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Mandela Bay Development Agency NPC (Reg No. 2003/017900/08) The MBDA is an entity of the Nelson Mandela Bay Municipality

# **REQUEST FOR PROPOSALS**

#### **FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES**

(MBDA FS 16/22)

| NAME OF BIDDER   | : |      |
|------------------|---|------|
| CSD SUPPLIER NO. | : | MAAA |
| CONTACT PERSON   | : |      |
| TELEPHONE NO.    | : |      |
| EMAIL ADDRESS    | : |      |
| PHYSICAL ADDRESS | : |      |
|                  |   |      |
|                  |   |      |
|                  |   |      |
|                  |   |      |

#### **Bid Advertisement**

#### REQUEST FOR PROPOSALS (RFP)

#### FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES (MBDA FS 16/22)

The Mandela Bay Development Agency (MBDA), a Municipal Entity of the Nelson Mandela Bay Municipality (NMBM), hereby calls for interested parties to submit proposals for Fundraising Framework Development services for the MBDA.

#### **Background**

The MBDA is in the process of developing an organisational strategy with emphasis on sustainability, where the thrust of the organisation is to build on area based management. The MBDA is primarily funded by its parent municipality the Nelson Mandela Bay Municipal (NMBM). In order to secure greater funding independence and stability the entity seeks to pursue alternative sources of funding for both its operational and capital programmes.

#### **Fundraising Framework Development Services**

The purpose of this tender is to identify and appoint suitable qualified Bidders to provide fundraising framework development services.

The broad scope of work:

- a) Develop a Funding and Financing Strategy
- b) Develop a Fundraising action plan inclusive of a marketing plan, a soft market testing to gauge investor / funder / donor appetite
- c) Development of a funder database A list of local and international organisations.

The electronic RFP document, outlining the requirements is available for download by prospective bidders from the MBDA website. Alternatively, the electronic RFP document, outlining the requirements will be provided to interested bidders upon an emailed request to <a href="mailto:publictenders@mbda.co.za">publictenders@mbda.co.za</a> quoting (MBDA FS 16/22) in the subject line as well as company contact details, from Wednesday 31 May 2023. The last date for queries on this tender shall be Friday 23 June 2023. No further queries shall be responded to after this date.

A briefing session will be held on Wednesday 07 June 2023 at 14:00 and will be conducted via Microsoft Teams. Interested bidders who are not able to attend via MS Teams, bidder may attend at the MBDA Offices located First Floor, Tramways Building, Corner of Lower Valley Road and South Union Street, Central, Gqeberha. The onus is on bidders to ensure that they arrive on time and/or log onto MS Teams on time.

Please see MS Teams link: <a href="https://teams.microsoft.com/l/meetup-join/19%3ameeting\_ZjMzMjNmMjEtY2NiMS00YWQyLTk10TktYjI0NjMxZWE0MGEx%40thread.v2/0?context=%7b%22Tid%22%3a%22be1bb8e0-a929-4c56-90a3-85b00d9f6c79%22%2c%22Oid%22%3a%221ba18007-1895-4286-a211-61c8cf203243%22%7d</a>

The closing date and time is Friday 30 2023 at 14h00; where after tenders will be publicly opened via Microsoft Teams. Proposals <u>MUST</u> be submitted on one (1) original hard copy placed in a sealed envelope and clearly marked with "FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES (MBDA FS 16/22)". One (1) electronic copy must be uploaded onto the MBDA Vendor Portal by Friday 30 June 2023 by 12h00.

FAILURE TO SUBMIT AN ORIGINAL HARD COPY AND UPLOAD THE ELECTRONIC COPY ON THE MBDA VENDOR PORTAL WILL DEEM THE BID NON-RESPONSIVE. All responses must be placed in the MBDA tender box marked MBDA FS 16/22 on the 1st Floor, Tramways Building, Corner Lower Valley Road & South Union Street, Central, Port Elizabeth. Bids may only be submitted on bid documentation provided by the MBDAFAILURE TO SUBMIT AN ORIGINAL HARD COPY AND UPLOAD THE ELECTRONIC COPY ON THE MBDA VENDOR PORTAL WILL DEEM THE BID NON-RESPONSIVE. All responses must be placed in the MBDA tender box marked MBDA FS 16/22 on the 1st Floor, Tramways Building, Corner Lower Valley Road & South Union Street, Central, Port Elizabeth. Bids may only be submitted on bid documentation provided by the MBDA.

MBDA Office hours are Monday to Friday 08h00 to 16h30.

No late, incomplete or facsimile bids will be accepted for consideration. The only or lowest bid received shall not necessarily be accepted. MBDA reserves the right to accept part or the full bid.

For further information contact Pamela Govender during office hours at tel. 041 811 8200 or email publictenders@mbda.co.za (please quote reference number MBDA FS 16/22 on subject line).

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## **INVITATION TO BID (MBD 1)**

YOU ARE HEREBY INVITED TO SUBMIT A PROPOSAL FOR RENDERING FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES (MBDA FS 16/22).

BID NUMBER: MBDA FS 16/22 CLOSING DATE: 30 June 2023 CLOSING TIME: 12H00

THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FILL IN AND SIGN A WRITTEN CONTRACT FORM

BID DOCUMENTS TOGETHER WITH THE ELECTRONIC COPY MUST BE DEPOSITED IN THE CORRECT BID BOX SITUATED AT:

MBDA tender box on the 1st Floor, Tramways Building, Corner Lower Valley Road & South Union Street, Central, GQEBERHA

THE ELECTRONIC BID DOCUMENT MUST BE UPLOADED ON THE MBDA VENDOR PORTAL VIA https://remote.mbda.co.za/

Bidders should ensure that bids are delivered timeously to the correct address and placed in the **CLEARLY MARKED MBDA FS 16/22** bid box. If the bid is late, or if it is deposited in the incorrect bid box it will not be accepted for consideration.

The physical bids may be submitted during office hours, namely 08H00 to 16H30 Monday to Friday.

ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL TENDER DOCUMENTATION PROVIDED BY THE MBDA.

THIS BID IS SUBJECT TO THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT AND THE PREFERENTIAL PROCUREMENT REGULATIONS, 2017, THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT

**NB: NO BIDS WILL BE CONSIDERED FROM PERSONS IN THE SERVICE OF THE STATE (**as defined in Regulation 1 of the Local Government: Municipal Supply Chain Management Regulations)

#### PART 1

#### INTERPRETATION AND DEFINITIONS:

- 2.1 In this Request for Proposals-
- 2.1.1 Clause headings are for convenience and are not to be used in its interpretation;
- 2.1.2 unless the context indicates a contrary intention and expression which denotes –
- 2.1.2.1 Any gender includes the other genders;
  - 2.1.2.2 a natural person includes a juristic person and visa versa;
  - 2.1.2.3 the singular includes the plural and visa versa.
- 2.2 Unless the context clearly indicates otherwise, the following words shall have the following meanings in this Agreement
  - 2.2.1 "Act" means the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000)
  - 2.2.2 "Applicable Legislation" means any other legislation applicable to municipal supply chain management, including
    - 2.2.2.1 the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000) and the Preferential Procurement Regulations, 2017 promulgated thereunder;
    - 2.2.2.2 the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
    - 2.2.2.3 the Construction Industry Development Board Act, 2000 (Act No.38 of 2000);
    - 2.2.2.4 the Local Government: Municipal Systems Act, 2000 (Act No. 32 of 2000);
    - 2.2.2.5 the Local Government: Municipal Finance Management Act, 2003 (Act No. 56 of 2003) and the Municipal Supply Chain Management Regulations promulgated thereunder;
  - 2.2.3 "Applicant" means any person or entity, who receives and/or responds to this Request for Proposals;
  - 2.2.4 **"B-BBEE"** means broad-based black economic empowerment as defined in Section 1 of the Broad-Based Black Economic Empowerment Act;

- 2.2.5 **"B-BBEE status level of contributor"** means the B-BBEE status of an entity in terms of a code of good practice on black economic empowerment issued in terms of Section 9(1) of the Broad-Based Black Economic Empowerment Act;
- 2.2.6 **"black people"** has the meaning assigned to it in Section 1 of the Broad-Based Black Economic Empowerment Act namely Africans, Coloureds and Indians:
  - 2.2.6.1 who are citizens of the Republic of South Africa by birth or decent; or
  - 2.2.6.2 who became citizens of the Republic of South Africa by naturalization before 27 April 1994, or on or after 27 April 1994 and who would have been entitled to acquire citizenship by naturalization prior to that date;
- 2.2.7 **"Broad-Based Black Economic Empowerment Act"** means the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
- 2.2.8 "consortium or joint venture" 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;
- 2.2.9 "EME" means an exempted micro-enterprise in terms of a code of good practice on black economic empowerment issued in terms of Section 9(1) of the Broad-Based Black Economic Empowerment Act and, for the purposes hereof, an enterprise with an annual Total Revenue of R10 million or less;
- 2.2.10 "in the service of the state" means to be -
  - 2.2.10.1 a member of
    - 2.2.10.1.1 any municipal council;
    - 2.2.10.1.2 any provincial legislature; or
    - 2.2.10.1.3 the National Assembly or the National Council of Provinces.
  - 2.2.10.2 a member of the board of directors of any municipal entity;
  - 2.2.10.3 an official of any municipality or municipal entity;
  - 2.2.10.4 an employee of any national or provincial department, national or provincial public entity or constitutional institution within

- the meaning of the Public Finance Management Act, 1999 (Act No.1 of 1999);
- 2.2.10.5 an executive member of the accounting authority of any national or provincial public entity; or
- 2.2.10.6 an employee of Parliament or a provincial legislature;
- 2.2.11 "Request for Proposals" means this Request for Proposals;
- 2.2.12 **"MBDA"** means the Mandela Bay Development Agency and all its managed sites as a municipal entity established by the NMBMM;
- 2.2.13 "NMBMM" means the Nelson Mandela Bay Metropolitan Municipality;
- 2.2.14 "proof of B-BBEE status level of contributor" means:
  - 2.2.14.1 The B-BBEE status level certificate issued by an authorised body or person; or
  - 2.2.14.2 A sworn Affidavit as prescribed in the B-BBEE Codes of Good Practice in respect of an EME or QSE.
- 2.2.15 "QSE" means a qualifying small business enterprise in terms of a code of good practice on black economic empowerment issued in terms of Section 9(1) of the Broad-Based Black Economic Empowerment Act and, for the purposes hereof, a Measured Entity with an annual Total Revenue of between R10 million and R50 million;
- 2.2.16 "SCMP" means the Supply Chain Management Policy of the MBDA;
- 2.2.17 "Services" means the services reflected on Annexure "A" hereto.
- 2.2.18 "accredited authority" means the South African National Accreditation System established by section 3 of the Accreditation for Conformity Assessment, Calibration and Good Laboratory Practice Act, 2006 (Act No. 19 of 2006);

