

**AIR TRAFFIC AND NAVIGATION SERVICES SOC LTD**



**REQUEST FOR INFORMATION**

**(REFERENCE NUMBER: ATNS/HO/RFI001-ESD/2022/23)**

**ENTERPRISE AND SUPPLIER DEVELOPMENT PROGRAMME**

**JUNE 2022**

<b>RFI REFERENCE NUMBER:</b>	<b>ATNS/HO/RFI001-ESD/2022/23</b>
<b>CLOSING DATE:</b>	27 <sup>th</sup> July 2022
<b>CLOSING TIME:</b>	14h00, CAT (no late and or facsimile responses will be accepted)
<b>COMPULSORY BRIEFING SESSION:</b>	<b>N/A</b>
<b>DESCRIPTION:</b>	Request for Information for ATNS to identify, evaluate and select Small, Medium and Micro Enterprises (SMME's) for the ATNS Enterprise Supplier Development (ESD) Programme 2022/2023.
<b>DEPOSITED IN THE BID BOX SITUATED AT:</b>	ATNS Company Limited, Eastgate Office Park, Block C, South Boulevard Road, Bruma,2298 <b>OR</b> Should a bidder require to submit their documents online, they must send an email to <a href="mailto:ESD@atns.co.za">ESD@atns.co.za</a> / <a href="mailto:tenders@atns.co.za">tenders@atns.co.za</a> / <a href="mailto:busisiwemo@atns.co.za">busisiwemo@atns.co.za</a> to express their interest to do so. On the email Bidders must specify on the subject line – the tender number and description. The bidder will be provided with a link for uploading the documents electronically.
<b>CONTACT:</b>	Busisiwe Molapisi
<b>TELEPHONE:</b>	(011) 607 1000/1325
<b>E-MAIL:</b>	<a href="mailto:BusisiweMo@atns.co.za">BusisiweMo@atns.co.za</a> and <a href="mailto:tenders@atns.co.za">tenders@atns.co.za</a>

## **IMPORTANT NOTICE**

The information contained herein, is given without any liability whatsoever to Air Traffic & Navigation Services SOC Limited (ATNS) and no representation or warranty, express or implied, is made as to the accuracy, completeness or thoroughness of the content of this document.

This RFI is for the confidential use of only those persons/companies who are participants of this process. Each recipient acknowledges that the contents of this RFI are confidential and agrees that it will not without the prior written consent of ATNS, reproduce, use or disclose such information in whole or in part, to any other party other than as required by law or other regulatory requirements.

The participants shall bear all costs incurred by him in connection with the preparation and submission of his information and supporting documents. ATNS will in no case be responsible for payment to the participants for these costs.

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# 1 INTRODUCTION

## 1.1 Company Background

The Air Traffic and Navigation Services (ATNS) Company of South Africa is the sole provider of air traffic management, communication, surveillance, navigation, and training and associated services within South Africa. ATNS manages 6% of the world's airspace.

Standing strong with over 1100 employees, ATNS strives to continuously provide safe airspace, orderly, expeditious and efficient management of Air Traffic Management services. The company operates at 21 aerodromes within the country, including OR Tambo, Cape Town and King Shaka International Airports.

In the rest of the African Continent, ATNS provides various support services to other Air Navigation Service Providers (ANSPs) and Civil Aviation Authorities (CAAs) amongst others the Aeronautical Satellite Communication (based on VSAT technology) networks.

This service extends from Cape to Cairo interconnecting more than 33 states in Africa and Middle East. Other services include Air Traffic Services (ATS) and technical training, World Geodetic System (WGS) 84 surveys, airspace design, obstacle evaluations, Aeronautical Information Publication (AIP) documentation, Billing and consultancy services.

### **Vision**

ATNS' Vision is to be the leading provider of Air Traffic Management solutions in Africa.

### **Mission**

Our Mission is to provide safe and efficient Air Traffic Management solutions.

