

REQUEST FOR QUOTATION

YOU ARE HEREBY INVITED TO SUBMIT QUOTATIONS FOR THE REQUIREMENTS OF THE POSTBANK SOC LIMITED

REQUEST FOR QUOTATION	RFQ 25/2025 (Please use this number as reference when			
(RFQ) NUMBER:	sending quotations and supporting documentation)			
DESCRIPTION	Procuring the service of a service provider for the Employee			
	Engagement Survey			
RFQ ISSUED DATE	03 September 2025			
RFQ VALIDITY PERIOD	90 days from the closing date.			
CLOSING DATE AND TIME	15 September 2025 @ 16:00 PM			
OFFICE ADDRESS	National Postal Centre (NPC) Cnr 497 Sophie de Bruyn & Jeff			
	Masemola Streets Pretoria 0002			
RFQ RESPONSES MUST BE	Quotations should be emailed to			
4				
EMAILED TO:	RFQ.ProcurementNM@Postbank.co.za/			
	RFQ.ProcurementNM@Postbank.co.za/			
	RFQ.ProcurementNM@Postbank.co.za/ Nokulunga.moloi@postbank.co.za.			
	RFQ.ProcurementNM@Postbank.co.za/ Nokulunga.moloi@postbank.co.za. Failure to follow these instructions will result in your quote not			
EMAILED TO:	RFQ.ProcurementNM@Postbank.co.za/ Nokulunga.moloi@postbank.co.za. Failure to follow these instructions will result in your quote not being considered.			

Important Notes to this RFQ:

Bidders /suppliers should ensure that RFQ responses are emailed to the correct email address, (RFQ.ProcurementNM@Postbank.co.za)

- If the quotation is late, it shall not be accepted for consideration.
- The Postbank reception is generally accessible 8 hours a day (07h30 to 16h00); 5 days a week (Monday to Friday) for delivery of goods.
- Bidders /Supplier to complete and sign all Annexures to this document (including Standard Bidding Document)
- Supplier must ensure compliance with their tax obligations

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Annex A:

TERMS AND CONDITIONS OF REQUEST FOR QUOTATION (RFQ)

SERV	ICE PROVIDER/SUPPLIER:				
REGI	STRATION NUMBER:				
CSD	JNIQUE SUPPLIER REGISTRATION NUMB	ER:			
ADDF	RESS:				
CONT	ACT PERSON:				
EMAI	L:				
TEL:					
(I)	Postbanks standard conditions of purchase	shall apply.			
(II)	Late submissions will not be accepted.				
(III)	The recommended service provider/supplied	er will be required to complete and sign the Standard			
Biddi	ng Documents (SBD) and Annexures. All Bide	ders /suppliers must adhere to the General Conditions of			
Conti	act as prescribed by National Treasury.				
(IV)	It is the responsibility of the service provi	ider/supplier to ensure that the Postbank has updated			
inforr	nation on the status of their business.				
(V)	No goods or services shall be delivered be	fore the issuing of an official Postbank's Award Letter or			
Purch	nase Order (PO) signed by the authorised P	ostbank official. The Postbank reserves the right not to			
make	payment or accept the goods or services sh	ould the goods or services be delivered to the Postbank			
befor	e the Postbank Award Letter or PO is issued.				
(VI)	Please note that RFQ responses should be	e sent to email address mentioned on the cover page of			
the R	FQ document, failure to do so, it shall not be	accepted for consideration.			
(VII)	Bidders /suppliers are required to be registe	ered on the Central Supplier Database (CSD).			
(VIII)	Postbank reserves the right to cancel or re	eject any quote and not to award the RFQ to the lowest			
bidde	r or award parts of the RFQ to different bidde	rs, or not to award the RFQ at all			
I, the	undersigned (NAME)	certify that :			
I have	read and understood the conditions of this R	FQ;			

I have supplied the required information and the information submitted as part of this RFQ is true and correct.

