

OUR REF	RFQ 201968
ENQUIRIES	Lethabo Nedondwe
TELEPHONE	012 428 6044
DATE	13 May 2026

RFQ 201968: APPOINTMENT OF A CONSULTING FIRM TO DEVELOP A BUSINESS CASE FOR THE SABS

Dear Bidder

The South African Bureau of Standards (SABS) hereby invites you to submit a quotation for the Appointment of a consulting firm to develop a business case for the SABS

The details of the service to be provided are in the attached Request for Quote, **RFQ 201968**.

Please note the following:

- Scope of services specified on page 3
- Closing date specified on page 10
- SABS Procurement terms and conditions (accessed on the sabs website)
- **The bidder must submit the following documents with the quotation:**
 - Treasury Central Supplier Database (CSD) registration report
 - A valid BBBEE certificate/Sworn Affidavit (Specific Goal point claim)
 - SBD 4 Bidder's Disclosure
 - SBD 6.1 Preference points claim form in terms of the Preferential Procurement Regulation 2022
 - Appendix A – Non-Disclosure Agreement

SOUTH AFRICAN BUREAU OF STANDARDS – Established in terms of Section 2 of the Standards Act, 1945, as amended

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1. Background

The SABS is a statutory body established in term of Standards Act, 1945 (Act No. 24 of 1945) and continues to operate in terms of the Standards Act, 2008 (Act No. 8 of 2008) as the national standardization institution in South Africa, mandated to:

- develop, promote and maintain South African National Standards.
- promote quality in connection with commodities; and
- render conformity assessment services and matters connected therewith.

2. Request for Quotation (RFQ)

This RFQ serves as an invitation to submit a quotation for the **Appointment of a consulting firm to develop a business case for the SABS**, subject to the SABS Standard Terms and Conditions, of which a copy is available on www.sabs.co.za, accessible through the link: <https://www.sabs.co.za/Procurement/proc.toc.asp>

The Bidder is requested to supply its quotation, in writing, by the specified date. Should the Bidder require any clarification, the clarification should be submitted by e-mail to the Procurement Specialist identified in this document.

By submitting a quotation in response to this RFQ or participating in this RFQ process, the Bidder accepts that it is subject to and bound by all the terms and conditions contained in this RFQ document.

3. Confidentiality

This document may not be used for any purpose by the Bidder other than for developing their response to it, and all reasonable efforts must be taken by the Bidder to ensure confidentiality of any information provided. This document and any other information of a confidential nature provided to the Bidder during RFQ process are and will be covered by the non-disclosure agreement to be signed between the SABS and the Bidder.

4. No Contract

Bidders shall note that this RFQ does not commit the SABS to any course of action resulting from the receipt of quotations and the SABS may, at its discretion reject any submission which does not conform to instructions and specifications which are contained herein or select a Bidder based upon its own unique set of criteria. SABS also reserves the right not to select a bidder.

Nothing in this document shall be construed as a contract between the SABS and the Bidder, and no communication, whether verbal or written, by the SABS personnel or agents during this process shall create such a contract in respect of the requirements specified in this RFQ.

5. No Obligation to Proceed

The SABS reserves the right to discontinue the RFQ evaluation process at any time and will not be responsible for any losses incurred by the Bidder because of discontinuation of the RFQ process

6. Validity of Proposals

The Bidder's quotation shall remain valid for a period of one hundred and twenty (120) days from the closing date. The SABS may at any time prior to the expiry of the bid validity period, extend the above validity period by sixty (60) days by written notice to the Bidders. In that event, the SABS will not require any consent from the Bidders, and bidders will not be required or permitted to amend any of their quotations.

SABS retains the right, but is under no obligation, to request Bidders to extend the validity periods of their quotations, prior to expiry thereof, if it has already invoked the extension referred to above and it is in the SABS' interest to further extend the bid validity period. Such a request shall be in writing. The Bidder is not obliged to extend the validity period. Also, bidders will not be required or permitted to amend any of their quotations.

7. TERMS OF REFERENCE

7.1 Background and Context

SABS is a State-Owned Entity (SOE) mandated to develop and maintain South African national Standards (SANS) as well as to deliver conformity assessment services, including testing and certification. Unlike many SOEs that operate within monopolistic environments, SABS functions in a highly competitive market alongside private-sector and international counterparts. The organisation currently derives its income from a combination of internally generated revenue and government grant funding, reflecting a level of financial dependence on fiscal support.

