



SOUTH AFRICAN TOURISM

PART C: TENDER EVALUATION PROCESS- SAT TENDER 344/24 Global integrated lead marketing Agency

Summary of the Evaluation Phases (table below):

Table 1: Evaluation Summary

Phase 1 Administrative and Mandatory Bid Requirements	Phase 2 Desktop Functional Technical and Presentation Evaluation	Phase 3 Price and Preference points (Specific goals) Evaluation
<p>Service providers' responses will be evaluated based on compliance with the administrative and mandatory bid requirements.</p>	<p>Service provider (s) are required to achieve a minimum threshold of 75 points (Phase 2A) to proceed to Phase 2 B. Bidders who achieve 75 points under Phase 2B will proceed to Phase 3.</p> <p>The Tender/Evaluation Matrix Cross Reference: Service providers should reference the criteria to the portfolio of evidence in the bid proposal. It is of vital importance that systematic scoring can be carried out.</p> <p>1. Phase 2. A: Desktop technical, functional evaluation= 100 points:</p> <ul style="list-style-type: none"> A bidder must meet a minimum threshold of 75 points of desktop technical and functional evaluation to be considered for the next assessment phase, Phase 2B (Presentation). Failure to meet the minimum point threshold result in disqualification in this phase. <p>2. Phase 2. B Presentation = 100</p> <ul style="list-style-type: none"> A bidder must meet the minimum threshold of 75 points of Phase 2B functional evaluation to be considered for the next phase of evaluation, Phase 3 (Price and preference points-specific Goals). Failure to meet the minimum will result in disqualification in this phase. 	<p>The tender will be evaluated on the 90/10 preference points system. Preference points system (specific goals) based on the tender above R50 million.</p> <p>The highest-scoring bidder will be appointed on price and preference points (specific goals).</p>

Phase 1: Administrative Bid Requirements

Without limiting, the generality of South African Tourism is another critical requirement for this Bid, Service provider (s) Must submit all the documents required.

All documents must be completed and signed by the duly authorised representative of the prospective service provider (s). During this phase, service providers' responses will be evaluated based on compliance with the listed administrative and mandatory bid requirements.

Table 2: Phase 1 Evaluation

Documents that must be submitted	YES/NO	
Invitation SBD 1		Complete and sign where applicable.
Registration on the Central Supplier Database (CSD)		<ul style="list-style-type: none"> All bidders, including proposed partner/subcontractor agencies, must be registered as a service provider on the National Treasury's Central Supplier Database (CSD). If the bidder is not registered, register with your company before submitting your proposal. Visit https://secure.csd.gov.za/ to obtain your vendor number. Submit proof of registration. (Applicable to South African Companies only) Proof of registration can be in any form that SAT can verify that the bidder is registered on the CSD, e.g., MAAA number, CSD report, etc. Tax compliance is only considered when awarding the tender (the bidder), not during various evaluation phases. During the award phase, if a bidder is found to be non-compliant as per the CSD or SARS confirmation, the bidder must provide proof of compliance or written proof by SARS of their tax compliance status within seven working days, of which failure will result in the tender not being awarded to the bidder. SAT reserves the right to consider the next bidder within the process.
Declaration of Interest - SBD 4		<ul style="list-style-type: none"> Complete and sign where applicable.
Preference points claim form in terms of the preferential procurement regulations 2022 - SBD 6.1		<ul style="list-style-type: none"> If any bidder is found to have missed signing off or duly completed the SBD, SAT may require, within two working days, a sign-off or duly completed of the SBD, and failure will result in the bid being disqualified.
Copies of latest audited Statement of financial position, Statement of financial performance and Cash flow statement and latest audit report (issued by independent auditors).		<ul style="list-style-type: none"> Shortlisted bidders will be required to submit full set of latest financials upon request from South African Tourism; SA Tourism may assess the financial health (Liquidity, solvency ratio, etc.) of the recommended bidder. Should the result of the financial assessment reflect financial distress that may hinder the supplier from successfully delivering the project, SA Tourism reserves the right not to award the Bid to the highest point scorer. SAT reserves the right to consider the next bidder within the process.

Proof of consortium/Joint venture agreement, etc., if applicable.		<ul style="list-style-type: none"> The written undertaking of consortium/joint venture, etc. signed commitment between the leading bidder and partner(s). Signed SLA between partners or leading bidder. Failure to attach may lead to disqualification
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Phase 2: Desktop Technical Evaluation = Weighting out of 100 basis points

All service providers are required to respond to the technical evaluation criteria scorecard and provide information/portfolio of evidence that they unconditionally hold the available capacity, ability, experience, and qualified staff to provide the requisite business requirements to South African Tourism under this tender.