# THE FOLLOWING PARTICULARS MUST BE FURNISHED (FAILURE TO DO SO MAY RESULT IN YOUR BID BEING DISQUALIFIED)

| NAM           | E OF BIDDER   |                  |
|---------------|---|------------------|
| POST          | AL ADDRESS  |                  |
| STRE          | ET ADDRESS  |                  |
| CONT          | TACT NAME:  |                  |
| TELEI         | PHONE NUMBER:   |                  |
| CELL          | PHONE NUMBER:   |                  |
| FACS          | IMILE:  |                  |
| E-MA          | AIL ADDRESS:  |                  |
| VAT I         | REGISTRATION NUMBER   |                  |
| CENT          | RAL SUPPLIER DATABASE (CSD) NUMBER: MAAA  |                  |
| NELS          | ON MANDELA BAY SUPPLIER DATABASE REFERENCE NUMBER:  |                  |
| PRIO<br>FOR I | ERS MUST BE SUCCESFULLY REGISTERED ON THE CENTRAL SUPPLIER DATABASE (R TO SUBMITTING THE BID. REGISTRATION ON THE CSD BIDDERS CAN GO TO THE FOLLOWING WEBSITE: v.csd.gov.za.  | (CSD)            |
| 1.            | HAS A VALID MUNICIPAL BILLING CLEARANCE BEEN ATTACHED   | YES / NO         |
| 2.            | HAS PROOF OF REGISTRATION WITH THE CONSTRUCTION INDUSTRY DEVELOPM BOARD BEEN ATTACHED?  | IENT<br>YES / NA |
| 3.            | HAS A B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE OR SWORN AFFIDAVIT BEEN ATTACHED?  | YES / NO         |
|               | IF YES, WHO WAS THE CERTIFICATE ISSUED BY?  ACCOUNTING OFFICER AS CONTEMPLATED IN THE CLOSE CORPORATION  A VERIFICATION AGENCY ACCREDITED BY THE SOUITH AFRICAN NATIONA ACCREDITATION SYSTEM (SANAS)  A REGISTERED AUDITOR COMMISSIONER OF OATH (Tick applicable box) | -                |

A CERTIFIED VALID COPY OF A B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE OR SWORN AFFIDAVIT MUST BE SUBMITTED. FAILURE TO SUBMIT WILL RESULT IN ZERO (0) POINTS SCORED.

- 5. BIDS WITH A VALUE OF MORE THAN R10 MILLION (VAT INCLUDED) ARE REQUIRED TO SUBMIT FINANCIAL STATEMENTS FOR THE PAST THREE YEARS OR SINCE ESTABLISHMENT, IF ESTABLISHED DURING THE PAST THREE YEARS.
- 6. BIDS MAY BE CONSIDERED NON-RESPONSIVE IF THE BID HAS NOT BEEN COMPLETED IN FULL. BIDS SHALL BE CONSIDERED NON-RESPONSIVE IF ALL THE COMPULSORY DOCUMENTS HAVE NOT BEEN INCLUDED IN THE BID SUBMITTED.
- 7. ALL PAGES OF THE BID DOCUMENT MUST BE INITIALED BY THE BIDDER.
- 8. ALL PRICES WILL BE EVALUATED EXCLUSIVE OF VAT.

| SIGNATURE OF BIDDER   |  |  |  |  |
|---|--|--|--|--|
| DATE  |  |  |  |  |
| CAPACITY UNDER WHICH THIS BID IS SIGNED                             |  |  |  |  |
|   |  |  |  |  |
| TOTAL BID PRICE – PLEASE REFER TO THE PRICING SCHEDULE (SCHEDULE C) |  |  |  |  |
| ANY ENQUIRIES REGARDING THE BIDDING PROCEDURE MAY BE DIRECTED TO:   |  |  |  |  |
| <b>Department</b> : Supply Chain Management                         |  |  |  |  |
| Contact Person: Mrs Pamela Govender                                 |  |  |  |  |
| Tel: 041 811 8200 Email: publictenders@mbda.co.za                   |  |  |  |  |
|   |  |  |  |  |

# **PROJECT MANAGER:**

CICNIATURE OF BIDDER

Mr. Zimbali Khwela

#### **PART 2 - CONDITIONS OF BID**

#### 1. GENERAL REQUIREMENTS

- 1.1 The MBDA wishes to invite service providers to submit proposals for the **FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES MBDA FS 16/22.**
- 1.2 The bidder is required to furnish full details requested on the bid forms. All prices shall be exclusive of Value Added Tax.
- 1.3 The bidder is requested to furnish all relevant information not entertained on the form of bids under separate cover which shall form part of the bid.

#### 2. CONTACT PERSON FOR QUERIES

Name: Mrs. Pamela Govender

Telephone: 041 811 8200

Email: publictenders@mbda.co.za

#### 3. TERMS AND CONDITIONS

#### 3.1 Confidentiality

All materials, specifications, service level requirements detailed information and everything else supplied with this request for the bid remains the property of the MBDA and may be recalled if deemed necessary.

With reference to the POPI Act that came into effect, please note MBDA is in the process of ensuring compliance to the POPI Act. At this point, any and all personal information will be treated with the strictest confidentiality and will not be used for any unnecessary processing not related to the tender in question. All information is stored in a locked and access-controlled room with access to a few staff. The premises are monitored by cameras.

### 3.2 <u>Contractual obligations</u>

The request for bid does not constitute a contract nor does it create an obligation on the part of the MBDA to purchase services, products or equipment from any vendor submitting a bid.

### 3.4 Response to Questions

Where appropriate, questions should be answered explicitly by providing specific details requested. Bidders selecting to omit any of the required information or who do not follow the specified format will be disqualified from the bid process.

Should additional information be required by MBDA, bidders may be approached to provide more details, including aspects not specifically covered in this request for bids.

Please ensure that the documentation required is completed in full and signed, **failure to complete** the RFP document in full, placement of signature where required, and commissioning may render the bid non-responsive.

# 3.5 <u>Ambiguities</u>

It must be noted that if there are any ambiguities found in this bid document, it is the responsibility of the Main Applicant to clarify any such ambiguities before the closing of queries.

# PART 3 THE REQUIRED SERVICES AND SCOPE OF WORK

The Mandela Bay Development Agency (MBDA), a Municipal Entity of the Nelson Mandela Bay Metropolitan Municipality (NMBMM), hereby calls for interested parties to submit proposals for Fundraising Framework Development Services.

### 1. BACKGROUND

- 1.1 The Mandela Bay Development Agency (MBDA) was formed in 2003 with its initial objective, i.e. the urban regeneration of the Central Business District (CBD). It commenced with its work through the development of an Inner-city Local Spatial Development Framework Plan (LSDF) in 2006. During this period, the company evolved from an inner-city Mandate Area focus, extending to other emerging and developing nodes and precincts which now includes township areas.
- 1.2 In terms of its founding mandate the MBDA is required to be self-funding and as financially autonomous. It is also required to ensure effective and sustainable urban development and reversal of urban decay in the demarcated areas.
- 1.3 However the MBDA has historically not been fully successful in the objectives in 1.2 above, in particular in achieving financial autonomy, hence the need to seriously correct this status quo.
- 1.4 The MBDA as an implementing agency of the NMBM has also been appointed as the managing agent of the Nelson Mandela Bay Stadium and has absorbed within its structure the NMB Science and Technology Centre.
- 1.5 The above has resulted in need for specific as well as corporate funding approaches being necessary.
- 1.6 The MBDA is also in the process of reviewing its 5 year Strategic Plan and direction. Funding sustainability has been identified as a key objective in that strategic direction. At a high level the following preliminary programmes will inform the direction going forward:
  - a) **Total Precinct Management** (Precinct management is about the day-to-day operational management of a defined urban environment/Mandate Area/Node. This is characterized by walkability, mixed use, and a diverse public transport system.)
  - **b) Project Management Services** (packaging of certain agency capabilities to various spheres of government to speed up service delivery.)
  - c) Game Changing Catalytic Projects (a class of projects that come once in a lifetime, present an opportunity to alter the fate of the city positively through large investments and job creation.)

- 1.7 The MBDA currently has the following main operations:
  - a) **The MBDA HQ** Which receives operating and capital grant funding from the NMBM, Foreign donor funding from the KfW Bank in terms of an international agreement, venue hire income and interest income.
  - b) **The NMBM Stadium** which receives an operating grant from the NMBM, generates revenue from bowl and non-bowl events.
  - c) The NMBM Science and technology Centre which receives a grant from the NMBM, receives grants from local and international partners to fund specific programmes within the STEM stream.
- 1.8 It is important for bidders to note that the scope of work needs to take into account both the corporate strategy as well as the specific requirements of each individual operation.

#### 2. PURPOSE

2.1 The purpose of this tender is to identify and appoint suitable qualified Bidder to provide fundraising framework development services.

#### 3. SCOPE OF THE WORK

3.1 The broad scope of work:

#### 3.1.1 Funding Strategy

- a) Conduct a comprehensive analysis of our current fundraising practices, including current funding streams
- b) Identify eligible and innovative funding and financing solutions and strategies for the MBDA, considering the MBDA's and state's limited financial resources for infrastructure development. This includes identification of possible revenue streams, available grants, donors, benefactors, partnership, patrons, etc.
- c) Present the Funding Strategy to MBDA Executive Management Committee and the Board for comment and approval.
- d) Providing ongoing support to implement the fundraising framework and strategy, including training and coaching of staff.