The SABS has a strategic importance to the economy and despite its potential to serve as a key enabler of quality, industrial development and trade, the organisation is currently operating below optimal performance levels. SABS is challenged by operational inefficiencies, constrained capabilities and an organisational culture that limit its ability to compete effectively with leading global and private-sector counterparts. In its current state, the organisation is not financially sustainable, with significant losses projected in the absence of continued fiscal support.

Recognising this urgency, the SABS has embarked on the development of a comprehensive business case to fundamentally transform the organisation into a high-performing, self-sustaining and globally competitive entity. This transformation is expected to reposition SABS as a trusted partner to government and industry, capable of addressing critical economic needs while delivering world-class services across its core functions. Central to this effort is the need to clearly define the current performance baseline of the SABS, benchmark it against leading regional and international organisations and establish ambitious yet achievable targets aligned with best-in-class standards.

The business case must articulate the strategic, operational, and financial pathway required to achieve this transformation, including the identification of critical capability gaps, enabling support functions such as technology, laboratory infrastructure, and specialised skills, as well as the exploration of optimal

operating models. This includes assessing the role of strategic local and international partnerships to enhance efficiency, innovation, and market relevance.

7.2 Objective

The objective of the consultant is to **guide and facilitate** the development of a business case that will transform SABS into a significant, high-performing entity that will outperform global best-in-class organisations in standards development, testing, certification, training and business advisory. The business case must quantify the level of investment required and demonstrate a credible pathway toward long-term financial sustainability, profitability, and thought leadership within the standards development and conformity assessment sector.

7.3 Scope of Work

The consultant/s, deployed by the appointed service provider will be expected *to lead and guide* the execution of the following work streams:

7.3.1 Current State (As-Is Assessment)

Objective: To establish a comprehensive, evidence-based understanding of current performance, operating environment, and constraints across all core and support functions of the SABS.

Key activities

- Review of financial performance, revenue streams, and cost structures
- Assessment of operational efficiency (e.g. turnaround times, capacity utilisation)
- Assessment of operational efficiency (e.g. current turnaround times where applicable and capacity utilisation)
- Evaluation of organisational structure, governance, and decision-making processes
- Assessment of organisational culture and workforce capability
- Stakeholder engagement (internal and external) to identify pain points and perceptions
- Identification of root causes of underperformance

Deliverable

An As-Is Diagnostic Report, including performance baseline across key functions, financial position and sustainability analysis, key constraints and inefficiencies and root cause analysis of performance and cultural challenges.

7.3.2 Reimagining the future of the SABS

Objective: To develop a clear, compelling, and shared vision of future of the SABS as a world-class, high-performing, and self-sustaining entity. This process will define the desired future state from a stakeholder perspective and challenge current assumptions and constraints to enable a transformational (not incremental) thinking.

Key activities

- Identification and mapping of key stakeholders that are directly impacted by the SABS mandate (e.g. government, industry, regulators, civil society)
- Facilitation of visioning and scenario-building workshops
- Development of future-state scenarios, including:
 - SABS as a leading global standards development body
 - SABS as a globally competitive conformity assessment body
 - SABS as a significant entity in the creation of a society free of unsafe products, services and infrastructure for the economy
 - SABS as a thought leader and innovation hub
 - SABS as a trusted partner to government and regulators
 - SABS as a trusted partner to industry

Deliverables

- Future State Vision Statement (clear, concise, and compelling)
- Set of Future-State Scenarios (articulated in narrative format)
- Stakeholder Value Proposition (what SABS will deliver to each key stakeholder group)
- Key Design Principles to guide the business case (e.g. efficiency, competitiveness, innovation, sustainability)

7.3.3 Benchmarking Best-in-Class

Objective: To identify and analyse leading global organisations and define relevant benchmarks for core functions and support capabilities of the SABS.

Key activities

- Identification of peer and best-in-class organisations globally
- Identification of key benchmark metrics across standards development processes, testing capabilities and certification models
- Identification of emerging global trends and disruptive models

Deliverable

A Benchmarking Report, including selected benchmark organisations and rationale, quantitative and qualitative benchmarks, insights on best practices and success factors and implications for the SABS.

