



## REQUEST FOR QUOTATION (RFQ)

### DESCRIPTION

#### APPOINTMENT OF SERVICE PROVIDER FOR COMPILATION OF MARKETING STRATEGY RFQ NO: LTAQ003-25/26

Kindly furnish us with a written quotation as detailed in the enclosed schedule.

The quotation must be submitted on the letterhead of your business and submitted into the quotation box not later than **14 JULY 2025 @ 12H00 AT THE LTA'S QUOTATION BOX, AT ERF 92/688, PORTION 2, N1 MAIN ROAD, SOUTHERN GATEWAY EXT 4, POLOKWANE.**

**Compulsory Briefing Session:**

**Venue:** LTA Head Office (Address above)

**Date:** 08/07/2025

**Time:** 10:00am

**EMAILED SUBMISSIONS WILL NOT BE ACCEPTED.  
NO PAYMENT IS REQUIRED FOR THIS BID. BEWARE OF SCAMS.**

**The following conditions will apply:**

- 1) Price offer to be valid for 80 days from the closing date of the bid.
- 2) Price(s) quoted must be firm and inclusive of VAT.
- 3) The bid will be evaluated in terms of the administrative compliance, functionality and the 80/20 preference point system as prescribed in the Preferential Procurement Regulations (2022) and for this purpose the enclosed forms SBD 3.1, SBD 4, & SBD 6.1, must be scrutinized, completed and submitted together with your bid.
- 4) The successful bidder will be the one scoring the highest points in terms of the Preferential Procurement Regulations (2022).

<b>ISSUED BY:</b>  THE CHIEF EXECUTIVE OFFICER LIMPOPO TOURISM AGENCY P.O. BOX 2814 POLOKWANE 0700  Tel: (015) 293 3600    Fax: (015) 293 3651	<b>CONTACT PERSON (SPECIFICATION)</b>  MS. MODJADJI MAKOLA  Contact No.: 074 888 2964 E-mail: <a href="mailto:modjadjim@golimpopo.com">modjadjim@golimpopo.com</a>	<b>CONTACT PERSON (BIDDING PROCESS)</b>  MS. SEWELA NYAKA  Contact No.: 066 039 0295 E-mail: <a href="mailto:sewelan@golimpopo.com">sewelan@golimpopo.com</a>
<b>Name of Bidder:</b> _____ <b>BID AMOUNT:</b> R_____		



## **TERMS OF REFERENCE**

### **APPOINTMENT OF SERVICE PROVIDER FOR COMPILATION OF MARKETING STRATEGY**

#### **1. PURPOSE**

Limpopo Tourism Agency is seeking to appoint a highly qualified service provider to develop a comprehensive, targeted, innovative, and implementable Integrated Marketing Strategy that positions Limpopo as a must-visit destination in South Africa across the leisure, adventure, safari and hunting, business tourism, and events tourism sub-sectors. The strategy should support inclusive economic growth, align with provincial development priorities, and resonate with target domestic, regional (SADC), and international tourist markets. The developed strategy should be supported with creatives for enhanced brand equity.

#### **2. BACKGROUND AND OBJECTIVES**

##### **2.1 BACKGROUND**

Limpopo Tourism Agency (LTA) is a Schedule 3C public entity mandated to promote, market, and develop tourism in Limpopo Province. As part of its strategy to increase domestic and international arrivals as well as the enhancement of brand equity, LTA seeks to appoint a qualified service provider to develop a comprehensive, integrated Marketing Strategy.

Limpopo Tourism Agency's previous Marketing Strategy was formulated in 2016 and expired in 2020 during the COVID 19 pandemic where nationally, an intervention plan was made with the development of the Tourism Sector Recovery Plan which was approved for five (5) years expiring at the end of 2025/2026 financial year. The Tourism Sector Marketing Recovery Plan was premised on three aspects, namely, maintaining brand presence, refocusing the industry after opening, building, and sustaining the brand going forward.

