

REQUEST FOR EXPRESSION OF INTEREST

APPOINTMENT OF A SERVICE PROVIDER APPOINTMENT OF A SERVICE PROVIDER TO FORMULATE, MANUFACTURE, TEST AND COMMERCIALISE A FUNGAL PRODUCT FOR THE BIOLOGICAL CONTROL OF THE TWO SPOTTED STINKBUG IN MACADAMIA

EOI NUMBER: ARC/71/02/2026/2

THIS REQUEST FOR EXPRESSION OF INTEREST IS ISSUED BY THE AGRICULTURAL RESEARCH COUNCIL (ARC) TO INVITE INTERESTED SERVICE PROVIDER TO FORMULATE, MANUFACTURE, TEST AND COMMERCIALISE A FUNGAL PRODUCT FOR THE BIOLOGICAL CONTROL OF THE TWO SPOTTED STINKBUG IN MACADAMIA

The ARC seeks to identify interested organizations/individuals, with relevant experience and capabilities, to participate in this program. The ARC reserves the right to appoint, or not appoint, any service provider/s through this Request for Expression of Interest.

Date of issue	07 October 2026	
Date for briefing session	27 October 2026 09:00am	
Closing date and time	10 November 2026 at 11:00am	
EOI Number	ARC/71/02/2026/2	
Submissions to be emailed to:	MofokengR@arc.agric.za	
Compulsory briefing session	Briefing session will be conducted online through Microsoft Teams meeting (Refer to below link)	
Microsoft Teams meeting Join: https://teams.microsoft.com/meet/3944081211836495?p=690sLwa71OudXyfkXn Meeting ID: 394 408 121 183 649 5 Passcode: Lf37Hq3o		
Enquiries SCM	Ms. Refiloe Mofokeng	MofokengR@arc.agric.za
Technical Enquiries	Dr. Mieke Daneel Ms. Maritha Schoeman	Mieke @arc.agric.za & Maritha @arc.agric.za

1. BACKGROUND

The two-spotted stink bug, *Bathycoelia distincta* (Distant) (Hemiptera: Pentatomidae), is the most abundant stink bug species in macadamia orchards in South Africa. This pest is associated with severe macadamia nut damage and is mainly controlled with insecticides, placing selection pressure on the pest, which can result in resistance development. Chemical control also poses potential health and environmental risks, and alternative pest management tactics are therefore required. The use of effective entomopathogenic fungi (EPFs), which are naturally occurring and environmentally friendly biological control agents with insecticidal action, may reduce these negative effects. The potential of *Beauveria bassiana* for control of *Bathycoelia distincta* was demonstrated in a small-scale study and further research in this regard is justified.

To proceed with large scale field trials of *B. bassiana*, a commercially formulated product is needed. Large-scale mass rearing of the fungus and formulation into a product is necessary to conduct large-scale trials and registration of a product on macadamia for the control of the two spotted stinkbug. An investment in a formulated product, and subsequent registration trials for the purpose of registration of the product is requested in this tender. The Supply Chain Management report outlines the procurement spend for the period (April to June 2025), tenders advertised, tenders awarded, deviations, and Purchase Orders issued.

2. PURPOSE

The ARC requires the services of a service provider to assist in the development of a formulated product from a fungal *Beauveria bassiana* isolate for use in large scale field trials, and if successful, further commercialization of the product to use in the control of the two spotted stinkbug on macadamia. The scope of work should be defined through the Expression of Interest (EOI) and the service providers will be requested to present their scope of work to the Bid Specification Committee by providing 1) a document with compulsory bid requirements and 2) giving an oral presentation of the scope of work; including timelines for the formulation of the product, large scale testing in different climatic conditions over two seasons and the timeline for registration of the product

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APPLICABLE PROCEDURE, POLICY, REGULATION SUPPORTING REQUEST

Procurement is done in accordance with the ARC SCM Policy and Procedures. The following internal governance structures are in place: Institutes Bid Adjudication Committee (IBACs), Corporate Tender Committee (CTC) and ARC Council (with recommendations from Finance, Investment, ICT Governance and Infrastructure Committee and Audit and Risk Committee).

3. MOTIVATION/S FOR CONSIDERATION

Beauveria bassiana isolate PPRI 26695 was assessed in the laboratory and in semi field trials for its efficacy in the control of the two-spotted stink bug, *Bathycoelia distincta* (Distant) (Hemiptera: Pentatomidae). To proceed to large scale field trials, a commercial formulated product is needed for further tests.