Note: This specific work stream (Benchmarking) will be mostly be executed by the consulting firm. The pricing must take this into account.

7.3.4 Target State Definition

Objective: To define a clear, measurable and aspirational future state for the SABS, aligned to global best-in-class performance.

Key activities

- Translation of benchmarks into contextualised performance targets
- Definition of the Target operating model (high-level TOM), Service delivery standards, market positioning and value proposition
- Development of measurable targets across financial performance, operational efficiency, Innovation and impact

Deliverable

Target State Definition Report, including performance targets, strategic positioning and future operating principles that are aligned to a world-class, high performing SOE

7.3.5 Transformation Pathway

Objective: To *guide* the definition of structured and prioritised set of sub-projects, milestones and activities required to transition the SABS from its current state to the defined target state.

Key activities

- Identification of strategic initiatives and interventions
- Sequencing and prioritisation of initiatives
- Definition of implementation phases (short-, medium-, long-term) and deliverables for each performance year
- Identification of dependencies, risks, and mitigation strategies
- Development of a future operating model, including, structural design considerations, delivery models (centralised, decentralised, hybrid), etc.
- Assessment of strategic partnership opportunities, including public-private partnerships, industry and academic collaborations, international partnerships, etc.

Deliverable

Transformation Roadmap, including: prioritised initiatives, implementation sequencing and a high-level operating model that incorporates a partnership framework

7.3.6 Capability and Requirement Gaps

Objective: To *guide* the identification of critical capabilities, enabling functions, and structural requirements necessary to support the target state.

Key activities

- Gap analysis between current capabilities and target requirements
- Identification of required support functions, including:
 - Technology and digital systems
 - Laboratory infrastructure and equipment
 - Human capital and specialised skills
 - Research, development, and innovation capacity
- Definition of:
 - Skills and competency frameworks to close the gap
 - Workforce development requirements
- Way forward to develop SABS into a thought leader, including:
 - Refining the participation in global forums
 - Research output and influence
 - Strategic positioning in the standardisation ecosystem
- Determination of which capabilities should be built internally, outsourced or delivered through partnerships

Deliverable

Capability and Requirements Plan, including capability gap analysis, technology and infrastructure requirements, skills and workforce plan, thought leadership strategy as well as the build vs partner vs outsource framework.

7.3.7 Financial Case and Investment Requirements

Objective: To guide the quantifying of the financial implications of the transformation and define a credible pathway to financial sustainability and profitability.

Key activities

- Development of a **financial baseline** (current revenue, costs, funding structure)
- An estimation of investment requirements (technology, labs, skills, transformation initiatives)
- An estimation of Operating costs under the future model
- Revenue modelling based on:
 - Significantly Improved service offerings
 - Considerable Market expansion
 - Effective pricing strategies
- Development of a clear pathway to a reduced grant dependence, financial sustainability and profitability

Deliverable

A Financial Model and Business Case, including total investment required, funding scenarios and options, revenue projections, cost-benefit analysis as well as sustainability and profitability pathway

7.4 Timelines

The engagement is expected to span 5 months from May to Sept 2026.

7.5 Suggested minimum number of resources:

Given the multidisciplinary nature of the deliverables—spanning Human Capital, financial modelling, and change strategy/transformation—it is expected that the consulting team will comprise no fewer than three member.

7.6 Payment schedule

Payment will be based on deliverables completed and the following schedule will apply:

- 12.1. As-Is diagnostic Report - **10%**
- 12.2. Future state vision statement, set of future scenarios, stakeholder propositions and design principles - **10%**
- 12.3. A Benchmarking Report, including selected benchmark organisations and rationale, quantitative and qualitative benchmarks – **10%**
- 12.4. Target state definition and transformation roadmap – **20%**
- 12.5. **Transformation Road Map – 15%**
- 12.6. Capability and requirements plan, including technology, infrastructure, skills - **15%**
- 12.7. Financial Case and final business case – **20%**

Evidentiary material shall be concluded upon with the successful bidder.

