

## REQUEST FOR QUOTATION

**To:** Prospective Bidders  
**From:** Supply Chain Department  
**Date:** Monday, 06 November 2023  
**Subject:** **Terms of Reference:** To appoint a service provider to deliver Financial Analysis Training: Post Investment Monitoring

### TERMS OF REFERENCE

#### 1. PURPOSE OF THE SPECIFICATION

1.1. The purpose of this Request for Quotation (RFQ) is to appoint a service provider to deliver Financial Analysis Training for the **Post Investment Monitoring Department**.

#### 2. BACKGROUND

2.1. Small Enterprise Finance Agency (SOC) Ltd, commonly known as **sefa**, was established on 1 April 2012 due to the merger of South African Micro Apex Fund, Khula Enterprise Finance Ltd, and the small business activities of Industrial Development Corporation (IDC).

2.2. **sefa's** mandate is to foster the establishment, survival, and growth of SMMEs and contribute towards poverty alleviation and job creation.

#### *\*Note for SCU only*

<b>RFQ No.</b>	POS0000003243
<b>Issue Date</b>	06 November 2023
<b>Closing Date and Time</b>	13 November 2023 @ 11h00 am
<b>Compulsory Briefing session</b>	N/A
<b>Closing date for questions and answers</b>	10 November 2023
<b>Method of submission.</b>	Responses should be submitted electronically to: <a href="mailto:procurement@sefa.org.za">procurement@sefa.org.za</a>  <b>It is the Bidder's responsibility to ensure that the email is received on time by sefa.</b>
<b>Complaints</b>	<a href="mailto:procurement_complaints@sefa.org.za">procurement_complaints@sefa.org.za</a>



### 3. SCOPE OF WORK

The program should empower the participants to comprehend a company's performance for the purpose of Financial Funding.

The training should include the following:

- 3.1.1. Introduction to Financial Analysis
- 3.1.2. Analysing Financial Statements
- 3.1.3. Management Accounts, Consolidated Financials, and Creative Accounting
- 3.1.4. Cash Flow Analysis
- 3.1.5. Ratio Analysis

3.2. The programme should include examples in the following industries.

**3.2.1. Manufacturing:**

- Bricks, detergents, plastic, steel, wood, clothing, and textile

**3.2.2. Purchase Orders:**

- Fast food, service stations, retail stores

**3.2.3. Wholesale and Retail Trade:**

- Mining, Construction, Logistic, Tele Communication

### 4. SPECIFICATIONS

4.1. Training to be delivered onsite at **sefa's** office building (Centurion – Head Office).

Byls Bridge Office Park,  
Cnr Olievenhoutbosch Street & Jean Avenue,  
Building 14, Block D,  
11 Byls Bridge Boulevard  
Highveld Extension 73  
Centurion, 0157

Number of Delegates: Fifteen (15)

Four days training

### 5. EVALUATION CRITERIA

5.1. This RFQ will be evaluated in four (4) phases as follows:

- Phase 1 - Administrative Compliance Requirements (Initial Screening Process)



- Phase 2 – Mandatory Requirements
- Phase 3 - Functionality Criteria
- Phase 4 - Price and Preference (Specific Goals).

#### 5.2. Phase 1 - Administrative Compliance

- a) The Standard Bid Document (SBD 4 & 6.1) forms must be fully completed and signed by the authorized company representative.  
The bidder must submit proof of registration on CSD (Central Supplier Database) in the form of CSD Report.
- b) Submission of valid Tax Compliance Status (TCS) Certificate with a unique security personal, Identification (PIN) issued by the South African Revenue Services certifying that the taxes of the bidder are in the order must be submitted at the closing date and time of the RFQ.
- (d) The bidder must submit a certified valid B-BBEE certificate; in the event of submission of a B-BBEE Sworn Affidavit, the bidder must ensure that the Affidavit is stamped by the Commissioner of Oath and indicate the ownership percentages and or specific goals of the Bidding entity;
- (e) The bidder must submit Companies & Intellectual Property Commission (CIPC) company registration documents listing all Directors or Shareholders and certified ID copies for directors/shareholders/members/partners.

#### Note:

- If the bidder is listed on the National Treasury List of Restricted Suppliers shall result in disqualification of the bid
- If any of its Directors are Listed on the Register of Defaulters shall result in disqualification of the bid.
- If the status of the bidder is reflecting deregistered on CIPC and or CSD shall result in disqualification of the bid.

**Note: All bidders who do not comply with the items listed above may be disqualified and not be evaluated further.**

#### 5.2. Phase 2 - Mandatory Requirements:

- The Facilitator must be registered with at least one of the below-listed professional bodies.



- SETA (Relevant SETA)
- SAAA
- SAICA
- SAIPA
- SIABA
- ACFE
- ACCA
- CIMA
- IIASA

NB! Failure to provide the above-mentioned mandatory requirements will lead to proposals being disqualified and not being evaluated further.