1. INTRODUCTION

In today's dynamic and competitive business environment, Postbank must continually evolve to remain relevant, adaptable, and sustainable. One of the most critical areas of focus for long-term success is organisational culture. A strong, positive culture enhances employee engagement, drives innovation, and promotes customer satisfaction. Recognising the need for cultural alignment with our strategic goals, Postbank is seeking to engage a service provider to facilitate a comprehensive Employee Engagement Survey touching on aspects of leadership, employee satisfaction, employee and customer retention among other topics.

2. OBJECTIVE OF THE RFQ

Is to appoint a service provider that has extensive experience in conducting employee engagement surveys and that is familiar with both public and private sector requirements especially in the Banking industry. The service provider must be able to align the survey with the Postbank's mission, vision and values. This initiative aims to foster an environment that supports our organisational values, enhances productivity, and drives behavioral change aligned with our long-term objectives of the bank.

The service is for a once off employee engagement survey to be conducted, reports to be drawn and reporting to provide Employee engagement score, e-NPS, improvement recommendations.

Postbank currently has 285 employees.

The data must be fully transferable to Postbank and never be used for any other market benchmark without the clearly provided and formal written and expressed permission of Postbank.

3. SCOPE OF WORK

Key deliverables of the service provider will include:

- Co-create or customize surveys using scientifically validated questions and frameworks.
- Flexibility to design surveys that include quantitative and qualitative (open-text) responses.
- Ability to generate detailed, customizable reports with insights segmented by role, team, region, tenure, etc.
- Reports should be exportable in various formats (e.g., PDF, Excel, PowerPoint

- The Employee Engagement results should provide the results that can provide a E-NPS (net promoter score) as an industry best practice.
- Executive Report with summaries and actionable recommendations for management.
- Pre- and post-survey support including planning, communication strategy, and debrief sessions.
- Availability of training materials or workshops for HR and leadership teams.
- Custom messaging for different survey phases (pre-launch, reminders, thank-you notes).
- Support with developing action plans based on survey findings.

4. SPECIAL CONDITIONS

- Agreement to non-disclosure and data protection terms.
- Ethical approach to data analysis and recommendations.
- No sharing of your organization's data with third parties without consent.

- **5.** The bid will be evaluated as follows:
 - **5.1. Phase 1: Mandatory Requirements -** Only bidders that have complied with the Mandatory criteria will be evaluated on Functionality Evaluation Criteria
 - **5.2. Phase 2: Functionality Evaluation -** Bidder(s) are required to achieve a minimum of **70 points out of 100 points** to proceed to Phase 3 (Commercial Evaluation).
 - 5.3. Phase 3: Due Diligence/Presentation/Site Visit Due Diligence will be conducted on bidders who score 70 points and above on Functionality to verify information provided by bidders in their proposals. Only bidders that have complied with due diligence assessment will be considered for the next phase of the evaluation process.
 - 5.4. Phase 4: Commercial Price (80) and Specific Goals (20)

5.1.1 Mandatory Requirements

- Bidders must indicate by ticking (√) in the correct box if they <u>Comply</u> or <u>Do Not</u> Comply.
- Bidders must submit the document/s listed in the table below.
- Failure to comply will result in disqualification of the bid.

Mandatory Requirements	Comply	Do Not
		Comply
5.1.1.1 Confirmation Letter		
Bidders must submit a signed confirmation letter on their		
company letterhead confirming that:		
they will comply with the specifications		
they have the capacity to deliver according to the		
specification		

Note: The bidder/s will be disqualified from further evaluation should they:

Indicate non-compliance with any of the above requirements.

5.2.1 Functionality Evaluation

(Only Bidders scoring 70 points and above on functionality are eligible for further evaluation)

