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City of Johannesburg

Johannesburg Water SOC Ltd

Turbine Hall
65 Ntemi Piliso Street
Newtown
Johannesburg

Johannesburg Water
PO Box 61542
Marshalltown
2107

Tel +27(0) 11 688 1400
Fax +27(0) 11 688 1528

www.johannesburgwater.co.za

YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF JOHANNESBURG WATER

DESCRIPTION: REVENUE MANAGEMENT LEAD EXPERT Appointment of a Lead Revenue Expert to assist JHB Water with the development and implementation of a Revenue Management Model, ensuring maximization of revenue generated and collected, billing completeness, revenue leakage reduction, and distribution loss management, in the context of transitioning from centralized COJ Group Treasury control to ring-fenced accountability under National Treasury Trading Services Reforms.

RFQ NUMBER: RFQJW0073SM2026 – REVENUE MANAGEMENT LEAD EXPERT

ADVERT DATE: 19 June 2026

CLOSING DATE: 26 June 2026

CLOSING TIME: 16:00

RFQ VALIDITY PERIOD: 60 Days

TOTAL QUOTATION VALUE MUST BE INCLUSIVE OF ALL APPLICABLE TAXES. NB: FAILURE TO INCLUDE ALL APPLICABLE TAXES ON QUOTATION WILL LEAD TO DISQUALIFICATION.

SUBMISSION OF QUOTATIONS: SUBMISSIONS MUST BE MADE ON THE E-TENDER PORTAL (<https://www.etenders.gov.za>)

BRIEFING SESSION – N/A

**CONTACT PERSON
SUPPLY CHAIN MANAGEMENT**
Name: Simphiwe Mdlalose
Tel No: 011 688 1825
Email: Simphiwe.mdlalose@jwater.co.za

**CONTACT PERSON
END USER DEPARTMENT**
Name: Kgaugelo Mahlaba
Tel No: 011 688 1485
Email: Kgaugelo.mahlaba@jwater.co.za

Name of Bidder:

Total Amount excl. VAT:

VAT Amount:

Total Amount Incl. VAT:



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THIS BID IS SUBJECT TO THE PREFERENTIAL PROCUREMENT POLICY FRAMEWORK ACT OF 2000 AND THE PREFERENTIAL PROCUREMENT REGULATIONS, 22, THE GENERAL CONDITIONS OF CONTRACT (GCC) AND, IF APPLICABLE, ANY OTHER SPECIAL CONDITIONS OF CONTRACT

QUOTATIONS WILL BE EVALUATED ON THE 80/20 POINT SCORING SYSTEM. 80 POINTS WILL BE ALLOCATED TO PRICE AND THE REMAINING 20 POINTS WILL BE ALLOCATED FOR SPECIFIC GOALS AS PER PPPFA 2022

ALL SUPPLIERS RESPONDING TO QUOTATIONS SHOULD BE REGISTERED ON CENTRAL SUPPLIER DATABASE (CSD)

- 1. QUOTATIONS MUST BE ON COMPANY LETTERHEADS**
- 2. QUOTATIONS RECEIVED AFTER CLOSING DATE AND TIME WILL NOT BE ACCEPTED.**
- 3. QUOTATIONS WITHOUT BRAND NAMES WHERE REQUIRED WILL NOT BE ACCEPTED**
- 4. TOTAL QUOTATION VALUE TO INCLUDE ALL APPLICABLE TAXES.**
- 5. SUBMIT A COPY OF A VALID BBBEE CERTIFICATE OR SWORN AFFIDAVIT.**
- 6. ENSURE THAT ALL ATTACHED MBD'S ARE DULY COMPLETED AND SIGNED**
- 7. SUBMIT A COPY OF VALID LEASE AGREEMENT OR MUNICIPAL ACCOUNT STATEMENT NOT OLDER THAN 3 MONTHS AND NOT IN ARREARS FOR MORE THAN 90 DAYS**
- 8. ACCEPTANCE OF A QUOTATION WILL BE SUBJECT TO JOHANNESBURG WATER'S SUPPLY CHAIN POLICY**