8. TECHNICAL EVALUATION

Bidders will be required to submit a **proposal** that should include the following sections:

a) Previous experience in strategy development and transformation

The bidder must provide project references in the form of reference letters from projects completed across medium to large private and public sector entities. Each project must reflect the following:

- i. Client Name and Sector (Indicate whether public sector, SOE or private sector)
- ii. Project Title and Description
- iii. A clear summary of the assignment, including objectives and scope
- iv. Relevance to this assignment - explanation of how the project relates to Strategy Development, Business Case Development, Organisational Transformation and Turnaround, Benchmarking and Operating Model Design
- v. Scale and complexity, including the size of the organisation in terms of revenue, employee numbers as well as nature of the operating environment
- vi. Role of the bidder – the specific role of the bidder in the projects
- vii. Key activities undertaken, for example As-Is assignment, financial modelling, etc.
- viii. Outcomes and Impact Achieved
- ix. Project duration and completion date
- x. Client Reference details, including name and designation of client representative

b) Expertise of project team

The bidder must provide team members (including the lead consultant) and for each team member, the section must reflect the following:

- i. Project Name and the role they will play in the project
- ii. Academic qualification
- iii. Years of experience in the strategy development and transformation
- iv. Relevant project experience and summary of key assignments the individual has worked on

		Weight
1	<p><u>Experience of vendor in Strategy Development and Transformation (Submit official project reference letters)</u></p> <p>1: Limited or no experience (<4 projects) - 8 points</p> <p>2: Relevant experience (5 to 7 projects) – 16 points</p> <p>3: Strong track record (8 to 10 projects) – 24 points</p> <p>4: Substantial experience (11 to 14 projects) – 32 Points</p> <p>5: Extensive experience (>14 projects) – 40 points</p>	40

2	<p><u>Years of experience of the team (Submit reference letters of for each project, with contactable deponents)</u></p> <p>1: Less than 6 years combined experience in strategy formulation or transformation or business case development – 6 points</p> <p>2: 6 to 12 years combined experience in strategy formulation or transformation or business case development – 12 points</p> <p>3. 12 to 20 years combined experience in strategy formulation or transformation or business case development – 18 points</p> <p>4. 20 to 30 years combined experience in strategy formulation or transformation or business case development – 24 points</p> <p>5. >30 years combined experience in strategy formulation or transformation or business case development – 30 points</p>	30
3	<p><u>Project assignments (Submit official project reference letters relevant to strategy formulation or transformation or business case development)</u></p> <p>1: Less than 4 different projects across all team members combined – 6 points</p> <p>2: 4 to 8 different projects across all team members combined – 12 points</p> <p>3. 9 to 12 different projects across all team members combined – 18points</p> <p>4. 13 to 15 different projects across all team members combined – 24 points</p> <p>5. >15 different projects across all team members combined - 30 points</p>	30
		100%
	Minimum Threshold	75%

13. Timelines

MILESTONES	DATE AND E-MAIL ADDRESS
Compulsory Briefing session MS Teams	18 May 2026 @ 10:00 am Microsoft Teams meeting Join: https://teams.microsoft.com/meet/38354042422097?p=nPowKvaeKkRtAQLowM Meeting ID: 383 540 424 220 97 Passcode: 9Ga7MS66
Closing Date and Time No late submissions will be accepted.	25 May 2026 @ 11:00 am
Method of submission.	Responses should be submitted via email Lethabo.Nedondwe@sabs.co.za Maximum size 14 MB, Proposals/ Bids must be submitted on PDF Files (compressed zipped folder if necessary), Proposals/Bids submitted via a link and/or “we transfer” will not be accepted <i>It is the Bidder’s responsibility to ensure that the quotation is received on time by SABS.</i> It is the Bidder’s responsibility to ensure that the quotation is received on time by SABS.

14. Preference Points System

Only Bidders who meet the minimum threshold of 75% be evaluated further on 80/20 preference points system of 2022. (Pricing and Specific Goal)

15. Quotation

The quotation should include but not be limited to the following:

- Total project cost all-inclusive of VAT
- Cost breakdown per deliverable
- Transportation cost (If applicable)
- Disbursement (If applicable)
- Fixed price, where foreign currencies are involved, bidders should make provision for forward cover.