### 5.3. Phase 3 – Functional Evaluation and Scoring:

Score	Definition
<b>0</b>	No information
<b>1</b>	Insufficient information
<b>2</b>	Partially meet the requirements.
<b>3</b>	meet the requirements
<b>4</b>	Exceeds the requirements
<b>5</b>	Significantly exceeds the requirements.

Evaluation Criteria	Description	Weight
<b>Company Experience and Reference Letters</b>	<p>The bidder must provide at least three (3) contactable reference letters demonstrating their experience conducting Financial Analysis Training in the past five (5) years (<b>sefa</b> reserves the right to contact any of the references.).</p> <p>1.1. No Reference / Not meeting Requirement = 0  1.2. One Reference letter = 1  1.3. Two Reference letters = 2  1.4. Three Reference letters = 3  1.5. Four Reference letters = 4  1.6. Five and above Reference letters = 5</p> <p><i>Note: The reference/s letter must be on the company letterhead, have a description, be signed, and have contact details for the referrer.</i></p> <p>Appointment letters and or purchase orders will not be accepted.</p>	<b>50</b>
<b>Project planning/ Methodology</b>	Provide a detailed Programme overview of each module and what it entails.	<b>15</b>



Evaluation Criteria	Description	Weight
and management	<b>Scoring:</b>	
	High Level Programme Overview	1 Point
	Detailed programme overview with outcomes.	2 Points
	Detailed programme overview with outcomes. Indication of Developmental Finance exposure.	3 Points
	Detailed programme overview with outcomes. Indication of Developmental Finance exposure. Examples of Financial Proposals.	4-5 Point
<b>Experience Facilitator</b>	<p>The bidder must submit, as part of their proposal, the following:</p> <p>(a) CV of the Facilitator to be assigned for this project and they must highlight areas of experience in line with the scope of work. The Facilitator must have at least three (3) years of experience conducting the Financial Analysis Training.</p> <p>(b) The facilitator should have a Financial or Accounting Qualification at an NQF 7 level (Copy of Qualification).</p> <p>1.1. One year of experience = 1  1.2. Two years of experience = 2  1.3. Three years of experience = 3  1.4. Four years of experience = 4  1.5. Five and above years of experience = 5</p>	<b>35</b>
<b>Total</b>		<b>100</b>

Bidders must obtain a minimum threshold of (60 Points out of 100 Points) equivalent to 60% on Functionality, in order to proceed to the next stages of the evaluation (specific goals). Failure to obtain the minimum of (60 Points out of 100 Points) equivalent to 60% on Functionality will result in not being evaluated further.

#### 4.4. Phase 4 - Price and Specific Goals

This RFQ will be evaluated based on price and specific goals in line with the provisions of the Preferential Procurement Policy Framework Act 5 of 2000, Regulation 2022. As the RFQ price



is estimated to be less than R 50 000 000.00, RFQ responses will be evaluated on the 80/20 price & specific goals.

**The price quotations must be inclusive of all applicable taxes (including VAT):**

Description of Service	Qty	Unit Price in Rands	Total Price in Rands
Financial Analysis and Financial Modelling Training <ul style="list-style-type: none"><li>• Introduction to Financial Analysis</li><li>• Analysing Financial Statements</li><li>• Management Accounts, Consolidated Financials, and Creative Accounting</li><li>• Cash Flow Analysis</li><li>• Ratio Analysis</li></ul>	15		
Program / Training Manuals			
Other Disbursements			
<b>Sub-Total</b>			
<b>Vat @ 15%</b>			
<b>Grand Total</b>			

**Bidders are requested to submit a quotation on their letterhead.**

*NB: Tax matters for the recommended bidder will be verified on Central Supplier Database (CSD) or SARS eFiling prior to awarding. If the bidders' tax matters are non-compliant in terms of clause 4.2 & 4.3 will be exercised from National Treasury Instruction No. 09 of 2017/2018 (Tax Compliance Status Verification).*

This tender's applicable preference point system is the 80/20 preference point system. Points for this tender (even in the case of a tender for income-generating contracts) shall be awarded for:

CRITERIA	POINTS
Price	80
Specific Goals	20



CRITERIA	POINTS
TOTAL	100 points

Specific Goals for this tender and points that may be claimed are indicated in the table below:

Criteria	POINTS
	(80/20 system)
Black ownership	10
30% Black Women's Ownership	5
Any % of ownership by Black Designated Groups >0	3
Reconstruction Development Programme Objective: Promotion of SMMEs (Entities that are EME or QSE)	2
<b>Total Points</b>	<b>20</b>

Black ownership: 100% Black owned entities will score 10 points, and between 51% - 99% black-owned entities will score 4 points.

#### **Supporting Document for Claiming of Specific Goals:**

The bidder must submit proof of either a BBBEE Certificate accredited by SANAS or a BBBEE Certificate issued by the Department of Trade and Industry (DTI) or a Sworn Affidavit.