Ms Dineo Majavu (Chairperson), Mr Ntshavheni Mukwevho (Managing Director and Executive Director),
Mr Kgaugelo Mahlaba (Chief Financial Officer and Executive Director), Mr Siphon Mthembu, Ms Zandile Meeleso, Mr Pholoso Matjele,
Mr Molate Mashifane, Ms Pamela Mabece, Mr Collen Sambo, Mr Makoko Makgonye, Ms Thabiso Kutumela, Mr Kefiloe Mokoe



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Guide: How to submit a response on the E-tender Portal

- Submit on E tender portal, following the below:
 1. (<https://www.etenders.gov.za/>)
 2. Search/Click Browse Opportunities by organ of state (Johannesburg Water)/search by RFQ reference number.
 3. Click the **+ sign** to expand the tender/ RFQ information.
 4. start the e submission process.
 5. Supplier login
 6. Use your CSD Credentials to Login. Contact CSD on (csd@treasury.gov.za) in case you forgot your login credentials. "My profile should show if you have logged in successfully".
 7. select supplier.
 8. check the submission checklist and attached the compulsory documents.
 9. confirm and proceed.

If the application is not going through on the E-tender portal Contact:

eTenders Contact Centre

+27(0)12 406 9222 / 012 406-9229 / 012 312-5000

etenders@treasury.gov.za <https://etenders.treasury.gov>

Directors:

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Specification:

Appointment of a Lead Revenue Expert to assist JHB Water with the development and implementation of a Revenue Management Model, ensuring maximization of revenue generated and collected, billing completeness, revenue leakage reduction, and distribution loss management, in the context of transitioning from centralized COJ Group Treasury control to ring-fenced accountability under National Treasury Trading Services Reforms.

TERMS AND CONDITIONS OF BIDDING

1. Definitions

- **JHB Water** means City of Johannesburg Water.
- **COJ** means City of Johannesburg.
- **National Treasury Trading Services Reforms** means the regulatory framework requiring ring-fencing of municipal trading services.
- **Lead Revenue Expert** means the single individual bidder (from a firm or individual) responsible for all deliverables.
- **Single Point of Management Accountability** means full responsibility over revenue management value chain, cash flow, and ring-fenced operations.

2. Background and Context

City of Johannesburg Water (JHB Water) is a municipal entity responsible for water and sanitation services provision. Currently, billing, credit control, and debt collection are centralized at the City of Johannesburg (COJ) Group Treasury. All funds received are swept into the COJ primary bank account, leaving JHB Water without direct control over its revenue. In line with **National Treasury Trading Services Reforms**, JHB Water must transition to a **Single Point of Management Accountability** over its revenue management value chain, cash flow, and ring-fenced financial operations. This reform necessitates a comprehensive revenue management model to maximize revenue generation, collection, billing completeness, leakage reduction, and distribution loss management.

3. Problem Statement

JHB Water currently experiences:

- Lack of control over funds swept into COJ primary bank account
- Revenue leakages due to fragmented accountability
- Incomplete billing system integrity
- Distribution losses not optimally managed
- No ring-fenced cash flow management
- Need to transition from centralized credit control and debt collection to entity-level accountability

4. Objective of the Support Programme

To appoint a highly experienced Lead Revenue Expert to assist JHB Water in designing and



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implementing a revenue management model that ensures:

- Maximization of revenue generated and collected
- Completeness and accuracy of the billing system
- Reduction of revenue leakages
- Management and reduction of distribution losses
- Transition from centralized COJ Treasury control to ring-fenced JHB Water accountability
- Establishment of Single Point of Management Accountability over revenue management value chain and cash flow

5. Detailed Scope of Work (Single Lead Expert)

The Lead Revenue Expert shall perform the following key activities:

5.1 Project Inception and Project Implementation Plan (PIP)

- Conduct inception meeting with JHB Water and COJ Group Treasury
- Develop a detailed PIP within 7 days of inception
- Define milestones, resources, timelines, and risk register