Chemical control also poses potential health and environmental risks, and alternative pest management tactics are therefore required. The use of effective entomopathogenic fungi (EPFs), which are naturally occurring and environmentally friendly biological control agents with insecticidal action, may reduce these negative effects.

4. SCOPE OF EXPRESSION OF INTEREST – EXPECTED DELIVERABLES

- Provide a **timeline with milestones** for the **mass production and formulation** of a product.
- Provide a **timeline with milestones** for **product registration** including registration trials and additional requirements for registration as prescribed by The Fertilizers, Farm Feeds, Seed and Remedies Act 36 of 1947 for the control of the two-spotted stinkbug and registration dossier submission.
- **Product registration** will be the responsibility of the service provider on behalf of the ARC, including all processes needed for commercialization of the product. They will be the dossier owner, but the ARC is the owner of proprietary material that they will be registering.

5. EXPRESSION OF INTEREST SUBMISSION

5.1 EVALUATION PROCESS

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Expression of interest will be evaluated in the following phases:

Stage 1: Administrative requirements

- Bidders will be evaluated on submitted administrative requirements

Stage 2: Mandatory requirements

- Bidders will be evaluated on mandatory requirements as indicated and failure to meet this requirement will result in disqualification and bidders will not proceed to be evaluated on functionality and Presentation.

Stage 3: Functionality and Presentation.

- Failure to obtain a minimum of 48 points and above which is 60% threshold for functionality will lead to disqualification and disqualified bidders will not be invited for a presentation.
- Failure to obtain a minimum of 12 points and above from 20 points (60%) for presentation will lead to disqualification and disqualified bidders will not be allowed to proceed to the price and the BBBEE phase

5.1 Phase 1: Administrative Requirements

- A valid Tax PIN Number from SARS.
- Current Central Supplier Database (CSD Report).
- The respondent must complete and sign all Standard bidding documents.

5.2 Phase 2: Mandatory Requirements

- Company registration documents from CIPC.
- International companies will be required to be registered with CIPC and be compliant with South African LAWS AND REGULATIONS.
- List of formulated biological control products produced by your company.
- Bidders are required to complete the Expression of Interest form attached at the end of the EOI document.

5.3. Phase 3 Evaluation on Functionality and Presentation

EVALUATION CRITERIA

Criteria	Weight
1. Bidders Track record/ Experience.	25
The potential service provider/bidder should submit proof of a developed products – product formulation, proof can be either: 1.1 Own products developed: The potential service provider can list their own products in the market and include performance records of this product. Bidders can submit proof of product registration. and/or: 1.2 Products developed for clients: Potential service provider/bidder must submit valid reference letters from previous clients, for developing the product formulation on similar scope of work. Reference letters must be in the bidder`s name, on the client`s letterhead, have contact details of the client, description of service rendered and signed by the delegated official. • Non-submission of reference letter(s) / no products developed= 0 points • 1 reference letter / 1 own product: Poor = 1 point • 2 reference letters / 2 own products: Average = 2 points • 3 reference letters / 3 own products: Good = 3 points • 4 reference letters / 4 own products: Very Good = 4 points • 5 or more reference letters / 5 own products: Excellent = 5 points	
2. Capacity and capability	
2.1. Experience of Project Leader/Manager	15
<p>Bidders must submit a Project Leader`s detailed CV with experience on similar assignment. Where the number of years of experience is not obtainable from the CV, 0 (zero) point will be allocated</p> <ul style="list-style-type: none"> <li>• 0 years` experience: Poor = 0 points • 1-2 years` experience: Average = <b>1 points</b></li> <li>• 3-4 years` experience: Good = 2 points • 5-6 years` experience: Very good = 3 points	

