidder's responsibilities	Name, title, and telephone contact of client
Credit Risk Rating and Pricing Model					
Debt or Equity Instruments					

Table (b) Details of the key personnel of the bidders' proposed team: (please refer to par 5.1.6 of Section 2 of this RFP document):

Name	Position	Role / Duties in this Project	Relevant Project Experience	
			Project description, Client, Project period	Project Cost

ANNEXURE 2: ACCEPTANCE OF BID CONDITIONS AND BIDDER'S DETAILS

Request for Proposal No: _____
 Name of Bidder: _____
 Authorised signatory: _____
 Name of Authorised Signatory _____
 Position of Authorised Signatory _____

By signing above the bidder hereby accept full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on him/her under this RFP.

[Note to the Bidder: The Bidder must complete all relevant information set out below.]

CENTRAL SUPPLIER DATABASE (CSD) INFORMATION

Bidders that are registered on the Central Supplier Database (CSD) of National Treasury are required to submit as part of this proposal both their CSD supplier number and CSD unique registration reference numbers below:	
Supplier Number	

BIDDING STRUCTURE

Indicate the type of Bidding Structure by marking with an 'X':	
Individual Bidder	
Joint Venture/ Consortium	
Prime Contractor with Subcontractors	
Other	

REQUIRED INFORMATION

If Individual Bidder:	
Name of Company	
Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
cell phone Number	
Email address	
Postal Address	
Physical Address	

If Joint Venture or Consortium, indicate the following for each partner:	
Partner 1	
Name of Company	
Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cell phone Number	
Email address	
Postal Address	
Physical Address	

Scope of work and the value as a % of the total value of the contract	
Partner 2	
Name of Company	
Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cell phone Number	
Email address	
Postal Address	
Physical Address	
Scope of work and the value as a % of the total value of the contract	

If bidder is a Prime Contractor using Sub-contractors, indicate the following:	
Prime Contractor	
Name of Company	
Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cell phone Number	
Email address	
Postal Address	
Physical Address	
Work as a % of the total value of the contract and description of the work	
Sub-contractors	
Name of Company	
Company Registration Number	
Vat registration Number	
Contact Person	
Telephone Number	
Cell phone Number	
Email address	
Postal Address	
Physical Address	
Subcontracted work as a % of the total value of the contract and description of the work	

ANNEXURE 3: TAX COMPLIANCE REQUIREMENTS

1. TAX COMPLIANCE REQUIREMENTS			
1.1 BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.			
1.2 BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VIEW THE TAXPAYER'S PROFILE AND TAX STATUS.			
1.3 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) OR PIN MAY ALSO BE MADE VIA E-FILING. IN ORDER TO USE THIS PROVISION, TAXPAYERS WILL NEED TO REGISTER WITH SARS AS E-FILERS THROUGH THE WEBSITE WWW.SARS.GOV.ZA.			
1.4 BIDDERS MAY ALSO SUBMIT A PRINTED TCS TOGETHER WITH THE BID.			
1.5 IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED, EACH PARTY MUST SUBMIT A SEPARATE PROOF OF TCS / PIN / CSD NUMBER.			
1.6 WHERE NO TCS IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.			
2. QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS			
2.1 IS THE BIDDER A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?		<input type="checkbox"/>	YES <input type="checkbox"/>
2.2 DOES THE BIDDER HAVE A BRANCH IN THE RSA?		<input type="checkbox"/>	YES <input type="checkbox"/>
2.3 DOES THE BIDDER HAVE A PERMANENT ESTABLISHMENT IN THE RSA?		<input type="checkbox"/>	YES <input type="checkbox"/>
2.4 DOES THE BIDDER HAVE ANY SOURCE OF INCOME IN THE RSA?		<input type="checkbox"/>	YES <input type="checkbox"/>
<p>IF THE ANSWER IS "NO" TO ALL OF THE ABOVE, THEN, IT IS NOT A REQUIREMENT TO OBTAIN A TAX COMPLIANCE STATUS / TAX COMPLIANCE SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 1.3 ABOVE.</p>			
SUPPLIER STATUS	COMPLIANCE	TAX COMPLIANCE SYSTEM PIN:	

ANNEXURE 4: 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 ¹ in the enterprise, employed by the state? **YES/NO**

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

Full name	Identity Number	Name of State Institution

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

2.2.1 If so, furnish particulars:

.....
.....

2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether they are bidding for this contract? **YES/NO**

2.3.1 If so, furnish particulars:

.....
.....

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

3 DECLARATION

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

- 3.1 I have read, and I understand the contents of this disclosure.
- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect.
- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement, or arrangement with any competitor. However, communication between partners in a joint venture or consortium² will not be construed as collusive bidding.
- 3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.
- 3.5 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

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

ANNEXURE 5: SHAREHOLDERS AND DIRECTORS INFORMATION

[Note to the bidder: the bidder must complete the information set out below. If the bidder requires more space than is provided below it must prepare a document in substantially the same format setting out all the information referred to below and return it with Returnable Schedule 2.]