5.2 Diagnostic Assessment (AS-IS)

- Assess current billing, credit control, debt collection, and cash sweep mechanism
- Identify revenue leakages, data gaps, and distribution loss points
- Evaluate the interface between COJ Group Treasury and JHB Water
- Use the Single and Integrated Revenue Management Framework (SIRMF) Assessment Tool

5.3 Revenue Management Model Design

- Develop a ring-fenced revenue management framework aligned with National Treasury reforms
- Define KPIs for revenue maximization, collection efficiency, and billing completeness
- Design cash flow control mechanisms and bank account ring-fencing
- Establish Single Point of Management Accountability structure

5.4 Data Analytics & Leakage Reduction

- Deploy data analytics tools to detect and prevent leakages
- Integrate billing system completeness checks
- Perform customer billing data cleansing and reconciliation with property information

5.5 Financial Recovery Plan

- Develop a financial recovery roadmap addressing distribution losses



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- Provide advisory on tariff structures, credit control policies, and debt collection strategies
- Model revenue enhancement scenarios and quantify potential gains

5.6 Transition & Change Management

- Develop transition plan to shift accountability from COJ Treasury to JHB Water
- Design ring-fenced bank account structure and cash flow protocols
- Train JHB Water finance and revenue staff

5.7 Final Consolidated Report

- Compile a comprehensive Revenue Enhancement Programme report with costed recommendations
- Present findings to JHB Water Executive Management and COJ Group Treasury

6. Required Qualifications & Experience (Mandatory Pre-Qualifiers)

Criteria	Requirement
Professional Qualification	Chartered Accountant (CA(SA), ACCA, CPA, or equivalent)
Additional Qualification	Data Engineering qualification (BEng/BSc in Data Engineering/MSc in Information Science – Machine Learning or equivalent)
Experience	Minimum 15 years in municipal revenue management implementation/advisory in South African municipalities
Financial Recovery Plans	Demonstrated experience in developing financial recovery plans for distressed municipalities
Data Analytics	Proven track record in data analytics for revenue assurance

7. Mandatory Compliance Checklist (Pass/Fail)

Item	Document Required	Tick
1	Proof of Chartered Accountant qualification (ACCA, CA(SA), CIMA)	<input type="checkbox"/>
2	Proof of Data Engineering qualification (BEng/BSc in Data Engineering/MSc in Information Science or equivalent)	<input type="checkbox"/>
3	CV demonstrating 15+ years municipal revenue management experience	<input type="checkbox"/>



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Item	Document Required	Tick
4	Three reference letters from municipal revenue projects	<input type="checkbox"/>
5	Tax Compliance Status CSD registration	<input type="checkbox"/>
6	Signed Declaration of Interest (MBD4)	<input type="checkbox"/>

Any "Fail" results in immediate disqualification.

PART C: EVALUATION CRITERIA

Stage 1: Administrative Responsiveness (Pass/Fail)

Criteria	Requirement
Submission before closing time	Yes/No
Two-folder submission (Technical + Price)	Yes/No
All mandatory documents attached	Yes/No

Stage 2: Functional / Technical Evaluation (80 points)

Minimum threshold to pass: 50 out of 80 points

Item	Evaluation Criterion	Max Points	Scoring Guideline
1	Experience of the Bidder (Lead Expert) – Demonstrated completed work in: (a) municipal revenue enhancement programme development & implementation; (b) tariff review & restructuring; (c) billing data cleansing; (d) distribution loss management; (e) ring-fencing of trading services	30	5+ relevant projects = 30 3-4 relevant projects = 20 2 relevant projects = 10 1 relevant project = 5 0 = 0
2	Municipal Revenue Management Experience – Number of years specifically in South African municipal revenue management	15	15+ years = 15 12-14 years = 10 10-11 years = 5