Criteria	Sub-criteria	Weight (100)
5.2.1.1 Company	Signed referral letters submitted on a letterhead	40
Experience	from respective clients. The letter must	
	specifically indicate and confirm:	
The bidder must have	the scope of the service	
supplied similar services in	provided,	
the past ten to fifteen (10 -	should confirm if the service	
15) years	specifically covered employee	
	engagement survey and	
	 reports that shows the Employee 	
	engagement score eNPS score by	
	the bidder and the actionable	
	improvement recommendations.	
	Duration of the project	
	3 or more signed reference letters = 40 points	
	2 signed reference letters = 20 points	
	1 signed reference letter = 10	
	No reference letter = 0 points	
5.2.1.2 Company Profile	Number of years in conducting	60
	employee engagement survey	
The bidder must provide		
company profile to demonstrate their experience in the past 10 -		
15 years	employee engagement survey = 60 points	
	10 -15 years in conducting employee	
	engagement survey = 40 points	
	10<5 years in conducting employee	
	engagement survey = 20	
	< 5 years employee engagement	
	survey experience = 0 points	
Total		100 points

5.3.1 Phase 3: Due Diligence/Presentation

Due Diligence will be conducted on bidders who score 70 points and above on Functional requirements. The due diligence will be undertaken to verify information provided by bidders in their proposals. Only bidders that have complied 100% with due diligence assessment will be considered for the next phase of the evaluation process.

Due diligence could be conducted either at the bidder's premises or on-line (Ms Teams)

Bidders must indicate by ticking ($\sqrt{\ }$) in the correct box indicating **Yes** or **No.**

Failure to comply with the following will result in disqualification of the bid.

	Specification Requirements					
Number	Bidders to indicate their capability to provide the required product	Yes	No			
a.	The bidder must have supplied similar services in the past ten to fifteen (10 - 15) years					
b.	Employee Engagement Survey touching on various aspects of the employee experience including but not limited to: • Leadership • Communication • Job Satisfaction • Employee Retention • Customer Service • Culture (Org culture, Team culture) • Remote work/Work environment • Career development and Learning • Company values • Job content, work tools, processes and procedures • Remuneration and benefits • Employee Wellbeing and Work-life balance					
C.	Co-create or customize surveys using scientifically validated questions and frameworks.					
d.	Flexibility to design surveys that include quantitative and qualitative (open text) responses.					
e.	Make use of automated and digital platforms to deploy the survey and capture survey feedback from the target audience.					
f.	Ability to analyse and generate detailed, customizable reports with insights segmented by role, team, region, tenure, etc.					
g.	Reports should be exportable in various formats (e.g., PDF, Excel, PowerPoint).					
h.	Executive summaries and actionable recommendations for management.					

i.	Pre- and post-survey support including planning, communication strategy, and debrief sessions.	
j.	Availability of training materials or workshops for HR and leadership teams.	
k.	Custom messaging for different survey phases (pre- launch, reminders, thank-you notes).	
l.	Provide targeted ad-hoc Dipstick Surveys with a focus on specific topics, i.e. Culture Transformation	
m.	Employee Net Promoter Score (eNPS)	

5.4 .1 Phase 4: Commercial - Price (80) and Specific Goals (20)

Criteria	Weight	Sub-criteria
Total Price	80/100	Benchmark against lowest quote
Specific Goals	20/100	Points will be awarded to bidders according to the specific goals

- 1. The service provider/supplier is required to provide a full cost breakdown for each item required on an official company letterhead.
- 2. All prices must be VAT inclusive (if VAT registered) and must be quoted in South African Rand (ZAR);
- 3. No price changes will be accepted after official Purchase Order (PO)/Award Letter is issued.

ITEMISED PRICING

Item #	Description	Quantity	Price excl VAT
1.	Co-create or customize surveys using scientifically		
	validated questions and frameworks.		
2	Conducting the survey (deployment and collection of		
	survey response data)		
3.	Access to all the electronic platform used		
4.	Analysis of the data and Reporting incl reporting tools		
5.	Recommendations (actions and improvements)		
6	Total (Excl. VAT)		
7.	VAT 15%		
8.	Total Price (Incl. VAT)		

BUNDLED PRICING

Item #	Description	Quantity	Price excl VAT
1.	End to End Employee engagement survey service		
	covering the following:		
	Co-create or customize surveys using		
	scientifically validated questions and		
	frameworks.		
	Conducting the survey (deployment and		
	collection of survey response data)		
	Access to all the electronic platform used		
	Analysis of the data and Reporting incl		
	reporting tools		
	Recommendations (actions and		
	improvements)		
2.	Total (Excl. VAT)		
3.	VAT 15%		
4.	Total Price (Incl. VAT)		

Bidder's Name:	 	
Signature:		
Olgitature		
Date:	 	

The Service Provider warrants that the pricing quoted above is free of any errors and omissions and that the

service will be executed at the price quoted.

