

REQUEST FOR PROPOSAL

RFQ TK20.2/2025

You are hereby invited to submit a price quotation for:

GREEN FLAG TRAILS ACCREDITATION AND ASSESSMENT OF TSITSIKAMMA TRAILS IN THE TSITSIKAMMA SECTION OF THE GARDEN ROUTE NATIONAL PARK

Bid Number	RFQ TK20.2/2025
Advert Date	Thursday, 04 December 2025
Issuer	Garden Route National Park
Closing date and time	Thursday, 11 December 2025
_	Time: 11:00am
Bid Document Submission Address:	tsitsikammarfqs@sanparks.org
For Attention:	GRNP Quotations
Contact details	042 218 1607
Bid Validity Period	90 days

PART A

INVITATION TO BID

YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF THE SOUTH AFRICAN NATIONAL PARKS								
BID NUMBER:		Q-TK 2/2025	CLOS DATE		11 🗅	DECEMBER 2025		CLOSING TIME: 11:00am
ONCE-OFF SUPPLY AND DELIVERY OF REST CAMP, TSITSIKAMMA SECTION C								
BIDDING PROCED TO	DURE	ENQUIRIES	MAY E	BE DIREC	TED	TECHNICAL ENQUIRIES MAY BE DIRECTED TO:		
CONTACT PERSO	N	Meagan van Neel			CONTACT PERSON	Eli	ias Mthimunye	
TELEPHONE NUMBER		042 281 1607	(ext.12	2069)		TELEPHONE NUMBER	04	2 281 1607
E-MAIL ADDRESS		meagan.vann	eel@sa	anparks.org	1	E-MAIL ADDRESS	Eli	ias.mthimunye@sanparks.org
SUPPLIER INFORM	MATI	ON				<u> </u>		
NAME OF BIDDER								
POSTAL ADDRESS	S							
STREET ADDRESS								
TELEPHONE NUMBER		CODE				NUMBER		
CELLPHONE NUMBER								
E-MAIL ADDRESS								
VAT REGISTRATI NR	ION							
SUPPLIER COMPLIANCE STATUS		TAX COMPLI SYSTEM PIN				CENTRAL SUPPLIER DATABASE No:	MA	.AA
B-BBEE STAT LEVEL VERIFICATION CERTIFICATE	rus	TICK APPLIC Yes No	ABLE E	BOX]		B-BBEE STATUS LEVEL SWORN AFFIDAVIT		CK APPLICABLE BOX] Yes No
[A B-BBEE STATUS SUBMITTED IN OR							,	FOR EMES & QSEs) MUST BE

ARE YOU THE ACCREDITED REPRESENTATIVE IN SOUTH AFRICA FOR THE GOODS /SERVICES /WORKS OFFERED?	☐Yes ☐No [IF YES ENCLOSE PROOF]	ARE YOU A FOREIGN BASED SUPPLIER FOR THE GOODS /SERVICES /WORKS OFFERED?	☐Yes ☐No [IF YES, ANSWER PART B:3]		
QUESTIONNAIRE TO B	IDDING FOREIGN SUPPLIERS				
IS THE ENTITY A RESII ☐ YES ☐ NO	DENT OF THE REPUBLIC OF SOUTH	I AFRICA (RSA)?	?		
DOES THE ENTITY HAVE A BRANCH IN THE RSA? ☐ YES ☐ 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.					

PART B

TERMS AND CONDITIONS FOR BIDDING

BID SUBMISSION:

BIDS MUST BE DELIVERED BY THE STIPULATED TIME TO THE CORRECT ADDRESS. LATE BIDS WILL NOT BE ACCEPTED FOR CONSIDERATION.

ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS PROVIDED

THIS BID IS SUBJECT TO THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT, 2000 AND THE PREFERENTIAL PROCUREMENT REGULATIONS, 2022, THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT.

THE SUCCESSFUL BIDDER WILL BE REQUIRED TO FILL IN AND SIGN A WRITTEN CONTRACT FORM (SBD7) AND/OR AN SLA.

TAX COMPLIANCE REQUIREMENTS

BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.

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.

APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE WWW.SARS.GOV.ZA.

BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.

IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED, EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.

WHERE NO TCS IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.

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 THI BID INVALID.
SIGNATURE OF BIDDER:
CAPACITY UNDER WHICH THIS BID IS SIGNED:
(Proof of authority must be submitted e.g. company resolution
DATE:

1. PURPOSE

The purpose of this exercise is to appoint a legible service provider for green flag trails accreditation and assessment of Tsitsikamma trails in the Tsitsikamma section of the Garden Route National Park.