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Item	Evaluation Criterion	Max Points	Scoring Guideline
			Less than 10 years = 0
3	Banking / Treasury Experience – Commercial banking or treasury management (trade finance, cash management, correspondent banking, SWIFT, exchange control)	15	10+ years = 15 7-9 years = 10 5-6 years = 5 Less than 5 years = 0
4	Data Engineering & Analytics Capability –demonstrated application in revenue assurance	10	4+ projects = 10 2-4 projects = 6 MSc only = 3 No data engineering qualification = 0
5	Financial Recovery Plan Experience – Track record in distressed municipal financial turnarounds	5	5+ municipalities = 5 3-4 municipalities = 3 1-2 municipalities = 1 0 = 0
6	Understanding of JHB Water’s Context – Demonstrated grasp of COJ centralised treasury, National Treasury Trading Services Reforms, and ring-fencing requirements (assessed via proposal narrative)	5	Excellent = 5 Good = 3 Poor = 0
Total		80	

Stage 3: Pricing Evaluation (20 points)

Formula (lowest bidder gets full 20 points):

Points = 20 × (Lowest bid / Bid under evaluation)

Price ceiling: R 750,000 (VAT incl) for the full 7-month contract period (not exceeding R 750 000 Vat inclusive threshold).

Final Award Formula

Total Score = Technical Score (out of 80) + Price Score (out of 20)

Award to the highest-scoring compliant bidder.

Disqualification Criteria

The DBSA/JHB Water reserves the right to disqualify any bidder who:

- Submits incomplete information or documentation



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- Submits fraudulent or factually untrue information
- Does not comply with any pre-qualifier
- Submits after the stipulated closing time

PART D: PRICING SCHEDULE (Annexure A)

A separate electronic folder must contain the pricing proposal. Failure to separate from technical proposal will result in disqualification.

Contract Type: Lump sum (fixed price) in ZAR, inclusive of all costs (travel, accommodation, printing, stationery, administrative work)

ID	Scope of Work / Key Deliverable(s)	Fee Basis	Duration	Total Professional Fee (Incl. VAT) (ZAR)
1	Inception meeting and development of the Project Implementation Plan (PIP)	Lump sum	2 weeks	R _____
2	Diagnostic assessment (AS-IS) of revenue management value chain, including COJ Treasury interface analysis	Lump sum	1 month	R _____
3	Data analytics framework & leakage reduction implementation	Lump sum	2 months	R _____
4	Financial recovery plan & tariff restructuring advisory	Lump sum	2 months	R _____
5	Final consolidated Revenue Enhancement Programme report & close-out	Lump sum	1 month	R _____
	Sub-Total (Excl. VAT)			R _____
	VAT (15%)			R _____
	Total Proposed Fee (Incl. VAT)			R _____

Note: The bidder must attach a breakdown of the total proposed fee per deliverable, indicating elements of scope, resources applied, estimated duration, and rates.

PART E: TECHNICAL PROPOSAL REQUIREMENTS

The bidder must submit a technical proposal (max 20 pages) structured as follows:

1. **Understanding of the Assignment** – max 2 pages
2. **Proposed Methodology & Approach** – max 4 pages



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3. **Project Implementation Plan (Gantt chart)** – max 2 pages
4. **Risk Register & Mitigation Strategies** – max 2 pages
5. **Curriculum Vitae of Lead Expert** – max 5 pages
6. **Reference Letters** (minimum 3) – max 4 pages

Declaration:

I, the undersigned, declare that the information furnished is true and correct.

Signature

Name

Date

ANNEXURE C: PREFERENCE POINTS CLAIM FORM (BBBEE)

Item	Description
Preference point system applicable	80/20
Maximum points for price	80
Maximum points for BBBEE	20
BBBEE Status Level	_____
Points claimed	_____

Certified BBBEE certificate or sworn affidavit must be attached.