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.

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2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest1 in the enterprise, employed by the state?

YES/NO

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

Full Name	Identity Number	Name of institution	State

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 or not they are bidding for this contract? YES/NO
2.3.1	If so, furnish particulars:
3 DE	ECLARATION

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.

	Position	Name of bidde	 er
	Signature	Date	
		MA SCM INSTRUCTION 03 OF 202 N THE SUPPLY CHAIN MANAGEME TO BE FALSE.	
		TATE MAY REJECT THE BID OR ACT	
	CORRECT.		
	I CERTIFY THAT THE I	NFORMATION FURNISHED IN PARAG	RAPHS 1, 2 and 3 ABOVE IS
res Co of : Au pul	strictive practices related impetition Commission for section 59 of the Competition thority (NPA) for criminal included sector for a period not blic sector for a period not be sector	n and without prejudice to any other restored by and contracts, bids that are sustinvestigation and possible imposition of a con Act No 89 of 1998 and or may be reponvestigation and or may be restricted from exceeding ten (10) years in terms of the following the sustainable of 2004 or any other applicable legislation	spicious will be reported to the administrative penalties in terms orted to the National Prosecuting m conducting business with the e Prevention and Combating of
du the	dder with any official of the ring the bidding process e	sultations, communications, agreements procuring institution in relation to this procept to provide clarification on the bid swas not involved in the drafting of the spe	ocurement process prior to and submitted where so required by
3.5		anying bid have not been, and will not be, petitor, prior to the date and time of th	
3.4	communication, agreem between partners in a join In addition, there have be any competitor regarding formulas used to calculate submit the bid, bidding with the bid, bidding with the submit agreement that the submit is a partner to the s	ent or arrangement with any competent venture or consortium will not be consortium will not be consortium of the quality, quantity, specifications, price prices, market allocation, the intention the the intention not to win the bid and coro which this bid invitation relates.	itor. However, communication strued as collusive bidding. greements or arrangements with es, including methods, factors or or decision to submit or not to
3.1 3.2 3.3	I understand that the accordand complete in every res	and the contents of this disclosure; ompanying bid will be disqualified if this o spect; at the accompanying bid independently	
	and complete in every re-		

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.

SBD 6.1

PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022

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

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

1. GENERAL CONDITIONS

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

1.2 To be completed by the organ of state

(delete whichever is not applicable for this tender).

- a) The applicable preference point system for this tender is the 90/10 preference point system.
- b) The applicable preference point system for this tender is the 80/20 preference point system.
- c) Either the 90/10 or 80/20 preference point system will be applicable in this tender. The lowest/ highest acceptable tender will be used to determine the accurate system once tenders are received.
- 1.3 Points for this tender (even in the case of a tender for income-generating contracts) shall be awarded for:
 - (a) Price; and
 - (b) Specific Goals.

1.4 To be completed by the organ of state:

The maximum points for this tender are allocated as follows:

	POINTS
PRICE	80
SPECIFIC GOALS	20
Total points for Price and SPECIFIC GOALS	100

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

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

2. **DEFINITIONS**

- (a) "tender" means a written offer in the form determined by an organ of state in response to an invitation to provide goods or services through price quotations, competitive tendering process or any other method envisaged in legislation;
- (b) "price" means an amount of money tendered for goods or services, and includes all applicable taxes less all unconditional discounts;
- (c) "rand value" means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes;
- (d) "tender for income-generating contracts" means a written offer in the form determined by an organ of state in response to an invitation for the origination of income-generating contracts through any method envisaged in legislation that will result in a legal agreement between the organ of state and a third party that produces revenue for the organ of state, and includes, but is not limited to, leasing and disposal of assets and concession contracts, excluding direct sales and disposal of assets through public auctions; and
- (e) "the Act" means the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000).