1. Shareholders/ Members

Name of the shareholder	ID Number	Race	Gender	% Shares

Note: The bidder must also attach the detailed Company/ Group Structure where relevant.

2. Trust Information

Should a trust form part of the Company / Group structure then the following must be submitted as part of your proposal.

<p>Documents necessary to verify the Identity of a Trust</p>	<input type="checkbox"/> Copy of trust deed or other founding document by which trust is created. <input type="checkbox"/> Letters of authority (as issued by the Master of the High Court) <input type="checkbox"/> Personal details of each Trustee, each Beneficiary, the Founder, and the person authorised to act on behalf of the Trust
---------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

3. Black Shareholders/ Members as per the B-BBEE Certificate

Name of the shareholder	ID Number	Race	Gender	% Shares
Total Black Shareholding % as per the current and valid B-BBEE Certificate				

4. Directors

Name of the shareholder	ID Number	Race	Gender

I, THE UNDERSIGNED (NAME).....

CERTIFY THAT THE INFORMATION FURNISHED ABOVE IS CORRECT.

.....
Signature

.....
Date

.....
Position

.....
Name of bidder

ANNEXURE 6: BEE COMMITMENT PLAN

The IDC encourages existing vendors and prospective bidders to support the objectives of B-BBEE and as far as possible strive to improve their B-BBEE contribution status. For bid evaluation purposes, bidders are allocated points in terms of a preference point system based on the Specific Goals which requires the bidder to have a valid B-BBEE certificate or a sworn affidavit in case of a EME or QSE.

Bidders are therefore required to submit a B-BBEE improvement plan in view of the new B-BBEE Codes of Good Practice. Bidders must indicate the extent to which their ownership, management control, employment equity, preferential procurement and enterprise development will be maintained or improved over the contract period in the event that they are successful in this bid process.

ANNEXURE 7: DISCLOSURE STATEMENT

In terms of the tender condition 8.4, which allows the IDC to conduct background checks on bidders and its shareholders and directors, the IDC hereby requires bidders to provide the following additional information:

1. The IDC considers the integrity of its appointed service providers to be of critical importance. The IDC reserves the right to apply its objective criteria to award any bidders whose integrity, based on past conduct (during the 5 years immediately preceding the bid submission date), it considers questionable.
2. To this end, the IDC requires each bidder to include in its bid, a disclosure statement which details the following (sufficient information and supporting documentation for the IDC to make its own assessment as to the materiality or seriousness of allegations regarding the bidder’s integrity or conduct): any criminal charges made against the bidder or any of its directors, shareholders, or management officials regarding their professional conduct;
 - 2.1. any civil proceedings initiated against the bidder or any of its directors, shareholders, or management officials regarding their professional conduct; and
 - 2.2. any other enquiry or similar proceedings initiated or threatened against the bidder or any of its directors, shareholders, or management officials regarding their professional conduct.
3. Where the bidder is a consortium, the disclosure statement referred to in paragraph 2.2 above must be made separately in respect of each consortium partner.
4. In the event that the bidder’s circumstances change, after submission of its bid, regarding any matter referred to in paragraph 2.2 above or in regard to any matter referred to in its disclosure statement, the bidder must submit a written notification to IDC indicating the nature and extent of such changed circumstances.
5. The IDC reserves the right to seek such additional information from any bidder, in respect of the disclosure statement referred to in paragraph 2.2 above, as it may, in its sole discretion, determine, whether such information has been requested under this RFP or otherwise, and may require the bidder to make oral presentations for clarification purposes or to present supplementary information, in respect of the disclosure statement if so required by the IDC.
6. Based on its own assessment of the contents of the bidder’s disclosure statement and any publicly available information which is relevant to the contents of such disclosure statement, the IDC will decide whether the bidder’s conduct or any allegations relating thereto pose a risk, reputational or otherwise, to the IDC; and if it reaches an adverse conclusion the IDC will in its sole discretion have the right not to award a contract or order.

SIGNED _____ **DATE** _____

(Print name of signatory) _____

Designation _____

FOR AND ON BEHALF COMPANY _____

OF: NAME _____

Tel No _____

Fax No _____

Cell No _____

ANNEXURE 8: PRIVACY & PROTECTION OF PERSONAL INFORMATION ACT 4 OF 2013 REQUIREMENTS

Request for Proposal No:	
Name of Bidder:	
Authorised signatory:	

Protecting personal information is important to the Industrial Development Corporation (IDC). To do so, IDC follows general principles in accordance with applicable privacy laws and the Protection of Personal Information Act 4 of 2013 (POPIA).

IDC’s role as a responsible party, is amongst others to process personal information for the intended purpose for which it was obtained and in line with legal agreements with its respective/prospective clients, third parties, suppliers, and operators.

Who is an Operator? A person or body/ entity which processes personal information for the IDC in terms of a contract or mandate.

Who is a Supplier? a natural or juristic person that provides a product or renders a service to the IDC. A supplier could also be considered as an operator, an independent responsible party or (together with IDC) a joint responsible party.