A revised, comprehensive, targeted, innovative, and implementable Integrated Marketing Strategy needs to be formulated for another period of five years. This strategy should stimulate the focus of the entity to promote the province's tourism offerings and to emphasize "More to Enjoy" in Limpopo. To enhance the quality of the

strategy, the Board, EXCO, LTA Staff, Industry and Key Information Informants (KII) will be consulted. Further, this will promote ownership of the strategy as it seeks to harness cohesion of the provincial role players in its quest to stimulate recovery of the battered tourism sector post COVID-19.

## **2.2 OBJECTIVES OF THE MARKETING STRATEGY**

- To provide a marketing framework for the province.
- To provide an inventory of unique marketing attributes for the province.
- To provide a shared Marketing Strategy for the province.
- To convey the message to the world that Limpopo offers unique products.
- To encourage foreign and domestic travellers to visit the province.

## **3. BROAD STRATEGIC THRUST OF THE LIMPOPO TOURISM MARKETING STRATEGY FORMULATION**

To accelerate growth after such a COVID-19 diversion, a comprehensive recovery program such as Marketing Strategy will need to be formulated and implemented. Such a process will need to be underpinned by the five strategic pillars that form the building blocks of the revised National Tourism Sector Strategy (NTSS), which are as follows:

- (i) Facilitate ease of access through effective and efficient infrastructure, airlift, and others.
- (ii) Enhance the visitor experience.
- (iii) Improve destination management practices, and,
- (iv) Ensure broad-based benefits in the tourism sector.

In line with the National Tourism Sector Strategy (NTSS), the Limpopo Tourism Growth Strategy (LTGS) was refined and realigned with the national strategy. The realignment process resulted in the identification of six tourism clusters which are embedded in the mega-conservation cluster as the comparative advantage of Limpopo as a destination. The tourism clusters are the following:

- (i) Family and Recreation cluster.
- (ii) Special Interest cluster.
- (iii) Sport and Wildlife cluster.
- (iv) Culture and Heritage cluster.
- (v) Safari and Hunting cluster; and
- (vi) Business and Events cluster.

N.B: The clusters may change because of the reviewed Provincial Tourism Growth strategy. The tourism clusters constitute the main product offering for destination Limpopo. The promotion of tourism clusters is driven through the LTA Tourism Marketing Strategy.

#### **4. SCOPE OF WORK:**

- Conduct a comprehensive situational analysis including a review of existing marketing activities and stakeholder perceptions.
- Engage with key stakeholders across government, private sector, and communities.
- Segment and target domestic, regional, and international leisure, business, and events tourism markets.
- Refine Limpopo's brand positioning, messaging, and visual identity.
- Develop an integrated marketing plan including Above The Line (ATL), Below The Line (BTL), Through The Line (TTL) and digital tactics
- Identify strategic partnerships, events, influencers, and brand activations
- Recommend digital tools and innovations for marketing, CRM, and analytics
- Promote sustainability, inclusivity, and community-based tourism marketing approach.
- Establish monitoring, evaluation as well as the return on investment frameworks.

#### **5. PROJECT DELIVERABLES:**

- Inception Report with timelines and stakeholder engagement plan.
- Situational and Benchmarking Report.
- Draft Integrated Marketing Strategy for consultation.
- Final Integrated Marketing Strategy.
- 3-5 Year Implementation Plan.
- Monitoring and Evaluation Toolkit.

Detailed project implementation plan & methodology to be submitted by the service provider as per the scope of services above.

#### **6. PROJECT DURATION:**

**The project must be completed within 16 - 24 weeks (i.e. 4-6 months) weeks from the date of appointment.**

#### **7. MINIMUM QUALIFICATIONS AND EXPERTISE FOR THE SERVICE PROVIDER:**

- **The Extensive experience in tourism marketing strategy across leisure, safari and hunting, business, and events tourism.**
- **Proven track record in destination branding and digital marketing.**
- **Knowledge of Limpopo's tourism assets and South African tourism landscape.**
- **Strong analytical, research, and stakeholder facilitation capabilities.**

The proponent should include, as a minimum, the following items:

- a) Resumes for the proposed project team members that identifies their past education, past relevant experience, skills and knowledge and in what ways the

proposed resources will be utilized in providing the services identified in the Request for Proposal.

