

THE APPOINTMENT OF A SERVICE PROVIDER TO FORMULATE, MANUFACTURE, TEST AND COMMERCIALISE A FUNGAL PRODUCT FOR THE BIOLOGICAL CONTROL OF THE TWO SPOTTED STINKBUG IN MACADAMIA.

EOI NUMBER: ARC/71/02/2026

THIS REQUEST FOR EXPRESSION OF INTEREST IS ISSUED BY THE AGRICULTURAL RESEARCH COUNCIL (ARC) TO INVITE INTERESTED PARTIES TO FORMULATE, MANUFACTURE, TEST AND COMMERCIALISE A FUNGAL PRODUCT FOR THE BIOLOGICAL CONTROL OF THE TWO SPOTTED STINKBUG IN MACADAMIA

The ARC seeks to identify interested organizations/individuals, with relevant experience and capabilities, to participate in this program. The ARC reserves the right to appoint, or not appoint, any service provider/s through this Request for Expression of Interest.

Date of issue	17 February 2026	
Date for briefing session	04 March 2026 @ 11H00 am	
Closing date and time	20 March 2026 @ 11H00 am	
EOI Number	ARC/71/02/2026	
Submissions to be emailed to:	MofokengR@arc.agric.za	
Compulsory briefing session	MS Teams (04 March 2026 at11H00 am) –	
Join: https://teams.microsoft.com/meet/37704581374281?p=exEKo6jiBhq1KjGbtX Meeting ID: 377 045 813 742 81 Passcode: Qv6Qo2Ad		
Enquiries SCM	Ms. R Mofokeng	MofokengR@arc.agric.za
Technical Enquiries	Dr Elize Jooste & Dr Cynthia Motsi	JoosteE@arc.agric.za & motsic@arc.agric.za

1. BACKGROUND

The two-spotted stink bug, *Bathycoelia distincta* (Distant) (Hemiptera: Pentatomidae), is the most abundant stink bug species in macadamia orchards in South Africa. This pest is associated with severe macadamia nut damage and is mainly controlled with insecticides, placing selection pressure on the pest, which can result in resistance development. Chemical control also poses potential health and environmental risks, and alternative pest management tactics are therefore required. The use of effective entomopathogenic fungi (EPFs), which are naturally occurring and environmentally friendly biological control agents with insecticidal action, may reduce these negative effects. The potential of *Beauveria bassiana* for control of *B. distincta* was demonstrated in a small-scale study and further research in this regard is justified.

To proceed to large scale field trials of *B. bassiana*, a commercial formulated product is needed. The large-scale mass rearing of the fungus and formulation into a product is necessary to conduct large-scale trials and to register a product on macadamia for the control of the two spotted stinkbug. An investment in a formulated product, which will be commercialised if found as effective as in the semi field trials, is requested in this tender.

2. PURPOSE

The ARC requires the services of a service provider to assist in the development of a formulated product from a fungal *Beauveria bassiana* isolate for use in large scale field trials, and if successful, further commercialization of the product for use in the control of the two spotted stinkbug on macadamia. The scope of work should be defined through the **Expression of Interest** and the service providers will be requested to present their scope of work to the Bid Evaluation Committee by providing 1) a document with compulsory bid requirements and 2) giving an oral presentation of the scope of work; including timelines for the formulation of the product, large scale testing in different climatic conditions over two seasons and the timeline for registration of the product.

3. MOTIVATION/S FOR CONSIDERATION

Beauveria bassiana isolate PPRI 26695 was assessed in the laboratory and in semi field trials for its efficacy in the control of the two-spotted stink bug, *Bathycoelia distincta* (Distant) (Hemiptera: Pentatomidae). To proceed to large scale field trials, a commercial formulated product is needed for further tests.

Chemical control also poses potential health and environmental risks, and alternative pest management tactics are therefore required. The use of effective entomopathogenic fungi (EPFs), which are naturally occurring and environmentally friendly biological control agents with insecticidal action, may reduce these negative effects.

4. SCOPE OF EXPRESSION OF INTEREST

- Provide a timeline with milestones for the mass production and formulation of a product, including registration and commercialization.
- Product registration will be the responsibility of the service provider on behalf of the ARC, including all processes needed for commercialization of the product.
- Explain how this will be achieved. Include a timeline to conduct product trials in different climatic conditions Macadamia production regions- KZN, Limpopo and Mpumalanga as prescribed by the Act 36 The Fertilizers, Farm Feeds, Seed and Remedies Act 36 of 1947 for the control of the two-spotted stinkbug.
- Provide the characteristics of the proposed end product, i.e. wettable powder product or as an emulsifiable concentrate, lowest effective concentration, ease in field application, longevity of the product to control all life stages of the stinkbug and shelf life.
- Service provider must provide an estimated project value.