2. BACKGROUND

South African National Parks (SANParks) is a public entity functioning under *National Environmental Management: Protected Areas Act 57 of 2003 (Act 57 of 2003);* with the mandate to conserve; protect; control; and manage national parks and other defined protected areas and their biological diversity (Biodiversity). As a public entity, SANParks is also governed by the *Public Finance Management Act, Act 1 of 1999 (as amended by Act 29 of 1999)*, and it is listed as *Schedule 3 Part A: 25 public entities*. SANParks' operations are totally guided by its vision statement and mission statement. As a public entity, the organisation is committed to act in pursuance of transformation of South Africa's society in support of entrenching South Africa's democracy. In this regard, the organisation has adopted a transformation mission to guide its efforts accordingly.

3. SPECIFICATIONS

The scope of works entails Green Flag Trails Accreditation and Assessment for SANParks Tsitsikamma Trails.

4. PRICING SCHEDULE

List of hiking trails.

No	Description	Rate	Total
1	Preliminary and General Costs		
	Occupational Health & Safety File. (This		
	includes, Risk Assessments and applicable		
	PPE, fall protection plan, applicable		
	appointments, COIDA etc.)		
2	Otter trail = +-45 km		
3	Stinkhoutkloof trail= 8 kilometers		
4	Rugbos & Khoisan trail= +- 6km		
5	Kalanderkloof trail =5 kilometers		
6	Saltriver trail = 9 kilometers		
7	Grootriver trail = 6 kilometers		
8	Rugpad& Keurpad trail = 16 km		
9	Brakriver trail = 18 km		
10	Dolphin Trail = 17 km		
11	Blue duiker = 3.7 km		
12	Fnybos trail- 1.5 km		

No	Description	Rate	Total
13	Loerie = 1.5 km		
14	Goesa= 2km		
15	Waterfall trail- 3 km		
16	Stormsriver Mouth trail – 1km		
17	Ratel is split in 3 Routes (Green route 1 km, yellow route 2.6 km, Red route 4.2 km) = 7.8 km		
18	Platbos is split in 4 routes (Yellow route 8.09 km, red route 7.78 km, Green route 5.09 km and the Cycle Route = 22km Total = 42.96 km		
	Sub-Total		
	Vat 15%		
	Total		

5. MANDATORY REQUIREMENTS

Occupational Health & Safety File: includes OHS Plan, OHS Policy, Baseline Risk Assessment, Applicable Appointments. (To be submitted by appointed bidder).

NOTE: Failure to submit all mandatory documents will result in disqualification of bids.

6. PROTECTION OF PERSONAL INFORMATION ACT, 4 OF 2013 (POPIA)

- SANParks adheres to the Protection of Personal Information Act, 4 of 2013 (POPIA) requirements regarding personal information which came into effect 1 July 2021.
- As SANParks, we are committed to protecting your privacy and ensuring that personal information collected is used properly, lawfully and transparently.

7. MINIMUM REQUIREMENTS COMPLIANCE RESPONSIVENESS CRITERIA (Compliance to legislative and treasury requirements)

In this phase all responses received will be verified for compliance and completeness of the submitted proposal per the below set of mandatory requirements.

- Submission of fully completed SBD1 (Invitation to Bid),
- Submission of fully completed SBD 4 (Declaration of Interest),
- Submission of fully completed SBD 6.1 (Preference Claim Certificate), accompanied by the original or certified B-BBEE Status Level Verification Certificate or original B-BBEE Sworn Affidavit.
- Proof of registration with National Treasury Central Supplier Database (CSD).
- Submission of General Condition of a Contract (successful bidder).

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8. EVALUATION CRITERIA AND WEIGHTING

The **RFP** stipulated that the responses to be evaluated using the 80/20 preference points system in accordance with the PPPFA guidelines. Based on this system the points will be allocated as follows:

Criteria	Points
Price	80
Participation Goals/BEE	20
Total	100

9. EVALUATION FORMULA FOR PRICE

The following formula will be applied to calculate the scores:

Price Formula

The following PPPFA formula was used to evaluate the price proposals submitted by bidders, this formula was used because price was the only criterion that was scored i.e. the whole 80 points were allocated to price.

$$PS = 80 (1 - Pt - Pmin)$$

Pmin

Ps = Points scored for price of the bid under consideration.

Pt = Rand value of bid under consideration.

Pmin = Rand value of lowest acceptable bid

10. FINANCIAL PAYMENT

Payment will be made in accordance with the PFMA (within 30 days of receipt of valid invoice).

11. FINAL AWARD

Bidder who complies with the specifications and scores highest total points on PRICE and B-BBEE claimed points shall be awarded the contract. SANParks reserves the right to:

- Award the contract in full or partially
- Award to more than one bidder, and/or
- Not to award
- Re-advertise should the minimum of three written quotations not be received
- Not to award to a bidder scoring the highest points
- Not to award to a bidder who has previously under-performed/ failed to honour a purchase order

ANNEXURE A – STANDARD BIDDING DOCUMENTS

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

¹ 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:					
3 D	ECLARATION					
	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 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.