- b) Listing of the firm's directly related experience.
- c) A descriptive list of other similar projects completed in the past with a minimum of three professional references to be used for evaluation purposes to verify medium deadlines and quality of work.

## **8. Confidentiality**

All material processed must be treated with strict confidence and must not at any time or manner be used for personal benefit.

### **Special Conditions**

This is a once-off appointment.

The project must be completed within 4 - 6 months of appointment.

Limpopo Tourism Agency reserves the right not to appoint.

Limpopo Tourism Agency may negotiate prices with recommendable bidders.



SBD 3.1

### PRICING SCHEDULE – FIRM PRICES (PURCHASES)

<p><b>PRICING SCHEDULE</b></p> <p>ONLY FIRM PRICES WILL BE ACCEPTED. NON-FIRM PRICES (INCLUDING PRICES SUBJECT TO RATES OF EXCHANGE VARIATIONS) WILL NOT BE CONSIDERED IN CASES WHERE DIFFERENT DELIVERY POINTS INFLUENCE THE PRICING, A SEPARATE PRICING SCHEDULE MUST BE SUBMITTED FOR EACH DELIVERY POINT</p>
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I/We \_\_\_\_\_

(Full name of bidder) the undersigned in my capacity as \_\_\_\_\_

Of the firm \_\_\_\_\_

CSD NO. \_\_\_\_\_

Hereby offer to Limpopo Tourism Agency to render the services as described, in accordance with the specifications and conditions of contract to the entire satisfaction of the Limpopo Tourism Agency and subject to the conditions of tender, for the amounts indicated hereunder

No	Description	Quantity	Unit price (VAT Incl.)	Total Price (VAT Incl.)
1	Concept and strategy framework for the province including key engagement with key industry contributors	01		
2	Compilation of inventory of products for marketing	01		
3	Compilation and presentation of the full strategy	01		
	<b>TOTAL (VAT INCL.)</b>			

**Company Name:** \_\_\_\_\_

**Contact Number:** \_\_\_\_\_

Signature of Bidder: \_\_\_\_\_ Date: \_\_\_\_\_



## EVALUATION CRITERIA

### CRITERIA - MANDATORY REQUIREMENTS

#### 1. MINIMUM REQUIREMENTS

Bidders must comply with all the minimum requirements as listed below. Failure to comply with or submit any of the supporting documentation listed below will result in your bid being disqualified.

ITEM DESCRIPTION		Please indicate with an "X" to offer complies with the requirements		
		YES	NO	Comment
a)	Must be registered on Central Supplier Database (CSD)			
b)	Bidder must complete and sign the bid forms in full.			
c)	Attendance of Compulsory Briefing Session			

#### 2. EVALUATION METHODOLOGY

In accordance with the Preferential Procurement Regulations, 2022, the bid evaluation process shall be carried out in three Phases namely:

- Phase 1: Administrative Compliance
- Phase 2: Evaluation on Functionality.
- Phase 3: Evaluation in terms of Price and Preference Point Systems in accordance with the Preferential Procurement Regulations 2022.

##### PHASE 1: ADMINISTRATIVE COMPLIANCE (Submission of compulsory documents.

The first phase of evaluation is checking and verification of all mandatory documents to be submitted by the bidders and compliance to specification.

If any of the following Bid Forms are not completed and signed or handed in with your proposal on closing date and time, your proposal will be immediately disqualified.

- SBD 3.1 (Pricing Schedule) Make sure it is completed.
- SBD 4 (Bidder's Disclosure) Make sure it is signed. **(Failure to disclose any other companies involved in (SECTION 2.3.1) will result in disqualification). Bidders may attach a list of companies involved in if the space is too small.**

- **SBD 6.1** (Preference claim form) Make sure it is completed and signed. (Bidders will not be disqualified if it is not completed but will not claim preference points.)
- Bidders that do not comply with the bid requirements may be regarded as non-responsive and may be disqualified.