# 3.1.2 Investors, funders and stakeholder identification

a) Identify potential investors, funders and donors, nationally and internationally, including the public and private sector donor and grant funding market.

### 3.1.3 Fundraising plan and fundraising campaign

- a) Develop a fundraising action plan with a clear budget and timelines. The plan should inclusive of a marketing & communication plan, a mix of fundraising tactics and a list of potential investors and funders to engage with. This should include:
  - i. Define the objectives and approach to fundraising in line with MBDA's vision and its Five Year Strategic Plan;
  - ii. Develop a detailed project implementation plan
  - iii. Determining realistic fundraising goals and state how much (operational) and capital can realistically be raised for each option and in what timeframe;
  - iv. Define marketing materials that might be required and associated costs;
  - v. Facilitating funding related engagements between MBDA and potential investors, funders and donors;
  - vi. Providing quarterly reports on the work completed, or as required by the MBDA; and
- vii. Developing funding proposals in consultation with MBDA Leadership and according to the requirements of the appropriate funding authority, upon approval of the fundraising plan.
- viii. Develop a comprehensive fundraising policy for the MBDA. The policy should be easy to understand and implement, and should include guidelines for measuring and reporting on fundraising performance.

# 4. EXPECTED DELIVERABLES

The Fundraising Consultant is expected to deliver the following:

- 4.1 Develop and submit Funding and Financing Strategy;
- 4.2 Develop and submit Fundraising Action Plan;
- 4.3 Develop a donor database:
  - a) A list of local and international organisations, government agencies and business sector clients that may have interest in supporting the MBDA mission; and
  - b) A list of funding opportunities, prioritized according to the best possible match between the scope of future independent organisation's activities and donor interests;
  - c) Results of soft market testing.
- 4.4 Partnership agreements and MOUs with entities or partners who have an interest in the activities and mandate of the MBDA and who can invest in the sustainable operations of the MBDA;
- 4.5 Framework for project proposal/grant applications for specific sources of funding for the future operations of the MBDA and its programmes.
- 4.6 A comprehensive fundraising policy for the MBDA.
- 4.7 All deliverables and outputs of this work is to be the intellectual property of the MBDA.
- 4.8 The deliverable define under clauses 4.1 to 4.6 shall be costed under Annexure C.

4.9 In addition over and above what is detailed above, the MBDA may call upon the preferred bidder to provide any other fundraising related services as and when required within the contract period. This will be done on brief and request for quotation and purchase order basis. This will be a separate costing over and above the initial quote.

### 5. PROJECT TIMELINE

The bidder must outline the deliverables and associated timelines. This shall not exceed more than twelve (12) months for the requirements listed under clause 4.1 and 4.6. It must be noted that upon award, preferred bidder together with the relevant MBDA personnel will draft and finalise the implementation plan in terms of the deliverables required.

#### 6. CONTRACT DURATION

- 6.1 The contract period shall be for a period of one (1) year from the date of award and subject to the right/s, exercisable at the sole discretion of the MBDA, to renew the contract for two (2) further periods of one (1) year each provided that the successful Applicant has complied with all terms and conditions contained in the agreement confirming its appointment pursuant to this RFP.
- 6.2 The successful Bidder shall on a monthly basis undergo a performance review by the MBDA that will assess the service provider's performance. If the successful Bidder is underperforming on a continuous basis, or not meeting the service level required as per the contract, the service provider will be issued with a written notification of such poor service. The MBDA shall be entitled to retain 10% of the monthly cost and only once the service delivery levels are as per the required standards set by the MBDA, will the MBDA release the retained 10%. Continued poor performance could result in the termination of the contract.

# 7. BACKGROUND DOCUMENTATION AND PREPARATORY WORK

The winning bidder will have to become familiar with all background documentation and preparatory work conducted to date and shall be responsible for carrying out initial reviews that are deemed necessary for successful completion of the project including, but not limited to:

- 7.1 MBDA Annual Reports 2022, 2021, 2020
- 7.2 MBDA Draft Strategy document
- 7.3 MBDA Founding Mandate
- 7.4 MBDA Service Delivery Agreement and Service Level Agreement for management of the
- 7.5 Current MBDA fundraising strategy
- 7.6 Other documents as deemed appropriate.

## 8. STRUCTURE OF PROPOSAL

- 8.1 The bid must be structured in the following sequence when submitted. Each section/heading must be clearly marked for ease of reference.
- 8.2 The headings required are:

#### 8.2.1 Bidder's Proposal on approach and Methodology

- a) Provide an executive summary which describes the services that will be provided and how the Bidder will address the needs, objectives and requirements outlined in Scope of Services;
- b) This response should include a detailed description of the approach or plan to be used. The detailed plan shall focus on the methodology used for management and execution of the required services. The plan should demonstrate an overall understanding of the Scope of Work to be performed and will be judged on clarity, comprehensiveness and presentation of materials in a thorough, concise format;
- c) Demonstrable understanding of the proposed MBDA activities and programmes and beneficiary communities; and an ability to interpret this understanding and knowledge into effective fundraising communications;
- d) Demonstrate knowledge of the national and international donor and grant market in the STI sector;
- e) Demonstrable knowledge and understanding of the key stakeholders in the STI market in South Africa, the Legislative framework, and applicable legislation;
- f) Provide a description of the policies and procedures that validates that a high level of confidentiality is maintained and will comply with the MBDA requirement to protect the privacy of its donors.

## 8.2.2 Bidder's Experience and References

- a) Description of experience and success in raising different sources of funding including grant funding, donations, equity and loan capital and any other funds for infrastructure development;
- b) Provide a schedule of past and current successful similar fundraising services total amount of funds raised. Experience in raising funds from international donors or grants will be an added advantage:
- c) Provide a list of client references of institutions which demonstrates experience in providing services similar in scope required by this RFP. References shall include date and description of service, term of agreement, organization's name, and contact person, title, address and telephone number; and
- d) Provide samples of fundraising material, including the fundraising plan and sample of progress reports.

#### 8.2.3 Bidder's Resources

- a) Provide a list of consulting staff who will be assigned to support the MBDA in aspects relating to this project. For each individual include previous experience and percentage of time expected to be devoted to this project and in what roles.
- b) Bidders will be evaluated on the demonstrable capacity to raise funds. Bidders are required to provide a list of resources, a staffing plan with CVs highlighting the expertise of the personnel to be assigned to the project. The staff should individually have demonstrable experience in raising funds in similar projects.

# 8.2.4 Pricing Proposal

a) Provide cost proposal commensurate with proposed services, based on a success fee basis. Please complete Annexure C.

# FUNCTIONALITY CRITERIA SCORE SHEET FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES

The evaluation of the functional / technical detail of the proposal will be based on the following criteria:

# **High level Criteria**

| Criteria  | Points |
|---|--------|
| 1. BIDDER'S CAPABILITY – EXPERIENCE AND REFERENCE             | 50     |
| 2. VALUE OF FUNDING RAISED                                    | 10     |
| 3. TEAM CAPACITY – PROPOSED RESOURCES                         | 30     |
| 4. BIDDER'S PROPOSAL – UNDERSTANDING OF THE SCOPE & METHODOLO | OGY 20 |
| TOTAL   | 110    |

# Pass 70/110

# **Detailed Criteria**

|  |                        | Criteria   | Points |  |
|--|------------------------|--|--------|--|
| 1.   | 1. BIDDER'S EXPERIENCE |  |        |  |
|  |                        | ders will be evaluated on their experience in fundraising from a variety of irces including grant & donor fundraising: |        |  |
|  | a)                     | The Bidder has completed more than 3 relevant and similar projects as per the scope                                    | 50     |  |
|  | b)                     | The Bidder has completed 2-3 relevant and similar projects as per the scope  | 35     |  |
|  | c)                     | The Bidder has completed 1 relevant and similar projects as per the scope  | 25     |  |
|  | d)                     | The Bidder has completed 0 relevant and similar projects as per the scope  | 0      |  |
| Traceable references must be provided. Including client contact details for additional projects.  Reference letters or appointments letters or purchase orders must be submitted as proof of projects completed. |                        |  |        |  |
| 2.   | VA                     | LUE OF FUNDING RAISED  | 10     |  |
| Bide   | ders                   | will be evaluated on the evidence of the value of funding raised:  |        |  |
|  | a)                     | The Bidder provided detailed evidence of funding raised.   | 10     |  |

|            |                        | Criteria   | Points |
|------------|------------------------|--|--------|
|            | b)                     | No evidence of funding raised was submitted.   | 0      |
| pro<br>Ref | ject:<br>erer          | le references must be provided. Including client contact details for additional s. ice letters or appointments letters or purchase orders must be submitted as f projects completed.   |        |
| 3.         | TE                     | AM CAPACITY  | 30     |
|            |                        | dders will be evaluated on adequacy of the resources and experience of their ed personnel:   |        |
|            | a)                     | The staffing schedule comprises a highly experienced team who have completed more than 3 fundraising campaigns from a variety of sources.  |        |
|            | b)                     | The proposed team has satisfactory relevant experience in developing funding strategies and fundraising and has successfully completed 2-3 fundraising campaigns from a variety of sources.  |        |
|            | c)                     | The proposed team has limited experience in developing funding strategies and plans, and limited fundraising experience. The proposed personnel have individually completed only 1 successful fundraising campaign from a variety of sources.  |        |
|            | d)                     | No relevant experience in developing funding strategies and plans and leading a fundraising campaign to raise funds.   |        |
|            | lders<br>eir pr<br>4.1 | DER'S PROPOSAL  will be evaluated on their demonstrable understanding of the assignment and oposed methodology for developing the: Funding Strategy and Fundraising Action Plan Stakeholder identification and engagement  | 20     |
|            | a)                     | <ul> <li>i. The approach is innovative and likely to result in feasible and cost efficient funding. The methodology has specifically methods of the identification of innovate funding sources and mobilizing finance from various sources (maximum 5 points)</li> <li>ii. The bidder has provided samples of the possible national and international donor grant market; key stakeholders and provided samples of fundraising material, including a sample of a fundraising plan and progress reports; (maximum 5 points)</li> <li>iii. The approach has demonstrated understanding of the proposed activities and programmes and beneficiary communities; and an ability to interpret this understanding and knowledge into effective fundraising communication; (maximum 5 points)</li> </ul> | 20     |

