



South African Airways ('SAA')

RFQ GSM069/2025

**Re-issued Request for Quotation for
Cabin Insecticides Sprays for a period of 06
months.**

Written Quote Form

RFQ NUMBER: GSM069/25

ISSUE DATE: 02 December 2025

CLOSING DATE: 08 December 2025 at 16:00pm

VALIDITY OF RFQ: 90 days

RFQ DOCUMENTS TO BE E-MAILED TO: tenders@flysaa.com – Limit 2MB (send in parts or via downloadable link)

Vendors should ensure that quotations are returned before the closing date and time. If the quotation is late, it will not be accepted for consideration.

SAA requests your quotation on the goods and/or services listed on the attached form. Please furnish all requested information and return your quote on/before the stipulated date.

Late and incomplete submissions may invalidate the quote submitted.

NAME OF VENDOR:

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POSTAL ADDRESS:

.....

TELEPHONE NO.:

.....

CELL NO:

.....

E MAIL ADDRESS:

.....

CONTACT PERSON:

.....

This RFQ will be evaluated on pricing, BBBEE, and functionality.

The following documents are required and must be included with your bid submission:

- 1. SBD 1 Document. Refer to Annexure 1**
- 2. SBD 4 Document. Refer to Annexure 2**
- 3. General Conditions of Contract. Refer to Annexure 3**

CONDITIONS

- All goods or services purchased will be subject to the SAA General Conditions of Contract. A copy of the said conditions is available from the local Procurement office.
- It is the responsibility of the Vendor to ensure that SAA is in possession of a valid Original Tax Clearance Certificate.
- The onus, therefore, rests on the vendor to ensure SAA receives a valid Tax Clearance Certificate, as soon as the validity of the said certificate expires.
- Where SAA does not have a valid Tax Clearance Certificate, an Original Tax Clearance Certificate must be submitted with this RFQ. Failure to do so may invalidate the quote submitted in terms of the RFQ.
- All purchases will be made through an official purchase order. Therefore, no goods must be delivered, or services rendered, before an official order/contract has been received.
- I certify that the information supplied is correct and that I have read and understood the SAA General Conditions of Contract, and I accept them.
- Further certify that all the required information has been furnished, and the relevant forms are completed, and are herewith submitted as part of the bid.

SIGNATURE OF VENDOR: _____

CAPACITY: _____

RFQ NUMBER GSM069/2025**SAA Business Unit: Inflight****1. BACKGROUND**

The Cabin Insecticide Sprays are used for vector control to ensure SAA does not spread diseases in the execution of its operations. The Insecticide process forms part of key entry requirements to most of SAA destinations.

SAA adheres to the process of fumigating cargo compartments with specific cabin insecticides to ensure that SAA does not spread diseases in the execution of its operation. The insecticide process is vital to ensure potential diseases carry insects with cargo to foreign destinations.

The initial RFQ GSM065-2025 was cancelled due to an insufficient publication period. The same requirement is now re-issued as RFQ GSM069/2025.

2. SCOPE OF WORK

The product is used to stop the spread of borne disease and SAA is looking for cabin and hold insecticides sprays that must adhere and suitable for the following:

- The product must be suitable for cabin use 70g (Contains: 2% w/w D-Phenothrin)
- The product must be suitable for Hold use 70g (Contains: 2% Permethrin 25:75)
- The Product must have 1-Shot Aircraft insecticide- cargo holds use 150g (Contains: D-Phenothrin 20:80 and Contains: Permethrin 25:75)
- The product must be Pre-Spray insecticide- Cabin use 150g (Contains: Permethrin 25:75)
- The product must be Top of Descent insecticide- Cabin use 150g (Contains: D-Phenothrin 20:80)
- The product must be non-flammable.
- The product needs to be able to be used in the cabin as well as the cargo hold.
- The product must be safe to use in the cabin and hold of aircraft.

The bidding entity must undertake to deliver the stock **DDP (Delivered Duty Paid)** to the SAA warehouse at OR Tambo International Airport within a minimum of **five (5) working days** from receipt of the Letter of Award or Purchase Order.

3. **EVALUATION PROCESS & CRITERIA**

Responses will be evaluated based on the Critical criteria. After qualifying, responses will be assessed against the functional criteria. Once again, after qualifying, responses will be evaluated based on Price and Preference %.

Please Note: Bidders should clearly demonstrate that they meet the criteria, as these will be used to determine Critical and Functionality scoring.

3.1 **EVALUATION PROCESS**

3.1.1 **COMPLIANCE WITH MINIMUM REQUIREMENTS**

All quotations duly lodged will be examined to determine compliance with bidding requirements and conditions. Quotations with obvious deviations from the requirements/conditions will be eliminated from further adjudication.

3.1.2 **EVALUATION OF QUOTATION**

The contract shall be awarded at the sole and absolute discretion of SAA. SAA hereby represents that it is not obliged to award this quotation to any bidder. SAA is entitled to **retract** this quotation at any time as from the date of issue. SAA shall not be obliged to accept the lowest of any quotation, offer, or proposal. All quotations will be evaluated according to the criteria, weightings, and threshold scores as indicated in 3.2 below:

3.1.3 **EVALUATION CRITERIA**

The criteria and weights referred to in paragraph 3.1 above are as follows:

Critical Criteria (Mandatory Returnable) - Phase 01

Failure to submit the necessary documents for this critical criterion will lead to bid disqualification.

