

SBD 1: PART A
INVITATION TO BID

YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF THE SOUTH MARITIME SAFETY AUTHORITY					
RFQ NUMBER:	RFQ 1508.1	ISSUE DATE	03/10/2025	CLOSING TIME:	11h00
		CLOSING DATE	10/10/2025		
DESCRIPTION	Diplomacy, Protocol, and Etiquette Training - Refer to annexure A for detailed specification				
BRIEFING SESSION (If applicable)	N/A				
DELIVERY ADDRESS	SAMSA HEAD OFFICE – 146 LUNNON ROAD, HILLCREST, PRETORIA				
VALIDITY PERIOD	Price quoted should remain valid for at least thirty (60) days after the closing date.				
ALL BID RESPONSE DOCUMENTS MUST BE EMAILED TO:					
rfgresponses@samsa.org.za (EMAIL SUBJECT LINE MUST CLEARLY INDICATE THE RFQ NUMBER)					
BIDDING PROCEDURE AND TECHNICAL ENQUIRIES MAY BE DIRECTED TO:					
CONTACT PERSON	Onkgopotse Seemela				
TELEPHONE NUMBER	012 366 2600				
E-MAIL ADDRESS	oseemela@samsa.gov.za				
SUPPLIER INFORMATION					
NAME OF BIDDER					
POSTAL ADDRESS					
STREET ADDRESS					
TELEPHONE NUMBER	CODE		NUMBER		
CELLPHONE NUMBER					
FACSIMILE NUMBER	CODE		NUMBER		
E-MAIL ADDRESS					
VAT REGISTRATION NUMBER					
SUPPLIER COMPLIANCE STATUS	TAXCOMPLIANCE SYSTEM PIN:	OR	CENTRAL SUPPLIER DATABASE No: MAAA		
ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES OFFERED?	<input type="checkbox"/> Yes <input type="checkbox"/> No [IF YES ENCLOSE PROOF]	ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES OFFERED?		<input type="checkbox"/> Yes <input type="checkbox"/> No IF YES, ANSWER THE QUESTIONNAIRE BELOW]	
QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS					
IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?				<input type="checkbox"/> YES <input type="checkbox"/> NO	
DOES THE ENTITY HAVE A BRANCH IN THE RSA?				<input type="checkbox"/> YES <input type="checkbox"/> NO	

DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?

☐ YES ☐ NO

DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?

☐ YES ☐ NO

IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION?

☐ YES ☐ NO

IF THE ANSWER IS “NO” TO ALL OF THE ABOVE, THEN IT IS NOT A REQUIREMENT TO REGISTER FOR A TAX COMPLIANCE STATUS SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 2.3 BELOW.

SBD 1: PART B
TERMS AND CONDITIONS FOR BIDDING

1. BID SUBMISSION:	
1.1.	BIDS MUST BE EMAILED / DELIVERED BY THE STIPULATED TIME TO THE CORRECT ADDRESS. LATE BIDS WILL NOT BE ACCEPTED FOR CONSIDERATION.
1.2.	ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS PROVIDED (NOT TO BE RE-TYPED) OR IN THE MANNER PRESCRIBED IN THE BID DOCUMENT.
1.3.	THIS BID IS SUBJECT TO THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT, 2000 AND THE PREFERENTIAL PROCUREMENT REGULATIONS, THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT.
1.4.	THE SUCCESSFUL BIDDER MAY BE REQUIRED TO FILL IN AND SIGN A WRITTEN CONTRACT FORM (SBD7), FOR LONG TERM CONTRACTS / OR WERE DEEMED NECESSARY.
1.5.	PROSPECTIVE BIDDERS MUST CONSIDER THE SPECIFICATION & ADDITIONAL SUPPORTING DOCUMENTATION WHEN RESPONDING.
1.6.	ALL INFORMATION SUBMITTED AS EVIDENCE MUST BE CONSISTENT WITH DECLARATIONS MADE TO BE AWARDED POINTS. INCONSISTENT INFORMATION PROVIDED MAY RESULT IN 0 POINTS AWARDED FOR THE APPLICABLE GOAL/S.
1.7.	SAMSA RESERVES THE RIGHT TO DISQUALIFY BIDDERS WITH SUPPORTING DOCUMENTS THAT ARE NOT DULY SUBMITTED IN TERMS OF THE BID CONDITIONS.
1.8.	DELIVERY COSTS IN THE QUOTATION WILL NOT BE CONSIDERED SEPARATELY, BUT RATHER AS PART OF THE TOTAL QUOTATION DURING THE EVALUATION.
2. TAX COMPLIANCE REQUIREMENTS	
2.1	BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.
2.2	BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS.
2.3	APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.
2.4	BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.
2.5	IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED; EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.
2.6	WHERE NO TCS PIN IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.
2.7	NO BIDS WILL BE CONSIDERED FROM PERSONS IN THE SERVICE OF THE STATE, COMPANIES WITH DIRECTORS WHO ARE PERSONS IN THE SERVICE OF THE STATE, OR CLOSE CORPORATIONS WITH MEMBERS PERSONS IN THE SERVICE OF THE STATE."