|      |          | Criteria   | Points |
|------|----------|--|--------|
|      | iv.      | Clear timelines, required information and deliverables have been highlighted. The work plan fits the project deliverables well; all important activities are indicated in the activity schedule and the sequencing and timing of activities are very well defined, indicating that the bidder has optimized the use of resources. The work plan permits flexibility to accommodate contingencies. (maximum 5 points) |        |
| b)   | Acceptal | ble  |        |
|      | i.       | Approach is specifically tailored to suit the requirements and will  |        |
|      |          | meet the needs of the assignment; (maximum 5 points)   |        |
|      | ii.      | The approach has demonstrated understanding of the proposed  |        |
|      |          | MBDA activities and programmes and beneficiary communities; and an ability to interpret the understanding and knowledge into   |        |
|      |          | effective fundraising communications; (maximum 5 points)   |        |
|      | iii.     | The work plan and timeframes meet the requirements of the  |        |
|      |          | assignment; the sequencing of the activities indicate the bidder   | 15     |
|      |          | understand the requirements. The work plan fits the project  |        |
|      |          | deliverables well; all important activities are indicated in the activity  |        |
|      |          | schedule and their timing and sequencing is appropriate and consistent with project objectives and requirements. There is a fair   |        |
|      |          | degree of detail that facilitates understanding of the proposed work   |        |
|      |          | plan. (maximum 5 points)   |        |
| c)   | Generic  |  |        |
|      | i.       | Approach is generic (maximum 2 points)   |        |
|      | ii.      | The activity schedule meets the requirements of the assignment;  |        |
|      | :::      | (maximum 3 points)   |        |
|      | iii.     | The bidder has provided a description if the policies and procedures that validate that a high level of confidentiality is maintained and  | 10     |
|      |          | will comply with the MBDA requirements to protect the privacy of   |        |
|      |          | its donors; (maximum 5 points)   |        |
| d)   | Non-sub  | mission or proposal does not address the scope of the assignment.  | 0      |
| OTAL |          |  | 110    |

Minimum functionality score is 70/110.

### INFORMATION REQUIRED FOR FUNCTIONALITY EVALUATION

The information required <u>must</u> be submitted in the following format:

#### **COMPANY EXPERIENCE:**

1. Number of years' service provider has been operating and providing similar services in respect of FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES as requested by the MBDA

| No of years |
|-------------|
|-------------|

a) List of relevant or similar of a similar nature in respect of FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES rendered by the service provider.

|        | Project name and detailed scope of works/services                     | Project Value in R | Contract period<br>(Start – end date) | Institution | Contact person and number for reference purposes |  |  |  |  |
|--------|---|--------------------|---------------------------------------|-------------|--|--|--|--|--|
| RELATE | RELATED SERVICES RENDERED: FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES |                    |                                       |             |  |  |  |  |  |
| 1.     |   |                    |                                       |             |  |  |  |  |  |
| 2.     |   |                    |                                       |             | †<br>*   |  |  |  |  |
| 3.     |   |                    |                                       |             | •  |  |  |  |  |
| 4.     |   |                    |                                       |             | •  |  |  |  |  |
| 5.     |   |                    |                                       |             | •  |  |  |  |  |
|        |   |                    |                                       |             |  |  |  |  |  |



# **AUTHORITY FOR SIGNATORY**

Indicate the status of the tenderer by ticking the appropriate box hereunder. The tenderer must complete the certificate set out below for the relevant category.

| A       | B           | C             | D               | E                 | F               |
|---------|-------------|---------------|-----------------|-------------------|-----------------|
| Company | Partnership | Joint Venture | Sole Proprietor | Close Corporation | Other (Specify) |
|         |             |               |                 |                   |                 |

| A. CENTIFICATE FOR         | COMPANY                   |                         |                             |
|----------------------------|---------------------------|-------------------------|-----------------------------|
| I,                         |                           | , Chairperson           | of the board of directors   |
| of                         |                           | hereby confirm that b   | y resolution of the board   |
| (copy attached) taken or   | n, Mr/Ms                  |                         |                             |
| acting in the capacity of  |                           | (Position in the Enterp | rise), and who will sign as |
| follows:                   |                           | be, and is hereby,      | authorized to sign the      |
| Bid/Tender, and any and    | all documents and/or co   | orrespondence in connec | tion with this tender and   |
| any contract resulting fro | om it on behalf of the co | mpany.                  |                             |
| Witness 1 Signature:       |                           |                         |                             |
| Witness 2 Signature:       |                           |                         |                             |
| Chairperson's Signature    | :                         |                         |                             |
| Date:                      |                           |                         |                             |
|                            | -                         |                         |                             |
| Name                       | Capacity                  | Signature               | Date                        |
|                            |                           |                         |                             |
|                            |                           |                         |                             |
|                            |                           |                         |                             |
|                            |                           |                         |                             |
| İ                          | İ                         | i                       | 1                           |

#### Note:

This resolution must be signed by all the Directors/Members/Partners of the Bidding Enterprise.

Should the number of Directors/Members/Partners exceed the space available above, additional names and signatures must be supplied on a separate page.

FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES (MBDA FS 16/22)

CEDTIFICATE FOR COMPANY

# B. CERTIFICATE FOR PARTNERSHIP

| We,      | the       | undersigned,        | being       | the      | key      | partners      | in    | the    | business     | trading    | as:   |
|----------|-----------|---------------------|-------------|----------|----------|---------------|-------|--------|--------------|------------|-------|
|          |           |                     |             |          |          |               |       |        | he           | reby autho | orize |
| Mr/N     | ls,       |                     |             |          | acting   | g in the cap  | acity | of     |              |            |       |
| (Positio | on in the | Enterprise), and wl | no will sig | gn as fo | ollows:  |               |       |        |              | be,        | , and |
| is her   | eby, a    | uthorized to sigr   | the Bid/    | /Tende   | er, and  | any and all   | docu  | ments  | and/or corr  | esponden   | ce in |
| conne    | ection    | with this tender    | and any     | contra   | act resu | ulting from i | it on | behalf | of the partr | nership.   |       |

| Name | Capacity | Signature | Date |
|------|----------|-----------|------|
|      |          |           |      |
|      |          |           |      |
|      |          |           |      |
|      |          |           |      |
|      |          |           |      |

# Note:

This resolution must be signed by all the Directors/Members/Partners of the Bidding Enterprise.

Should the number of Directors/Members/Partners exceed the space available above, additional names and signatures must be supplied on a separate page.

# C. CERTIFICATE FOR JOINT VENTURE OR CONSORTIA

| We, the un    | dersigned, | are sub    | mitting t  | his ten | der  | offer i  | n Jo  | int Ver | nture/  | Conso  | rtiun  | n and | d here | eby |
|---------------|------------|------------|------------|---------|------|----------|-------|---------|---------|--------|--------|-------|--------|-----|
| authorize     | Mr/Ms,     |            |            |         |      |          |       | acting  | in      | the    | e d    | apac  | city   | of  |
|               |            |            | (Position  | in th   | he   | Enterp   | rise) | , and   | who     | will   | sign   | as    | follo  | ws: |
|               |            |            |            | be, ar  | nd i | is hereb | y, au | uthoriz | ed to s | ign th | ie Bid | /Ten  | der, a | and |
| any and all   | document   | s and/o    | corresp    | ondenc  | e i  | n conne  | ectio | n with  | this t  | ender  | and    | any   | contr  | act |
| resulting fro | m it on be | half of th | ne Joint V | enture, | /Co  | nsortiu  | m.    |         |         |        |        |       |        |     |

This authorisation is evidenced by the **attached power of attorney** signed by legally authorized signatories of all the partners to the Joint Venture/Consortium.

| Name of firm | Address | Percentage of contract value | Authorising signature,<br>name and<br>capacity |
|--------------|---------|------------------------------|--|
|              |         |                              |  |
|              |         |                              |  |
|              |         |                              |  |
|              |         |                              |  |
|              |         |                              |  |

# D. CERTIFICATE FOR SOLE PROPRIETOR

| l,                        |                     | , hereby confirm that                                    | I am the sole owner of |
|---------------------------|---------------------|--|------------------------|
| the business trading as:  |                     |  |                        |
| Witness 1 signature:      |                     |  |                        |
| Witness 2 signature:      |                     |  |                        |
| Sole proprietor's signatu | ure:                |  |                        |
| Date:                     |                     |  |                        |
| E. CERTIFICATE FOR        | R CLOSE CORPORATION |  |                        |
| ,                         | , ,                 | members in the   | J                      |
|                           | (Position in the    | acting i  Enterprise), and who  is hereby, authorized to | will sign as follows:  |
| any and all documents     |                     | in connection with this                                  |                        |
| Name:                     | Address:            | Signature:   | Date:                  |
|                           |                     |  |                        |
|                           |                     |  |                        |
|                           |                     |  |                        |
|                           |                     |  |                        |
|                           |                     |  |                        |

### NOTE:

This resolution must be signed by all the Directors/Members/Partners of the Bidding Enterprise.

Should the number of Directors/Members/Partners exceed the space available above, additional names and signatures must be supplied on a separate page.

# F. OTHER (SPECIFY)

| We, the       | undersigned,    | , being         | the key    | members      | in the       | business     | trading   | as:   |
|---------------|-----------------|-----------------|------------|--------------|--------------|--------------|-----------|-------|
|               |                 |                 |            |              |              | her          | eby auth  | orize |
| Mr/Ms         |                 |                 | •••••      |              | . acting     | in the       | capacity  | of    |
|               |                 | <b>(</b> Positi | on in the  | Enterprise), | and who      | will sign    | as foll   | lows: |
|               |                 |                 | be, an     | d is hereby, | authorized t | o sign the B | id/Tender | , and |
| any and all   | documents ar    | nd/or corre     | espondence | e in connect | ion with thi | s tender an  | d any con | tract |
| resulting fro | om it on behalf | of the          |            |              |              |              |           |       |
| Name:         | <u> </u>        | Address:        |            | Signature    | :            | Date:        |           |       |
|               |                 |                 |            |              |              |              |           |       |
|               |                 |                 |            |              |              |              |           |       |
|               |                 |                 |            |              |              |              |           |       |
|               |                 |                 |            |              |              |              |           |       |
|               |                 |                 |            |              |              |              |           |       |
|               |                 |                 |            |              |              |              |           |       |

# NOTE:

This resolution must be signed by all the Directors/Members/Partners/Other of the Bidding Enterprise. Should the number of Directors/Members/Partners/Other exceed the space available above, additional names and signatures must be supplied on a separate page.