The technical, functional evaluation (functionality) will comprise two (2) phases:

Phase 2. A will measure the responsiveness of proposals as per submission on or before the closing date and time and Phase 2. B will comprise a presentation functional evaluation.

Phase 2 A Desktop technical, functional evaluation- A bidder will be evaluated out of 100 points and must score a minimum threshold of 75 out of 100 points to qualify for presentation in Phase 2. B. All evidence provided must relate to the bidders' local offices.

Phase 2 B Presentation- A bidder will be evaluated out of 100 points and must score a minimum threshold of 75 out of 100 points to be further assessed in the following evaluation phase (Price and Preference Points-Specific Goals).

Table 3: Phase 2 Evaluation

Evaluation criteria	Weighting	Reference Page in Bidder's Proposal
<p>Criteria 1: Development of an Integrated Brand and Creative Strategy showcasing extensive experience in conceptualisation, development, execution, and deployment of Global campaigns.</p> <p>Description: Provide four case studies as per the set scope of work, inclusive of Valid contact details of Client in relation to the case study and must be within 36 months period.</p> <p>Bidders are to submit contactable references from previous clients where similar services were conducted. Valid contact details of Client in relation to the case study and must be within 36 months period. Demonstrated expertise in crafting and executing Strategy, Brand, Creative, Digital, and social media campaigns. Bidders must provide case studies within the last 36 months, must show/cover different clients and sectors, to show diversity in your expertise. Representative of different types of campaigns.</p> <p>Submission Requirements:</p> <p>A. Four different case studies</p> <ul style="list-style-type: none"> Two International case studies - Global Standard (Outside South Africa) Two South African case Studies (Executed in South Africa) <ul style="list-style-type: none"> Each case study must be relevant to the nature and scope of work described Case Study Required Elements: <p>The selected case studies must illustrate the following:</p> <ul style="list-style-type: none"> Business challenge/campaign objectives 	40	

<ul style="list-style-type: none"> - SMART Key Performance Indicators/Targets and success criteria - Implementation should include visual evidence (i.e. campaign images or videos) - Performance reporting - outline the results against the KPIs and explain lessons learned, campaign adaptations, and market impact - Valid contact details for Client and related case studies. - Valid contact details for Client in relation to the case study and must be within 36 months period. <p>Criteria Scoring</p> <ul style="list-style-type: none"> •3 points = The bidder submitted four (4) case studies that meet the requirements of A •2 points = The bidder submitted three (3) case studies that meet the requirements of A •1 point = The bidder submitted two (2) case studies that meet the requirements of A <p>Zero scoring</p> <ul style="list-style-type: none"> - Less than two case study as per the scope of work. - Case studies that are outside 36 months (3 years) - No Valid contact details for Client in relation to the case study and must be within 36 months period. <p>No Valid contact details for Client in relation to the case study</p>		
<p>Criteria 2: Maximum of two (2) Case Studies illustrating Multi-platform Marketing Content Creation, traditional and digital media within 36 months (3 years)</p> <p>Description: Development of bespoke and fit-for-purpose content (short & long form) for the following</p> <ol style="list-style-type: none"> Traditional media focuses on reach, qualitative brand impact, and cost-efficiency against a wide audience Digital media focuses on action, efficiency, and customer behavior, using precise, real-time data Multi-platforms focus on attribution, customer journey mapping, and holistic Return on Investment (ROI) across all channels. Valid contact details for Client in relation to the case studies Case studies within 36 months (3 years) <p>Criteria Scoring</p> <ul style="list-style-type: none"> •3 points = The bidder to submit two case studies (Traditional, Digital and Multi-platform Media) based on a, b, c, d and e. •2 points = The bidder to submit one case study (Traditional, Digital and Multi-platform Media) based on a, b, c, d and e. <p>Zero Scoring =</p> <ul style="list-style-type: none"> - Less than two case studies, - No Valid contact details for Client in relation to the case study - Outside 36 months - Case studies not as per the scope of work 	20	
<p>Criteria 3: Full Campaign (Methodology)</p> <p>Reporting toolkits.</p>	20	

