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28 OCTOBER 2021

**REQUEST FOR QUOTATION (RFQ)**

RFQ	RFQ/TV/2021/97
RFQ ISSUE DATE	28 OCTOBER 2021
NON-COMPLUSORY BRIEFING SESSION & SITE VISIT SESSION	N/A
RFQ DESCRIPTION	APPOINTMENT OF A SERVICE PROVIDER FOR PROVISION OF SABC CORPORATE IDENTITY (CI) AND BRAND CAMPAIGN
CLOSING DATE & TIME	10 NOVEMBER 2021 @ 12:00

Submissions must be electronically emailed to [RFQSubmissions@sabc.co.za](mailto:RFQSubmissions@sabc.co.za) on or before the closing date of this RFQ.

**PLEASE NOTE THAT AS FROM 01 JULY 2016 COMPANIES THAT ARE NOT REGISTERED WITH CSD SHALL NOT BE CONSIDERED.**

For queries, please contact: [tenderqueries@sabc.co.za](mailto:tenderqueries@sabc.co.za)

The SABC requests your quotation on the services listed above. Please furnish us with all the information as requested and return your quotation on the date and time stipulated above. Late and incomplete submissions will invalidate the quote submitted.

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

POSTAL ADDRESS: \_\_\_\_\_

TELEPHONE NO: \_\_\_\_\_

FAX NO. : \_\_\_\_\_

E MAIL ADDRESS: \_\_\_\_\_

CONTACT PERSON: \_\_\_\_\_

CELL NO: \_\_\_\_\_

SIGNATURE OF BIDDER: \_\_\_\_\_

## **NOTES ON QUOTATIONS AND PROPOSALS SUBMISSION**

1. All electronic submissions must be submitted in a **PDF** format that is protected from any modifications, deletions, or additions.
2. Financial/pricing information must be presented in a **separate** attachment from the Technical / Functional Response information.
3. The onus is on the Bidder to further ensure that all mandatory and required documents are included in the electronic submission.
4. All electronic submissions should be prominently marked with the full details of the tender in the email subject line.
5. Bidders are advised to email electronic submissions at least thirty minutes before the bid closing time to cater for any possible delay in transmission or receipt of the bid. The onus is on bidder to ensure that the bid is submitted on time via email.
6. Tender submission emails received after submission date and time will be considered late bid submissions and will not be accepted for consideration by SABC.
7. SABC will not be responsible for any failure or delay in the email transmission or receipt of the email including but not limited to:
  - receipt of incomplete bid
  - file size
  - delay in transmission receipt of the bid
  - failure of the Bidder to properly identify the bid.
  - illegibility of the bid; or
  - Security of the bid data.

**FIRST PHASE – PREQUALIFICATION CRITERIA: MANDATORY DOCUMENTS**

All bid respondents must submit mandatory documents that comply with all mandatory requirements. Bids that do not fully comply with the mandatory requirements will be disqualified and will not be considered for further evaluation.

MANDATORY REQUIREMENT		COMPLY/ NOT COMPLY
1.	Submit proof CSD registration	

**NON-SUBMISSION OF THE MANDATORY DOCUMENTS WILL RESULT IN AUTOMATIC DISQUALIFICATION.**

## REQUIRED DOCUMENTS

- 1.1 Proof of Valid TV License Statement for the Company; all active Directors and Shareholder must have valid TV Licenses.  
(Verification will also be done by the SABC internally).
- 1.2 Valid Tax Clearance Certificate or SARS "Pin" to validate supplier's tax matters
- 1.3 Original or Certified copy of Valid BBBEE Certificate (from SANAS accredited Verification Agency)
- 1.4 All EME's and 51% black Owned QSE's are only required to obtain a **sworn affidavit** on an annual basis, confirming the following;
  - 1.4.1 Annual Total Revenue of R10 Million or less (EME) or Revenue between R10 Million and R50 Million for QSE
  - 1.4.2 Level of Black Ownership

**Note 1:**

**Verification Agencies and Auditors who are accredited by the IRBA (Independent Regulatory Board for Auditors) are no longer the 'approved regulatory bodies' for B-BBEE verification and therefore IRBA auditors are not allowed to issue B-BBEE certificates after 30 September 2016.**

**Note 2:**

**Any misrepresentation in terms of the above constitutes a criminal offence as set out in the B-BBEE act as amended.**

- 1.5 Certified copy of Company Registration Document that reflect Company Name, Registration number, date of registration and active Directors or Members.
- 1.6 Certified copy of Shareholders' certificates.
- 1.7 Submit Proof of Public Indemnity Cover for minimum of R10 000 000
- 1.8 Certified copy of ID documents of the Directors or Members.