# PART 4 -PRICING SCHEDULE FIRM PRICES (PURCHASES) (MBD 3.1)

| Name of Bidder:            | Bid Number: MBDA FS 16/22  |
|----------------------------|----------------------------|
| Closing Time: 12:00 (NOON) | Closing Date: 30 June 2023 |

#### **TENDER WILL BE VALID FOR 120 CALENDAR DAYS**

BID PRICE IN RSA CURRENCY

\*\* (ALL APPLICABLE TAXES EXCLUDING)

Please include the detailed cost breakdown as part of your proposal.

| DESCRIPTION                           | TOTAL COST (EXCL. VAT) |
|---------------------------------------|------------------------|
| Develop a Funding and Financing       |                        |
| Strategy                              |                        |
| 2. Develop a Fundraising action plan  |                        |
| inclusive of a marketing plan, a soft |                        |
| market testing to gauge investor /    |                        |
| funder / donor appetite               |                        |
| 3. Development of a funder database   |                        |
| SUB-TOTAL EXCLUDING VAT               | R                      |
| VAT 15%                               | R                      |
| TOTAL PRICING INCLUDING               |                        |
|                                       | R                      |

## PLEASE NOTE:

- 1. The total cost submitted shall remain fixed.
- 2. Disbursement costs shall be quoted as required and approved through the issuing of a purchase order.
- 3. Payment of invoices shall be made within 30 days of receipt of a valid invoice.
- Rates are to be quoted exclusive of VAT.
- 5. The successful Bidder shall on a quarterly basis undergo a performance review by the MBDA that will assess the service provider's performance. If the successful Bidder is underperforming on a continuous basis, or not meeting the service level required as per the contract, the service provider will be issued with a written notification of such poor service. The MBDA shall be entitled to retain 10% of the monthly cost and only once the service

FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES (MBDA FS 16/22)

delivery levels are as per the required standards set by the MBDA, will the MBDA release the retained 10%. Continued poor performance could result in the termination of the contract.

6. Any additional work shall be requested and shall be done on a quotation and purchase order.

# PROOF OF B-BBEE STATUS LEVEL OF CONTRIBUTOR FAILURE TO SUBMIT WILL RESULT IN ZERO (0) POINTS SCORED.

# THE SUCCESSFUL APPLICANT WILL BE REQUIRED TO SUBMIT THE FOLLOWING DOCUMENTATION PRIOR TO AWARD

- 1. Municipal Billing Clearance Certificate OR Lease agreement OR Statement of account
- 2. Valid Tax Clearance Compliance Status
- 3. CSD Report
- 4. MBDA e-tender supplier registration <a href="www.mbda.co.za">www.mbda.co.za</a>. Click on "Tenders", Formal and scroll down to register on portal.
- 5. Relevant Declarations and affidavits

## **CENTRAL SUPPLIER DATABASE & MBDA VENDOR PORTAL**

#### REGISTRATION INSTRUCTIONS

In accordance with NMBM Supply Chain Management policy a Business, that wishes to do business with NMBM/MBDA, must register on the National Treasury Central Supplier Database (CSD) & NMBM Supplier Database. Follow these steps:

Download the "NMBM Suppliers Verification Form" from the Forms Repository at <a href="http://www.nelsonmandelabay.gov.za/documentslist?catID=8">http://www.nelsonmandelabay.gov.za/documentslist?catID=8</a>

- 1. Electronic Option
- 1.1 Scan the following documents into one file:
  - a. Completed NMBM Supplier Verification Form (for listing on the NMBM database)
  - b. Certified ID copy of the signatory certified at a SA Police Station
  - c. Certified BBBEE / Affidavit certified at a SA Police Station
  - d. Certified NHBRC (for building) certified at a SA Police Station
  - e. CIDB grading (for building)
- 1.2 Rename this scan file by the name of the Business
- 1.3 Email this scanned file to SCMdatabase@mandelametro.gov.za
- 1.4 When the Service Provider receives their Verification Letter, the Originals must be delivered to the Compliance Box at the Security Office at:

NMBM Depot / SCM Harrower Road, Kensington.

#### OR

- 2. Normal Option (this option will incur an additional 2-day turnaround time)
  - 2.1 Deliver or Courier physical documents, in a clearly marked envelope, to the above address.

This office is closed to the public due to Covid-19. For Queries, call 041-506 3274 / 3266.

# REGISTER FOR E-TENDERS AND GET DOWN TO BUSINESS

Introducing the MBDA E-Tender system. A safe, convenient, and easily accessible opportunity to do business. The tender process is now pandemic proof!

Follow these steps to get started:



Go to www.mbda.co.za to register and view available tenders.



Once you have completed and submitted your tender you will receive a tracking number and confirmation. It's that simple.

For more info email publictenders@mbda.co.za or call 041 811 8200.

Take advantage of online E-Tenders for safe and secure access to the latest business opportunities in Nelson Mandela Bay.





#### AFFIDAVIT - NATURAL PERSON

| I, the undersigned, |  |  |
|---------------------|--|--|
| Identity Number:    |  |  |
|                     |  |  |

do hereby make oath and state that:

- I am the Applicant in respect of the attached Application and all information/documentation submitted on behalf of the Applicant in connection with the Application is true and correct.
- 2. I am not aware of any actual or likely conflict of interest which I may have in respect of the transaction to which the response pertains nor am I in the Service of the State as referred to in the MBDA's Supply Chain Management Policy. (delete if not applicable and furnish details of such conflict of interest)
- 3. My SARS Income Tax Reference Number is
- 4. My SARS VAT Registration Number is
- 5. I have no outstanding tax obligations, or I have made arrangements to meet my outstanding tax obligations to the South African Revenue Services and a certificate of the South African Revenue Services is attached hereto in this regard.
- 6. I have not been convicted for fraud or corruption within a 5 (five) year period prior to date hereof.
- 7. I am / am not (delete whichever is not applicable) engaged in any Government or Local Government contract awarded within 5 (five) years prior to date hereof.
- 8. I am / am not (delete whichever is not applicable) in arrears in respect of any charges payable in terms of Section 118 of the Municipal Systems Act. (If in arrears, a copy of a document evidencing satisfactory arrangements made with the NMBMM is to be annexed).
  - I acknowledge that should any information attested to herein be false, such false statement shall entitle the MBDA to terminate any agreement to which this submission relates.

| 10.    |  | the MBDA to terminate any agreeme | • • |
|--------|--|-----------------------------------|-----|
|        | APPLICANTS SIGNATURE   | DATE                              |     |
| of thi | TIFY that the Deponent has acknowled successive and successive and swore and | rn to before me at                |     |
|        | COMMISSIONER OF OATHS  |                                   |     |

NOTE: ANY STATEMENT WHICH IS NOT APPLICABLE IS TO BE DELETED.

### AFFIDAVIT – JURISTIC PERSON

| I, the | undersigned,   |
|--------|--|
| Ident  | ity Number:  |
| do he  | ereby make oath and state that:  |
|        | a duly authorized representative of: y Name:   |
| Entity | Registration No.:  |
| the A  | Applicant in respect of the attached Application.  |
| 1.     | All information/documentation submitted on behalf of the Applicant in connection with the Application is true and correct.   |
| 2.     | The Applicant's registered office is   |
| 3.     | The Applicant's principal place of business is   |
| 4.     | The Applicant has no actual or likely conflict of interest in respect of the transaction for which the response pertains nor is the Applicant in the Service of the State as referred to in the MBDA's Supply Chain Management Policy. (delete if not applicable and furnish details of such conflict of interest) |
| 5.     | The Applicant's SARS Income Tax Reference Number is  |
| 6.     | The Applicant's SARS VAT Registration Number is  |
| 7.     | The Applicant has no outstanding tax obligations, or the Applicant has made arrangements to meet its outstanding tax obligations to the South African Revenue Services and a certificate of the South African Revenue Services is attached hereto in this regard.  |

- 8. The Applicant and/or its officials have not been convicted for fraud or corruption within a 5 (five) year period prior hereto.
- 9. The Applicant is / is not (delete whichever is not applicable) engaged in any Government or Local Government contract awarded within 5 (five) years prior to date hereof.
- 10. The Applicant is / is not (delete whichever is not applicable) in arrears in respect of any charges payable in terms of Section 118 of the Municipal Systems Act. (If in arrears, a copy

of a document evidencing satisfactory arrangements made with the NMBMM is to be annexed)

| 11.  | • •             | edges that should any information atteste all entitle the MBDA to terminate any agr |       |
|------|-----------------|---|-------|
| APPL | ICANT SIGNATURE | DATE  |       |
|      | •               | s acknowledged that he/she knows and uned and sworn to before me at20               |       |
|      |                 |   |       |
|      |                 | COMMISSIONER OF C   | DATHS |

NOTE: ANY STATEMENT WHICH IS NOT APPLICABLE IS TO BE DELETED.

| <br>                           |  |
|--------------------------------|--|
| Declaration of Interest (MBD4) |  |
|                                |  |

- 1. No Bid will be accepted from persons in the service of the state<sup>1</sup>.
- 2. Any person, having a kinship with persons in the service of the state, including a blood relationship, may make an offer or offers in terms of this invitation to Bid. In view of possible allegations of favouritism, should the resulting Bid, or part thereof, be awarded to persons connected with or related to persons in service of the state, it is required that the Bidder or their authorised representative declare their position in relation to the evaluating/adjudicating authority.
- 3. In order to give effect to the above, the following questionnaire must be completed and submitted with the Bid.