2 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.

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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 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

SBD 6.1: 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

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):

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) The 80/20 preference point system will be applicable in this tender. The lowest 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
Total points for Price and SPECIFIC GOALS	100

- 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:

80/20 or 90/10

$$Ps = 80\left(1 - \frac{Pt - Pmin}{Pmin}\right)$$
 or $Ps = 90\left(1 - \frac{Pt - Pmin}{Pmin}\right)$

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:

$$Ps = 80\left(1+rac{Pt-P\,max}{P\,max}
ight)$$
 or $Ps = 90\left(1+rac{Pt-P\,max}{Pmax}
ight)$

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 organs of state: Where either the 90/10 or 80/20 preference point system is applicable, corresponding points must also be indicated as such.

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	Source Documents to be used for Evaluation. (To qualify for the points, bidders must provide the below proof)	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (80/20 system) (To be completed by the tenderer)
Local suppliers adjacent to SANParks operations (within 200km from Tsitsikamma National Park). NOTE: SANPARKS RESERVES THE RIGHT TO CONDUCT DUE DILIGENCE WHERE LEASE AGREEMENT IS SUBMITTED	 Recent municipal rates; or Letter from traditional authorities confirming business address; or Signed and valid Lease agreement 	10 points	(number only)
Exempted Micro Enterprise	Valid BBBEE certificate issued by SANAS accredited verification Agency	10 points	(number only)
	Affidavit (CIPC, DTIC Sworn affidavit)		

CLAIM POINTS IF YOU QUALIFY

DECLARATION WITH REGARD TO COMPANY/FIRM

4.4.	Company registration number:
4.5.	TYPE OF COMPANY/ FIRM
	 □ Partnership/Joint Venture / Consortium □ One-person business/sole propriety □ Close corporation

Name of company/firm.....

☐ Public Company☐ Personal Liability Company☐ (Ptv) Limited

☐ (Pty) Limited

4.3.

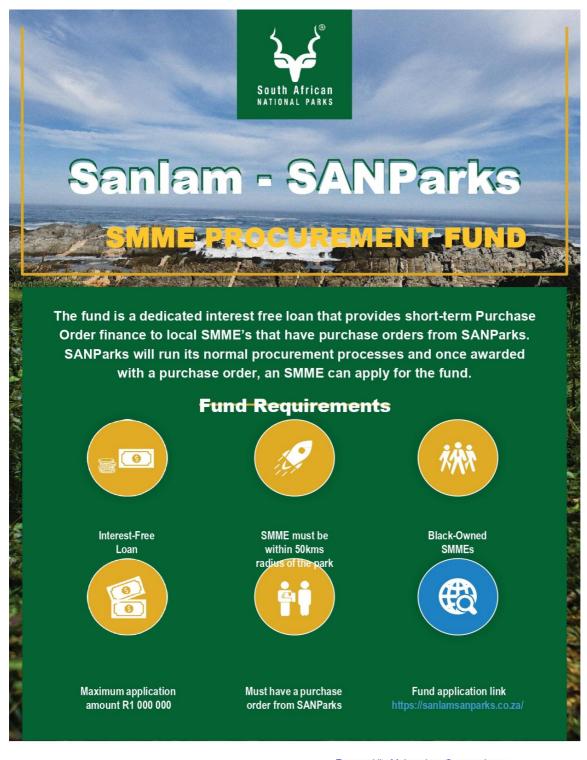
□ Non-Profit Company

☐ 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.

SIGNATURE(S) OF TENDERER(S)				
SURNAME AND NAME:				
DATE:				
ADDRESS:				



Fumanekile.Makuyekwe@sanparks.org

I AM AN ENTREPRENEUR



Below is a guide on how to claim specific goals points:

If you qualify for the points, have the supporting documents required. You may claim the specific goals by writing "10" as indicated below. once points are claimed. Please submit supporting documents as proof

NB: Claimed points will not be awarded if supporting documents are not submitted

The specific goals allocated points in terms of this tender	Source Documents to be used for Evaluation. (To qualify for the points, bidders must provide the below proof)	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (80/20 system) (To be completed by the tenderer)
Local suppliers adjacent to SANParks operations (within Knysna Municipality)	 Recent municipal rates and taxes bill; OR Letter from traditional authorities confirming business address; OR Signed and valid Lease agreement with 3 months statement 	10 points	10 (Correct) X (incorrect) ✓ (incorrect) 20/80 (Incorrect)
Exempted Micro Enterprise	 Valid BBBEE certificate issued by SANAS accredited verification Agency Affidavit (CIPC, DTIC Sworn affidavit) 	10 points	10 (Correct) X (incorrect) ✓ (incorrect) 20/80 (Incorrect)