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MANDATORY REQUIREMENTS:

- 1.1 Full Completion of the Bill of Quantities (BOQ)/ Specification (where applicable)**
- 1.2 Attendance of compulsory site briefing (where applicable)**
- 1.3 Attachment of datasheet, reference letter, proof of certification, proof of accreditation, functionality requirements (where applicable)**
- 1.4 No RFQ will be considered from persons in the service of the state**
- 1.5 No Bidder who is blacklisted by National Treasury or any National Authority due to non-performance will be considered**
- 1.6 All Quotes should be on PDF (MS WORD, MS EXCEL, PICTURES ARE NOT ALLOWED) and On Company Letterhead**
- 1.7 Submission of a Joint Venture Agreement, where applicable, which has been properly signed by all parties**

Directors:

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POPIA PRIVACY STATEMENT

Johannesburg Water SOC Limited

In terms of the Protection of Personal Information Act 213 (Act 4 of 2013), also called the POPI Act or POPIA, Johannesburg Water SOC Limited, undertakes all reasonable measures to protect personal information and to keep it private and confidential.

1. Privacy Notice applies to:

Suppliers, vendors, contractors, service providers, etc whether appointed or prospective.

2. Definitions of personal information

According to the Act "personal information" means information relating to an identifiable living, natural person, and where it is applicable, an identifiable, existing juristic person. All addresses including residential, postal and email addresses.

3. About the Public Entity

Johannesburg Water (SOC) Limited, registration number 2000/029271/30

3.1 The information we collect

We collect information directly from you where you provide us with your personal details. Where possible, we will inform you what information you are required to provide to us and what information is optional.

3.2 How Johannesburg Water use your information

We will use your personal information only for the purposes for which it was collected and agreed with you. For example: to gather contact information, to confirm and verify your identity, for the evaluation and adjudication of bids and quotations for tenders, request for quotations, and other personal information for the procurement of goods and services by the Entity.

3.3 Disclosure of information

We may disclose your personal information to our Shareholder, the City of Johannesburg, and other Government agencies such as National Treasury, and the Auditor-General of South Africa. We have agreements in place to ensure that they comply with the privacy requirements as required by the Protection of Personal Information Act.

Directors:

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We may also disclose your information:

- Where we have a duty or a right to disclose in terms of law.
- Where we believe it is necessary to protect our rights.

3.4 Information Security

We are legally obliged to provide adequate protection for the personal information we hold and to stop unauthorised access and use of personal information. We will, on an ongoing basis, continue to review our security controls and related processes to ensure that your personal information remains secure.

When we contract with third parties, we impose appropriate security, privacy and confidentiality obligations on them to ensure that personal information that we remain responsible for is kept secure. We will ensure that anyone with whom we pass your personal information agrees to treat your information with the same level of protection as we are obliged to.

3.5 Your rights: Access to Information

You have the right to request a copy of the personal information we hold about you. To do this, simply contact us at informationofficer@jwater.co.za, and specify what information you require.

3.6 Correction of your personal information

You have the right to ask us to update, correct or delete your personal information. We will require a copy of your identification document to confirm your identity before making changes to personal information we may hold about you. We would appreciate it if you would keep your personal information accurate and up to date.

3.7 How to contact us

If you have any queries about this document; you need further information about our privacy practices; wish to withdraw consent; exercise preferences or access or correct your personal information, please contact us at the numbers listed on our website or send an email to informationofficer@jwater.co.za.

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**DATA SUBJECT CONSENT WITHDRAWAL FORM
IN TERMS OF THE PROTECTION OF PERSONAL INFORMATION ACT, NO. 4 OF
2013 (POPIA)**

CONSENT

Ia natural person “herein referred to as the “Data Subject” with identification number hereby withdraw my consent to process my personal information by Johannesburg Water SOC Ltd (Responsible Party). Therefore, Johannesburg Water SOC Ltd. no longer has my consent to process my personal information for the intended purpose

.....
.....
.....

which was previously granted using the DATA SUBJECT CONSENT FORM.

The withdrawal of consent does not affect the lawfulness of the processing activities up to the date on this form.

Details of Data Subject

Name and surname:

Identification number:

Date of Birth:

Residential address:

.....

.....

Contact number(s):

E-mail address:

Relationship to Responsible Party:

Signed at _____ on this _____ day of _____ 20 ____

Signature of Data Subject

Information Officer/Deputy
Johannesburg Water SOC Ltd.