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• 7-8 years' experience: Excellent = 4 points • 9 years and above experience: Superb = 5 points	
2.2. Project Leader / manager Qualifications	5
Qualifications of a Project Leader/ Manager qualifications in Management/Production/Any Scientific career OR relevant qualification to run a commercial production plant • No qualification = 0 points • Less than National Diploma Poor = 1 point • National Diploma (NQF level 6) Average = 2 points • Bachelor's Degree/Advanced Diploma (NQF level 7) Good= 3 points • Honors Degree/Post graduate Degree (NQF level 8) Very good = 4 points • Post graduate Degree (NQF level 9 and above): Excellent = 5 points	
2.3. Experience of the Project Team	10
Bidders must submit a list of two project team members (excluding a Project Leader), with detailed CVs with information on the experience of the project team members The list must mention the members' names and their specific role within the multidisciplinary team (any of the following disciplines include microbiologist, laboratory technician, plant pathologist, production manager but not limited to them). Where number of years of experience is not obtainable from the CV, 0 (zero) points will be allocated. Bidders will score points on the experience of individual team members that will be part of the project (excluding the project leader). The information required must include the following details for each team member: Personnel CVs including qualifications. Description of experience related to this project. • Less than 1 year experience and CV included: = 0 points	

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• 1 year experience and CV included: Poor = 1 point • 2-3 years' experience and CV included: Average = 2 points • 4-5 years' experience and CV included: Good = 3 points • 6-9 years' experience and CV included: Very good = 4 points • 10-12 years' experience and CV included: Excellent = 5 points	
3. Project Execution Plan	25
The bidder must submit a detailed proposal on how the company will take the fungal isolate to a commercial product (Add a flowchart or Gants chart or detailed proposal on how the project will be executed). This should include mass production, formulation, registration trials, submission of registration dossier and commercialisation process timelines. • Did not provide sufficient information as per the above requirements = 1 point • Provided some highlighted milestones indicated above and deliverables but not in detail and/or not all milestones realistic = 2 points • Provided all highlighted milestones indicated above and deliverables but not in detail and/or not all milestones realistic = 3 points • Provided all highlighted milestones indicated above and timelines in detail but some milestones not realistic = 4 points • Provided all highlighted milestones indicated above and timelines in great detail with realistic timelines, as well as value adding = 5 points	
4. Presentation	20
The bidder's oral presentation should: ➤ Summarize the project proposal. ➤ Give us an example of an EPF that has been mass reared and is commercially available on the market. This can be in the form of case study of previously completed projects of a similar nature. Demonstrate the capacity to upscale the production of a product.	

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➤ List the potential risks of the project and mitigation steps. ➤ What strategy will you employ to give this newly formulated product a competitive edge on the existing products on the market? • Presentation did not address any of the points listed above Poor = 1 point • Presentation addressed 2 from the 4 points listed above Average = 2 points • Presentation addressed 3 from the 4 points listed above Good = 3 points • Presentation addressed all points listed above Very Good = 4 points • Presentation addressed all points listed above and more Excellent = 5 points	
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- Failure to obtain a minimum of **48 points and above which is 60% threshold for functionality** will lead to disqualification and disqualified bidders will not be invited for a presentation.
- Failure to obtain a minimum of **12 points and above from 20 points (60%) for presentation** will lead to disqualification and disqualified bidders will not be allowed to proceed to the price and the BBBEE phase.

6. CONFIDENTIALITY

The appointed service provider will be required to sign a confidentiality agreement and ensure all information obtained during the assessment remains confidential.

7. VETTING CRITERIA

- A complete vetting process will be followed.
- The proposed supplier will be vetted according to the following criteria:

Submission of administrative and mandatory requirements listed above, and general Information of the supplier as requested below.

8. GENERAL INFORMATION

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- Companies must be prepared to enter a valid 'Evaluation agreement' and/or 'License Agreement' with the ARC and also negotiate royalty percentage above 3%
- Submit a preliminary proposal on how the company will assist the ARC with the commercialization of the ARC research product
- The interested company must have a proven track record of the scope of work related to this project.
- For international evaluation and commercialization, the company must provide a proven record and footprint of international activities.
- The Company must have security controls in place to restrict access of individuals to the product under evaluation.
- Should the Company contravene any of the stipulations, the ARC has the right to terminate the partnership.

9. SCOPE OF EXPRESSION OF INTEREST

- The proposal from interested parties should be as concise as possible.
- Service providers must complete the attached EOI form relating to the commercialisation process.
- All supporting documents should be attached as appendices:
 - The company profile, including registration of the product.
 - Details of the current activities
 - Information on technical capabilities and available resources as detailed above to enable successful multiplication, evaluation and commercialization of product(s).
 - The bidder will be required to submit an audited financial statement of the past 3 years or proof of financial capacity and other related resources required to execute the project from formulation to commercialisation stage.

