



**Request for Quotation**

RFQ NUMBER:	API01REQ004751
CLOSING DATE:	Date: 20 November 2025 Time: 10:00
DESCRIPTION	Provision of Drone surveillance for 1 Month
ADDRESS	API - Animal Nutrition and Products ARC-AP Old Olifant Road  PRETORIA
ENQUIRY	Name: Tumelo Moalosi Supply Chain Management Email: <a href="mailto:MoalosiT@arc.agric.za">MoalosiT@arc.agric.za</a>
COMPULSORY SITE BRIEFING	
Special Condition	

1. You are kindly requested to submit a quotation to the Agricultural Research Council as per below or attached terms of reference (TOR).

<b>Description</b>	
Provision of Drone Surveillance Services for the Agricultural Research Council at ARC-AP, Irene for a Period of One (1) Month	

**The full terms of reference at the end of document with Mandatory requirements**

## 2. Essential Administrative Requirements:

- 2.1. Only bidders registered on the Central Supplier Database (CSD) will be considered. Bidders shall include full CSD report with the bid proposal.
  - 2.2. Only bidders that claim specific goals will be considered for scoring on the 20 points as per the 80/20 principle.
  - 2.3. Completed and signed Standard Bidding Documents (SBD) forms included in the bid document.
  - 2.4. Valid copies of Tax pin Certificate and BBBEE to be submitted.
  - 2.5. Submission should be sent to [MoalosiT@arc.agric.za](mailto:MoalosiT@arc.agric.za)
3. The above specified goods/services should be delivered / rendered to the ARC- Institute at above-mentioned delivery address.
  4. The particulars of the guarantee that will apply to the goods quoted for, with the particular regards to the period and extent of the warranty must be clearly stated. Where services are required, service providers must submit documentation pertaining the relevant experience.
  5. **Your written quotation must be emailed** depending on the instructions given in the email or advert.
  6. All price quotations that have a rand value of R 2,000.00 to below R 50,000,000.00, including VAT, will be evaluated by applying the 80/20 principle as prescribed by the Preferential Procurement Policy Framework Act 5 of 2022 and its Regulations.
  7. The lowest acceptable price will score 80 points, Specific goals for the tender and points claimed are indicate per the table below:

Specific Goals	Percentage Ownership (1%)	Points (20)	Ponts (10)
Ownership by HDIs	51%+	6	3
Ownership by Women	51%+	4	2
Ownership by Youth	51%+	4	2
Ownership by PwD	51%+	2	1
BEE Status	Level 1 - 4	2	1
RDP Goals	Any Goal/s	2	1
<b>TOTAL POINTS</b>		<b>20</b>	<b>10</b>

## 8. Standard conditions:

8.1 The validity of the quotations must be indicated.

8.2 Prices quoted should be in South African Rand and inclusive of VAT costs such as delivery, insurance, taxes, etc.

8.3 No price adjustments or amendment of the delivery particulars contained in paragraph 8.2 will be considered by the ARC.

8.4 The supplier accepts full responsibility for the proper execution and fulfilment of the

goods/services quoted for.

8.5 ARC reserves the right to accept or reject any special terms and conditions that may qualify the goods/services to be provided.

8.6 Quotes should be submitted on an official letterhead and duly signed.

8.7 Goods and services should be supplied / rendered upon receipt of a purchase order from the ARC.

8.8 The General Conditions of Contract issued by National Treasury are applicable.

8.9 The ARC supply chain management code of conduct is applicable.

8.10 Standard Bidding Documents (SBD) forms must be signed and returned together with the quotation. Failure to comply may result to disqualification of your quotation.

8.11 Your quotation must indicate the delivery date.

8.12 The ARC reserve the right to do due diligence on the quotations.

8.13 The ARC reserves the right to benchmark prices quoted.

**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:  
Price; and  
Specific Goals.
- 1.4 **To be completed by the organ of state:**  
The maximum points for this tender are allocated as follows:  
Ps = Points scored for price of tender under consideration  
Pt = Price of tender under consideration  
Pmax = Price of highest acceptable tender

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

- 1.1 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.
- 1.2 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. FORMULAE FOR PROCUREMENT OF GOODS AND SERVICES