16. Contact information

All enquiries regarding this RFQ must be e-mailed/directed to Lethabo.Nedondwe@sabs.co.za and **012 428 6044**. Bidders must not contact any other SABS personnel regarding this RFQ, as it may lead to the Bidder’s disqualification. Also note that any canvassing by Bidders/Suppliers regarding this RFQ will result in disqualification.

17. Advance payment

The SABS will not make an upfront or advance payment to a successful Bidder. Payment will only be made in accordance with the delivery of service or goods that will be agreed upon by the SABS and the successful Bidder.

18. Responsibility for costs

Under no circumstances shall the SABS be responsible for any of the Bidder's costs associated with the preparation and/or submission of its quotation, including any costs incurred by the Bidder prior to the signature, by both parties, of an agreement resulting from a successful bid.

19. Bidder's contractual terms

The SABS will not be bound by any legal or contractual terms as may be included in the Bidder's quotation, in response to this RFQ.

BIDDER’S DISCLOSURE

1. PURPOSE OF THE FORM

Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

2. Bidder’s declaration

2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest¹ in the enterprise, employed by the state? **YES/NO**

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

Full Name	Identity Number	Name of State institution

2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution? **YES/NO**

2.2.1 If so, furnish particulars:

¹ the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.

.....

2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract? **YES/NO**

2.3.1 If so, furnish particulars:
.....
.....

3 DECLARATION

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

- 3.1 I have read, and I understand the contents of this disclosure.
- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect.
- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium² will not be construed as collusive bidding.
- 3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.
- 3.4 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
- 3.5 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.
- 3.6 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported
- 3.7 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

² Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.

and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.
I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF
PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY
CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

.....
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 the tenders invited. It contains general information and serves as a claim form for preference points for specific goals.

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

1. GENERAL CONDITIONS

1.1 The following preference point systems are applicable to invitations to tender:

- the 80/20 system for requirements with a Rand value of up to R50 000 000 (all applicable taxes included); and
- the 90/10 system for requirements with a Rand value above R50 000 000 (all applicable taxes included).

1.2 To be completed by the organ of state

(delete whichever is not applicable for this tender).

- a) The applicable preference point system for this tender is the 90/10 preference point system.
- b) The applicable preference point system for this tender is the 80/20 preference point system.
- c) Either the 90/10 or 80/20 preference point system will be applicable in this tender. The lowest/highest acceptable tender will be used to determine the accurate system once tenders are received.

1.3 Points for this tender (even in the case of a tender for income-generating contracts) shall be awarded for:

- (a) Price; and
- (b) Specific Goals.

1.4 To be completed by the organ of state:

The maximum points for this tender are allocated as follows:

	POINTS
PRICE	80

SPECIFIC GOALS	20
Total points for Price and SPECIFIC GOALS	100

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

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

2. DEFINITIONS

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

3. FORMULAE FOR PROCUREMENT OF GOODS AND SERVICES

3.1. POINTS AWARDED FOR PRICE

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

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

$$\begin{array}{ccc}
 \mathbf{80/20} & \mathbf{or} & \mathbf{90/10} \\
 \\
 \mathbf{Ps} = \mathbf{80} \left(\mathbf{1} - \frac{\mathbf{Pt} - \mathbf{Pmin}}{\mathbf{Pmin}} \right) & \mathbf{or} & \mathbf{Ps} = \mathbf{90} \left(\mathbf{1} - \frac{\mathbf{Pt} - \mathbf{Pmin}}{\mathbf{Pmin}} \right)
 \end{array}$$

Were

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmin = Price of lowest acceptable tender

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

3.2.1. POINTS AWARDED FOR PRICE

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

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

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmax = Price of highest acceptable tender

4. POINTS AWARDED FOR SPECIFIC GOALS

4.1. In terms of Regulation 4(2); 5(2); 6(2) and 7(2) of the Preferential Procurement Regulations, preference points must be awarded for specific goals stated in the tender. For the purposes of this tender the tender will be allocated points based on the goals stated in table 1 below as may be supported by proof/ documentation stated in the conditions of this tender:

4.2. In cases where organs of state intend to use Regulation 3(2) of the Regulations, which states that, if it is unclear whether the 80/20 or 90/10 preference point system applies, an organ of state must, in the tender documents, stipulate in the case of—