10. COSTS OF SUBMISSION

Parties submitting an EOI assume all risks for resource commitment and expenses, direct or indirect, of proposal preparation and participation throughout the EOI process. The ARC is not responsible directly or indirectly for any costs incurred by the parties.

11. SITE VISITS

The ARC may decide/request to visit the shortlisted companies to further conduct suitability assessments. Arrangements for the visits will be coordinated well in advance.

12. PROCESS FOR SHORTLISTED APPLICANT/S

- The shortlisted applicants will proceed to the verification phase where further assessments will be completed.
- The successful applicant will be subject to the parties agreeing to mutually acceptable terms and conditions. In the event of the parties failing to reach such agreement within a mutually agreed date after the provisional appointment date, the ARC reserves the right to appoint or not appoint.

13. DISCLAIMERS.

The request for EOI by the ARC is advertised in good faith. However, the ARC, its agents, employees and collaborators/partners do not warrant its accuracy or completeness. To the extent that the law permits, the ARC will not be liable for any claim whatsoever and howsoever arising (including, without limitation, any claim in contract, negligence or otherwise) from any incorrect or misleading information contained in this request due to any misinterpretation. This request is not an offer document; answers must not be construed as acceptance of an offer or imply the existence of a contract between the parties. By submission of its information, organizations shall be deemed to have satisfied themselves with and to have accepted all Terms and Conditions of this request. The ARC makes no representation, warranty, assurance, guarantee or endorsements to any party concerning the request, whether regarding its accuracy, completeness or otherwise and the ARC shall have no liability towards any party in connection therewith.

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, 1996 (Constitution), and further expressed in the various applicable legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.
- 1.2 If a person is 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. DECLARATION ON EMPLOYMENT BY ORGAN OF STATE

- 2.1 Is the bidder, or any of the directors / trustees / shareholders / members / partners of the bidder employed by an organ of state, as defined in section 239 of the Constitution?
YES/NO
- 2.2 If YES, furnish particulars of the names, individual identity numbers, in the table below:

Full Name	Identity Number	Name of organ of state

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

.....

.....

.....

- 2.4 Does the bidder or any of its directors/trustees/shareholders members/partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise, whether or not they are bidding for this contract?

YES/NO

- 2.4.1 If so, indicate all companies registered in the CSD in the table below:

Supplier registration number (MAAA)	Status (active/inactive/deleted)

Failure to disclose all CSD-registered active companies linked to all Directors will lead to disqualification.

3 GENERAL 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 to be false.
- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor.
- 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.

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- 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, 1998 (Act No. 89 of 1998) and or may be referred to law enforcement agencies for criminal investigation and or may be restricted from conducting business with the state for a period not exceeding 10 years in terms of the Prevention and Combating of Corrupt Activities Act, 2004 (Act No. 12 of 2004) or any other applicable legislation.

I CERTIFY THAT THE ABOVE IS CORRECT.

I ACCEPT THAT THE PROCURING INSTITUTION MAY REJECT THE BID OR TAKE
APPROPRIATE ACTION AGAINST ME IF THIS DECLARATION IS FALSE.

.....

Signature

.....

Date

.....

Designation

.....

Name of bidder



EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

The form must be completed by parties that are interested to commercialize the ARC IP. The form should only be completed when the material is identified.

1. APPLICANT DETAILS				
NAME OF APPLICANT <i>(on duly authorized on behalf of the company)</i>	Click or tap here to enter text.			
IDENTIFICATION NUMBER	Click or tap here to enter text.			
LOCATION	City	Click or tap here to enter text.	Province	Choose an item.
	Country	Click or tap here to enter text.		
CONTACT DETAILS	Tel	Click or tap here to enter text.	Fax	Click or tap here to enter text.
	Email	Click or tap here to enter text.		

2. COMPANY DETAILS	
COMPANY NAME <i>(full name as per company registration certificate)</i>	Click or tap here to enter text.
COMPANY ADDRESS	Click or tap here to enter text.
EMAIL ADDRESS (FOR CORRESPONDENCES)	Click or tap here to enter text.
COMPANY REGISTRATION NUMBER	Click or tap here to enter text.



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TELEPHONE NUMBER (land line)	Click or tap here to enter text.
MOBILE PHONE NUMBER	Click or tap here to enter text.
BEE STATUS (where applicable)	Click or tap here to enter text.