5. EXPRESSION OF INTEREST SUBMISSION

5.1 Administrative Requirements

- A valid Tax PIN Number from SARS.
- Current Central Supplier Database (CSD Report).
- Company registration documents from CIPC.
- The respondent must complete and sign all Standard bidding documents

5.2 Mandatory Requirements

- Oral presentation to demonstrate the company experience and capability as per the scope of work, indicating milestones and timelines for the project and company background. This should include the complete registration and commercialisation process timelines.
- Accreditation status/registration with relevant professional bodies.
- Years of experience in delivering a formulated product to industries for the use in biological control strategies. A detailed product list should be included in the document.
 - List the company's experience to mass rear Beauveria and indicate an example of a commercial product that is currently on the market.
 - Describe how the company took the fungal isolate from product to commercialization
- Supply a company profile with qualifications and experience of members of the team.
 - Demonstrate the capacity to upscale the production of a product and competitive pricing of existing products.
 - List the climatic zones where trials for the formulated product will be tested, propose to include dryer and wetter regions to compare efficacy under different climatic conditions.
 - List the potential risks of the project and mitigation steps
- Company registration documents from CIPC.

6. CONFIDENTIALITY

The appointed service provider will be required to sign a confidentiality agreement and ensure all information obtained during the assessment remains confidential.

7. VETTING CRITERIA

- A complete vetting process will be followed.
- The proposed supplier will be vetted according to the following criteria:

Submission of administrative and mandatory requirements listed above and general Information of the supplier as requested below.

Indicate any special requirements related to the successful execution of this project.

8. GENERAL INFORMATION

- Companies must be prepared to enter a valid 'Evaluation agreement' and/or 'License Agreement' with the ARC.
- Submit a preliminary proposal on how the company will assist the ARC with the commercialization of the ARC research products.
- The ARC must have full access to products during all stages of multiplication, evaluation and commercialization.
- The interested company must have a proven track record of scope of work related to this project.
- For international evaluation and commercialization, the company must provide a proven record and footprint of international activities.
- The Company must indicate how ARC products in their possession will be protected.
- The Company must have security controls in place to restrict access of individuals to the product under evaluation.
- Should the Company contravene any of the stipulations, the ARC has the right to terminate the partnership.

9. SCOPE OF EXPRESSION OF INTEREST

- The proposal from interested parties should be concise as possible.
- Service providers must complete the attached EOI form relating to the commercialisation process.
- All supporting documents should be attached as appendices.

The following should be included (but not limited to) in the proposal:

- The company profile, including possible evaluation sites.
- Details of the current activities.
- Evidence of experience as requested above.
- Information on technical capabilities and available resources as detailed above to enable successful multiplication evaluation and commercialization of product(s).

10. COSTS OF SUBMISSION

Parties submitting an Expression of Interest assume all risks for resource commitment and expenses, direct or indirect, of proposal preparation and participation throughout the EOI process. The ARC is not responsible directly or indirectly for any costs incurred by the parties.

11. SITE VISITS

The ARC may decide/request to visit the shortlisted companies to further conduct suitability assessments. Arrangements for the visits will be coordinated well in advance.

12. PROCESS FOR SHORTLISTED APPLICANT/S

The shortlisted applicant/s will proceed to the application phase where further assessments will be completed.

The successful applicant will be subject to the parties agreeing to mutually acceptable terms and conditions. In the event of the parties failing to reach such

agreement within a mutually agreed date after the provisional appointment date, the ARC reserves the right to appoint or not appoint.

13. DISCLAIMERS.

The request for Expression of Interest by the ARC is advertised in good faith. However, the ARC, its agents, employees and collaborators/partners do not warrant its accuracy or completeness. To the extent that the law permits, the ARC will not be liable for any claim whatsoever and howsoever arising (including, without limitation, any claim in contract, negligence or otherwise) from any incorrect or misleading information contained in this request due to any misinterpretation. This request is not an offer document; answers must not be construed as acceptance of an offer or imply the existence of a contract between the parties. By submission of its information, organizations shall be deemed to have satisfied themselves with and to have accepted all Terms and Conditions of this request. The ARC makes no representation, warranty, assurance, guarantee or endorsements to any party concerning the request, whether regarding its accuracy, completeness or otherwise and the ARC shall have no liability towards any party in connection therewith.

14. EVALUATION CRITERIA

Criteria	Weight
1. Bidders Track record/ Experience.	25
<p>1.1. The Service provider/bidder must submit valid reference letters for developing the product formulation on similar scope of work. Reference letters must be in the bidder's name, on the client's letterhead, have contact details of the client, description of service rendered and signed by the delegated official. In the event where suppliers did not produce products for specific clients, the supplier can list the products in the market and include performance records of the product.</p> <p>Non-submission/ irrelevant reference letter(s): 0 points</p> <p>1 reference letter: Poor=1 point</p>	

<p>2 reference letters: Average= 2 points</p> <p>3 reference letters: Good= 3 points</p> <p>4 reference letters: Very Good= 4 points</p> <p>5 or more reference letters: Excellent= 5 points</p>	
2. Capacity and capability	10
2.1. Experience of Project Leader/Manager	
<p>Bidders must submit a Project Leader's detailed CV with experience on similar assignment. Where the number of years of experience is not obtainable from the CV, 0 (zero) point will be allocated</p> <ul style="list-style-type: none"> • 0 years' experience: Poor= 0 points • 1-2 years' experience: Average = 2 points • 3-4 years' experience: Good = 3 points • 5-6 years' experience: Very good = 4 points • 7 years and above experience: Excellent = 5 points 	
2.2. Project Leader / Manager Qualifications	10
<p>Qualifications of a Project Leader/ Manager qualifications in Management/Production/Any Scientific career OR relevant qualification to run a commercial production plant</p> <ul style="list-style-type: none"> • No qualification = 0 points • Less than National Diploma Poor = 1 point • National Diploma (NQF level 6) Average = 2 points • Bachelor's Degree/Advanced Diploma (NQF level 7) Good= 3 points • Honors Degree/Post graduate Degree (NQF level 8) Very good = 4 points • Post graduate Degree (NQF level 9 and above): Excellent = 5 points 	
2.3. Experience of the Project Team	20

<p>Bidders must submit a list of at least (a minimum of) 3 project team members (including a Project Leader), detailed CVs with information on the experience of the project team members</p> <p>The list must mention the members' names and their specific role within the project. Where number of years of experience is not obtainable from the CV, 0 (zero) points will be allocated.</p> <p>Bidders will score points on the combined related experience of the personnel that will be part of the project. (Excluding the project leader)</p> <p>The information required must include the following details:</p> <ul style="list-style-type: none"> • Personnel CVs including qualifications. • Description of experience related to this project. • Less than 1 year experience and 3 CVs included: = 0 points • 1 year experience and 3 CVs included: Poor = 1 point • 2-3 years' experience and 3 CVs included: Average = 2 points • 4-5 years' experience and 3 CVs included: Good = 3 points • 6-9 years' experience and 3 CVs included: Very good = 4 points • 10-12 years' experience and 3 CVs included: Excellent = 5 points 	
<p>3. Project Execution Plan</p> <p>The bidder must submit a detailed proposal with processes, practices, templates, etc. to address the following:</p> <ul style="list-style-type: none"> • Project Execution Plan that indicates tasks activities and subtasks Poor= 1 point • 2. Project Execution Plan that indicates tasks activities and subtasks with realistic timelines Average = 2 points • 3. Project Execution Plan that indicates tasks activities and subtasks with realistic timelines, and allocation of resources Good = 3 points 	

<ul style="list-style-type: none"> 4. Project Execution Plan that indicates tasks activities and subtasks with realistic timelines, allocation of resources and project risk management plans Very Good = 4 points 5. Project Execution Plan that indicates tasks activities and subtasks with realistic timelines, allocation of resources and project risk management plans and any other value add services Excellent = 5 points 	
4. Project Risk Management Plan	5
<p>Demonstrate the capacity to upscale the production of a product and competitive pricing of existing products.</p> <p>List the company's experience to mass rear <i>Beauveria</i> and indicate an example of a commercial product that is currently on the market.</p> <p>Describe how the company took the fungal isolate from product to commercialization.</p> <p>List the climatic zones where trials for the formulated product will be tested, propose to include dryer and wetter regions to compare efficacy under different climatic conditions.</p> <p>List the potential risks of the project and mitigation steps</p> <p>Points allocation guide:</p> <ul style="list-style-type: none"> Don't comply to requirements Poor= 0 point Comply to all requirements-Excellent = 5 points 	
5. Financial Stability	5
<p>Provide (3) years audited and signed off financial statements in accordance with the Companies Act, Act No. 71 of 2008, for the past three (3) consecutive and concurrent years where the company's financial stability will be assessed for the full three financial year period.</p> <p>Points allocation guide:</p> <p>Comply= 5 points</p> <p>Don't comply = 0 points</p>	

<ul style="list-style-type: none"> Non-submission/ financial statements in accordance with the Companies Act, Act No. 71 of 2008, for the past three (3) consecutive and concurrent years = 0 points submission/ financial statements in accordance with the Companies Act, Act No. 71 of 2008, for the past three (3) consecutive and concurrent years = 5 points 	
6. Skills Transfer	5
<p>The bidder must submit a plan demonstrating how they will involve identified officials in the process as part of on-the-job training.</p> <p>Points allocated guide:</p> <ul style="list-style-type: none"> Non submission or irrelevant plan = 0 point Skills transfer plan, including human and infrastructure succession plan = 5 points 	
TOTAL	100

SBD 4

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 interest 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:

.....
.....

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, in
(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 consortium¹ 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

¹ 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.

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.

- 3.5 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.
- 3.6 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.
- 3.7 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