**NB: NO CONTRACT WILL BE AWARDED TO ANY BIDDERS WHO'S TAX MATTERS ARE NOT IN ORDER.**

**NO CONTRACT WILL BE AWARDED TO ANY BIDDERS WHO'S TV LICENCE STATEMENT ACCOUNT IS NOT VALID.**

## DETAILED TECHNICAL SPECIFICATION

### 1. SABC EDUCATION BACKGROUND

SABC Education core function is the production of local content. The department has positioned itself as offering a wide selection of high-quality edutainment with a local South African flair.

#### **SABC Education Objectives**

- Expand and enhance the nation's knowledge skills and values
- Driving community development by forging strategic partnerships and using multiple platforms for content delivery
- Managing the effective delivery of the corporation's educational and children's mandates
- Align and develop content for OTT and the digital media environment
- Provide support and manage SABC Education's stakeholder relations



#### **Vision & Mission**

##### **Vision**

Enriching Minds, Enriching Lives

##### **Mission**

To efficiently provide cutting edge, globally competitive and compelling edu-tainment content, contributing to the strengthening of a democratic civil society for our diverse audiences

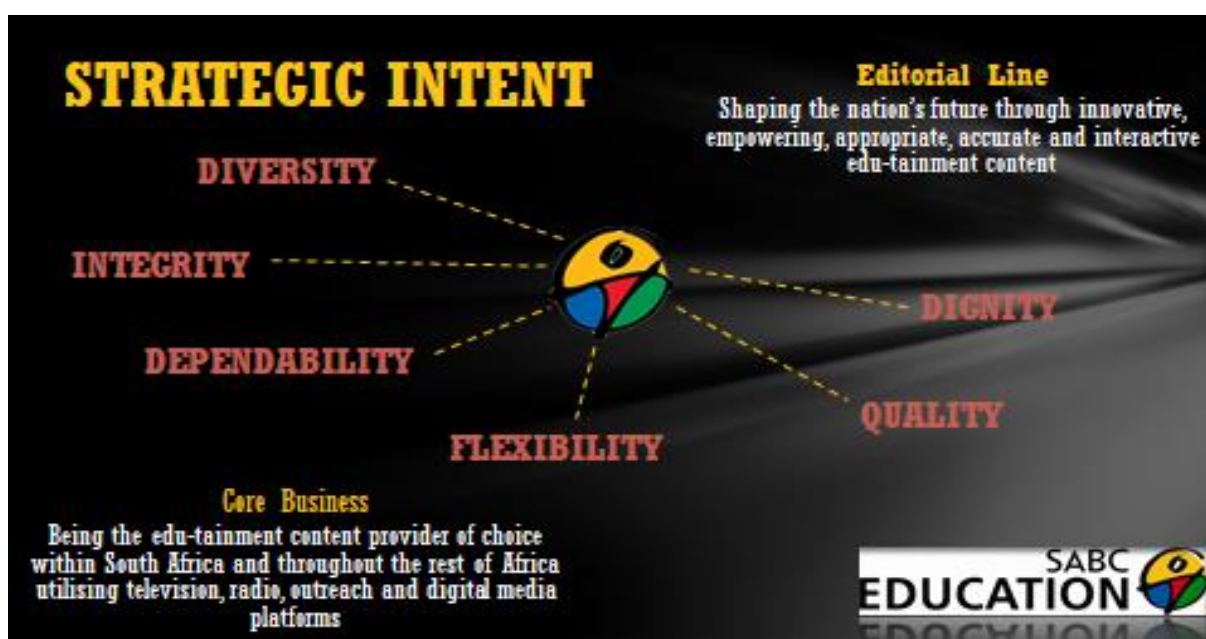
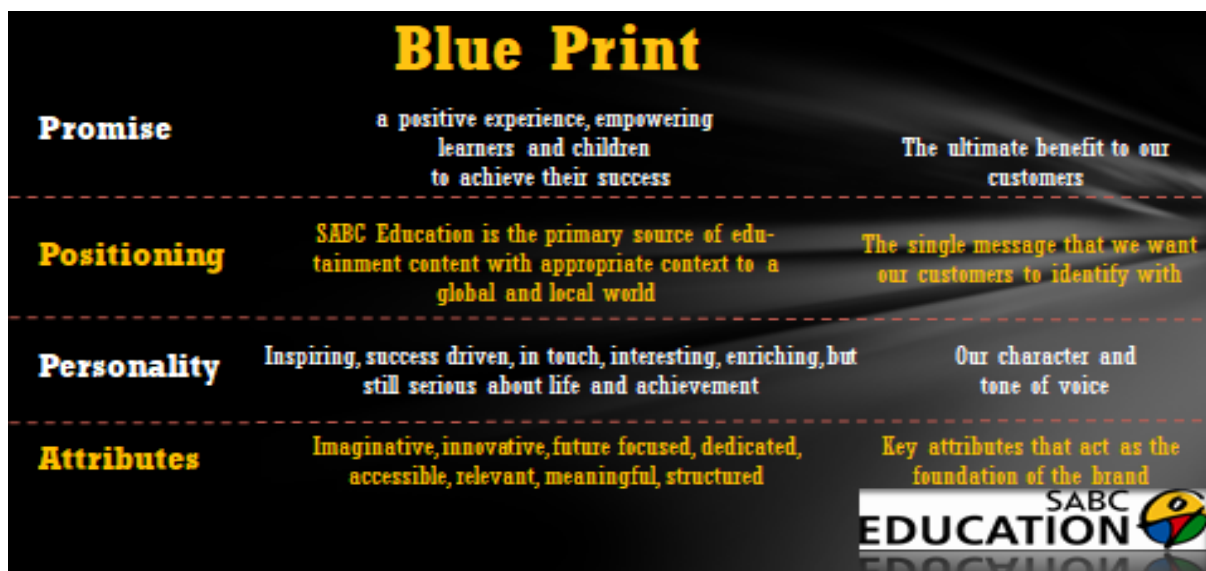
##### **Core Business**