NB: FAILURE TO PROVIDE / OR COMPLY WITH ANY OF THE ABOVE PARTICULARS MAY RENDER THE BID INVALID.

TOTAL BID PRICE (INCLUDING VAT)	
SIGNATURE OF BIDDER	
DATE	

CAPACITY UNDER WHICH THIS BID IS SIGNED:

.....

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 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:

.....
.....

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 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 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

SBD 6.1

PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022

This preference form must form part of all bids invited. It contains general information and serves as a claim form for preference points for specific goals.

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

1. GENERAL CONDITIONS

- 1.1 The following preference point systems are applicable to invitations to bid:
- 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 Either the 90/10 or 80/20 preference point system will be applicable in this bid. The lowest/ highest acceptable bid will be used to determine the accurate system once bids are received.
- 1.3 Points for this bid (even in the case of a bid for income-generating contracts) shall be awarded for:
- (a) Price; and
 - (b) Specific Goals.
- 1.4 The preference point system application must not exceed 100 and must be applied as per below:
- 1.4.1 The 80/20 preference system:

The maximum points for this bid are allocated as follows:

	POINTS
PRICE	80
SPECIFIC GOALS**	20
Total points for Price and SPECIFIC GOALS	100

** Point allocation break down provide below

1.4.1.1 SPECIFIC GOALS: 80/20

SPECIFIC GOAL	Points
Goal 1: Historically Disadvantaged Individuals (14)	
a) who had no franchise in national elections before the 1983 and 1993 Constitutions	7
b) who is a female	5
c) who has a disability	2
Goal 2: who is youth	3
Goal 3: Locality	3
TOTAL	20

1.4.2 The 90/10 preference system:
The maximum points for this bid are allocated as follows:

	POINTS
PRICE	90
SPECIFIC GOALS**	10
Total points for Price and SPECIFIC GOALS	100

** Point allocation break down provide below

1.4.2.1 SPECIFIC GOALS: 90/10

SPECIFIC GOAL	Points
Goal 1: Historically Disadvantaged Individuals (7)	
a) who had no franchise in national elections before the 1983 and 1993 Constitutions	4
b) who is a female	2
c) who has a disability	1
Goal 2: who is youth	1
Goal 3: Locality	2
TOTAL	10

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

1.6 SAMSA reserves the right to require of a bidder, either before a bid is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by SAMSA.

2. DEFINITIONS

- “locality”** means the promotion of SMMEs located within the specific area;
- “bid”** 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 bidding process or any other method envisaged in legislation;
- “price”** means an amount of money bided for goods or services, and includes all applicable taxes less all

- unconditional discounts;
- (d) **“rand value”** means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes;
- (e) **“bid 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 SAMSA and a third party that produces revenue for SAMSA, 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
- (f) **“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:

80/20 or 90/10

$$P_s = 80 \left(1 - \frac{P_t - P}{P} \right) \quad \text{or} \quad P_s = 90 \left(1 - \frac{P_t - P}{P} \right)$$

Where

P_s = Points scored for price of bid under consideration
 P_t = Price of bid under consideration
 P_{min} = Price of lowest acceptable bid

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:

80/20 or 90/10

$$P_s = 80 \left(1 + \frac{P_t - P}{P} \right) \quad \text{or} \quad P_s = 90 \left(1 + \frac{P_t - P}{P_{max}} \right)$$

Where

P_s = Points scored for price of bid under consideration
 P_t = Price of bid under consideration
 P_{max} = Price of highest acceptable bid

4. POINTS AWARDED FOR SPECIFIC GOALS

The preferential procurement point system applicable for this bid is:

Preferential Point System	Mark
80/20	X
90/10	

- 4.1. Specific goals for the bid and points claimed are indicated per the table below: 80/20 preference system.

4.1.1. EQUITY OWNERSHIP CLAIMED IN TERMS OF PARAGRAPH 1.4

	SPECIFIC GOAL (SUPPORTING DOCUMENTS FOR VERIFICATION)	Maximum points that can be scored	Points being claimed by supplier
HDI	Equity ownership by persons who had no franchise in the national elections. (ID copies of ALL listed owner/s, as per the CSD, CK1 registration document (CIPC), BBBEE certificate)	7	
	Equity ownership by women (ID copies of ALL listed owner/s, BBBEE certificate)	5	
	Equity ownership by disabled persons (Medical certificate/ Assessment)	2	
	Equity ownership by youth (ID copies of ALL listed owner/s, BBBEE certificate)	3	
	Locality (CIPC / SARS or valid proof of address utility bill, bank statement, account statement, municipal councillor's letter)	3	
	TOTAL	20	

** Claimed points can only be allocated where supporting documents have been provided.

** Ownership points will be awarded on a pro-rata using share certificates / CSD / SBD

** Specific goal points are allocated to natural persons and will be awarded in accordance with company/ consortium or joint venture ownership allocation

** Locality goal points will only be awarded to suppliers within the province of delivery

** Refer to checklist attached to ensure correct document submission

4.2. Specific goals for the bid and points claimed are indicated per the table below: 90/10 preference system.

4.2.1. EQUITY OWNERSHIP CLAIMED IN TERMS OF PARAGRAPH 1.4

	SPECIFIC GOAL (SUPPORTING DOCUMENTS FOR VERIFICATION)	Maximum points that can be scored	Points being claimed by supplier
HDI	Equity ownership by persons who had no franchise in the national elections. (ID copies of ALL listed owner/s, as per the CSD, CK1 registration document (CIPC), BBBEE certificate)	4	
	Equity ownership by women (ID copies of ALL listed owner/s, BBBEE certificate)	2	
	Equity ownership by disabled persons (Medical certificate/ Assessment)	1	
	Equity ownership by youth (ID copies of ALL listed owner/s, BBBEE certificate)	1	
	Locality (CIPC / SARS or valid proof of address utility bill, bank statement, account statement, municipal councillor's letter)	2	
	TOTAL	10	

** Claimed points can only be allocated where supporting documents have been provided.

** Ownership points will be awarded on a pro-rata using share certificates / CSD / SBD

** Specific goal points are allocated to natural persons and will be awarded in accordance with company/ consortium or joint venture ownership allocation

** Locality goal points will only be awarded to suppliers within the province of delivery

** Refer to checklist attached to ensure correct document submission

5. SUBMISSIONS BY CONSORTIUMS AND JOINT VENTURES

- 5.1. If a submission is a consortium or joint venture, the points claimed for ownership must be detailed separately, as per annexure A and sent back with the bidding documents. The information will define the following:

The percentage (%) of the contract allocated to each JV member or consortium member. This should also be included in an agreement to be made available on request by SAMSA.

The percentage ownership of each JV member or consortium member in each of the specific goals relevant to this bid, with supporting documents.

The total points claimed will be the sum of the percentage contract allocation for each partner multiplied by the percentage weighting for each category, multiplied by the percentage ownership in the relevant specific goal.

6. DECLARATION WITH REGARD TO COMPANY/FIRM

- 6.1. Name of company/firm.....
6.2. Company registration number:
6.3. Company/ firm physical address (for claiming locality points):
.....
.....

TYPE OF COMPANY/ FIRM [Tick applicable box]

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

- 6.4. DESCRIBE PRINCIPAL BUSINESS ACTIVITIES
.....
.....

- 6.5. TOTAL NUMBER OF YEARS THE COMPANY/ FIRM HAS BEEN IN BUSINESS?

6.6. List of shareholder/s information to be used to calculate the points claimed in paragraph 4.3.

NAME	ID NUMBER	HDI** (**Yes / No)			Youth** (**Yes/ No)	% of company / firm owned
		No franchise prior to elections	Women	Disabled		

6.7. 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 bid, 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 4.1 and 5.6, the contractor may be required to furnish documentary proof to the satisfaction of SAMSA 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, SAMSA may, in addition to any other remedy it may have –
 - (a) disqualify the person from the bidding 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 bidder 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:

.....

.....

.....



ANNEXURE: A

SPECIFICATIONS FOR THE PROVISION OF DIPLOMACY, PROTOCOL, AND ETIQUETTE TRAINING SERVICES FOR SAMS SA

1. BACKGROUND

The Corporate Affairs, Intergovernmental and International Relations Unit at the South African Maritime Safety Authority (SAMS SA) seeks to appoint a reputable and accredited training organisation or company to deliver a specialised Diplomacy, Protocol, and Etiquette Training programme. This programme aims to enhance the diplomatic engagement skills of SAMS SA personnel who undertake international travel and participate in high-level diplomatic engagements, enabling them to confidently and effectively represent SAMS SA and the Republic of South Africa in various international maritime forums.

2. OBJECTIVE

The purpose of this appointment is to ensure that SAMS SA personnel:

- Engage appropriately and professionally with domestic and foreign dignitaries in international maritime contexts
- Demonstrate comprehensive understanding of diplomatic protocols and international etiquette standards
- Represent SAMS SA and South Africa with integrity and professionalism in multilateral maritime organisations
- Navigate complex intercultural communications and diplomatic negotiations effectively
- Uphold national diplomatic standards as outlined by the Department of International Relations and Cooperation (DIRCO)
- Mitigate risks of diplomatic errors or cultural misunderstandings during international engagements

3. SCOPE OF WORK

The appointed training organisation/company will be responsible for designing, organising, and delivering a comprehensive three-phase diplomacy and protocol training programme as follows:

Phase 1: Foundation Diplomatic Protocol Training

- International diplomatic protocol fundamentals and South African diplomatic framework
- Understanding of multilateral maritime organisation structures (IMO, ILO, IALA, IORA, AAMA)
- Cultural intelligence and cross-cultural communication strategies
- Official correspondence and diplomatic communication protocols

Phase 2: Advanced Protocol and Etiquette Training

- High-level diplomatic reception and event management protocols
- Meeting facilitation and negotiation etiquette in international contexts
- Formal dining etiquette and social protocols for diplomatic functions
- Flag protocols, precedence orders, and ceremonial procedures

Phase 3: Practical Application and Simulation

- Role-playing exercises simulating international maritime conferences
- Mock diplomatic receptions and arrival/escort protocol exercises
- Crisis communication and conflict resolution in diplomatic contexts
- Presentation skills for international audiences and multilateral forums

Additional Requirements:

- Training must be delivered by accredited diplomatic training professionals with demonstrated experience in government or diplomatic corps training
- Content must align with DIRCO's protocol framework and South African diplomatic standards
- Ability to deliver training sessions in Pretoria, Cape Town, and/or Durban
- Provision of comprehensive training materials, reference manuals, and post-training assessments
- Flexible delivery options including in-person workshops and virtual training capabilities

4. DELIVERABLES

- Detailed training programme curriculum and schedule prior to commencement
- Facilitation of three distinct training phases for up to 20 SAMSA personnel
- Comprehensive training toolkit/handbook covering all diplomatic protocol areas
- Practical simulation exercises and role-playing scenarios
- Individual certificates of completion for all participants
- Post-training assessment report summarising participant performance, feedback, and recommendations for ongoing development

5. TIMELINES

- The first training must be completed before the end of September 2025
- Programme to be delivered over a 3-day intensive workshop format
- Specific dates will be finalised in consultation with the successful training organisation
- Follow-up refresher sessions may be required within 12 months of initial training

PHASE 1

Mandatory requirements:

The Mandatory Requirements are as follows:

Mandatory requirement	Comply	Not Comply
Accreditation by a Recognized Professional Body Professional Accreditation and Recognition: The service provider must be accredited or registered with a recognised diplomatic, protocol, or international relations professional body such as International Association of Protocol Consultants and Officers (IAPCO), Protocol Professionals International (PPI), South African Institute of International Affairs (SAIIA), Institute of Directors South Africa (IoDSA), Public Relations Institute of Southern Africa (PRISA) OR hold relevant qualifications in International Relations, Diplomacy, or Protocol Studies from recognised institutions. Measurement: Submission of valid proof of accreditation, membership certificate, or relevant academic qualifications with the bid.		
Training Facility and Resource Requirements The bidder must demonstrate access to: Professional training facilities suitable for 20+ participants, audio-visual equipment for presentations and simulations, breakout rooms for group exercises, catering facilities for diplomatic dining etiquette training OR ability to provide mobile training setup at client premises Measurement: Submission of evidence of access to such facilities (e.g., venue booking confirmations, facility descriptions, photographs, or proof of mobile setup capability).		

Note:

Proof of compliance must be submitted with the bid response. Failure to submit supporting documentation where applicable will result in the bidder being deemed non-compliant.

Phase 2:

TECHNICAL EVALUATION CRITERIA

Service providers will be assessed on their ability to complete the job as per the below criteria.

The functionality evaluation shall be based on a threshold, where bidders who fail to achieve the minimum threshold points will not be considered for further evaluation. Points allocated for Functionality shall be evaluated in accordance with the criteria as listed below.

A minimum score of 75 / 100 points must be achieved to be eligible for further evaluation on price / SAMSA goals (80 / 20) preference points.

The functionality evaluation points for this bid are allocated as follows:

COMPONENT	POINTS
<p>COMPANY EXPERIENCE: REFERENCE LETTERS (Total 30 points):</p> <p>The bidder must demonstrate relevant experience in delivering diplomatic, protocol, and etiquette training within the last five (5) years. Experience will be assessed through the submission of at least three (3) verifiable reference letters from previous clients confirming such services rendered specifically to:</p> <ul style="list-style-type: none">• Government departments, State-owned enterprises, Diplomatic corps, international organisations, OR private sector clients engaged in international business. <p>Evaluation will also consider evidence of alignment with South African and regional diplomatic standards, demonstrated through:</p> <ul style="list-style-type: none">• Previous work with South African government entities or DIRCO-related projects,• Knowledge of South African diplomatic protocol framework and international relations priorities,• Experience in training within the Southern African or African context. <p>The reference letters must:</p> <ul style="list-style-type: none">• Be on the client's official letterhead,• Be signed and dated,• Clearly indicate the nature and scope of services provided,• Include contact details for verification purposes. <p>Scoring will be allocated as follows:</p> <ul style="list-style-type: none">• Three (3) valid reference letters - 30 points• Two (2) valid reference letters - 20 points• One (1) valid reference letter - 10 points• No reference letters - 0 points <p>Note:</p> <p>Failure to submit written reference letters that meet the above requirements will result in zero points being awarded for this criterion.</p>	<p>30</p>

<p>Trainer Qualifications and Experience (Total 30 points)</p> <p>The lead trainer(s) must possess: Minimum 5 years' experience in diplomacy, protocol, or international relations, demonstrable background in training government departments, SOEs, or diplomatic corps, have formal qualifications in International Relations, Diplomacy, Public Administration, or related fields, professional membership in international or national protocol associations (advantageous), experience working with African maritime or regional organisations (preferred),</p> <p>Measurement: Submission of detailed CV(s) and supporting qualifications/certificates for all proposed trainers.</p> <p>Years of experience:</p> <ul style="list-style-type: none"> ▪ 10 years and above of technical team experience, score = 30 points ▪ 9 - 7 years of technical team experience, score = 20 points ▪ 7 - 5 years technical team experience, score = 10 points ▪ Below 5 years technical team experience, score = 0 points <p>Note:</p> <ul style="list-style-type: none"> • SAMSA reserves the right to verify all submitted credentials. • Any change to the proposed Team Members post-award must be submitted in writing for approval. 	<p>30</p>
<p>Methodology and execution plan (Total 40 points)</p> <p>The bidder must submit a detailed methodology and execution plan that demonstrates how the Diplomacy, Protocol, and Etiquette Training Programme will be designed, structured, and delivered in line with SAMSA's requirements. The methodology should clearly outline:</p> <ol style="list-style-type: none"> 1. Training Curriculum Design: How the content will be structured across the three phases (foundation, advanced, and simulation) to meet the objectives. 2. Alignment with Standards: Demonstration of how the training approach aligns with the Department of International Relations and Cooperation (DIRCO) protocol framework and international diplomatic standards. 3. Training Delivery Approach: Methods of delivery (in-person, virtual, blended), teaching techniques (lectures, case studies, role-play, simulations), and suitability for adult learners. 4. Practical Application: Inclusion of simulations, role-playing, and scenario-based exercises that mirror real-world diplomatic and maritime contexts. 5. Assessment & Evaluation: Mechanisms for testing knowledge transfer and evaluating participant performance. 6. Logistics & Feasibility: Clear plan for training in Pretoria, Cape Town, and/or Durban; provision of materials, certificates, and toolkits; timelines and feasibility of delivery before end September 2025. 7. Quality Assurance & Risk Mitigation: Processes to ensure training quality, participant engagement, and contingency measures for unforeseen challenges (e.g., disruptions or virtual migration). <p>What will be measured:</p> <ul style="list-style-type: none"> • Relevance of the methodology to SAMSA's training objectives. • Clarity and logical flow of the execution plan. 	<p>40</p>

- | | |
|--|--|
| <ul style="list-style-type: none">• Practicality, feasibility, and innovation of delivery methods.• Depth of simulations and interactive learning.• Evidence of alignment with South African diplomatic protocol standards. <p>Scoring will be allocated as follows:</p> <ul style="list-style-type: none">• Methodology clearly addresses all 7 aspects with sufficient detail and clarity - 40 points• Methodology addresses 5–6 aspects with sufficient clarity - 30 points• Methodology addresses 3–4 aspects with partial clarity or limited detail - 20 points• Methodology addresses 1–2 aspects with minimal clarity - 10 points• No methodology provided, or none of the outlined aspects are addressed - 0 points | |
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ANNEXURE: B**PRICING TABLE**

Supplier Name	
Supplier Signature	
Date	

Table A: Pricing**Appointment of a Service Provider for Diplomacy, Protocol, and Etiquette Training Services for SAMSA Personnel**

NO	DESCRIPTION	UOM	Quantity	Unit Price	TOTAL (INC. VAT)
1.	Phase 1: Foundation Diplomatic Protocol Training (3-day programme)	Per participant	10		
2.	Phase 2: Advanced Protocol and Etiquette Training (included in 3-day programme)	Per participant	10		
3.	Phase 3: Practical Application and Simulation (included in 3-day programme)	Per participant	10		
4.	Professional training venue and facilities	Per day	3		
5.	Comprehensive training materials and handbook	Per participant	10		
6.	Certificates of completion	Per participant	10		
7.	Post-training assessment and reporting	Per programme	1		
TOTAL					
VAT @ 15%					
TOTAL INCLUDING VAT					

Table B: Optional costs

NO	DESCRIPTION	UOM	Quantity	Unit Price	TOTAL (INC. VAT)
1	Virtual/Online training delivery (alternative pricing)				
2	Follow-up refresher session (within 12 months)				
TOTAL					

Pricing and Payment Terms:

- All costs must be **inclusive of VAT** and any other applicable charges.
- Bidders must specify the number of participants per session where applicable.
- Where "per program" is used, bidders must indicate the duration of each session.
- SAMSA reserves the right to adjust quantities or sessions based on internal needs.

REQUIRED SUPPORTING DOCUMENTS & CHECKLIST

No.	Document description	Submitted (Yes / No)
1	Quotation	
2	Signed SBD (RFQ) Forms	
3	Recent CSD, not older than 3 months	
4	Tax pin certificate	
5	Valid B-BBEE	
6	CK1 registration document (CIPC)	
7	ID copies of ALL listed owner/s as per CSD report	
8	Proof of address not older than 3 months	
9	Medical certificate/ Assessment (if applicable)	
10	Consortiums and Joint Ventures Form (if applicable)	

****ALL INFORMATION SUBMITTED WILL BE TREATED AS EVIDENCE FOR AWARDING POINTS FOR THE SAMSA GOALS AND MUST BE CONSISTENT WITH DECLARATIONS MADE. INCONSISTENT INFORMATION PROVIDED MAY RESULT IN 0 POINTS AWARDED FOR THE APPLICABLE GOAL. SAMSA RESERVES THE RIGHT TO DISQUALIFY BIDDERS WITH SUPPORTING DOCUMENTS THAT ARE NOT DULY SUBMITTED IN TERMS OF THE BID CONDITIONS.**

GUIDELINES FOR DOCUMENTS REQUIRED FOR THE VERIFICATION OF THE SAMSA GOALS

SPECIFIC GOAL	DOCUMENTS THAT WILL BE USED TO VERIFY THE INFORMATION SUPPLIED
Equity ownership by persons who had no franchise in the national elections <i>Points for persons or categories of persons historically disadvantaged on the basis of race (black people)</i>	ID copies of all listed owner/s as per CSD report CK1 registration document (CIPC) BBBEE certificate
Equity ownership by women <i>Points for persons or categories of persons historically disadvantaged on the basis of gender (women)</i>	ID copies of all listed owner/s as per CSD report BBBEE certificate
Equity ownership by disabled persons <i>Points for persons or categories of persons historically disadvantaged on the basis of disability (persons living with disabilities).</i>	Medical certificate/ Assessment
Equity ownership by youth	ID copies of all listed owner/s as per CSD report

Locality	<p>Address listed on the company registration CIPC / SARS document is acceptable for claiming locality points.</p> <p>Should you want to claim locality points, for an address not listed on the CIPC / SARS document, that address must be listed on the CSD, accompanied by a valid proof of residence, reflecting one of the listed owners' names and physical address. e.g. Utility bill, bank/ account statement, Municipal councillor's letter.</p>
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ANNEXURE C: Only if selected Partnership/Joint Venture / Consortium”
6.4 (TYPE OF COMPANY/ FIRM)

APPLICABLE FOR CONSORTIUMS AND JOINT VENTURES (JV)

CONSORTIUMS AND JOINT VENTURES OWNERSHIP FORM

(This form is only applicable for consortiums & JVs only)

- a) The percentage (%) of the contract allocated to each JV member or consortium member. This should also be included in an agreement to be made available on request by SAMSA, should a need arise.

NO	JV or consortium company name	PERCENTAGE FOR EACH MEMBER
1		
2		
3		
	TOTAL	100%

** Additional lines can be added for more

- b) The percentage ownership of each JV member or consortium member in each of the specific goals relevant to this bid, with supporting documents. The total points claimed will be the sum of the percentage contract allocation for each partner multiplied by the percentage weighting for each category, multiplied by the percentage ownership in the relevant specific goal.

JV or consortium: 1

NAME	ID NUMBER	HDI** (**Yes / No)			Youth** (**Yes/ No)	% of company / firm owned
		No franchise prior to elections	Women	Disabled		

JV or consortium: 2

NAME	ID NUMBER	HDI** (**Yes / No)			Youth** (**Yes/ No)	% of company / firm owned
		No franchise prior to elections	Women	Disabled		

** Additional lines / tables may be added if necessary