**PLEASE NOTE:**

- a) the bidder or any of its directors/shareholders is not listed on the Register of Tender Defaulters in terms of the Prevention and Combating of Corrupt Activities Act of 2004 as a person prohibited from doing business with the public sector.
- b) the bidder has not:
  - i) abused the Supply Chain Management System; or
  - ii) failed to perform on any previous contract and has been given a written notice to this effect.
- c) All corrections and scratching are initialled.
- d) Completion of the bid document using pencil not allowed, **BID DOCUMENT TO BE COMPLETED IN BLACK INK.**
- e) Scratching is done by putting a straight line through the corrected items.
- f) **THE USE OF CORRECTION FLUID WILL AUTOMATICALLY INVALIDATE YOUR BID.**
- g) Alterations to the bid document or **submission of a copy of the original bid document will invalidate the bid.**

## **2. PHASE 2: EVALUATION IN TERMS OF FUNCTIONALITY**

The assessment on functionality will be done in terms of the evaluation criteria and minimum threshold as specified. The minimum qualifying score for functionality is **70%** as set out below. Bidders who fail to achieve the minimum qualifying score on functionality will be disqualified for further evaluation of price and specific goals.



Functionality assessment should be allocated as follows:

	FUNCTIONALITY CRITERIA		
	COMPONENTS	Points Awarded	
<b>A</b>	<b>COMPANY'S EXPERIENCE (Detailed company's profile must be submitted)</b>		<b>30</b>
	<p>Bidder's proven competency in rendering the similar service, extensive knowledge of the development of marketing strategies.</p> <ul style="list-style-type: none"> <li>• 8+ clients</li> <li>• 6-7 clients</li> <li>• 4-5 clients</li> <li>• 3-4 clients</li> <li>• 0-2 clients</li> </ul>	<p>15 10 08 05 02</p>	
	<p>The Bidder should provide the reference letters on valid letters that prove experience of the organization in providing development of marketing strategies.</p> <ul style="list-style-type: none"> <li>• More than three reference letters</li> <li>• Three reference letters</li> <li>• Less than three reference letters</li> </ul>	<p>15 10 05</p>	
<b>B</b>	<b>PREVIOUS SIMILAR PROJECT EXECUTED</b>		
	<ul style="list-style-type: none"> <li>• 500 000 or more</li> <li>• Less than R500 000</li> <li>• Below R100 000</li> <li>• Below R50 000</li> <li>• Below R10 000</li> </ul> <p>Attach appointment letter/purchase order.</p>	<p>20 15 10 05 0</p>	<b>20</b>
<b>C</b>	<b>EXPERIENCE OF KEY PERSONNEL</b>		<b>30</b>
	<p>Experience of the key personnel who will be assigned to the project in the development of marketing strategies</p> <ul style="list-style-type: none"> <li>• 5 Years and more</li> <li>• 4 Years</li> <li>• 3 Years</li> <li>• 2 Years</li> <li>• 1 Year</li> </ul> <p>Attach CV with traceable references.</p>	<p>30 25 20 10 05</p>	
	<b>LOCALITY</b>		<b>20</b>

	Companies located within the Limpopo Province	20	
	Companies located outside of the Limpopo Province	10	
	Attach proof of residence ( <b>Municipal bill, Lease agreement, PTO, Letter from Traditional Authority</b> ).		

The minimum qualifying score for functionality is **70%**. Bidders who fail to obtain the minimum qualifying score of **70%** will be disqualified.

### PHASE 3: EVALUATION IN TERMS OF PRICE AND PREFERENCE POINT SYSTEMS

Only bids that achieve the minimum qualifying score/percentage for functionality will be evaluated further in accordance with the 80/20 preference point system prescribe in Preferential Procurement Regulations, 2022.