Being the edu-tainment content provider of choice within South Africa and throughout the rest of Africa utilising multi-media platforms

##### **Editorial Line**

Shaping the nation's future through innovative, empowering, appropriate, accurate and interactive edu-tainment content





SABC Education context has changed dramatically with the development of launching a digital channel, the advent of DTT and SABC Education launching its own channel. This requires a shift of SABC Education brand being seen as a transversal brand to SABC Education being seen a channel brand.

With the DTT rollout already underway, a number of areas are already off the analogue, on digital signal. The country is expected to be fully digital by the end of 2021 and SABC will roll out its digital strategy. Part of this strategy is rolling out the SABC Education channel.

Thus, the context of the brand has changed and SABC Education is propelled to craft a clear brand strategy, create brand CI that can live both on air on the SABC Education channel but also off air on various marketing materials.

## **2. THE REQUEST:**

**2.1 SABC Education's Corporate Identity (CI)** manual, to be created and produced. The CI Manual permits how to identify the brand guidelines across all media and channels. It will incorporate elements of brand personality, including the goals, values, culture, communication style, tone, etc. This will aid on how the brand aims to be viewed by the world. The CI will aid the on-air and channel on a day-to-day usage.

**2.2 To create a Brand Campaign** to educate viewers about SABC Education channel proposition awareness and familiarity. The brand is the immediate image, emotion and message that people experience when they think of a company. The CI will support to position the department, the logo and emphasize the pay offline.