Our business is driven through our embedded Values, being:

- Accountability
- Safety and customer service
- Continuous improvement and innovation
- Employee engagement and development
- Fairness and consistency
- Open and effective communication

The Air Traffic and Navigation Service Company Limited (ATNS) is a State-Owned Company (SOC), established in 1993 in terms of the ATNS Company Act (Act 45 of 1993) to provide air traffic management solutions and associated services on behalf of the State. These services accord with International Civil Aviation Organisation (ICAO) standards and recommended practices, and the South African Civil Aviation Regulations and Technical Standards. As an ANSP, ATNS is governed by the nation's legislative and administrative framework.

ATNS is also a commercialised ANSP operating on the "user pays" principle that relies on current revenues and debt funding for its operational and capital expenditure requirements. Our business offerings are divided into Regulated (economic regulation) and non-regulated (pure commercial) activities:

### **Regulated Business**

At present 80% of ATNS' revenue is facilitated through its regulated business.

### **Air navigation services and infrastructure**

The principal activities of ATNS' regulated business encompass the planning, operating and maintenance of safe and efficient air traffic management services in the airspace for which the State is responsible. Airspace infrastructure consists of the following main components:

- Air Traffic Management (ATM).
- Communications, navigation and surveillance (CNS) infrastructure.
- Auxiliary aviation services, such as aeronautical information publications, flight procedure design, obstacle evaluations aeronautical surveys.

ATNS' infrastructure development is informed by user expectations and regulatory requirements at a global level; as well as the needs of the air traffic management (ATM) community and new enabling technologies.

### **Air traffic service charges**

As an Air Navigation Service Provider (ANSP), ATNS is regulated economically by the Economic Regulating Committee (RC) that is a statutory body formed and appointed by the Shareholder, the Department of Transport (DoT). The RC is empowered by the ATNS Company Act (Act 45 of 1993) to issue permission to ATNS. The permission regulates the increase in specified tariffs that ATNS can issue and lays down minimum service standards requirements for the regulated business. ATNS is, through the permission, authorised to levy

air traffic service charges on users (aircraft operators) for the use of air navigation infrastructure and/or the provision of an air traffic service. The permission has a five-year life span.

### **Training institution**

ATNS runs a successful training institution as a division within the Company, namely: The Aviation Training Academy (ATA). The ATA provides a full range of air traffic services training, technical support training and related training to delegates in South Africa and the broader African continent in the disciplines of engineering, air traffic services and management. The ATA is an ISO9001:2015 accredited institution and has international cooperation agreements in place with partners, enabling the academy to maintain mutually beneficial partnerships in the presentation and accreditation of international courses in air traffic services (ATS). The ATA is a world-renowned academy, and on several occasions since 2012 , received the annual International Air Transport Association (IATA) Worldwide Top Regional Training Partner accolade.

### **Non-Regulated Business**

ATNS's non-regulated (pure commercial) business currently contributes 20% of the Company's revenue. The non-regulated business encompasses a long-term strategy to facilitate regional expansion. This enables the Company to take a more robust and agile stance in the non-regulated business market without posing undue risks to its regulated market and Shareholder. The intent is to create a structure that will enable ATNS to enter into joint ventures and partnerships with external suppliers so that the Company can harness more valuable market opportunities and extend its regional (outside South Africa) influence and reach.

Additional information is available on ATNS website – [www.atns.co.za](http://www.atns.co.za)

## **1.2 Purpose of the RFI**

The purpose of this RFI is to enable Enterprise Development (ED) and Supplier Development (SD) which is one of the three priority elements of the Broad-Based Black Economic Empowerment (B-BBEE) Scorecard. The aim of Enterprise Supplier Development (ESD) is to strengthen local procurement, enhance local supplier development programmes and increase financial support towards black entities.

ATNS pursues Preferential Procurement (PP) as stipulated in the B-BBEE legislation to address issues of transformation within the aviation sector. This is also done to ensure that ATNS remains B-BBEE compliant and contributes towards the transformation agenda.

ESD is therefore undertaken in alignment with the key performance indicators as defined by the Department of Transport (DoT) Transformation Strategy.

ATNS invites Small, Medium and Micro Enterprises (SMMEs) to provide information and potential partnership approaches and KPI measures for the strategic partnerships to execute and deliver projects or ongoing services within South Africa and the African Indian Ocean Region.