### 3.1. POINTS AWARDED FOR PRICE

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

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

80/20

or

90/10

$$P_s = 80 \left( 1 - \frac{P_t - P_{min}}{P_{min}} \right) \text{ or } P_s = 90 \left( 1 - \frac{P_t - P_{min}}{P_{min}} \right)$$

Where

- Ps = Points scored for price of tender under consideration  
Pt = Price of tender under consideration  
Pmin = Price of lowest acceptable tender

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

#### 3.1.1. POINTS AWARDED FOR PRICE

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

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

### 3. POINTS AWARDED FOR SPECIFIC GOALS

- 3.1. 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:
- 3.2. 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.)***

Specific goals	Number of points allocated (90/10 system) (To be completed by the organ of state)	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (90/10 system) (To be completed by the tenderer)	Number of points claimed (80/20 system) (To be completed by the tenderer)
<b>Percentage (%) Ownership by HDI's</b>		<b>Points (6)</b>		
51% and above		6		
Below 51%				
<b>Percentage (%) Ownership by Women</b>		<b>Points (4)</b>		
51% and above		4		
Below 51%				
<b>Percentage (%) Ownership by Youth</b>		<b>Points (4)</b>		
51% and above		4		
Below 51%				
<b>Percentage (%) Ownership by PwD</b>		<b>Points (2)</b>		
51% and above		2		
Below 51%				
<b>RDP Goals</b>		<b>Points (2)</b>		
Any RDP Goal/s		2		
<b>BEE Status</b>		<b>Points (2)</b>		
Level 1-4		2		

**DECLARATION WITH REGARD TO COMPANY/FIRM**

- 3.1. Name of company/firm.....
- 3.2. Company registration number: .....
- 3.3. TYPE OF COMPANY/ FIRM

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

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

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

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

**SURNAME AND NAME:**

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**DATE:**

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**ADDRESS:**

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**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 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.

\_\_\_\_\_

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.

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 or not they are bidding for this contract? **YES/NO**

2.3.1 If so, furnish particulars:

.....  
.....

**3 DECLARATION**

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

- 3.1 I have read and I understand the contents of this disclosure;
- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;
- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium 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.
- 3.4 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.
- 3.5 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.
- 3.6 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

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2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by

\_\_\_\_\_

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.

.....  
Signature

.....  
Date

.....  
Position

.....  
Name of bidder

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**AGRICULTURAL RESEARCH COUNCIL**

**REQUEST FOR QUOTATIONS ( TERMS OF REFERENCE )**

**Provision of Drone Surveillance Services for the Agricultural Research Council at  
ARC-AP, Irene for a Period of One (1) Month**

**Bidder's Name:**.....

**CSD number:** .....

**Total Price:** .....

**1. BACKGROUND**

The Agricultural Research Council (ARC) is a Research Science and Technology institution of excellence in South Africa. The ARC has a mandate for innovative and creative agricultural research, technology development and transfer aimed at the advancement of South African agriculture. Its operations are

# **PROVISION OF DRONE SURVEILLANCE SERVICES FOR THE AGRICULTURAL RESEARCH COUNCIL AT ARC-AP, IRENE FOR A PERIOD OF 1 MONTH**

overseen by the ARC Council which is appointed by and accountable to the Minister for Agriculture.

As part of the ongoing efforts to ensure workplace safety and compliance with security standards, the ARC requires The Agricultural Research Council (ARC) requires the services of suitably qualified and SACAA-compliant drone service provider for aerial monitoring and rapid surveillance coverage at its ARC-AP Irene site. The intention is to deploy advanced drone technology to complement physical security operations and enhance response capacity.

## **2. SCOPE OF WORK**

The appointed service provider shall render the following services:

- Deploy one (1) surveillance drone with spare units, 7 days a week
- Conduct night shift aerial surveillance operations between the hours of 18:00 and 06:00 (12-hour shifts).
- Execute 3 hours of cumulative flight time per shift. (Deployment times to be agreed between ARC and Service Provider).
- Provide drone pilots with valid Remote Pilot License (RPL).
- Provide equipment capable of visual and thermal monitoring.
- Ensure compliance with SACAA regulations and site-specific safety protocols.
- Submit daily operational reports and a comprehensive end-of-service report.