## **3. OBJECTIVES:**

- To position the brand in the mind of our viewers
- To increase brand awareness and demand
- To bring viewers back to watch SABC Education shows
- To imprint the brand in viewers mind, ensuring viewer loyalty to the brand

## **4. KEY DELIVERABLES:**

### **5.1 SABC Education Brand Corporate Identity (CI)**

- To create a unified look that allows
  - Creativity, campaigns and promotions
  - To work within the guidelines and templates
- A full CI document to show how the brand comes to life
  - Language, flavour and traditions
  - Photography & graphics
  - Iconography and illustrations
- The logo will allow variations
  - Corporate colour palette
  - Corporate font/s
  - Corporate stationery
- Education Channel On-Air Toolkit
  - 1 x SABC Education Logo development
  - 10 seconds bumpers

- 5 seconds news clock
- 5 seconds stings
- Endorsements end-boards – brought to you by SABC Education, in association with SABC Education, an SABC Education initiative.
- 5 to 10 seconds per age restrictions boards
- Movie promo donuts
- 1 x 10 seconds movie opening branders
- SABC Education IPI
- Promo button
- Looped background
- 10" Adult Nature programme
- 10" Graphic Violence programme
- 10" Offensive programme
- 10" Strong Language and Blasphemy
- 10" Sensitive viewers
- Info straps – now next later
- 3 x 20 seconds line up boards
- FCC standby board
- FCC schedule change boards
- FCC break in transmission boards
- New media communication boards – facebook, twitter, web etc.
- Squeeze back
- 1 x 15 seconds In Memoriam boards – use to announce funerals
- Music boards
- Movie boards

## 5.2. Brand Campaign

To create a brand campaign that gives the brand the identity, personality, emotion and reason to believe. The brand awareness campaign will emphasize the logo, pay-offline and shows.

### ▪ SMART:

Specific	Brand Campaign awareness
Measurable	Increase: TV & Digital Social Media by 5000
Attainable	Providing the Channel and Digital links
Relevant	Promoting the brand and latest shows
Time-based	Achieved by the end of Q4

### ▪ Creatives

- On-Air:



- Idents
- Brand Pieces
- Radio
  - Brand Radio spots in 11 languages
- Print Ads/Digital Posters/OOH Creative
- Digital & Social Media

The below is the digital plan that will be implemented

1. Social Digital Media Strategy for SABC TV Education
2. Content Creation
  - a. Copywriting
  - b. Design
  - c. Posting content
  - d. Responding & engaging
3. Social Digital Media Management for 3 months
4. Digital buying to increase reach
5. Digital Influencers

- **Social Digital Media Strategy for SABC TV Education**

We currently have an internal social media team which posts our schedule and any other additional information we need to communicate on social media. Little attention is given to engagement, taking our viewers on a story through a good strategic content creation strategy.

Using our shows listed above, we need a strategy of how we are going to use our social media platforms to engage with viewers and drive appointment viewing & enhance the viewing experience using our social media 2nd screen.

- **Content Creation**
  - a. Copywriting
  - b. Design
  - c. Posting content
  - d. Responding & engaging

We need a team of copywriters & designers to create content that we post to engage with viewers. This requires:

- a) A team of researchers looking for interesting of information on our shows, actors
- b) A team writing content to post
- c) A team of designers to create digital posters of our talent
- d) A team responding to comments on twitter & Facebook

Content must be based on the actors and back story and also borrowing successes from other regions. We must also use our local talent to promote our shows, cross promotion is key.

- **Digital Social Media Management for 3 months**

We need a weekly analytic report of the reach, engagement & reach we had. A monthly report with insight on what we are doing well, what we are not & take these learnings on the next months.

- **Digital buying to increase reach**

We also need additional reach buying on social media for content we post to increase our reach.

- **Digital Influencers**

Digital influencers have been a key trend on social media; we would like to use SABC talent to drive this with an incentive to them. Please identify key SABC Education shows and talent to use as influencers. Allow a budget for these influencers.

## **6. RFQ Response Information**

### **Effective Date of Bid**

Vendors should state in writing that their quotation to the SABC and all furnished information, including price, will remain valid and applicable for 90 days from the date the vendor quotation is received by the SABC.

## **7. Costing**

The quotation must reflect a detailed cost breakdown, and any indirect costs associated with the rendering of the required service.