## **1.3 Special conditions**

- This is an RFI for research purposes on the approaches that could be explored in engaging in National and Regional project-based partnerships or support ongoing support agreements.
- This process will not lead to any award decision nor result in a shortlisting of suppliers but it may assist ATNS in identifying potential partners for its National as well as Regional (African Continent) expansion.
- Suppliers are welcome to suggest more information and potential approaches to enhance the solution.

## **1.4 Correctness**

- While every effort has been made to provide comprehensive and accurate background information, requirements and specifications, service providers must form their own conclusions about the solutions needed to meet the requirements set out in this RFI.

## 1.5 Important Notes

- Please note that this enquiry is a Request for Information only and does not constitute a guarantee of business, or an agreement.
- This RFI is a stand-alone information gathering and market-testing exercise, intended only to inform and assist ATNS further decisions.
- ATNS reserves the right not to proceed with any further engagement on the requirements presented.

## **2 GENERAL INSTRUCTIONS AND ADMINISTRATIVE REQUIREMENTS**

### **2.1 Correspondence during RFI Period**

All correspondence shall be referenced as **ATNS/HO/RFI001-ESD/2022/23** and may be sent by email to [ESD@atns.co.za/tenders@atns.co.za/ busisiwemo@atns.co.za](mailto:ESD@atns.co.za/tenders@atns.co.za/busisiwemo@atns.co.za)

### **2.2 Proposals**

The submitted responses should include at minimum the following:

- A document that addresses the requirements set out below and other pertinent information
- All completed documents as listed in Appendix A to this RFI
- All completed documents as listed in Appendix B to this RFI

### **2.3 Submission of Proposals**

#### **2.3.1 The Bid Documents shall be hand delivered to:**

ATNS Company Limited,  
Eastgate Office Park, Block C,  
South Boulevard Road,  
Bruma,  
2298  
South Africa; **OR**

Should a bidder require to submit their documents online, they must send an email to [ESD@atns.co.za](mailto:ESD@atns.co.za) to express their interest to do so.

On the email Bidders must specify on the subject line – the tender number and description. Bidder will be provided with Link to upload the documents.

**Project Description: RFI- ENTERPRISE AND SUPPLIER DEVELOPMENT PROGRAMME**

**RFI Reference Number: ATNS/HO/RFI001-ESD/2022/23**

Supplier Name/Company Name:

**Attention: Busisiwe Molapisi**

**Tel: +27 (0)11 607 1000**

**Email: [BusisiweMo@atns.co.za](mailto:BusisiweMo@atns.co.za)**

### **3 ENTERPRISE SUPPLIER DEVELOPMENT PROGRAMME**

- a) The safety of Air Traffic and the systems deployed in the nationally and within the region to improve ATM safety, is a key concern of ATNS. Some areas in our region have significant deficiencies that hinder the rate at which the region deploys technologies. Our drive is to enter strategic business relationships with organisations to enable more cost-effective solutions both nationally as well as within the region whilst utilising the unique experiences that ATNS has as a regional ANSP.
- b) The ATNS shareholder mandate requires ATNS to act as a primary catalyst for economic growth and job creation in South Africa.
- c) As part of the business growth strategy, ATNS intends to create and establish strategic business relationships with technology vendors to pursue non-regulated business opportunities in the Africa and Indian Ocean (AFI) region, excluding South Africa.
- d) ATNS has deployed systems in South Africa from various organisations and is therefore able to benefit by partnering with these organisations in consulting, supporting, or acting on their behalf on some of their AFI regional projects due to the expertise that we have developed on their products.
- e) Key to the growth strategy implementation plans is the resourcing of this expansion initiative while ensuring that the skills base of the core business is utilized appropriately. As it normally happens with such structures it is planned that in the early stages it will remain fluid while drawing the critical skills as and when needed. As a way of enhancing capacity, a collaborative approach is structured such that the business can utilise various expertise whether from ATNS, Strategic Partners (organisations, etc.) and Consultants including retired ATNS employees.
- f) The business therefore intends to identify appropriate strategic business relationship that it believes have mutual interest in the national as well as regional opportunities. These relationships will be utilized to enhance our capabilities, offerings (especially technology), market reach and in some cases to help share (mitigate) the project risks.
- g) The non-regulated part of ATNS is primarily focused on the ANSP, Airports and Aviation Regulatory (CAAs) environment. This however does not limit us to partnering with organisations that will enhance the Safety and efficiency of this environment within the regulated as well as non-regulated business.