<p>Description: Experience in following</p> <ul style="list-style-type: none"> A. Conceptualisation, B. Development, C. Execution D. Deployment of campaigns. <p>Bidders must show tracking, measuring, and monitoring tools that will be made available to South African Tourism, and provide one case study and valid contact details of the client in relation to the case study and must be within 36 months period.</p> <p>Criteria Scoring</p> <ul style="list-style-type: none"> •3 Points = The bidder submitted a case study that covers A, B, C and D above plus tracking, measuring and monitoring tools. <ul style="list-style-type: none"> - Valid contact details for Client in relation to the case study and must be within 36 months period. •2 Points = The bidder submitted a case study that covers three of the A, B, C and D above plus tracking, measuring and monitoring tools. <ul style="list-style-type: none"> - Valid contact details for Client in relation to the case study and must be within 36 months period. <p>Zero Scoring</p> <p>Case study that is out of scope and out of timeliness</p> <ul style="list-style-type: none"> a. No Valid contact details for Client in relation to the case study b. Outside 36 Months and does not cover A to D <p>Case studies not as per the scope of work</p>		
<p>Criteria 5: Agency Credentials and Servicing Team</p> <p>Description: The agency will be expected to present past work that clearly illustrates their ability to interpret the scope of work. The agency needs to show the experience of the senior personnel team that will work on the account.</p> <p>Submit a detailed CV's or Profiles and the CV's or Profiles must also include qualification(s) for all senior personnel. Each CV or Profile must demonstrate a minimum of 5 years of Marketing Experience and confirm the personnel's placement within each of the required categories below:</p> <ul style="list-style-type: none"> A. Brand Design B. Digital C. Creative D. Content <p>NB: Bidder must link the Senior personnel CV or profiles with the above categories. Not more than 4 CV or Profiles.</p> <p>Rating Scale:</p> <p>0: No CV or Profiles attached, less than 5 years of experience, no past work experience presented, and No qualification stated on the CV or profile.</p> <p>1 point = The Bidder attached 2 CV's or profiles of senior personnel that demonstrate experience of five years, and the CV's or Profiles must also include qualification(s)</p> <p>2 points = The Bidder attached 3 CV's or profiles of Senior personnel that demonstrate experience of six to seven years, and the CV's or Profiles must also include</p>	20	

qualification(s) 3 points = The Bidder attached 4 CV's or Profiles of senior personnel that demonstrate experience of eight years, and the CV's or Profiles must also include qualification(s)		
Phase 2A Total	100	
PHASE 2 B PRESENTATION	100	
<p>Criteria 1: Case Studies (Live Presentation) include Innovation & creativity</p> <p>Description: Bidders must provide two case studies during a live presentation: one from the public sector and one from the tourism and travel-related industry. Both case studies should demonstrate strategic problem-solving leading to engaging creative, with a complete Return on Investment (ROI) and must show a clear understanding and addressing of business problems</p> <p>NB: Failure to submit two relevant case studies will lead to disqualification.</p> <p>Rating Scale:</p> <ul style="list-style-type: none"> - 0: Failure to present two relevant case studies (tourism/travel related), or case studies lack strategic problem-solving, engaging creative, or demonstrable ROI. (Note: A score of 0 in this category leads to disqualification). - 1: Two case studies presented, but one or both are weak in demonstrating strategic problem-solving, engaging creative, or clear ROI, or are not fully relevant to the specified sectors. - 2: Two relevant case studies presented (one public sector, one tourism/travel related) that clearly demonstrate strategic problem-solving, engaging creative, and a good understanding of ROI. <p>3: Two outstanding and compelling case studies presented (one public sector, one tourism/travel related) that showcase exceptional strategic problem-solving, highly engaging and effective creative, and a clear, strong, and measurable Return on Investment (ROI). The presentation itself is highly professional and persuasive.</p>	50	
<p>Criteria 2: Methodology (Live Presentation)</p> <p>This section evaluates the agency's strategic approach to solving marketing problems and their systematic planning for project implementation.</p> <p>0 = Does Not Meet Requirements:</p> <ul style="list-style-type: none"> - No demonstration of creative solutions to marketing business problems. - No project implementation plan provided, or the plan is entirely absent of detail, timelines, deliverables, or dependencies. - The presentation fails to illustrate any understanding of systematic project execution. <p>1 = Partially Meets Requirements:</p> <ul style="list-style-type: none"> - Demonstrates limited experience in providing creative solutions; examples may be superficial or lack clear strategic alignment to business problems. - A project implementation plan is presented but lacks significant detail, contains incomplete timelines, or misses key deliverables and/or dependencies. The plan may also appear unrealistic. - The presentation indicates some awareness of methodology but struggles to coherently demonstrate a practical application. <p>2 = Meets Requirements:</p>	50	

<ul style="list-style-type: none"> - Clearly demonstrates experience in providing effective and relevant creative solutions to marketing business problems, with examples illustrating a thoughtful approach. - A detailed project implementation plan is provided with clear, logical timelines from inception to completion. It includes a comprehensive list of deliverables and dependencies. - The presentation effectively communicates a sound methodology for project execution, showing a practical understanding of how to manage a project. 		
<p>3 = Exceeds Requirements:</p> <ul style="list-style-type: none"> - Provides compelling and innovative demonstrations of experience in delivering highly effective and original creative solutions that strategically address complex marketing business problems, displaying a deep understanding of market dynamics and audience insights. - An exceptionally detailed and robust project implementation plan is presented, featuring highly realistic and optimized timelines, clearly defined and measurable deliverables, and meticulously identified dependencies. The plan demonstrates foresight and proactive risk mitigation. <p>The live presentation clearly articulates and convincingly showcases an advanced, adaptable, and highly efficient methodology for project execution, demonstrating superior organizational skills and a commitment to excellence.</p>		
TOTAL FOR PHASE 2 (A+B)	100	

Bidders must meet the minimum threshold of **75 points** to proceed to Phase 3: Price and Preference (specific goals) evaluation. Failure to meet the minimum thresholds of both evaluation phases will result in disqualification regardless of combined scored points.

- Bid proposals will be evaluated strictly according to the bid evaluation criteria stipulated in this section.
- Bidders must submit supportive documentation for all functional requirements as part of their bid documents as indicated in the Terms of Reference.
- The panel responsible for scoring the respective bids will evaluate and score all bids based on information presented in the proposals in line with the RFP.
- The score for functionality will be calculated in terms of the table below, where each Bid Evaluation Committee (BEC) member will rate each criterion on the bid evaluation score sheet.

Phase 3: Price and Preference (specific goals) Evaluation (90/10) = 100 points

Only Bidders who meet the minimum 75 points threshold of functionality in Phase 2B will be evaluated in Phase 3 for price and preference (Specific goals).

The total points for price evaluation (out of 90) and the total points for specific goals evaluation (out of 10) will be consolidated. The bidder who scores the highest points for comparative pricing and specific goals of after the consolidation of points will normally be considered the preferred bidder, with whom South African Tourism will enter into further negotiations for the contract.

Table 5: Price and Preference (specific goals)

1. LIST OF RETURNABLES BIDDERS SHOULD PLEASE ADHERE TO THE FOLLOWING INSTRUCTIONS			
a) TICK APPLICABLE BOX			
b) ENSURE THAT THE FOLLOWING DOCUMENTS ARE COMPLETED, SUBMITTED AND SIGNED WHERE APPLICABLE			
ANNEXURES	DOCUMENT DESCRIPTION	YES	NO
PART A & B	IS BID INVITATION FORM, TERMS, AND CONDITIONS FOR BIDDING COMPLETED, SIGNED AND SUBMITTED?		
SUPPLIER IS REQUIRED TO USE THE PRESCRIBED SEQUENCE IN ATTACHING THE ANNEXURES THAT COMPLETE THE BID OR RFQ DOCUMENT			

ANNEXURE A	IS THE STANDARD BID DOCUMENT (SBD4) FORM BIDDER'S DISCLOSURE COMPLETED, SIGNED AND SUBMITTED?		
ANNEXURE B	IS BIDDER'S SWORN AFFIDAVIT - EXEMPTED MICRO ENTERPRISE (EME) - OR QUALIFYING SMALL ENTERPRISE (QSE) - STILL VALID (FOR A PERIOD OF 12 MONTHS) FROM THE DATE SIGNED BY THE COMMISSIONER SUBMITTED TO CLAIM POINTS FOR SMME'S?		
ANNEXURE C	IS THE BIDDER'S QUOTED PRICE OR FINANCIAL OFFER SUBMITTED AND ALIGNED WITH THE SCOPE OF WORK? OR STATED IN THE BELOW TABLE OF DESCRIPTION OF SERVICE/GOODS?		
ANNEXURE D	IS PROOF OF OWNERSHIP BY BLACK WOMAN ATTACHED IN THE FORM OF (A) COPY OF THE FOUNDING DOCUMENTATION OF THE COMPANY WITH WHICH THE OWNERSHIP IS LISTED, (B) COPY OF THE ID-DOCUMENT(S) OF THE BLACK WOMAN(E)		
ANNEXURE E	IS PROOF OF OWNERSHIP BY BLACK PERSON (S) IN THE FORM OF, (A) COPY OF THE FOUNDING DOCUMENTATION OF THE COMPANY WITH WHICH THE BLACK OWNERSHIP IS LISTED, AND (B) COPY OF IDENTITY DOCUMENTS.		
ANNEXURE F	IS PROOF OF OWNERSHIP BY BLACK YOUTH ATTACHED IN THE FORM OF (A)) COPY OF THE FOUNDING DOCUMENTATION OF THE COMPANY WITH WHICH THE OWNERSHIP IS LISTED, (B) COPY OF THE ID-DOCUMENT(S) OF THE BLACK YOUTH.		
ANNEXURE G	IS THE LATEST REPORT FROM CENTRAL SUPPLIER DATABASE (CSD) SUBMITTED? THE REPORT WILL BE USED AMONGST OTHERS TO VERIFY TAX COMPLIANT AND BANKING DETAILS. TO FURTHER CONFIRM IF THE SHAREHOLDERS/DIRECTORS OF THE COMPANY ARE BLACK WOMEN, BLACK YOUTH OR BLACK-OWNED. INFORMATION AND DETAILS ON BLACK WOMEN, BLACK YOUTH AND BLACK OWNERSHIP SHOULD BE SIMILAR TO THE INFORMATION SUBMITTED ON ANNEXURES C, D,E AND F ABOVE.		