## **8. Duration of the Contract**

Once off Project

## **9. Evaluation criteria**

### **9.1 BBBEE and Price**

- The RFQ responses will be evaluated on the **80/20** points system

### **9.2 Technical Evaluation**

- The tender submission will be technically evaluated out of **90**
- A minimum threshold of **60 out of a maximum of 90** has been set.
- Bidders achieving less than the set threshold will be declared non-responsive and therefore will not continue forward for evaluation of BBBEE & Price Preference.

### 9.3 Objective Criteria

- The SABC further reserve the right not to award this tender to any bidder based on the proven poor record of accomplishment of the bidder in previous projects within the SABC.
- Bidders who are blacklisted or have committed other acts of fraud and misrepresentation of facts e.g. tax compliance, BBBEE, company financials, etc. will be eliminated from the bid process.

### **SECOND PHASE EVALUATION CRITERIA: PAPER BASED**

<b>Evaluation Area</b>	<b>Evaluation Criteria</b>	<b>Min Points</b>	<b>Max Points</b>
Experience: Previous work experience in campaign/CI development	Companies worked with and previous work done related to CI Development and Campaigns. Show pictures of previous work <ul style="list-style-type: none"> <li>○ Listing of 5 companies and 5 campaigns = 20</li> <li>○ Listing of 4 companies and 4 campaigns = 15</li> <li>○ Listing of 3 companies and 3 campaigns = 10</li> <li>○ Listing of no companies and campaigns = 0</li> </ul>	<b>10</b>	<b>20</b>
Concept: Strategy: CI Development and Campaign Concept and creativity.  Positioning of SABC Education related to the campaign	Strategy: CI Development and Campaign Creative and Innovative ideas. The impact of the Campaign <ul style="list-style-type: none"> <li>○ Most creative strategy = 40</li> <li>○ General Creative strategy = 30</li> <li>○ Basic strategy = 20</li> <li>○ No strategy = 0</li> <li>○ Note: SABC Education will adopt the strategy and execute it</li> </ul>	<b>30</b>	<b>40</b>
Digital Social Media Strategy	Digital Social Media Strategy  Suggested Strategy <ul style="list-style-type: none"> <li>○ Listing of 4 suggestions = 20</li> <li>○ Listing of 3 suggestions = 15</li> <li>○ Listing of no suggestion = 0</li> <li>○ Creative and Innovative ideas</li> <li>○ Note: SABC Education will adopt the strategy and execute it</li> </ul>	<b>15</b>	<b>20</b>
Staff Compliment/Client Service	<ul style="list-style-type: none"> <li>• Supply a detailed organisational structure outlining current business structure and capacity to handle the job (5)</li> <li>• Detailed list, titles, and roles in this project (5)</li> </ul>	<b>5</b>	<b>10</b>
<b>Total</b>		<b>60</b>	<b>90</b>

## 10 ADJUDICATION USING A POINT SYSTEM

- 10.1 The bidder obtaining the highest number of total points will be awarded the contract unless objective criteria justify the award to another bidder
- 10.2 Preference points shall be calculated after process has been brought to a comparative basis taking into account all factors of non-firm prices.
- 10.3 In the event that two or more bids have scored equal points, the successful bid must be the one scoring the highest number of preference points for B-BBEE.
- 10.4 However, when functionality is part of the evaluation process and two or more bids have scored equal points for B-BBEE, the successful bid must be the one scoring the highest score for functionality
- 10.5 Should two or more bids be equal in all respect, the award shall be decided by the drawing of lots.

## 11 POINTS AWARDED FOR PRICE

The **80/20** preference point system

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

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

$P_s$  = Points scored for comparative price of bid under Consideration  
 $P_t$  = Comparative price of bid under consideration  
 $P_{min}$  = Comparative price of lowest acceptable bid

### B-BBEE PREFERENTIAL POINTS WILL BE AWARDED AS FOLLOWS:

#### B-BBEE Status Level of Contributor Number of Points

B-BBEE Status level of Contributor	Number of points
1	20
2	18
3	14
4	12
5	8
6	6
7	4
8	2
<b>Non-compliant contributor</b>	<b>0</b>

- I. Bidders who qualify as EME's in terms of the B-BBEE Act must submit a certificate issued by a verification Agency accredited by SANAS for the purpose of conducting verification and issuing EMEs with B-BBEE Status Level Certificates or DTI Affidavit.
- II. Bidders other than EMEs must submit their original and valid B-BBEE status levels verification certificate or a certified copy thereof, substantiating their B-BBEE rating issued by a verification agency accredited by SANAS.