- h) The core of Regulated unit will focus on ATM/CNS value chain in relation to CAPEX related projects including research and development.
- i) The core of Non-Regulated unit will focus on Business Development and Sales while drawing expertise for Project Delivery from other parties including ATNS core, Strategic Partners and Consultants. This structure is to be supported by external specialists where required.
- j) The period of the engagement will be guided by the approach taken by specific vendors approaches and proposals on the services and project-based partnerships. Since the envisaged partnership will be of a strategic nature, long term relationship is preferred over short-term engagements.

### **3.1 General**

Establishing Strategic business relationships with organisations gives each party access to markets, projects/project opportunities, networks and platforms that would otherwise have been unable to access on its own.

In responding to the list of potential services, provide as much information as possible to allow ATNS to conduct enough research to enable us to structure the requirements and Key Performance Measure for such strategic partnerships to be realised. It is envisaged that this RFI will allow ATNS to strategically partner with organisations in fair and equitable manner yet at the same time providing win-win scenario through the relationship.

### **3.2 Identified initiatives:**

The following table provides a list of the identified initiatives and a high-level description. This is not an exhaustive list of ATNS capabilities, and partners who have initiatives other than the ones identified on the table below are welcome to respond this RFI.

Should there be areas of collaboration or partnership that has not been outlined please make mention of these on your response to this RFI.

These areas could potentially include Energy Systems (Environmental Sustainability), Service Oriented Architecture (SOA), IT/OT Infrastructure and Cyber Security, Software Products, Drones/RPAS, Leadership Development Programmes, etc

Potential Strategic Partnership Areas	Subcategory	Description
Training	Technical training	If ATNS has the technology base installed for a specific technology, the training on this technology base could be facilitated by ATNS onsite or in South Africa for Regional projects.
	Operator Training	Given the extensive experience in operating automated ATM and related systems for a number of years in South Africa, ATNS has developed a unique skill set in operational systems which cannot easily be obtained by organisations.
	Axillary Services	ATNS provides additional training outside conventional Air Traffic Management and Communication Navigation and Surveillance.
Operational ANSP expertise	Consulting	The unique experience and input that an ANSP's insight brings to a project cannot be underestimated. Considering the ATNS is one of the leading ANSP on the continent we are able to give unique insight to how technologies will and can operate in an ANSP environment.
Project Implementation	Installation	Having successfully managed the implementation of a number of projects in South Africa and in the broader Continent ATNS is able to assist in the implementation, configuration, commissioning and transitioning of Projects across the ATM/CNS spectrum.

	Configuration	The installation of the system is usually a very structure and well implemented process. However, the configuration of system is often underestimated and in many cases the cause of project failure due to the lack of understanding of how to put the system into operation. ATNS' unique skill in this area can be a key to the successful deployment of projects.
	Commissioning and Testing	The skill set that ATNS has could assist in the commissioning and testing phases of projects to the extent that we are able to bring a real world ANSP perspective to this often very critical milestone in projects.
Support Services	Regional Maintenance Services / Ongoing Preventative Maintenance	Given that we already have an extensive network of regional system deployed we are able to provide maintenance of systems on behalf of the organisations over the long term and this could reduce the cost to the organisations to provide such services to clients.
Proof of Concept		The role of ATNS in assessing new technologies or enhancements could be critical for organisations wanting to deploy and test certain technologies in a matured ATM environment and get real world feedback on these concepts.
Project Scoping	Technical and operational requirements	ATNS being an ANSP in Africa has unique insights into the peculiarities and requirements for certain infrastructure deployments and operational capabilities.

Leveraging ATNS existing national and regional technology base	Technology	ATNS is in the process of enabling Value added Services to our regional networks. We are willing to partner with organisations that have solutions that could perhaps enhance our value-added service offering in the region.
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### 3.3 Requirements

The potential suppliers should provide at least the following information.