3. DESCRIPTION OF THE CORE BUSINESS
3.1 Describe the Company's portfolio
Click or tap here to enter text.
3.2 Provide the Corporate Structure diagram indicating country of registration and percentage shareholding and experiences
Click or tap here to enter text.



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3.3 Implementation programme of the company

Click or tap here to enter text.

3.4 Description of physical facilities for handling service to be provided to the ARC

Click or tap here to enter text.

3.5 How does selected services fit into this portfolio?

Click or tap here to enter text.

4. FINANCIAL

4.1 Provide Financial Projected (revenues) forecasts on the next 5 years



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<u>SCENARIO</u>	<u>Planting per year (ha)</u>	<u>Total royalty income over 6 years</u>
Low		
Medium		
High		

4.2 Projected revenues local and international markets to be pursued

Click or tap here to enter text.

5. COMMERCIALISATION

5.1 Provide a list of targeted countries of operations for each IP

NO.	COUNTRIES
1.	
2.	
3.	
4.	



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5.	
6.	
7.	
8.	
9.	

5.2 Provide ARC product distribution quantity
Click or tap here to enter text.
5.3 Briefly describe the marketing strategy
Click or tap here to enter text.

6. LEGAL
6.1 Agreements or letters with distributors and /or dealers and /or sales representatives

NO	AGREEMENTS/LETTERS	DISTRIBUTOR/DEALERS/SALE REPRESENTATIVES
1.		
2.		
3.		
4.		
5.		
6.		



EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

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7.		
8.		
6.2 Plan to protect IP locally and internationally		
Click or tap here to enter text.		
6.3 Scrutiny of any agreements to which the company is a party and which may prejudice the ARC or the commercialisation of the IP		
Click or tap here to enter text.		
6.4 Schedule of all pending litigation		
Click or tap here to enter text.		

6.5 Description of the threatened litigation
Click or tap here to enter text.
6.6 Provide a list of sub-contractors



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Click or tap here to enter text.

6.7 SWOT analysis

STRENGTHS	WEAKNESSES
•	•
OPPORTUNITIES	THREATS
•	•

6.6 Selection of growers and arrangements regarding black farmers and entities having BBBEE (Broad-Based Black Economic Empowerment)

Click or tap here to enter text.

6.8 Plan to protect South African growers in international markets, where a new plant variety is being commercialised where applicable



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Click or tap here to enter text.

6.9 Details of agents in different productions areas

Click or tap here to enter text.

6.10 Amount of royalty rates per technology

Click or tap here to enter text.

6.11 Royalty model to be applied

Click or tap here to enter text.



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Annexure 1

PROJECTED ROYALTY INCOME FORECASTS		LOW SCENARIO										
		New										
		Existing										
			YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX	
Royalty Class	Unit (eg hectares)	Royalty/unit(ZAR)	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties
TOTAL :												

EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

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PROJECTED ROYALTY INCOME FORECASTS		MEDIUM SCENARIO										
		New										
		Existing										
			YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX	
Royalty Class	Unit (eg hectares)	Royalty/unit(ZAR)	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties
TOTAL :												

EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

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PROJECTED ROYALTY INCOME FORECASTS		HIGH SCENARIO										
		New										
		Existing										
			YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX		YEAR: XXXX	
Royalty Class	Unit (eg hectares)	Royalty/unit(ZAR)	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties	No. of units	Royalties
TOTAL :												

Respondent's Signature

Date



EXPRESSION OF INTEREST FOR THE COMMERCIALISATION OF ARC IP

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7. DECLARATION

I declare that:

7.1 I am duly authorised by the organisation or Consortium, to complete this expression of interest and to sign and submit and in doing so the organisation or Consortium, as applicable, is bound by this declaration.

7.2 The organisation or Consortium has familiarised itself with the Intellectual Property Rights from Publicly Financed Research and Development Act, 2008 (Act 51 of 2008) and understands the implication of this Act on intellectual property transactions derived from public funds.

7.3 Should there be further information required by ARC in respect of this EOI, and that my failure to provide requested information timeously may lead to a delay and rejection of this EOI.

7.4 I am aware that this EOI is not a contract and the contract will be negotiated and the EOI will form part of the contract.

7.4 I will conclude a contract with the ARC within a month of receiving feedback letter requesting me to do so.

Full Name:

RSA ID No:

Date:

Signature: