

AFRICA AEROSPACE AND DEFENCE EXPRESSION OF INTEREST



Invitation to Bid

Bid Number	ETRD/2025/13
Bid description	Expression of Interest for the Implementation of SMME Support and ESD Beneficiaries
Bid Issue date	26 February 2026
Bid closing date	07 April 2026 at 11:00am
Bid submission template	esd@armscor.co.za

1. Introduction

AAD is a key biennial international exhibition and is rated the top six in the world. It boasts more than 450 participating companies in the defence and aerospace industries from 30 countries. AAD Expo provides a conducive environment for business-to-business linkages, as well as an ideal platform for engaging in dialogue and discourse on international defence, aerospace and other related best practice. AAD 2026 will be held at the Waterkloof Airforce Base from the 16 – 20 September 2026.

Enterprise and Supplier development (ESD) is defined as monetary and/or non-monetary contributions carried out in favour of the beneficiary with the objective of contributing to the development, sustainability, financial and operational independence of those beneficiaries. The beneficiaries of ESD are Exempted Micro Enterprises (EMEs) and Qualifying Small Enterprises (QSEs) which are at least 51% black owned or at least 51% black women owned. Entities that qualify as EMEs and QSEs are entities with a turnover of less than R50 million in a particular financial year.

Armcor aims to identify companies across the country with manufacturing capabilities and capacity within the Defence Industry. The aim of this initiative is to support black SMMEs and contribute towards the growth of South African Defence Industry (SADI), Aeronautics, Technology to name a few.

2. RETURNABLES - INFORMATION REQUESTED

2.1 All documents must be submitted to: ESD@armscor.co.za on the 27 March 2026; at 11:00am

The bidder is requested to respond with the information as listed below:

Company Credentials		Tick
1.	Valid ID copies of company directors	
2.	CIPC Registration Documents	
3.	CSD Registration Documents	
4.	Proof of turnover	
Mandatory selection documents		
5	<ul style="list-style-type: none">Valid proof of BBBEE certificate	

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6	<ul style="list-style-type: none"> • Company – Declaration 	
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Note: all the information submitted will be treated with a high level of confidentiality

Note: failure to submit all the required documents above may result in disqualification

3. BIDDERS BRIEFING SESSION

- 3.1 All bidders seeking to exhibit or showcase their defence materiel must attend the online Bidder's briefing
- 3.2 The date for the online Bidder's briefing is 06 March 2026 @10:00am.
- 3.3 The briefing session is not compulsory; however, bidders are advised to attend.
- 3.4 The link to be used: [https://vtcgov.dod.mil.za/Link Of Bidders Briefing](https://vtcgov.dod.mil.za/Link_Of_Bidders_Briefing)

4. ACCEPTANCE OF THE EOI CONDITIONS

- 4.1 The costs of preparing the submission shall not be reimbursed.
- 4.2 Response to this EOI may result in ESD Beneficiary Entity being selected to exhibit at the AAD2026.
- 4.3 The selected ESD Beneficiary Entity must provide its own products to exhibit at the AAD2026 at no cost to Armscor.
- 4.4 Armscor shall provide the exhibition space and basic infrastructure for display purposes.

5. BID EVALUATION PROCESS

Each received bid will be evaluated in 1-stage. A bid that does not comply with the requirements of stage 1 will be eliminated from the evaluation process.

STAGE 1	Mandatory Criteria
Criteria	Proof of compliance
The bidder shall be an entity which is at least 51% black owned EME/QSE	The bidder shall submit a valid BBBEE certificate with the bid (BBBEE certificate issued by SANAS accredited verification agency), or CIPC BBBEE certificate or a completed BBBEE Sworn Affidavit as proof of compliance
The bidder shall be a supplier of defence materiel or supplier of products which have application in the defence industry.	The bidder shall submit with the bid a signed declaration (Company Declaration attached) indicating that they supply defence materiel or supplier of products which have an application in the defence industry.

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	NB: Subject to site visit for confirmation
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Evidence required:

1. The Bidder shall submit with the Bid documents the BBBEE certificate (BBBEE certificate issued by a SANAS accredited verification agency), or CIPC BBBEE certificate and or completed BBBEE Sworn affidavit as a proof of compliance to claim preference points.
2. If the Bidder is an unincorporated Joint Venture (JV) or Consortium, the Bidder shall submit with the Bid, a consolidated proof of BBBEE status.
3. Failure to submit the above will result in disqualification.

COMPANY DECLARATION

I, the undersigned,

Full name & Surname		
Identity number		
Enterprise Name:		
Contact details:		
Physical Address		
Province		
Has the bidder done business with Armscor before?		
Supplier code/ Order number:		
Number of employees of the bidder		
Trading Name (If Applicable):		
Registration Number:		
Turnover:	R	
Financial year:	Period Starting (Day, Month, Year)	Period Ending (Day, Month, Year)

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Nature of Business: (Industry or sector)	
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List Of Products Supplied

#	Products	Entity supplied
1	e.g., Drones, Marine boats, fuel, PPE	e.g.,
2		
3		
4		
5		
6		

Hereby declare that my enterprise is a supplier of defence materiel or supplier of products which have an application in the defence industry.

Signed at: _____

Date: _____

Signature: _____