CRITICAL CRITERIA: None Weighted, Mandatory requirements to be met, for the Bidder's submission to qualify for further evaluation.	BIDDER TO INDICATE COMPLIANCE (YES/NO)
The product must be Department of Agriculture, Forestry and Fisheries (DAFF) or World Health Organization (WHO) approved. <i>Evidence should be submitted such as a DAFF Product Registration Certificate OR a WHO Prequalification / Approval Certificate</i>	
The product must have the following ingredients: <ul style="list-style-type: none"> • 2% D Phenothrin • 2% Permethrin <i>Bidder must provide a Product Specification Sheet showing ingredient composition and percentages</i>	

Technical Data Sheet	
Bidder must provide detailed technical data for all the products proposed.	
Quality Assurance Certificate: The bidder must provide evidence that the proposed insecticide products meet recognized quality standards and have undergone appropriate quality control procedures. <i>Bidders must provide a valid ISO 9001 or equivalent Quality Management System certification</i>	

Product Sampling and Quality Assessment

As part of the evaluation process, shortlisted bidders will be required to submit a sample of each of the products listed below:

- Aircraft insecticide-cabin use 70g Contains: 2% w/w D-Phenothrin
- Aircraft Insecticide-Hold use 70g Contains: Permethrin 25:75
- 1-Shot Aircraft insecticide- cargo holds use 150g Contains: D-Phenothrin 20:80
Contains: Permethrin 25:75
- Pre-Spray insecticide- Cabin use 150g Contains: Permethrin 25:75
- Top of Descent insecticide- Cabin use 150g Contains: D-Phenothrin 20:80

All samples **must** be clearly labeled, indicating the product name and all relevant details.

PRICING SCHEDULE

**The following tables should be used as a guide for the pricing proposal.
Please provide us with a quotation for the items/services specified hereunder where applicable, in accordance with the above specification.**

Item No.	Qty per box	Description	Unit Price (Excl VAT)	Total (Excl VAT)
1	12	Pre-Spray insecticide-Cabin use 150g		
2	12	Top of Descent insecticide- Cabin use 150g		
3	12	1-Shot Aircraft insecticide-cargo holds use 150g		
4	100	cabin use 70g (Contains: 2% w/w D-Phenothrin)		
5	100	Hold use 70g (Contains:2% Permethrin 25:75)		
Total Excluding VAT				
VAT (15%)				

Total Including VAT	
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PHASE 3: PRICE AND BBEE

Details	Points
Price	80
Specific Goals	20

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

SPECIFIC GOALS

Selected Specific Goal	Number of points allocated (20)
B-BBEE Level 1 and 2 (Non-Compliant and/or B-BBEE Level 3-8 contributors = 0)	10
EMEs and QSEs that are 51% or more, black owned	10
Total Points for Specific Goals	20

Bidders should be aware that preference points will be awarded to those who provide evidence according to the table below:

Specific Goals	Acceptable Evidence
B-BBEE	B-BBEE Certificate / Sworn- Affidavit / B-BBEE CIPC Certificate (in case of JV, a consolidated scorecard will be accepted) as per DTIC guideline
EME or QSE that are 51% Black Owned	B-BBEE Certificate / Sworn-Affidavit / CIPC Certificate

Note: SAA reserves the right to conduct a verification site visit to any bidder's operating premises with whom SAA is negotiating.

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.

SAA reserves the right to require a tenderer, either before a tender is adjudicated or at any time subsequently, to substantiate any claim regarding preferences, in any manner required by SAA.

Contractual Requirements:

- TCS: The bidder must submit a valid Tax Clearance Status pin or CSD number/report for verification of tax compliance status.
- Payment Term: The Bidder supplies goods based on SAA's standard payment term of 30 days after invoice receipt. An SME may be considered, upon request and through a case-by-case assessment, for approval of a variation to the standard payment term.
- SAA retains the right to conduct due diligence, and should it be discovered that any of the directors have been charged or found to be involved in criminal activities, Bidders may be disqualified or shall be disqualified.

	Indicate Lead Time Below
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<p>Bidders are required to clearly indicate the lead time for delivery from the date of receipt of the purchase order.</p> <p>The stated lead time must accurately reflect the period required to prepare and deliver the goods or services in full compliance with the RFQ specifications.</p>	
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NB: Contractual requirements are not evaluation criteria. They must be met and assessed after the evaluation and ranking of the tenders. Proof that the highest-ranked tenderer can meet the contractual requirements must be submitted before contract award.

Failure to meet "Contractual Requirements" by the stipulated deadlines may result in the tenderer being regarded as nonresponsive and ineligible for contract award.

1. STANDARD CONDITIONS FOR REQUEST FOR QUOTATION

Conditions:

- 1.1 All prices quoted must be inclusive of Value Added Tax (VAT).
- 1.2 All goods/services purchased will be subject to SAA Conditions of Contract and Order, available when requested.
- 1.3 All prices submitted must be firm. "Firm" prices are deemed to be fixed prices, which are only subject to the following statutory changes, namely VAT.
- 1.4 Note: Although SAA would prefer to award this contract to a service provider, it remains at our discretion to award the functions of the manufacturing of this product to the company that will provide us with excellent & prompt service. SAA is thus not obligated to award this quote to any bidder. SAA is entitled to retract this quote at any time as of the date of issue, without any refunds whatsoever. SAA is not obligated to award this quote to the bidder that quotes the lowest.
- 1.5 Service, pricing, and availability will be taken into consideration.
- 1.6 Pricing should be given based on an individual component that would make up the solution, based on technical and functional requirements.

THE FOLLOWING MUST ACCOMPANY YOUR QUOTE

- ☐ **SBD 1 Document. Refer to Annexure 1**
- ☐ **SBD 4 Document. Refer to Annexure 2**
- ☐ **General Conditions of Contract. Refer to Annexure 3**

IF NOT QUOTING, INDICATE SO AND RETURN EMAIL TO THE RELEVANT PROCUREMENT OFFICIAL