2. APPLICATION OF PREFERENCE POINT SYSTEM

4.1 DEFINITIONS

HISTORICALLY DISADVANTAGED INDIVIDUALS (HDI) IS DEFINED AS A SOUTH AFRICAN CITIZEN -

- a) WHO, DUE TO THE APARTHEID POLICY THAT WAS IN PLACE, HAD NO VOTING RIGHTS IN THE NATIONAL ELECTIONS PRIOR TO THE INTRODUCTION OF THE CONSTITUTION OF THE REPUBLIC OF SOUTH AFRICA, 1983 (ACT NO. 100 OF 1983) OR THE CONSTITUTION OF THE REPUBLIC OF SOUTH AFRICA, 1993 (ACT NO. 200 OF 1993) (*"THE INTERIM CONSTITUTION"*) AND OR
- b) WHO IS A WOMAN AND/OR
- c) YOUTH

4.2 WITH THE UNDERSTANDING THAT ANY PERSON WHO RECEIVED SOUTH AFRICAN CITIZENSHIP ON OR BEFORE THE INTRODUCTION OF THE INTERIM CONSTITUTION, WILL NOT BE DEEMED TO BE HDI.

4.3 ANY REFERENCE TO WORDS "BID" OR "BIDDER" HEREIN AND/OR IN ANY OTHER DOCUMENTATION SHALL BE CONSTRUED TO HAVE THE SAME MEANING AS THE WORDS "TENDER" OR "TENDERER".

4.4 "A WOMAN" REFERS TO A FEMALE PERSON WHO IS A SOUTH AFRICAN CITIZEN

4.5 "HDI EQUITY OWNERSHIP" REFERS TO THE PERCENTAGE OF A PARTNERSHIP OR BUSINESS THAT IS OWNED BY INDIVIDUALS, OR IN THE CASE OF A COMPANY, THE PERCENTAGE OF SHARES WHICH IS OWNED BY INDIVIDUALS WHO ARE ACTIVELY INVOLVED IN THE MANAGEMENT DECISIONS AND DAY TO DAY OPERATIONAL ACTIVITIES OF THE COMPANY OR BUSINESS AND WHO EXERCISES CONTROL IN THE BUSINESS IN RELATION TO THEIR OWNERSHIP AT THE CLOSE OF TENDER. WHERE INDIVIDUALS ARE NOT ACTIVELY INVOLVED IN THE MANAGEMENT AND DAY TO DAY OPERATIONAL ACTIVITIES OF THE BUSINESS AND WHO DOES NOT EXERCISE CONTROL IN RELATION TO THE PERCENTAGE OF THEIR OWNERSHIP, EQUITY OWNERSHIP POINTS CANNOT BE AWARDED.

4.6 "BLACK PEOPLE" IS A GENERIC TERM WHICH MEANS AFRICANS, COLOURED AND INDIANS WHO ARE CITIZENS OF THE RSA BY BIRTH OR DESCENT OR BY NATURALISATION BEFORE 27 APRIL 1994 OR AFTER.

4.7 "SMALL ENTERPRISE" MEANS A SEPARATE AND DISTINCT BUSINESS ENTITY, TOGETHER WITH ITS BRANCHES OR SUBSIDIARIES, IF ANY, INCLUDING COOPERATIVE ENTERPRISES, MANAGED BY ONE OWNER OR MORE PREDOMINANTLY CARRIED ON IN ANY SECTOR OR SUBSECTOR OF THE ECONOMY.

4.8 "YOUTH" IS A GENERIC TERM WHICH MEANS PERSONS BETWEEN 14 TO 35 YEARS OF AGE. (THE MAXIMUM AGE OF PERSON/DIRECTOR/SHAREHOLDER ETC MUST BE BELOW OR 35 YEARS ON OR BEFORE THE CLOSING DATE AND TIME OF THE RFQ)

4.9 "EXEMPTED MICRO ENTERPRISE (EME)" IN TERMS OF THE GENERIC CODES OF GOOD PRACTICE, IT REFERS TO AN ENTERPRISE WITH AN ANNUAL TOTAL REVENUE OF R 10 MILLION OR LESS.

4.10 "QUALIFYING SMALL ENTERPRISE (QSE)" IN TERMS OF THE GENERIC CODES OF GOOD PRACTICE, IT REFERS TO AN ENTERPRISE WITH AN ANNUAL TOTAL REVENUE OF BETWEEN R 10 MILLION AND R 50 MILLION

4.11 "SPECIFIC GOALS" REFERS TO CONTRACTING WITH PERSONS, OR CATEGORIES OF PERSONS, HISTORICALLY DISADVANTAGED BY UNFAIR DISCRIMINATION ON THE BASIS OF RACE, GENDER OR DISABILITY AND IMPLEMENTING PROGRAMME AS PUBLISHED IN THE GOVERNMENT GAZETTE NO. 16085 DATED 23 NOVEMBER 1994.

4.12 90 / 10 PREFERENCE POINT SYSTEM

TENDERERS WILL BE AWARDED POINTS AS FOLLOWS:

The points must be allocated and awarded as follows:

i.	Total Tendered Price	:	90 points	
ii.	Black Women Ownership	:	02 points	
iii.	Black Ownership	:	04 points	
	points)			
iv.	Black Youth	:	02 points	
v.	Small, Medium and Micro Enterprises	:	02 points	
	(SMME's)			

Specific Goals (Maximum

Total: 100 points

4.13 THE POINTS SCORED FOR SPECIFIC GOALS WILL BE ADDED TO THE POINTS SCORED FOR PRICE, AND THE TOTAL MUST BE ROUNDED OFF TO THE NEAREST 2 DECIMAL PLACES

4.14 TENDER PRICE

THE FOLLOWING FORMULA WILL BE USED TO CALCULATE THE POINTS OUT OF 90 FOR PRICE IN RESPECT OF TENDER WITH A RAND VALUE EXCEEDING R 50 MILLION (INCLUSIVE OF ALL APPLICABLE TAXES). THE LOWEST ACCEPTABLE TENDER MUST SCORE 90 POINTS FOR PRICE, AND OTHER TENDERS WHICH ARE HIGH IN PRICE MUST SCORE FEWER POINTS, ON PRORATA BASIS.

$$P_s = 90 \left(1 - \frac{P_t - P_{min}}{P_{min}} \right)$$

WHERE -

PS = POINTS SCORED (AWARDED) FOR PRICE OF TENDER UNDER CONSIDERATION

PT = PRICE OF TENDER UNDER CONSIDERATION; AND

PMIN = PRICE OF THE LOWEST ACCEPTABLE TENDER

4.15 SPECIFIC GOALS

4.15.1 % OWNED BY PEOPLE WHO ARE BLACK WOMEN (WO)

A MAXIMUM OF Twi (02) POINTS WILL BE AWARDED TO A TENDERER WHO IS A BLACK WOMAN. EQUITY OWNERSHIP FOR BLACK WOMEN WILL BE DETERMINED BY THE % OF THE ENTERPRISE OWNED BY SUCH A PERSON OR BY THE % OF SHARES OWNED BY MEMBER/S WHO ARE ACTIVELY INVOLVED IN THE DAY TO DAY MANAGEMENT OF THE COMPANY OR ENTERPRISE.

% OF ENTERPRISE OWNED BY BLACK WOMEN ----- %

THUS, POINTS AWARDED: $2 \times \frac{\% WO}{100} =$

PROOF OF OWNERSHIP MUST BE ATTACHED IN

THE FORM OF:

- a) COPY OF THE FOUNDING DOCUMENTATION OF THE COMPANY WITH WHICH THE OWNERSHIP IS LISTED I.E. CIPC ETC;
- b) COPY OF THE ID-DOCUMENT (S) OF THE BLACK WOMAN(E)
- c) LATEST CENTRAL SUPPLIER DATABASE (CSD) REPORT OF WHICH OWNERSHIP OF THE BLACK WOMAN IS LISTED

4.15.2 % OWNED BY BLACK OWNERSHIP (BO)

A MAXIMUM OF Four (04) POINTS WILL BE AWARDED TO A TENDERER WHO IS A BLACK AND DID NOT HAVE VOTING RIGHTS ACCORDING TO THE DEFINITION OF AN HDI. EQUITY OWNERSHIP FOR BLACKS WILL BE DETERMINED BY THE % OF THE ENTERPRISE OWNED BY SUCH A PERSON OR BY THE % OF SHARES OWNED BY MEMBERS WHO ARE ACTIVELY INVOLVED IN THE DAY-TO-DAY ACTIVITIES OF THE COMPANY OR ENTERPRISE.