| 3.1. | Full Name of Bidder or his or her representative:   | •••    |
|------|---|--------|
| 3.2. | Identity Number:  |        |
| 3.3. | Position occupied in the Company (director, trustee, shareholder <sup>2</sup> ):  |        |
| 3.4. | Company Registration Number:  |        |
| 3.5. | Tax Reference Number:   |        |
| 3.6. | VAT Registration Number:  |        |
| 3.7. | The names of all directors / trustees / shareholders members, their individual numbers and state employee numbers must be indicated in paragraph 4 belo | •      |
| 3.8. | Are you presently in the service of the state?  | S / NO |
|      | 3.8.1. If yes, furnish particulars  |        |
|      |   |        |

<sup>1</sup>MSCM Regulations: "in the service of the state" means to be –

- (a) a member of -
  - (i) any municipal council;
  - (ii) any provincial legislature; or
  - (iii) the national Assembly or the national Council of provinces;
- (b) a member of the board of directors of any municipal entity;
- (c) an official of any municipality or municipal entity;
- (d) an employee of any national or provincial department, national or provincial public entity or

- constitutional institution within the meaning of the Public Finance Management Act, 1999 (Act No.1 of 1999);
- (e) a member of the accounting authority of any national or provincial public entity; or
- (f) an employee of Parliament or a provincial legislature.

|      | older" means a person who owns shares in the company and is actively invonent of the company or business and exercises control over the company.   | lved in the |
|------|--|-------------|
| _    | Have you been in the service of the state for the past twelve months?  | YES / NO    |
|      | 3.9.1 If yes, furnish particulars  |             |
| 3.10 | Do you have any relationship (family, friend, other) with persons in the service of the state and who may be involved with the evaluation and or adjudication of this Bid?   | YES / NO    |
|      | 3.10.1 If yes, furnish particulars   |             |
| 3.11 | Are you, aware of any relationship (family, friend, other) between any other Bidder and any persons in the service of the state who may be involved with the evaluation and or adjudication of this Bid?  3.11.1 If yes, furnish particulars | YES / NO    |
| 3.12 | Are any of the company's directors, trustees, managers, principle shareholders or stakeholders in service of the state?  | YES /NO     |
|      | 3.12.1 If yes, furnish particulars   |             |
|      |  |             |
| 3.13 | Are any spouse, child or parent of the company's directors trustees, managers, principle shareholders or stakeholders in service of the state?   | YES / NO    |
|      | 3.13.1 If yes, furnish particulars   |             |
|      |  |             |
| 3.14 | Do you or any of the directors, trustees, managers, principle shareholders, or stakeholders of this company have any interest in any other related companies or  |             |
|      | business whether or not they are Bidding for this contract.  | YES / NO    |
|      | 3.14.1 If yes, furnish particulars   |             |

| Number State Employee Number |
|------------------------------|
| Number                       |
|                              |
|                              |
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|                              |

4.

# **CERTIFICATION OF CORRECTNESS**

| I, THE UNDERSIGNED (NAME)                   |  |
|---|--|
| CERTIFY THAT THE INFORMATION FURI           | NISHED ON THIS DECLARATION FORM IS CORRECT.  |
| I ACCEPT THAT THE STATE MAY ACT AG<br>FALSE | AINST ME SHOULD THIS DECLARATION PROVE TO BE |
| Signature                                   | Date   |
|   |  |
| Position                                    | Name of Bidder                               |

# 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

- a) The applicable preference point system for this tender is the 80/20 preference point system.
- 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) "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 PREFERENCE POINT SYSTEMS

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

$$Ps = 80 \left(1 - \frac{Pt - Pmin}{Pmin}\right)$$

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmin = Price of lowest acceptable tender

| B-BBEE Status Level of Contributor | Number of Points |
|------------------------------------|------------------|
| 1                                  | 10               |
| 2                                  | 9                |
| 3                                  | 7                |
| 4                                  | 6                |

| 5                         | 4 |
|---------------------------|---|
| 6                         | 4 |
| 7                         | 2 |
| 8                         | 1 |
| Non-compliant Contributor | 0 |

# 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 table 1 below:

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

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

| The specific goals allocated points in terms of this tender              | Points<br>allocation | 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) | Required proof for specific goals claimed  |
|--|----------------------|---|--|--|
| B-BBEE status contributor  | 10                   |   |  | B-BBEE certificate confirming<br>B-BBEE level status<br>contribution   |
| Enterprise located<br>within the Nelson<br>Mandela Bay<br>municipal area | 5                    |   |  | Detailed CSD registration report demonstrating supplier address information together with municipal statement of account or lease agreement or billing clearance certificate |
| Enterprise owned by women  | 3                    |   |  | Detailed CSD registration report / detailed B-BBEE certificate demonstrating women ownership   |

| Enterprise owned by black youth | 2  | Detailed CSD registration report / detailed B-BBEE certificate demonstrating black youth ownership |
|---------------------------------|----|--|
| TOTAL POINTS                    | 20 |  |

# **DECLARATION WITH REGARD TO COMPANY/FIRM**

| 4.2. | Name of company/firm   |  |  |  |
|------|--|--|--|--|
| 4.3. | Company registration number:   |  |  |  |
| 4.4. | TYPE OF COMPANY/ FIRM  |  |  |  |
|      | <ul> <li>□ Partnership/Joint Venture / Consortium</li> <li>□ One-person business/sole propriety</li> <li>□ Close corporation</li> <li>□ Public Company</li> <li>□ Personal Liability Company</li> <li>□ (Pty) Limited</li> <li>□ Non-Profit Company</li> <li>□ State Owned Company</li> <li>[TICK APPLICABLE BOX]</li> </ul> |  |  |  |
|      | [  |  |  |  |

- 4.5. 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 TENDERE | R(S) |
|-------------------------|------|
| SURNAME AND NAME:       |      |
| DATE:                   |      |
| ADDRESS:                |      |
|                         |      |
|                         |      |
|                         |      |

# DECLARATION OF BIDDER'S PAST SUPPLY CHAIN MANAGEMENT PRACTICES (MBD 8)

- 1 This Municipal Bid Document must form part of all Bid invited.
- It serves as a declaration to be used by municipalities and municipal entities in ensuring that when goods and services are being procured, all reasonable steps are taken to combat the abuse of the supply chain management system.
- The Bid of any Bidder may be rejected if that Bidder, or any of its directors have:
  - a. abused the municipality's / municipal entity's supply chain management system or committed any improper conduct in relation to such system;
  - b. been convicted for fraud or corruption during the past five years;
  - c. willfully neglected, reneged on or failed to comply with any government, municipal or other public sector contract during the past five years; or
  - d. been listed in the Register for Bid Defaulters in terms of section 29 of the Prevention and Combating of Corrupt Activities Act (No 12 of 2004).
- In order to give effect to the above, the following questionnaire must be completed and submitted with the Bid.

| Item  | Question   | Yes | No   |
|-------|--|-----|------|
| 4.1   | Is the Bidder or any of its directors listed on the National Treasury's Database of Restricted Suppliers as companies or persons prohibited from doing business with the public sector? (Companies or persons who are listed on this Database were informed in writing of this restriction by the Accounting Officer/Authority of the institution that imposed the restriction after the <i>audi alteram partem</i> rule was applied).  The Database of Restricted Suppliers now resides on the National Treasury's website(www.treasury.gov.za) and can be accessed by clicking on its link at the bottom of the home page. | Yes | No _ |
| 4.1.1 | If so, furnish particulars:  |     |      |
| 4.2   | Is the Bidder or any of its directors listed on the Register for Bid Defaulters in terms of section 29 of the Prevention and Combating of Corrupt Activities Act (No 12 of 2004)?  The Register for Bid Defaulters can be accessed on the National Treasury's website ( <a href="www.treasury.gov.za">www.treasury.gov.za</a> ) by clicking on its link at the bottom of the home page.  | Yes | No   |

| 4.2.1            | If so, furnish particulars:   |                                       |         |      |
|------------------|---|---------------------------------------|---------|------|
| 4.3              | Was the Bidder or any of its directors conviction (including a court of law outside the Republior corruption during the past five years?              | -                                     | Yes     | No   |
| 4.3.1            | If so, furnish particulars:   |                                       |         |      |
|                  |   |                                       |         |      |
| Item             | Question  |                                       | Yes     | No   |
| 4.4              | Does the Bidder or any of its directors owe taxes or municipal charges to the municipal any other municipality / municipal entity, than three months? | ity / municipal entity, or to         | Yes     | No 🗌 |
| 4.4.1            | If so, furnish particulars:   |                                       |         |      |
| 4.5              | Was any contract between the Bidder and tentity or any other organ of state terminate on account of failure to perform on or comp                     | ed during the past five years         | Yes     | No   |
| 4.7.1            | If so, furnish particulars:   |                                       |         |      |
|                  | CERTIFICA   | TION                                  |         |      |
| I, THE U         | JNDERSIGNED (FULL NAME)   |                                       |         |      |
| CERTIF'<br>CORRE | Y THAT THE INFORMATION FURNISHED ON TOTAL   | THIS DECLARATION FORM TE              | RUE ANI | D    |
|                  | PT THAT, IN ADDITION TO CANCELLATION OF THE SHOULD THIS DECLARATION PROVE T   | · · · · · · · · · · · · · · · · · · · | BE TAK  | (EN  |
| Signature Date   |   |                                       |         |      |
| Positio          | n   | Name of Bidder                        |         |      |

| CERTIFICATE OF INDEPENDENT DID DETERMINATION (MADDO) |  |
|--|--|
| CERTIFICATE OF INDEPENDENT BID DETERMINATION (MBD9)  |  |
| ,  |  |
|  |  |
|  |  |

I, the undersigned, in submitting the accompanying Proposal in relation to **FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES** hereby make the following statements that I certify to be true and complete in every respect:

| I certify, on behalf of: | th | at: |
|--------------------------|----|-----|
| (Name of Applicant)      |    |     |

- 1. I have read and I understand the contents of this Certificate;
- 2. I understand that the accompanying Proposal will be disqualified if this Certificate is found not to be true and complete in every respect;
- 3. I am authorized by the Applicant to sign this Certificate, and to submit the accompanying proposal, on behalf of the Applicant;
- 4. Each person whose signature appears on the accompanying Proposal has been authorized by the Applicant to determine the terms of, and to sign, the Proposal, on behalf of the Applicant;
- 5. For the purposes of this Certificate and the accompanying Proposal, I understand that the word "competitor" shall include any individual or organization, other than the Applicant, whether or not affiliated with the Applicant, who:
  - (a) has been requested to submit a Proposal in response to this RFP;
  - (b) could potentially submit a proposal in response to this RFP, based on their qualifications, abilities or experience; and
  - (c) provides the same goods and services as the Applicant and/or is in the same line of business as the Applicant.
- 6. The Applicant has arrived at the accompanying Proposal 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.
- 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) methods, factors or formulas used to calculate prices;
  - (c) the intention or decision to submit or not to submit, a Proposal;
  - (d) the submission of a Proposal which does not meet the specifications and conditions of the Proposal; or