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ADMINISTRATIVE REQUIREMENTS

PLEASE SUPPLY THE FOLLOWING DOCUMENTS TO ENABLE US TO EVALUATE YOUR SUBMISSION:

Returnable Documents	Description	Yes/No
1	Original Valid Tax Clearance Certificate /valid SARS PIN	COMPULSORY
2	A, certified /original/valid, BBEE certificate /affidavit (Please note that the Sworn Affidavit must be compliant as per B- BBEE Practice Guide 01 of 2018 , NON-COMPLIANT AFFIDAVIT WILL BE SCORED ZERO)	COMPULSORY
3	Municipal rates and taxes (Must not be older than 90 days in arrears in line with regulation 38.	COMPULSORY
4	Signed Declaration of Interest form (MBD 4)	COMPULSORY
5	Declaration of Bidders past supply chain management practices (MBD 8)	COMPULSORY
6	Certificate of Independent Proposal Determination (MBD 9)	COMPULSORY
7	Proof of CSD registration /MAAA Supplier Number	COMPULSORY
8	Preference points claim form in terms of the preferential procurement regulations 2022 (MBD 6.1)	COMPULSORY
9	Company registration documents with ID copies of directors / shareholders.	COMPULSORY

Directors:

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Ms Kethabile Mabe (Company Secretary),

Johannesburg Water SOC Ltd

Registration Number: 2000/029271/30



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MBD 3.1

**PRICING SCHEDULE – FIRM PRICES
(PURCHASES)**

NOTE: 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**

Name of Bidder.....	Bid Number.....
Closing Time	Closing Date.....

OFFER TO BE VALID FOR 60 DAYS FROM THE CLOSING DATE OF BID.

ITEM NO.	QUANTITY (QTY)	DESCRIPTION	UNIT PRICE (P)	TOTAL PRICE (QTY*P)
SUB-TOTAL				R
VAT AT 15%				R
GRAND TOTAL (BID PRICE IN RSA CURRENCY WITH ALL APPLICABLE TAXES INCLUDED)				R

I (full name) _____, in my capacity as _____, the duly authorized representative of _____ (company name) hereby declares that the offer is in

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Mr Molate Mashifane, Ms Pamela Mabece, Mr Collen Sambo, Mr Makoko Makgonye, Ms Thabiso Kutumela, Mr Kefiloe Mokoena

Ms Kethabile Mabe (Company Secretary),

Johannesburg Water SOC Ltd

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Newtown
Johannesburg

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Marshalltown
2107

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accordance with the attached specification, notes to suppliers & accepts all conditions/ clauses contained in the said documents.

Signature of duly authorized representative

Date:

- Required by:

- At:

.....

- Brand and Model

- Country of Origin

- Does the offer comply with the specification(s)? *YES/NO

- If not to specification, indicate deviation(s)

- Period required for delivery

*Delivery: Firm/Not firm

- Delivery basis

Note: All delivery costs must be included in the bid price for delivery at the prescribed destination.

** "all applicable taxes" includes value-added tax, pay as you earn, income tax, unemployment insurance fund contributions and skills development levies.

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MBD 4

DECLARATION OF INTEREST

- 1. No bid will be accepted from persons in the service of the state1.
2. Any person, having a kinship with persons in the service of the state, including a blood relationship, may make an offer or offers in terms of this invitation to bid. In view of possible allegations of favouritism, should the resulting bid, or part thereof, be awarded to persons connected with or related to persons in service of the state, it is required that the bidder or their authorised representative declare their position in relation to the evaluating/adjudicating authority.

3 In order to give effect to the above, the following questionnaire must be completed and submitted with the bid.

- 3.1 Full Name of bidder or his or her representative:
3.2 Identity Number:
3.3 Position occupied in the Company (director, trustee, hareholder?):
3.4 Company RegistrationNumber:
3.5 Tax Reference Number:
3.6 VAT Registration Number:

3.7 The names of all directors / trustees / shareholders members, their individual identity numbers and state employee numbers must be indicated in paragraph 4 below.