(a) an invitation for tender for income-generating contracts, that either the 80/20 or 90/10 preference point system will apply and that the highest acceptable tender will be used to determine the applicable preference point system: or

(b) any other invitation for tender, that either the 80/20 or 90/10 preference point system will apply and that the lowest acceptable tender will be used to determine the applicable preference point system,

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

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

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

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

Specific Goal	The specific goals allocated points in terms of this tender	Number of points allocated (90/10 system) (To be completed by the organ of state)	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (90/10 system) (To be completed by the tenderer)	Number of points claimed (80/20 system) (To be completed by the tenderer)
Persons historically disadvantaged on the basis of race	100% black ownership		10		
	75% - 99% black ownership		8		
	60% - 74% black ownership		6		
	51% - 59% black ownership		4		
	0% - 25% black ownership		2		
	0% black ownership		0		
Persons historically disadvantaged on the basis of gender	100% black women ownership		6		
	51% - 99% black women ownership		4		
	30% - 50% black women ownership		2		
	0% black women ownership		0		
Persons historically disadvantaged on the basis of disability	100% owned by persons living with disabilities		4		
	51% - 99% owned by persons living with disabilities		2		
	0% - 50% owned by persons living with disabilities		0		

DECLARATION WITH REGARD TO COMPANY/FIRM

4.3. Name of company/firm.....

4.4. Company registration number:

4.5. TYPE OF COMPANY/ FIRM

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

[TICK APPLICABLE BOX

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

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

.....
SIGNATURE(S) OF TENDERER(S)

SURNAME AND NAME:

DATE:

ADDRESS:

.....

.....

.....

Appendix A – Non-Disclosure Agreement

THIS AGREEMENT is made BETWEEN

The South African Bureau of Standards (SABS), a Public Entity that continues to exist in terms of section 3 of the Standards Act 2008, whose principal place of business is at 1 Dr Lategan Road, Groenkloof, Pretoria, 0001, South Africa.

AND _____ (“the Supplier”) whose registered office is at

(Hereinafter referred to as the “parties”)

WHEREAS in the course of discussions and/or negotiations with the South African Bureau of Standards, the Supplier has received or may receive in future information relating to this **RFQ 201968 Appointment of a consulting firm to develop a business case for the SABS** for the South African Bureau of Standards and other

related information hereinafter referred to as “Confidential Information”.

In consideration of the Supplier to-which the South African Bureau of Standards or any person affiliated with it, including its subsidiary, agent, representative(s) or such related entity may provide Confidential Information in connection with such discussions and/or negotiations to. Therefore, the parties wish to agree as follows:

1. The Supplier will maintain strictly secret and confidential all information relayed or transmitted to it in any manner or form and will not divulge any part of the Confidential Information directly or indirectly to any person, firm or entity (other than such of its employees who have a need to know the Confidential Information for the purposes of fulfilling the Supplier’s obligation to the South African Bureau of Standards.
2. The Supplier shall not make copies of the Confidential Information or otherwise disseminate any of the Confidential Information (except as may be required to fulfil specific obligations towards South African Bureau of Standards) without South African Bureau of Standards express prior written consent.
3. This agreement applies to information whether such information is marked as or appears to be confidential and whether or not such information is of commercial use to South African Bureau of Standards or any other party.
4. This agreement shall not apply to information which: -
 - (a) the Supplier can show had been lawfully received by it prior to disclosure under this agreement.
 - (b) is in the public domain or becomes so otherwise than through breach of this agreement.
 - (c) was disclosed to the Supplier by a third party who was under no obligation of confidence in respect thereof.
5. The South African Bureau of Standards retains ownership of Intellectual property rights on all material and processes relating to the service provided for and on its behalf by the supplier.
6. The Supplier shall observe its obligations under this agreement until expiry of a period of 12 months from the date of signature.

IN WITNESS, WHERE OF the parties hereto have executed this agreement in duplicate.

For the Bidder

Signed at..... on this.....day of2026

Signed on behalf of the Supplier, duly authorised thereto..... (signature)

..... (name) (title)

Witness 1.

Witness 2.

For the SABS

Signed at..... on this.....day of2026

On behalf of the SABS, duly authorised thereto..... (signature)

..... (name) (title)

Witness 1.

Witness 2.