- III. A trust, consortium or joint venture will qualify for points for their B-BBEE status level as a legal entity, provided that the entity submits their B-BBEE status level certificate
- IV. A trust, consortium or joint venture will qualify for points for their B-BBEE status level as an unincorporated entity, provided that the entity submits their consolidated B-BBEE scorecard as if they were a group structure and that such a consolidated B-BBEE scorecard is prepared for every separate bid.
- V. Tertiary institutions and public entities will be required to submit their B-BBEE status level certificates in terms of the specialized scorecard contained in the B-BBEE Codes of Good Practice.
- VI. A tenderer will not be awarded points for B-BBEE status level if it is indicated in the bid documents that such a bidder intend sub-contracting more than 25% of the value of the contract to any other enterprise that does not qualify for at least the points that such a bidder qualifies for, unless the intended Sub-contractor is an EME that has the capacity and the ability to execute the sub-contract.
- VII. A tenderer awarded a contract may not sub-contract more than 25% of the value of the contract to any other enterprise that does not have equal or higher B-BBEE status level than the person concerned, unless the contract is sub-contracted to an EME that has the capacity and the ability to execute the sub-contract.

## **12 COMMUNICATION**

Respondents are warned that a response will be disqualified should any attempt be made by a tenderer either directly or indirectly to canvass any officer(s) or employees of SABC in respect of a tender, between the closing date and the date of the award of the business.

All enquiries relating to this RFQ should be emailed three days before the closing date.

## **13 CONDITIONS TO BE OBSERVED WHEN TENDERING**

- 13.1 The Corporation does not bind itself to accept the lowest or any tender, nor shall it be responsible for or pay any expenses or losses which may be incurred by the Tenderer in the preparation and delivery of his tender. The Corporation reserves the right to accept a separate tender or separate tenders for any one or more of the sections of a specification. The corporation also reserves the right to withdraw the tender at any stage.

13.2 No tender shall be deemed to have been accepted unless and until a formal contract / letter of intent is prepared and executed.

13.3 The Corporation reserves the right to:

**Not evaluate and award submissions that do not comply strictly with his RFQ document.**

**Make a selection solely on the information received in the submissions and**

13.3.1 Enter into negotiations with any one or more of preferred bidder(s) based on the criteria specified in the evaluation of this tender.

13.3.2 Contact any bidder during the evaluation process, in order to clarify any information, without informing any other bidders. During the evaluation process, no change in the content of the RFQ shall be sought, offered or permitted.

13.3.3 Award a contract to one or more bidder(s).

13.3.4 Accept any tender in part or full at its own discretion.

13.3.5 Cancel this RFQ or any part thereof at any time.

13.3.6 Should a bidder(s) be selected for further negotiations, they will be chosen on the basis of the greatest benefit to the Corporation and not necessarily on the basis of the lowest costs, aligned to the BBEE & Preference Point system.

## **14 Cost of Bidding**

The Tenderer shall bear all costs and expenses associated with preparation and submission of its tender or RFQ, and the Corporation shall under no circumstances be responsible or liable for any such costs, regardless of, without limitation, the conduct or outcome of the bidding, evaluation, and selection process.