The PPPFA prescribes that the lowest acceptable bid will score 80 points for price. Bidders that quoted higher prices will score lower points for price on a pro-rata basis.

#### When calculating prices:

- a) Unconditional discounts will be taken into account for evaluation purposes; and
- b) Conditional discounts will not be taken into account for evaluation purposes but would be implemented when payment is affected.

The formulae to be utilized in calculating points scored for price is as follows:

80/20 preference point system formula will be used to calculate the points for price of quotations/tenders with the rand value equal to or below R50 million

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

Where:

Ps = Points scored for price of bid under consideration

Pt = Rand value of tender consideration

Pmin = Rand value of lowest acceptable tender

A maximum of **20 points** will be awarded in accordance with the table below, for quotations from R0 to R50 000 000:

NO	DESIGNATED GROUP	SPECIFIC GOALS (20 POINTS)
1	Black People	4
2	Youth	4
3	Women	4
4	Persons with Disability	4
5	Military Veterans	4

- a. The points scored by a tenderer in respect of the specific goals above must be added to the points scored for price.
- b. A specific goal will be allocated according to the percentage of ownership in the company (e.g., if black people own 50% of the company, the points for the specific goal will be **2**, i.e.  $50/100 \times 4 = 2$ ).
- c. Only the tender with the highest number of points scored may be selected.
- d. CSD report will be used to as a means of verification of the specific goals.
- e. **A valid medical certificate is required to claim points for persons with disability.**
- f. Confirmation of registration on the National Military Veterans Database of the Department of Military Veterans is required in order to claim points for military veterans.
- g. Limpopo Tourism Agency reserves the right not to award the bid.



## BIDDER'S DISCLOSURE

SBD 4

### FORM

#### 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<sup>1</sup> 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

<sup>1</sup> 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 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 consortium<sup>2</sup> will not be construed as collusive bidding.

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<sup>2</sup> 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.

- 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.
- 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.
- 3.5 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); and
- the 90/10 system for requirements with a Rand value above 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.

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:

	<b>POINTS</b>
<b>PRICE</b>	<b>80</b>
<b>SPECIFIC GOALS</b>	<b>20</b>
<b>Total points for Price and SPECIFIC GOALS</b>	<b>100</b>



- 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:

$$\begin{array}{ccc}
 \mathbf{80/20} & \mathbf{or} & \mathbf{90/10} \\
 \\
 \mathbf{Ps} = \mathbf{80} \left( \mathbf{1} - \frac{\mathbf{Pt} - \mathbf{Pmin}}{\mathbf{Pmin}} \right) & \mathbf{or} & \mathbf{Ps} = \mathbf{90} \left( \mathbf{1} - \frac{\mathbf{Pt} - \mathbf{Pmin}}{\mathbf{Pmin}} \right)
 \end{array}$$

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:

$$\begin{array}{ccc} \mathbf{80/20} & \mathbf{or} & \mathbf{90/10} \\ \\ \mathbf{Ps = 80 \left( 1 + \frac{Pt - P_{max}}{P_{max}} \right)} & \mathbf{or} & \mathbf{Ps = 90 \left( 1 + \frac{Pt - P_{max}}{P_{max}} \right)} \end{array}$$

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	Number of points allocated (90/10 system) (To be completed by the organ of state)	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (90/10 system) (To be completed by the tenderer)	Number of points claimed (80/20 system) (To be completed by the tenderer)
Black People		4		
Youth		4		
Women		4		
Persons with Disability		4		
Military Veterans		4		

#### DECLARATION WITH REGARD TO COMPANY/FIRM

4.3. Name \_\_\_\_\_ of  
company/firm.....

4.4. Company \_\_\_\_\_ registration \_\_\_\_\_ number:  
.....

4.5. TYPE OF COMPANY/ FIRM

- ☐ Partnership/Joint Venture / Consortium
  - ☐ One-person business/sole propriety
  - ☐ Close corporation
  - ☐ Public Company
  - ☐ Personal Liability Company
  - ☐ (Pty) Limited
  - ☐ 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:** .....

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