- (e) submitting a Proposal with the intention not to win the award.
- 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 improvements to which this Proposal relates.
- 9. The terms of the accompanying Proposal have not been, and will not be, disclosed by the Applicant, directly or indirectly, to any competitor, prior to the date and time of the official opening of proposals or the awarding of the contract.
- 10. The Applicant (including any individual Applicant), and no member of the Applicant (if the Applicant is a Close Corporation), and no director and/or shareholder of the Applicant (if the Applicant is a Company), and no Trustee and/or beneficiary of the Applicant (if the Applicant is a Trust), and no person, including juristic persons (and including such juristic person's members, directors and/or shareholders, trustees and/or beneficiaries) having an interest in any Joint Venture Vehicle or Consortium constituting the Applicant has any interest in any competitor.
- 11. I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids, proposals and contracts, proposals 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.

| Signature Date    |  |
|-------------------|--|
|                   |  |
|                   |  |
| Name of Applicant |  |

# PART 5 GENERAL REQUIREMENTS

- 1. The service provider is required to furnish full details requested on the tender forms. All rates tendered shall be inclusive of Value Added Tax at the prevalent rate but will be evaluated exclusive of VAT.
  - **1.1.** The company should employ suitably trained and qualified personnel, with proof of their qualifications.
  - **1.2.** The bidder is requested to furnish all the relevant information not entertained on the form of bid under separate cover which shall form part of the bid.

#### 2. COMPETENCY REQUIREMENTS

The service provider should have expertise and experience in conducting studies of a similar nature to the services requested by the MBDA.

#### 3. COMPLETENESS OF THE BID INFORMATION

The MBDA may request clarification or additional information regarding any aspect of the bid. The applicant must supply the requested information within 48 hours after the request has been made.

#### 4. TERMINATION FOR DEFAULT

The client, without prejudice to any other remedy for breach of contract, by written notice of default sent to the service provider, may terminate this contract in whole or in part:

- a) if the service provider fails to deliver any or all of the goods within the period(s) specified in the contract, or within any extension thereof granted by the client;
- b) if the service provider fails to perform any other obligation(s) under the contract; or
- c) If the service provider, in the judgement of the client, has engaged in corrupt or fraudulent practices in competing for or in executing the contract.

In the event the client terminates the contract in whole or in part, the client may procure, upon such terms and in such manner as it deems appropriate, goods, works or services similar to those undelivered, and the service provider shall be liable to the client for any excess costs for such similar goods, works or services. However, the service provider shall continue performance of the contract to the extent not terminated.

#### 5. EVALUATION CRITERIA

The evaluation of this Bid will be conducted in the following:

#### 5.1 Assessment of functionality

The assessment of functionality will be done in terms of the evaluation criteria. A Bid will be disqualified if it fails to meet the minimum threshold of for functionality as per the Bid invitation and will not proceed to the 2<sup>nd</sup> stage of evaluation. All responses to this Request for Proposals shall be evaluated in terms of the Functionality Criteria Score Sheet annexed hereto marked Annexure

"B" which is to be completed by all Applicants and, documentation supporting each criteria in the relevant Annexure must be supplied.

# **Functionality Criteria**

| Total   |    |
|---|----|
| 4. Bidder's proposal – understanding of the scope & methodology | 20 |
| 3. Value of funding raised                                      | 10 |
| 2. Team capacity – proposed resources                           | 30 |
| 1. Bidder's capability – experience and reference               | 50 |

# The minimum functionality score is 70/110.

# **5.1** Preference points systems

Only those qualifying Bids will be evaluated in terms of the 80/20 preference points systems, where the 80 will be used for price (VAT inclusive) and the 20 for points awarded for specific goals as follows:

The following formula shall be used to calculate the points out of 80 for price inclusive of all applicable taxes:

$$Ps = 80 \left( 1 - \frac{Pt - Pmin}{Pmin} \right)$$

Where

Ps = Points scored for price of tender under consideration;

Pt = price of tender under consideration; and

Pmin = price of lowest acceptable tender.

| B-BBEE Status Level of Contributor | Number of Points |
|------------------------------------|------------------|
| 1                                  | 10               |
| 2                                  | 9                |
| 3                                  | 7                |
| 4                                  | 6                |
| 5                                  | 4                |
| 6                                  | 4                |
| 7                                  | 2                |
| 8                                  | 1                |
| Non-compliant Contributor          | 0                |

#### **5.2 POINTS AWARDED FOR SPECIFIC GOALS**

5.2.1 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 table 1 below:

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

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

| The specific goals allocated points in terms of this tender              | Points<br>allocation | 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) | Required proof for specific goals claimed  |
|--|----------------------|---|--|--|
| B-BBEE status<br>contributor   | 10                   |   |  | B-BBEE certificate confirming<br>B-BBEE level status<br>contribution   |
| Enterprise located<br>within the Nelson<br>Mandela Bay<br>municipal area | 5                    |   |  | Detailed CSD registration report demonstrating supplier address information together with municipal statement of account or lease agreement or billing clearance certificate |
| Enterprise owned by women  | 3                    |   |  | Detailed CSD registration report / detailed B-BBEE certificate demonstrating women ownership   |
| Enterprise owned by black youth  | 2                    |   |  | Detailed CSD registration report / detailed B-BBEE certificate demonstrating black youth ownership   |
| TOTAL POINTS   | 20                   |   |  |  |

- 5.3 An Applicant failing to submit proof of B-BBEE status level of contributor will score zero(0).
- 5.4 An Applicant will not be awarded points for B-BBEE status level of contributor if the response indicates that the Applicant intends subcontracting more than 25% of the value of the contract to any other person not qualifying for at least the points that the Applicant qualifies for, unless the intended subcontractor is an EME that has the capability to execute the subcontract.
- 5.5 The points scored by an Applicant for specific goals will be added to the points scored for price.
- 5.6 The points scored will be rounded off to the nearest two decimal places.
- 5.7 the contract shall be awarded to the Applicant scoring the highest points.
- 5.8 If the price offered by an Applicant scoring the highest points is not market related, the MBDA may not award the contract to that Applicant.
- 5.9 The MBDA may:
- 5.9.1 negotiate a market related price with the Applicant scoring the highest points or cancel the RFP;
- 5.9.2 if the Applicant does not agree to a market related price, negotiate a market related price with the Applicant scoring the second highest points or cancel the RFP;
- 5.9.3 if the Applicant scoring the second highest points does not agree to a market related price, negotiate a market related price with the Applicant scoring the third highest points or cancel the RFP.
- 5.9.4 If a market related price is not agreed, the MBDA will cancel the RFP.

#### **6 COMPULSORY SUB-CONTRACTING**

This Request for Proposals is not subject to subcontracting as a condition of tender as referred to in Regulation 9 of the Preferential Procurement Regulations, 2022.

#### 7 SUBMISSION OF PROPOSALS

Proposals should be submitted in a sealed envelope, clearly marked "FUNDRAISING FRAMEWORK DEVELOPMENT SERVICES (MBDA FS 16/22)" on Friday 30 June 2023 by 14h00. One (1) electronic copy must be uploaded onto the MBDA Vendor Portal on Friday 30 June 2023 by 14h00. Proposals are to be placed in the MBDA tender box on the 1st Floor, Tramways Building, Corner Lower Valley Road & South Union Street, Central, where after, Bids will be opened via Microsoft Teams. Late, telephonic, faxed and emailed electronic bids will not be accepted.

#### **8 RETURNABLES:**

The following documents must be submitted with the Applicant's Application:

- 8.1 Applications to be signed by an agent or consortium/joint venture member must be accompanied by a duly authorized power of attorney/resolution and those signed on behalf of a Company, Close Corporation or Trust, must be accompanied by a certified extract of the Company's, Close Corporation's or Trust's minutes in terms of which such signature is authorized.
- 8.2 Applications to be submitted by a Company require certified copies of:
- 8.2.1 The Company's Memorandum and Articles/MOI;
- 8.2.2 The Company's current CIPC Certificate reflecting the Company's current Directors;
- 8.3 Applications to be submitted by a Close Corporation require certified copies of:
  - 8.3.1 The Close Corporation's Founding Statement and all amending Founding Statements; or
  - 8.3.2 A currently dated CIPC Certificate reflecting the Members of the Close Corporation;
- 8.4 Applications to be submitted by a Trust require certified copies of:
- 8.4.1 The Trust Deed and any amendments thereto;
- 8.4.2 The Trust's Letters of Authority and endorsements thereto;
- 8.5 Applications to be submitted by a Partnership require certified copies of:
- 8.5.1 The applicable Partnership Agreement;
- 8.5.2 The Identity Document or Registration Document of each partner.
- 8.6 Applications to be submitted by a Natural Person require a certified copy of the persons ID.
- 8.6.1 Each Applicant shall note the functionality criteria score sheet annexed hereto marked Annexure "B" read with "B.1" and, where applicable, documentation supporting each criteria in the relevant Annexure must be supplied. Failure to submit Annexure "B" and "B.1" and such proof shall render an Application unacceptable.
- 8.6.2 Each Applicant will not be required to complete Annexures "C" hereto.
- 8.7 Each Applicant shall submit a certified copy of its proof of B-BBEE status level of contributor which shall be marked Annexure "D". Failure to submit will result in zero

- (0) points scored.
- 8.8 Each Applicant shall submit a sworn statement in accordance with either Annexure "E" (for natural persons) or "F" (for Juristic persons) hereto.
- 8.9 Each Applicant must complete and submit either Annexure "G" hereto given Paragraph 44 of the Supply Chain Management Policy of the MBDA which provides that:
- 8.9.1 Irrespective of the procurement process followed, no award may be made to a person:
- 8.9.2 who is in the service of the state;
- 8.9.3 if that person is not a natural person, of which any director, manager, principal shareholder or stakeholder is a person in the service of the state; or
- 8.9.4 a person who is an advisor or consultant contracted with the MBDA.
- 8.10 Each Applicant shall complete and submit the Certificate of Independent Bid Determination annexed hereto marked Annexure I.
- 8.11 Each Applicant shall submit proof that it is registered on the National Treasury Central Supplier Database (CSD) and verification that its information has been noted by the Supply Chain Management Unit of the NMBMM which is located in Harrower Road, Gqeberha.
- 8.12 Each Applicant shall submit a valid SARS Tax Clearance status issued in respect of Good Standing.
- 8.13 Proof of its VAT registration number.
- 8.14 All Applicants should furnish proof that all amounts due to the Nelson Mandela Bay Metropolitan Municipality by the Applicant, it's Directors, Members, Trustees or Partners are up to date or that arrangements have been made in respect thereof. Applicants whose address or registered office is not within the jurisdiction of the Nelson Mandela Bay Metropolitan Municipality should furnish proof that all amounts due to the local authority in whose jurisdiction their address or registered office is situated are up to date or that arrangements have been made in respect.
- 8.15 Have proof of registration of its SANAS/ The inspection body accreditation of South Africa, if applicable.
- 8.16 Have a certificate of registration in terms of the Compensation for Occupational Injuries and Diseases Act 130 of 1993.
- 8.17 Details of services provided by the Applicant to any organ of state in the last five (5) years.