If the supplier or business partner provides IDC with its related persons’ personal information, the supplier or business partner warrants that the related persons are aware of and have consented to the sharing and processing of their personal information with/by IDC. IDC will process the personal information of related persons as stated under a contractual agreement or as required by any related legislation.

Examples of the personal information of the supplier or business partner where relevant may include (but are not limited to): financial information, including bank statements provided to the IDC; invoices issued by the supplier or business partner; the contract/ legal agreement between the IDC and the supplier or business partner; other identifying information, which includes company registration numbers, VAT numbers, tax numbers and contact details; marital status and matrimonial property regime (e.g. married in community of property); nationality; age; language; date of birth; education; financial history; identifying numbers (e.g. an account number, identity numbers or passport numbers); email address; physical address (e.g. residential address, work address or physical location); information about the location (e.g. geolocation or GPS location); telephone numbers; online and other unique identifiers; social media profile/s; biometric information (like fingerprints, facial recognition signature; race; gender; sex; criminal history).

Example of Special personal information is personal information about the following: · criminal behaviour, or any proceedings in respect of any offence allegedly committed by a data subject or the disposal of such proceedings; religious and philosophical beliefs; trade union membership; political beliefs; health, including physical or mental health, disability, and medical history; or biometric information (e.g. to verify identity).

RESPONSIBILITIES OF SUPPLIERS AND BUSINESS PARTNERS WHO ARE OPERATORS UNDER POPIA

Where a supplier or business partner, in terms of a contract or mandate, processes personal information for the IDC and is considered an operator of the IDC, the supplier or the business partner will be required to adhere to the obligations set out in the IDC data privacy or POPIA policy. This policy sets out the rules of engagement in relation to how personal information is processed by suppliers and business partners on behalf of the IDC as well as the minimum legal requirements that IDC requires the suppliers and business partners to adhere to, including compliance with POPIA as summarised in the below table.

ITEM	GUIDING CONDITIONS FOR PROCESSING PERSONAL INFORMATION	YES	NO
1.	<p>Accountability</p> <p>The respective clients, third parties, suppliers and operators and its members will ensure that the provisions of POPIA, the guiding principles outlined in the policy and all the measures that give effect to such provisions are complied with at the time of the determination of the purpose and means of the processing and during the processing itself. In the event that an employee of the IDC or any person acting on behalf of the corporation who through their intentional or negligent actions and/or omissions fail to comply with the principles and responsibilities outlined, proper corrective measures will be applied.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
2.	<p>Processing Limitation</p> <p>The respective clients, third parties, suppliers and operators and their members will ensure that information is only processed for a justifiable reason and processing is compatible with the purpose of the collection.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
3.	<p>Purpose Specification</p> <p>All respective clients, third parties, suppliers and operators and their members will process personal information only for specific, explicitly defined, and legitimate reasons. The respective clients, third parties, suppliers and operators will inform IDC of reasons prior to collecting or recording their PI.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.	<p>Further Processing Limitation</p> <p>Personal information will not be processed for a secondary purpose unless that processing is compatible with the original purpose. Thus, where the respective clients, third parties, suppliers and operators seek to process personal information it holds for a purpose for which it was originally collected, and where this secondary purpose is not compatible with the original purpose, respective clients, third parties, suppliers and operators will first obtain additional consent from the IDC.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
5.	<p>Information Quality</p> <p>The respective clients, third parties, suppliers and operators will take reasonable steps to ensure that all personal information collected is complete, accurate and not misleading. Where PI is collected or received from third parties, the respective clients, third parties, suppliers and operators will take reasonable steps to confirm that the information is correct by verifying the accuracy of the information directly with the data subject or by way of independent sources.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>

ITEM	GUIDING CONDITIONS FOR PROCESSING PERSONAL INFORMATION	YES	NO
6.	Open Communication Reasonable steps will be taken by the respective clients, third parties, suppliers and operators to ensure that the IDC is notified of the purpose for which the information is being collected, used, and processed.	Yes <input type="checkbox"/>	No <input type="checkbox"/>
7.	Security Safeguards It is a requirement of POPIA for responsible parties, business partners and operators to adequately protect personal information. IDC will need to review suppliers or business partner security controls and processes to ensure that personal Information is compliant with the conditions of the lawful processing of personal information as set out in the POPIA. This would be continuous monitoring and review that will be conducted by the IDC at its discretion.	Yes <input type="checkbox"/>	No <input type="checkbox"/>
8.	Data Subject Participation A data subject whose PI has been collected, stored, and processed by the respective clients, third parties, suppliers and operators must have communication channels to attend to may request for the correction or deletion of such information.	Yes <input type="checkbox"/>	No <input type="checkbox"/>

I, _____ (print name) hereby certify that the information, facts, and representations are correct and that I am duly authorized to sign on behalf of the company.

Name of Company/ Entity: _____

Company/ Entity Registration Number: _____

Company/ Entity VAT Registration Number: _____

Signature (Company/ Entity Representative)

Date