% OF ENTERPRISE OWNED BY BLACK PERSON(S) WHO DID NOT HAVE VOTING RIGHTS.....%

THUS, POINTS AWARDED: $04 \times \frac{\% BO}{100} =$

PROOF OF OWNERSHIP MUST BE ATTACHED IN THE FORM OF:

- a) COPY OF ID DOCUMENT.
- b) COPY OF THE FOUNDING DOCUMENTATION ON THE COMPANY WITH WHICH THE OWNERSHIP IS LISTED I.E. CIPC ETC;
- c) LATEST CSD REPORT WITH BLACKS AS SHAREHOLDERS/DIRECTORS OF THE COMPANY

4.15.3 SMALL, MEDIUM AND MICRO ENTERPRISES (SMME'S)

A MAXIMUM OF Two (2) POINTS WILL BE AWARDED TO A TENDERER WHO IS CLASSIFIED AS SMMEIS

THE COMPANY CLASSIFIED AS EME OR QSE?

YES = 2 POINTS

NO = 0 POINT

PROOF OF DOCUMENTATION MUST BE ATTACHED IN THE FORM OF:

- a) SWORN AFFIDAVIT THAT IS VALID FOR A PERIOD OF 12 MONTHS FROM THE DATE SIGNED BY THE COMMISSIONER.

4.15.4 % OWNED BY BLACK YOUTH

A MAXIMUM OF TWO (2) POINTS WILL BE AWARDED TO A TENDERER WHO IS Black Youth. EQUITY OWNERSHIP FOR BLACK YOUTH WILL BE DETERMINED BY THE % OF THE ENTERPRISE OWNED BY SUCH A PERSON OR BY THE % OF SHARES OWNED BY MEMBERS WHO ARE ACTIVELY INVOLVED IN THE DAY TO DAY ACTIVITIES OF THE COMPANY OR ENTERPRISE.

% OF ENTERPRISE OWNED BY BLACK YOUTH%

THUS, POINTS AWARDED : $2 \times \frac{\% DO}{100} =$

PROOF OF OWNERSHIP MUST BE ATTACHED IN THE FORM OF:

- a) A COPY OF THE FOUNDING DOCUMENTATION OF THE COMPANY WITH WHICH THE OWNERSHIP IS LISTED I.E. CIPC ETC;
- b) A COPY OF ID DOCUMENT;
- c) LATEST CENTRAL SUPPLIER DATABASE (CSD) REPORT OF WHICH OWNERSHIP OF THE BLACK YOUTH IS LISTED.

4.15.5

table B: Ownership

NAME AND SURNAME /ENTITY NAME	GENDER (MALE OR FEMALE)	AGE i.e., 32	CITIZENSHIP (RSA, OR SPECIFY OTHER)	ETHNIC GROUP (BLACK, WHITE, ETC.)	NUMBER OF SHARES PER SHAREHOLDER	PERCENTAGE OF OWNERSHIP (%) PER SHAREHOLDER
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Total						

(To be completed by bidder)

TABLE- C: SPECIFIC GOALS

Ownership	Total percentage of ownership	specific goals points claimed
Black Woman ownership		
Black Ownership		
Black Youth Ownership		
Total		

4.16 THE SAT CAN ONLY AWARD POINTS PROVIDED SUFFICIENT INFORMATION AND REQUIRED DOCUMENTS ARE CORRECTLY COMPLETED AND RETURNED WITH THE PROPOSALS IN LINE WITH LIST OF RETURNABLE DOCUMENTS ON PARAGRAPH THREE (3) ABOVE. POINTS OBTAINED FOR PRICE SHOULD BE ADDED TO POINTS OBTAINED FOR SPECIFIC GOALS.

4.17 TENDER MUST BE AWARDED TO THE TENDERER SCORING THE HIGHEST POINTS. HOWEVER, A CONTRACT MAY BE AWARDED TO A TENDERER THAT DID NOT SCORE THE HIGHEST POINTS ONLY IN ACCORDANCE WITH SECTION 2 (1)(F) OF THE PPPFA 05 OF 2000.