- 3.3.1 Has the organisation entered into or is currently in a strategic business relationship with any other service providers on the nationally or within the continent.
- 3.3.2 What experience does the organisation have in such business relationships, nationally and regionally.
- 3.3.3 Please explain the approach your organisation will take to establish such a business relationship.
- 3.3.4 What are some of the products and services that your organisation offers that will form the basis of the business relationship. Given the information in the table under (3.2) above, how could a strategic business relationship with ATNS result in a win-win scenario. The response should broadly be mapped against the table and content above in (3.2).
- 3.3.5 Are there any regulatory or legal requirements that will affect this strategic business relationships that ATNS needs to be aware of.
- 3.3.6 What in your opinion are some of the Key Performance Indicators that would need to be put in place to measure the success of this strategic business relationships

### **3.4 Relationship KPI's**

The criteria used to identify strategic business relationships with organisations will be based on the following measures. Please respond to the statements below and show how these will be measured.

- 3.4.1 The ability for the organisations to provide this partnership with the greatest reach Nationally.
- 3.4.2 The ability for the organisations to provide this partnership with the greatest reach into the AFI region.
- 3.4.3 The alignment of the organisation's offering to the ATNS skills, expertise, technical resources and service offerings (as per 3.2 above).
- 3.4.4 The ability to be flexible enough to operate in a Dynamic environment in so far as pricing structures and internal processes since the continent has a rather unique way of conducting business and a one size fits all approach to business will not work in the region.
- 3.4.5 The speed at which decisions could be made by the organisation to address certain needs both Nationally as well as within the AFI region.
- 3.4.6 The measures of success for the strategic business relationships to ensure continuous monitoring control and drive to achieve market penetration.

## 4 SELECTION CRITERIA

The selection criteria below will be utilised as one of the minimum criteria to identify candidates for the ATNS ESD Programme. Proposals that do not meet the following criteria may be disqualified and may not be evaluated further:

### 4.1. QUALIFYING SMALL ENTERPRISES (QSE) and EXEMPTED MICRO ENTERPRISES (EME)

- 4.1.1 Bidders must have minimum of 2 years' proven experience in implementing and supporting projects/solutions in the technology disciplines listed below, and this must be supported by reference letters:
  - Communications Technology (HF, VHF, SATCOMS, Fibre),
  - Radar Technology (military or civil applications),
  - IT Systems and Networks (Storage, Networks, Application development),
  - Navigation Technology (Distance Measuring Equipment. Instrument Landing Systems, VHF Omnidirectional Ranges).
- 4.1.2 Bidders must have experience in at least 2 (two) technologies/services and reference letters shall be provided.
- 4.1.3 Bidders must submit at least two (2) OEM Certification or Accreditation in the technology areas of expertise.
- 4.1.4 Locally (South African) registered entity.

## **5 TERMS**

Whilst ATNS have taken every reasonable step to ensure the accuracy of this brief, the Company accepts no liability in relation to the accuracy of any representation made. ATNS reserves the right to vary the scope and terms as described in this document although variation is not anticipated at this time.

All information in this document and associated responses is Confidential.

## **6 DISCLAIMER**

5.1 The respondent shall bear all costs incurred by him/her in connection with the preparation and submission of his/her response. ATNS will in no case be responsible for payment for any preparatory costs or other activities performed in connection with this submission.

5.2 Additionally ATNS reserves the right and at ATNS's sole and full discretion to:

- i) Utilize any information provided to it in response to this RFI to draft the scope of requirements for inclusion in an RFP;
- ii) take no further action whatsoever, if it so decides;
- iii) withdraw from this process and the provisions of this project at any time;
- iv) select the RFI participants based on ATNS's criteria;
- v) not bind itself to accept any or all of the RFI; or

## 7 Appendix A

# ATNS ESD Programme 2022/2023

### 1. EXPRESSION OF INTEREST

I/We \_\_\_\_\_

[name of company, close corporation or partnership]

of [full address]

\_\_\_\_\_  
\_\_\_\_\_

carrying on business under style or title of [trading as]