**END OF RFQ DOCUMENT**

**Annexed to this document for completion and return with the document:**

- |            |   |   |
|------------|---|---|
| Annexure A | - | Declaration of Interest                                     |
| Annexure B | - | Consortiums, Joint Ventures and Sub-Contracting Regulations |
| Annexure C | - | Previous completed projects/Current Projects                |
| Annexure D | - | SBD 8 & 9 Forms   |

**ANNEXURE A****DECLARATION OF INTEREST**

1. Any legal or natural person, excluding any permanent employee of SABC, may make an offer or offers in terms of this tender invitation. In view of possible allegations of favouritism, should the resulting tender, or part thereof be awarded to-
- (a) any person employed by the SABC in the capacity of Tenderer, consultant or service provider; or
  - (b) any person who acts on behalf of SABC; or
  - (c) any person having kinship, including a blood relationship, with a person employed by, or who acts on behalf of SABC; or
  - (d) any legal person which is in any way connected to any person contemplated in paragraph (a), (b) or (c),

it is required that:

The Tenderer or his/her authorised representative shall declare his/her position *vis-à-vis* SABC and/or take an oath declaring his/her interest, where it is known that any such relationship exists between the Tenderer and a person employed by SABC in any capacity.

Does such a relationship exist? [YES/NO]

If YES, state particulars of all such relationships (if necessary, please add additional pages containing the required information):

	[1]	[2]
NAME	:	.....
POSITION	:	.....
OFFICE WHERE EMPLOYED	:	.....
TELEPHONE NUMBER	:	.....
RELATIONSHIP	:	.....

2. Failure on the part of a Tenderer to fill in and/or sign this certificate may be interpreted to mean that an association as stipulated in paragraph 1, *supra*, exists.
3. In the event of a contract being awarded to a Tenderer with an association as stipulated in paragraph 1, *supra*, and it subsequently becomes known that false information was provided in response to the above question, SABC may, in addition to any other remedy it may have:
- recover from the Tenderer all costs, losses or damages incurred or sustained by SABC as a result of the award of the contract; and/or
  - cancel the contract and claim any damages, which SABC may suffer by having to make less favourable arrangements after such cancellation.

\_\_\_\_\_  
SIGNATURE OF DECLARANT

\_\_\_\_\_  
TENDER NUMBER

\_\_\_\_\_  
DATE

\_\_\_\_\_  
POSITION OF DECLARANT

\_\_\_\_\_  
NAME OF COMPANY OR TENDERER



**ANNEXURE B****CONSORTIUMS, JOINT VENTURES AND SUB-CONTRACTING REGULATIONS****1. CONSORTIUMS AND JOINT VENTURES**

- 1.1 A trust, consortium or joint venture will qualify for points for their B-BBEE status level as a legal entity, provided that the entity submits their B-BBEE status level certificate.
- 1.2 A trust, consortium or joint venture will qualify for points for their B-BBEE status level as an unincorporated entity, provided that the entity submits their consolidated B-BBEE scorecard as if they were a group structure and that such a consolidated B-BBEE scorecard is prepared for every separate tender.

**2 SUB-CONTRACTING**

- 2.1 A person awarded a contract may only enter into a subcontracting arrangement with the approval of the organ of state.
- 2.2 A person awarded a contract in relation to a designated sector, may not subcontract in such a manner that the local production and content of the overall value of the contract is reduced to below the stipulated minimum threshold.
- 2.3 A person awarded a contract may not subcontract more than 25% of the value of the contract to any other enterprise that does not have an equal or higher B-BBEE status level of contributor than the person concerned, unless the contract is subcontracted to an EME that has the capability and ability to execute the subcontract.

**3 DECLARATIONS OF SUB-CONTRACTING**

- 3.1 Will any portion of the contract be sub-contracted? YES / NO
- 3.2 If yes, indicate:
- 3.2.1 The percentage of the contract will be sub-contracted .....%
- 3.2.2 The name of the sub-contractor .....
- 3.2.3 The B-BBEE status level of the sub-contractor.....
- 3.2.4 whether the sub-contractor is an EME YES / NO

\_\_\_\_\_  
SIGNATURE OF DECLARANT\_\_\_\_\_  
TENDER NUMBER\_\_\_\_\_  
DATE\_\_\_\_\_  
POSITION OF DECLARANT\_\_\_\_\_  
NAME OF COMPANY OR TENDERER

**ANNEXURE “C”**

**Previous completed projects (preferably provide a detailed company profile, detailed the below mentioned information)**

<b>Project Descriptions</b>	<b>Client</b>	<b>Contact no</b>	<b>Contact person</b>	<b>Email address</b>	<b>Period of projects</b>	<b>Value of projects</b>	<b>Project Commence date</b>	<b>Completed date</b>