3. CRITERIA FOR BREAKING DEADLOCK IN SCORING

- a) IF TWO OR MORE OF THE TENDERERS HAVE SCORED EQUAL TOTAL NUMBER OF POINTS, THE CONTRACT WILL BE AWARDED TO THE TENDERER THAT SCORED THE HIGHEST POINTS FOR SPECIFIC GOALS;
- b) IF TWO OR MORE TENDERS SCORE EQUAL TOTAL NUMBER OF POINTS IN ALL RESPECTS, THE AWARD WILL BE DECIDED BY THE DRAWING OF LOTS

4. DELIVERIES

- a. ALL DELIVERIES MAY BE ACCOMPANIED BY A DELIVERY NOTE OR AN INVOICE OF AN OFFICIAL PURCHASE ORDER NUMBER AGAINST WHICH THE DELIVERY HAS BEEN AFFECTED
- b. DELIVERIES NOT COMPLYING WITH THE PURCHASE ORDER FORM MAY BE RETURNED TO THE SUPPLIER(S) AT THE SUPPLIER'S EXPENSE. SAT WILL NOT BE LIABLE FOR PAYMENT OF INCORRECTLY DELIVERED GOODS OR SERVICE

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|---|--|
| c. BIDDERS SHOULD INDICATE THE PLANNED DELIVERY PERIOD (IN DAYS) FROM THE DATE AN ORDER IS ISSUED | |
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5. POPIA DISCLAIMER**5.1. COMPLIANCE WITH THE PERSONAL INFORMATION ACT, 4 OF 2013**

PERSONAL INFORMATION SHARED WITH THE SAT SHALL BE TREATED WITH CONFIDENTIALITY AND IN COMPLIANCE WITH THE PROTECTION OF PERSONAL INFORMATION ACT, 4 OF 2013 (POPIA) AND OTHER APPLICABLE LAWS. FOR PURPOSES OF THIS DISCLAIMER, "PERSONAL INFORMATION" SHALL BE DEFINED AS DETAILED IN THE PROMOTION OF ACCESS TO INFORMATION ACT, ACT 2 OF 2000 (PAIA) AND POPIA, AND "PROCESSING" AND "FURTHER PROCESSING" SHALL BE READ, INTERPRETED AND UNDERSTOOD AS DETAILED AND DEFINED IN POPIA.

5.2. CONSENT TO PROCESSING AND FURTHER PROCESSING OF PERSONAL INFORMATION

THE SATMAY PROCESS AND FURTHER PROCESS RECEIVED PERSONAL INFORMATION, INTERNALLY OR EXTERNALLY, IN THE EXECUTION OF ITS MANDATE AND/OR AS REQUIRED BY LAW. THE SAT MAY SHARE PERSONAL INFORMATION WITH ITS SERVICE PROVIDERS, AGENTS, CONTRACTORS, LEGAL AND OTHER PROFESSIONAL ADVISORS AUTHORISED TO PROCESS THIS INFORMATION. THE SATMAY THUS PLACE RECEIVED PERSONAL INFORMATION IN THE PUBLIC DOMAIN DUE TO THE NATURE AND REQUIREMENTS OF ITS WORK.

5.3. FURTHER PROCESSING OF PERSONAL INFORMATION

YOU FURTHER GRANT THE SATEXPRESS AND/OR IMPLIED PERMISSION TO FURTHER PROCESS RECEIVED PERSONAL INFORMATION AND PLACE IT IN THE PUBLIC DOMAIN, IN THE EXECUTION OF ITS MANDATE AND STATUTORY OBLIGATIONS.

5.4. DUTY OF CARE

THE SAT VALUES YOUR PRIVACY AND SHALL TAKE ALL REASONABLE MEASURES TO PROTECT RECEIVED PERSONAL INFORMATION.

5.5. EXEMPTION FROM LIABILITY

THE SAT(INCLUDING ITS OFFICIALS AND/OR EMPLOYEES) ACCEPTS NO LIABILITY WHATSOEVER, FOR ANY LOSS, DAMAGE (WHETHER DIRECT, INDIRECT, SPECIAL, OR CONSEQUENTIAL), AND/OR EXPENSES OF ANY NATURE WHATSOEVER WHICH MAY ARISE AS A RESULT OF, OR WHICH MAY BE ATTRIBUTABLE DIRECTLY OR INDIRECTLY, FROM INFORMATION MADE AVAILABLE HEREIN, OR ACTIONS OR TRANSACTIONS RESULTING THEREFROM

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