#### **Black Designated Group means:**

- a) Unemployed black people not attending and not required by law to attend an educational institution and not awaiting admission to an educational institution.
- b) Black people who are youth as defined in the National Youth Commission Act of 1996.
- c) Black people who are persons with disabilities as defined in the Code of Good Practice on employment of people with disabilities issued under the Employment Equity Act.
- d) Black people living in rural and underdeveloped areas.
- e) Black military veterans qualify to be called military veterans in terms of the military veteran Act 18 of 2021.



## 5. ENQUIRES

For the duration of this RFQ until the eventual appointment of the service provider and Contracting, **ALL** inquiries regarding this RFQ MUST be addressed to the Supply Chain Office at [procurement@sefa.org.za](mailto:procurement@sefa.org.za)

### Please note:

1. Quotations should be e-mailed to **sefa** by **11:00 am** on the **closing date**.
2. Quotation should be valid for at least **60 days**.
3. Please indicate your delivery period: \_\_\_\_\_
4. Is the delivery period firm for the duration of the contract?

Yes	No	N/a
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5. Is/are the price(s) firm for the duration of the contract?

Yes	No	N/a
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6. Is the offer strictly to specification?

Yes	No	N/a
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7. If not to specification, state deviation(s). \_\_\_\_\_
8. All Prices must be **VAT inclusive if the Service Provider is a VAT vendor**; if no indication is given, prices will be evaluated as inclusive.
9. **No quotations received after the closing time and date will be accepted.**
10. The tenderer is responsible for verifying **receipt** of any email forwarded to this office.
11. If you are unable to quote, please email this page back to the sender and state the reason below Reason for no quote: \_\_\_\_\_
  - a. This quotation is subject to the general conditions of the contract unless otherwise stated by the issuer

**I/we agree that the offer herein shall remain binding upon me /us and open for acceptance by sefa during the validity period indicated and calculated from the closing time stated above.**

\_\_\_\_\_  
Signature of Tenderer

\_\_\_\_\_  
Name and Capacity

\_\_\_\_\_  
Date



## SBD 4

### BIDDER'S DISCLOSURE

#### 1. PURPOSE OF THE FORM

Any person (natural or juristic) may make an offer or offer regarding 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 is listed in the Register for Tender Defaulters and/or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

#### 2. Bidder's declaration

- 2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest<sup>1</sup> 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

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<sup>1</sup> 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.



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

2.2.1 If so, furnish particulars:

.....  
.....

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

2.3.1 If so, furnish particulars:

.....  
.....

## 2.4 DECLARATION

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

- 3.1 I have read, and I understand the contents of this disclosure.
- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect.
- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement, or arrangement with any competitor. However, communication between partners in a joint venture or consortium<sup>2</sup> 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

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



clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.

- 3.6 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

**I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.**

**I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE 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 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**

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**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.
- b) Either the 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



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

- 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:

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

Where

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:

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

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 tenderer will be allocated points based on the goals stated in table 1 below as may be supported by proof/ documentation stated in the conditions of this tender:

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

The specific goals allocated points in terms of this tender	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (80/20 method) (To be completed by the tenderer)
<b>Black Ownership</b>	<b>10</b>	
<b>30% Black women ownership</b>	<b>5</b>	
<b>Any % of ownership by Black Designated Group &gt;0</b>	<b>3</b>	
<b>Reconstruction Development Programme Objective: Promotion of SMMEs (Entities that are EME or QSE)</b>	<b>2</b>	

#### **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.

.....	
<b>SIGNATURE(S) OF TENDERER(S)</b>	
<b>SURNAME AND NAME:</b>	.....
<b>DATE:</b>	.....
<b>ADDRESS:</b>	.....
	.....
	.....



## Dear Prospective Bidders

**sefa** takes a zero-tolerance approach to fraud, corruption and bribery.

**sefa** is committed to acting fairly, with integrity, in all its' relationships and business dealings both internally and externally (with its suppliers, contractors and other stakeholders).

Please note that under no circumstances will **sefa** ever require any payment to secure an award of an RFQ or a tender. Individuals that claim that an upfront payment to an individual, third party or a **sefa** official, is a blatant attempt at defrauding suppliers and such a scam must immediately be reported to the **sefa** Anti-Corruption line. **sefa** follows a fair, competitive and transparent procurement process in evaluating and awarding bids.

Should you or anyone wish to report any suspected fraud, corruption or bribery, you can BLOW the whistle by calling a free hotline on 0800 000 663

**FRAUD  
ALERT!**

**sefa** warns the public of a scam on social media (LinkedIn) in which some individual claims to be a representative of **sefa**.

Please note that **sefa** does not charge any admin fee for application and we wont conduct business on social media.

PLEASE REPORT ANY SUSPICIOUS ACTIVITY TO **sefa** 0800 000 663 **sefa**