**Current projects (preferably provide a detailed company profile, detailed the below mentioned information)**

<b>Project Descriptions</b>	<b>Client</b>	<b>Contact no</b>	<b>Contact person</b>	<b>Email address</b>	<b>Period of projects</b>	<b>Value of projects</b>	<b>Project Commence date</b>	<b>Completion date</b>

**ANNEXURE "D"**

**SBD 9**

**CERTIFICATE OF INDEPENDENT BID DETERMINATION**

- 1 This Standard Bidding Document (SBD) must form part of all bids<sup>1</sup> invited.
- 2 Section 4 (1) (b) (iii) of the Competition Act No. 89 of 1998, as amended, prohibits an agreement between, or concerted practice by, firms, or a decision by an association of firms, if it is between parties in a horizontal relationship and if it involves collusive bidding (or bid rigging).<sup>2</sup> Collusive bidding is a *pe se* prohibition meaning that it cannot be justified under any grounds.
- 3 Treasury Regulation 16A9 prescribes that accounting officers and accounting authorities must take all reasonable steps to prevent abuse of the supply chain management system and authorizes accounting officers and accounting authorities to:
  - a. disregard the bid of any bidder if that bidder, or any of its directors have abused the institution's supply chain management system and or committed fraud or any other improper conduct in relation to such system.
  - b. cancel a contract awarded to a supplier of goods and services if the supplier committed any corrupt or fraudulent act during the bidding process or the execution of that contract.
- 4 This SBD serves as a certificate of declaration that would be used by institutions to ensure that, when bids are considered, reasonable steps are taken to prevent any form of bid-rigging.
- 5 In order to give effect to the above, the attached Certificate of Bid Determination (SBD 9) must be completed and submitted with the bid:

**<sup>1</sup> Includes price quotations, advertised competitive bids, limited bids and proposals.**

**<sup>2</sup> Bid rigging (or collusive bidding) occurs when businesses, that would otherwise be expected to compete, secretly conspire to raise prices or lower the quality of goods and / or services for purchasers who wish to acquire goods and / or services through a bidding process. Bid rigging is, therefore, an agreement between competitors not to compete.**

**CERTIFICATE OF INDEPENDENT BID DETERMINATION**

I, the undersigned, in submitting the accompanying bid:

---

(Bid Number and Description)

in response to the invitation for the bid made by:

---

(Name of Institution)

do hereby make the following statements that I certify to be true and complete in every respect:

I certify, on behalf of: \_\_\_\_\_ that:

(Name of Bidder)

1. I have read and I understand the contents of this Certificate;
2. I understand that the accompanying bid will be disqualified if this Certificate is found not to be true and complete in every respect;
3. I am authorized by the bidder to sign this Certificate, and to submit the accompanying bid, on behalf of the bidder;
4. Each person whose signature appears on the accompanying bid has been authorized by the bidder to determine the terms of, and to sign the bid, on behalf of the bidder;
5. For the purposes of this Certificate and the accompanying bid, I understand that the word "competitor" shall include any individual or organization, other than the bidder, whether or not affiliated with the bidder, who:
  - (a) has been requested to submit a bid in response to this bid invitation;
  - (b) could potentially submit a bid in response to this bid invitation, based on their qualifications, abilities or experience; and
  - (c) provides the same goods and services as the bidder and/or is in the same line of business as the bidder

6. 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<sup>3</sup> will not be construed as collusive bidding.
7. In particular, without limiting the generality of paragraphs 6 above, there has been no consultation, communication, agreement or arrangement with any competitor regarding:
  - (a) prices;
  - (b) geographical area where product or service will be rendered (market allocation)
  - (c) methods, factors or formulas used to calculate prices;
  - (d) the intention or decision to submit or not to submit, a bid;
  - (e) the submission of a bid which does not meet the specifications and conditions of the bid; or
  - (f) bidding with the intention not to win the bid.
8. In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications and conditions or delivery particulars of the products or services to which this bid invitation relates.
9. 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.

**<sup>3</sup> 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.**

10. 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.

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Signature

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Date

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Position

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Name of Bidder