\_\_\_\_\_

represented

by \_\_\_\_\_

in my capacity as

\_\_\_\_\_

being duly authorised, hereby lodge an RFI in the provision \_\_\_\_\_

\_\_\_\_\_  
**Respondent's Signature**

\_\_\_\_\_  
**Date and Company Stamp**

## 2. ADDRESS FOR NOTICES

Respondent to indicate its domicile citandi et executandi hereunder:

<b>Name of entity:</b>	
<b>Facsimile:</b>	
<b>Address:</b>	

## 3. NAME(S) AND ADDRESS / ADDRESSES OF DIRECTOR(S) OR MEMBER(S)

The Respondent must disclose hereunder the full name(s) and address(s) of the director(s) or members of the company or close corporation [C.C.] on whose behalf the RFI is submitted.

<b>a</b>	<b>Registration number of company / C.C.</b>	
<b>b</b>	<b>Registered name of company / C.C</b>	
<b>c1</b>	<b>Full name(s) of director/member(s):</b>	
<b>c2</b>	<b>Address/Addresses:</b>	
<b>c3</b>	<b>ID Number/s:</b>	

## 4. CONFIDENTIALITY

All information related to a subsequent contract, both during and after completion, is to be treated with strict confidence. Should the need however arise to divulge any information gleaned from provision of the Services, which is either directly or indirectly related to ATNS's business, written approval to divulge such information must be obtained from ATNS.

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**Respondent's Signature**

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**Date and Company Stamp**

## 5. CONFIDENTIALITY

The Respondent must submit with his/her responses to this RFI, as a minimum requirement, all the returned/submitted documents to be indicated below with a “yes” or “no” as appropriate.

No	Documents	Yes	No
a)	<p>Company Profile containing the following information:</p> <ol style="list-style-type: none"> <li>1. Company ownership in terms of Race, Gender and Disability and Youth</li> <li>2. Nature of your business, i.e. an original equipment maker (OEM), Reseller, Software Designer, etc.</li> <li>3. Type of business, i.e. Partnership, Pty Ltd, etc</li> <li>4. If your company has exclusive agreements with other companies</li> <li>5. Annual turnover</li> <li>6. Number of full-time employees</li> <li>7. Products and services</li> <li>8. Capabilities</li> <li>9. Information regarding licensing</li> <li>10. List of your clients list</li> </ol>		
b)	<p>An organogram indicating the following:</p> <ol style="list-style-type: none"> <li>1. Organizational structure</li> <li>2. Key functional areas</li> <li>3. Key personnel and their qualifications and experience</li> </ol>		
c)	Respondent Trade Details Form		
d)	Original cancelled cheque or bank verification of banking details		
e)	Certified copies of IDs of shareholder/directors/members [as applicable]		
f)	Certified copy of Certificate of Incorporation [CM29/CM9 name change]		
g)	Certified copy of share certificates [CK1/CK2 if CC]		
h)	Company letterhead		
i)	Original valid Tax Clearance Certificate		
j)	Valid B-BBEE certificate		
k)	Certified copy of VAT Registration Certificate		

\_\_\_\_\_  
Respondent's Signature

\_\_\_\_\_  
Date and Company Stamp

Although no disqualification will take place during assessment of Respondents' information, by signing these RFI documents, the Respondent is deemed to acknowledge that he/she has made himself/herself thoroughly familiar with all the conditions governing this RFI, including those contained in any printed form stated to form part hereof and ATNS SOC Ltd will recognise no claim for relief based on an allegation that the Respondent overlooked any such condition.

SIGNED at \_\_\_\_\_ on this \_\_\_\_ day of \_\_\_\_\_ 20\_\_.

SIGNATURE OF WITNESSES

ADDRESS OF WITNESSES

1 \_\_\_\_\_

Name \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

2 \_\_\_\_\_

Name \_\_\_\_\_

\_\_\_\_\_

SIGNATURE OF RESPONDENT'S AUTHORISED REPRESENTATIVE:

\_\_\_\_\_

NAME: \_\_\_\_\_

DESIGNATION: \_\_\_\_\_

\_\_\_\_\_  
**Respondent's Signature**

\_\_\_\_\_  
**Date and Company Stamp**