# Part 6 Bid Form and Important Conditions

- I/We hereby Bid to supply all of the supplies and/or to render all or any of the services described in the attached documents to the MANDELA BAY DEVELOPMENT AGENCY on the terms and conditions and in accordance with the specifications stipulated in the Bid documents (and which shall be taken as part of, and incorporated into, this Bid) at the prices and on the terms regarding time for delivery and/or execution inserted therein.
- 2 I/We agree that:
- (a) the offer herein shall remain binding upon me/us and open for acceptance by the Bid Adjudication Committee during the validity period indicated and calculated from the closing time of the Bid;
- (b) this Bid and its acceptance shall be subject to the terms and conditions contained in the General Conditions of contract and Preference Certificate with which I am/we are fully acquainted;
  - (c) if I/we withdraw my/our Bid within the period for which I/we have agreed that the Bid should remain open for acceptance, or fail to fulfill the contract when called upon to do so, the MBDA may without prejudice to its other rights, agree to the withdrawal of my/or Bid or cancel the contract that may have been entered into between me/us and the MBDA and I/we will then pay to the MBDA any additional expense incurred either to accept any less favorable Bid or fresh Bidders have to be invited, the additional expenditure incurred by the invitation of fresh Bid and by the subsequent acceptance of any less favorable Bid, the MBDA shall also have the right to recover such additional expenditure by set-of against moneys which may be due or become to me/us under this or any other Bid or contact or against any guarantee or deposit that have been furnished by me/us or on my/our behalf for the due fulfillment of this or any other Bid or contract and pending the ascertainment of the amount of such additional expenditure to retain such moneys, guarantee or deposit as security for any loss the MBDA may sustain by reason of my/our default;
- (d) the law of the Republic of South Africa shall govern the contract created by the acceptance of my/our Bid and that I/we choose <u>domicilium citandi et executandi</u> in the Republic (full address).
- I/We furthermore confirm that I/we have satisfied myself/ourselves as to the correctness and validity of my/our Bid, that the price(s) and rate(s) quoted cover all the work/items(s) in these documents; and that the price(s) and rate(s) cover all my/our obligations under a resulting contract. I/we accept that any mistakes regarding price(s) and calculations will be at my/our risk.
- I/we hereby accept full responsibility for the proper execution and fulfillment of all obligations and conditions devolving on me/us under this agreement as the Principal(s) liable for the due fulfillment of this contract.

| 5          | I/We agree that any action from this contract in all respects be instituted against me/us and I/we hereby undertake to satisfy fully any sentence or judgment which may be pronounced against me/us as a result of such action. |   |  |  |  |
|------------|---|---|--|--|--|
| 6          |   | ion / no participation in the submission of any other in the attached documents. If in the affirmative, state |  |  |  |
|            |   |   |  |  |  |
|            |   |   |  |  |  |
|            |   |   |  |  |  |
| 7          | Are you duly authorized to sign the Bid?  | *YES / NO   |  |  |  |
| 8          | Has the Declaration of Interest been dul  | ly completed and included with the other Bid forms?  *YES / NO  |  |  |  |
| * <i>D</i> | elete whichever is not applicable   |   |  |  |  |
| SI         | GNATURE (S) OF BIDDER OR ASSIGNEE(S)  |   |  |  |  |
| D          | ATE:  |   |  |  |  |
| Ple        | ase complete the following in block letters   | <u>5</u>  |  |  |  |
| Car        | pacity and particulars of the authority   |   |  |  |  |
| -          | der which this Bid is signed  |   |  |  |  |
| Na         | me of Bidder  |   |  |  |  |
| Pos        | stal Address  |   |  |  |  |
| Tel        | ephone number(s)  |   |  |  |  |
| Fac        | esimile number(s)   |   |  |  |  |
| Bid        | Number  |   |  |  |  |
| Na         | me of contact person  |   |  |  |  |

#### **IMPORTANT CONDITIONS**

- 1. Failure on the part of the Bidder to sign this Bid form and thus to acknowledge and accept the conditions in writing or to complete the attached forms, questionnaires and specifications in all respects, may invalidate the Bid.
- 2. Bids should be submitted on the official forms and should not be qualified by the Bidder's own conditions of Bid. Failure to comply with these requirements or to renounce specifically the Bidder's own conditions of Bid, when called upon to do so may invalidate the Bid.
- 3. If any of the conditions on this Bid form are in conflict with any special conditions, stipulations or provisions incorporated in the Bid, such special conditions, stipulations or provisions shall apply.
- 4. This Bid is subject to the Supply Chain Management Regulations and the General Conditions and Procedures and subsequent amendments thereto and re-issues thereof.
- 5. This Request for Proposals forms part of the official Supply Chain Management Processes of the MBDA and in the event of any conflict between the SCMP and the Applicable Legislation, the provisions of the Applicable Legislation shall prevail.
- 6. Late and incomplete Proposals will not be accepted. The only or lowest Proposal will not necessarily be accepted and the MBDA reserves the right to accept the whole or any portion of a Proposal, or not to make an award.
- 7. Posted, e-mailed, or faxed applications will not be accepted.
- 8. Receipt by the MBDA of the Applicant's response shall not in any manner whatsoever oblige the MBDA to enter into any negotiations or to enter into any contract with the Applicant and any award made in terms of this RFP shall be subject to an agreement being concluded between the Applicant and the MBDA on terms and conditions acceptable to the Accounting Officer of the MBDA.
- MBDA accepts no liability for any loss incurred by any person(s) due to events or actions taken as a consequence of the preparation and dissemination of this Request for Proposals.
- Any costs and/or expenses incurred by any Applicant in submitting its response shall be for the exclusive account of the Applicant and the MBDA shall not be liable in this respect whatsoever.
- 11. The Applicant acknowledges and agrees that it shall have no claim or claims whatsoever against the MBDA and/or the NMBMM, including claims for damages whether direct, indirect or consequential, arising from and/or pursuant to and/or in relation to the submission by the Applicant of its response pursuant to the Applicant having been invited

to submit same in terms of this documentation.

# 12. Any Applicant:

having a conflict of interest in respect of the transaction for which the response is submitted or in the Service of the State; and/or

having been convicted for fraud or corruption within a five-year period prior to the submission of its response; and/or

who has willfully neglected, reneged on or has failed to comply with a government or local government contract within a five-year period of the submission of its response; and/or

has outstanding tax obligations to the South African Revenue Services in respect of which arrangements have not been made; and/or

is in arrear in respect of charges payable to the NMBMM in terms of Section 118 of the Municipal Systems Act and has failed to make suitable arrangements to settle such arrears;

shall be barred from applying.

- 13. Failure to provide all information required in this Request for Proposals will result in the application not being considered.
- 14. The Applicant acknowledges that this Request for Proposals for it to submit a response to the MBDA as constituted by this document, does not confer on the Applicant any legal right or entitlement or legitimate expectation in relation to the MBDA and the Applicant acknowledges that this Request for Proposals similarly does not impose or create any obligation on the MBDA to be discharged in favour of the Applicant.
- 15. No verbal and / or telephonic queries and clarifications will be entertained by the MBDA and must be made in writing and will be responded to accordingly. The MBDA reserves the right to circulate the questions and answers to all registered Applicants in the form of a bulletin. All queries and clarifications are to be addressed to <a href="mailto:publictenders@mbda.co.za">publictenders@mbda.co.za</a>, the tender reference number MBDA FS 16/22 must clearly be stated subject line. The cut off date for such queries and clarifications will be close of business on Friday 23 June 2023.

|     |         | Bid Check List  |            |
|-----|---------|---|------------|
|     |         | dividual bid documents will have the typical bid check list as an attachment. This pidders to submit complete bids.   | list is to |
| Bio | dders a | re to check the following points before the submission of their bid:  | Tick       |
| 1.  | All pa  | ges of the bid document have been read and initialed by the bidder.   |            |
| 2.  | All pa  | ges requiring information have been completed in black ink.   |            |
| 3.  | The P   | ricing Schedule has been checked for arithmetic correctness.  |            |
| 4.  | All sed | ctions requiring information have been completed.   |            |
| 5.  | The b   | idder has submitted the following documentation, e.g.   |            |
|     | -       | BBBEE Certificate or Sworn Affidavit (original or certified copy)   |            |
|     | -       | Valid Tax clearance status  |            |
|     | -       | Full CSD supplier report  |            |
|     | -       | Valid Municipal Billing Clearance Certificate (original or certified copy)  |            |
|     | -       | CIDB Certificate (if applicable)  |            |
|     | -       | Bids with a value of more than R10 million (VAT Incl.) are required to submit<br>the financial statements for the past three years or since establishment, if<br>established during the past three years. |            |

- MBDA e-tender supplier registration