3. FORMULA FOR PROCUREMENT OF GOODS AND SERVICES

3.1. POINTS AWARDED FOR PRICE

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

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

80/20 or 90/10
$$Ps = 80\left(1 - \frac{Pt - Pmin}{Pmin}\right) \qquad \text{or} \qquad Ps = 90\left(1 - \frac{Pt - Pmin}{Pmin}\right)$$
 Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmin = Price of lowest acceptable tender

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

3.2.1. POINTS AWARDED FOR PRICE

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

$$80/20$$
 or $90/10$ $Ps = 80\left(1 + \frac{Pt - P max}{P max}\right)$ or $Ps = 90\left(1 + \frac{Pt - P max}{P max}\right)$

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmax = Price of highest acceptable tender

4. POINTS AWARDED FOR SPECIFIC GOALS

- 4.1. In terms of Regulation 4(2); 5(2); 6(2) and 7(2) of the Preferential Procurement Regulations, preference points must be awarded for specific goals stated in the tender. For the purposes of this tender the tenderer will be allocated points based on the goals stated in table 1 below as may be supported by proof/ documentation stated in the conditions of this tender:
- 4.2. In cases where organs of state intend to use Regulation 3(2) of the Regulations, which states that, if it is unclear whether the 80/20 or 90/10 preference point system applies, an organ of state must, in the tender documents, stipulate in the case of—
 - (a) an invitation for tender for income-generating contracts, that either the 80/20 or 90/10 preference point system will apply and that the highest acceptable tender will be used to determine the applicable preference point system; or
 - (b) any other invitation for tender, that either the 80/20 or 90/10 preference point system will apply and that the lowest acceptable tender will be used to determine the applicable preference point system,

then the organ of state must indicate the points allocated for specific goals for both the 90/10 and 80/20 preference point system.

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

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

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

The specific goals allocated points in terms of this tender	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (80/20 system) (To be completed by the tenderer)
Historically Disadvantaged individuals	8	
Women	7	
Disabled	5	

DECLARATION WITH REGARD TO COMPANY/FIRM

4.3.	Name of company/firm	
4.4.	Company registration number:	
4.5.	TYPE OF COMPANY/ FIRM	
	□ Partnership/Joint Venture / Consortium □ One-person business/sole propriety	

	Close corporation
	Public Company
	Personal Liability Company
	(Pty) Limited
	Non-Profit Company
	State Owned Company
[TICK	APPLICABLE BOX

- 4.6. I, the undersigned, who is duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the specific goals as advised in the tender, qualifies the company/ firm for the preference(s) shown and I acknowledge that:
 - i) The information furnished is true and correct:
 - ii) The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form;
 - iii) In the event of a contract being awarded as a result of points claimed as shown in paragraphs 1.4 and 4.2, the contractor may be required to furnish documentary proof to the satisfaction of the organ of state that the claims are correct;
 - iv) If the specific goals have been claimed or obtained on a fraudulent basis or any of the conditions of contract have not been fulfilled, the organ of state may, in addition to any other remedy it may have
 - (a) disqualify the person from the tendering process;
 - (b) recover costs, losses or damages it has incurred or suffered as a result of that person's conduct;
 - (c) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation;
 - (d) recommend that the tenderer or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted from obtaining business from any organ of state for a period not exceeding 10 years, after the audi alteram partem (hear the other side) rule has been applied; and
 - (e) forward the matter for criminal prosecution, if deemed necessary.

	SIGNATURE(S) OF TENDERER(S)
SURNAME AND NAME: DATE:	
ADDRESS:	

Annex G: GENERAL CONDITIONS OF CONTRACT AND STANDARD BIDDING DOCUMENTS

1. Bidders are required to complete and sign all Standard Bidding Documents (SBDs) and Annexures. All Bidders /suppliers must adhere to the General Conditions of Contract as prescribed by National Treasury.

Detailed information on the General Condition of Contract are found in the link below:

http://ocpo.treasury.gov.za/Resource_Centre/Legislation/General%20Conditions%20of%20Contract-%20Inclusion%20of%20par%2034%20CIBD.pdf