## **3. ADMINISTRATIVE REQUIREMENTS**

3.1 Contractors shall provide to the ARC (accompanying the bid document on the closing date/time) with the following administrative and compulsory information as listed in the below format:

- a) A valid Tax PIN number from SARS.
- b) Standard Bidding Documents (SBD forms)
- c) Central Supplier Database report (CSD report) showing a tax compliant status for the during of the bidding process.
- d) Valid BBBEE certificate

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Note: Failure to submit the above-mentioned required information together with the bid document on the closing date may result in the contractor's bid to be rejected.

**4. COMPULSARY REQUIREMENT(Failure to submit the below will result in disqualification**

- Valid company registration with the Private Security Industry Regulatory Authority (PSIRA).
- Copies of identification documents of all company directors.
- PSIRA certificates for all directors.
- Valid letter of good standing with PSIRA
- Proof of registration with the Compensation for Occupational Injuries and Diseases Act (COIDA).
- Valid Public Liability Insurance (minimum R5million).
- Three references letters of successfully completed related projects.(surveillance/drone technology)
- Valid Remote Operator Certificate (ROC) from SACAA.
- Valid SACAA special authorization to the ROC aligned with Operations Specification:
  - Operators are authorized for Beyond Visual Line of Sight - BVLOS operations with a minimum of 3km
- Valid Air Service Licence (ASL) from Department of Transport
- Valid Remote Pilot Licence (RPL) for Pilots, with BVLOS endorsement,
- Valid RPAS Letter of Approval (RLA) for all Drones
- 1000 feet Above Ground Level (AGL) certification or higher
- Night flights Certification
- Security flights Certification

**Drone Specifications (Per Unit)**

<b>Feature</b>	<b>Specification</b>
Flight Time	30 minutes per flight (at 25 km/h windless)
Wind Resistance	10 m/s (Scale 5)
Transmission Distance	10 km HD Video Transmission
Obstacle Avoidance	Omnidirectional Obstacle Sensing System
Accessories	Spotlight, Loudspeaker, Visibility Beacon

**PROVISION OF DRONE SURVEILLANCE SERVICES FOR THE AGRICULTURAL RESEARCH COUNCIL AT ARC-AP, IRENE FOR A PERIOD OF 1 MONTH**

**Camera Payload Specifications**

<b>Daytime Visual Camera</b>
48 MP Sensor
1/2" CMOS Sensor
4x Lossless Optical Zoom
32x Digital Zoom

<b>Thermal Imaging Camera</b>
640 x 512 Thermal Resolution
Frame Rate: 30 Hz
16x Digital Zoom
Temperature Accuracy: $\pm 2^{\circ}\text{C}$

**OPERATIONAL REQUIREMENTS**

<b>Component</b>	<b>description</b>
Deployment Period	Month
Shift Operation	1 x 12-hour night shift daily, 7 days a week
Flight Time Per Shift	Minimum 3 hours total flight time (divided as needed)
Vehicle	LDV available for drone operation
Drone Operators	1 x Pilot (SACAA Certified) per shift
PPE	All pilots to wear PPE while operating on site. All required PPE for drone operations must be supplied by the service provider.
Compliance	Must comply with SACAA requirements (ROC, RPL, Ops Manual)
Project Oversight	End-to-end management of service, reporting, and compliance
Data Storage & Archiving	Secure cloud or local storage for video/thermal data for review/reporting.

**5. PRICING STRUCTURE/ DETAILS OF REQUIREMENTS**

**SPECIFICATION AND PRICING SCHEDULE**

**Service Providers must provide rates as follows:**

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<b>Item</b>	<b>Unit</b>	<b>Total</b>
Drone Unit (incl. accessories & spares)	1	R
Light Duty Vehicle (LDV)	Per month	R
Drone Operator	Per month	R
Visual/Infrared Surveillance Payload (camera kit)	Per month	R
Thermal processing/Monitoring workstation	Per month	R
Reporting	Per day	R
SACAA Compliance & Flight Permissions	Per month	R
End of service report	1	R
Total cost (excluding VAT)		R
VAT		R
<b>Grand Total</b>		<b>R</b>

*Note: All pricing must include equipment, insurance, data storage, licenses, maintenance, and reporting unless otherwise specified. Pricing to cover 31 days per month*

**6. GUARANTEES**

- The service provider shall guarantee the compliance and performance of the equipment and service in line with SACAA, ISO, and relevant drone operational standards and legislation. Details regarding coverage, limitations, and response protocols for failures must be documented.