3.8 Are you presently in the service of the state... YES / NO

3.8.1 If yes, furnish particulars.

1MSCM Regulations: "in the service of the state" means to be -

(a) a member of -

- (i) any municipal council.
(ii) any provincial legislature; or
(iii) the national Assembly or the national Council of provinces.

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- (b) a member of the board of directors of any municipal entity.
(c) an official of any municipality or municipal entity.
(d) an employee of any national or provincial department, national or provincial public entity or constitutional institution within the meaning of the Public Finance Management Act, 1999 (Act No.1 of 1999);
(e) a member of the accounting authority of any national or provincial public entity; or
(f) an employee of Parliament or provincial legislature.

2 Shareholder" means a person who owns shares in the company and is actively involved in the management of the company or business and exercises control over the company.

3.9 Have you been in the service of the state for the past twelve months?..... YES / NO

3.9.1 If yes, furnish particulars.....

.....

3.10 Do you have any relationship (family, friend, other) with persons in the service of the state and who may be involved with the evaluation and or adjudication of this bid?..... YES / NO

3.10.1 If yes, furnish particulars.....

.....

3.11 Are you, aware of any relationship (family, friend, other) between any other bidder and any persons in the service of the state who may be involved with the evaluation and or adjudication of this bid?..... YES / NO

3.11.1 If yes, furnish particulars.....

.....

Directors:

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3.12 Are any of the company's directors, trustees, managers, principal shareholders or stakeholders in service of the state? YES / NO

3.12.1 If yes, furnish particulars.....

.....

3.13 Are any spouse, child or parent of the company's directors' trustees, managers, principle shareholders or stakeholders in service of the state YES/ NO

3.13.1 If yes, furnish particulars.....

.....

3.14 Do you or any of the directors, trustees, managers, principle shareholders, or stakeholders of this company have any interest in any other related companies or business whether or not they are bidding for this contract YES / NO

3.14.1 If yes, furnish particulars:

.....

Directors:

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4. Full details of directors / trustees / members / shareholders.

Full Name	Identity Number	State Employee Number

.....

Signature

.....

Date

.....

Capacity

.....

Name of Bidder

Directors:

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MBD 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

(delete whichever is not applicable for this tender).

- a) The applicable preference point system for this tender is the 90/10 preference point system.
- b) The applicable preference point system for this tender is the 80/20 preference point system.
- c) Either the 90/10 or 80/20 preference point system will be applicable in this tender. The lowest/highest 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.

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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

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(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:

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

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmin = Price of lowest acceptable tender

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Newtown
Johannesburg

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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:

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

Where

- P_s = Points scored for price of tender under consideration
 P_t = Price of tender under consideration
 P_{max} = 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—
- 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
 - any other invitation for tender, that either the 80/20 or 90/10 preference point system

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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 (80/20 system) (To be completed by the organ of state)	Number of points claimed (80/20 system) (To be completed by the tenderer)	Proof of documents as per spec
Business owned by 51% or more – Black Youth	80		<ul style="list-style-type: none"> Valid BBBEE Certificate issued by SANAS accredited verification agency or DTI /CIPC BBBEE Certificate for Exempted Micro Enterprises or Qualifying Small Enterprise or Affidavit sworn under oath.

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- (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 box containing fields for SIGNATURE(S) OF TENDERER(S), SURNAME AND NAME, DATE, and ADDRESS.

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Johannesburg

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MBD 8

DECLARATION OF BIDDER'S PAST SUPPLY CHAIN MANAGEMENT PRACTICES

- 1 This Municipal Bidding Document must form part of all bids invited.
- 2 It serves as a declaration to be used by municipalities and municipal entities in ensuring that when goods and services are being procured, all reasonable steps are taken to combat the abuse of the supply chain management system.
- 3 The bid of any bidder may be rejected if that bidder, or any of its directors have:
 - a. abused the municipality's / municipal entity's supply chain management system or committed any improper conduct in relation to such system.
 - b. been convicted for fraud or corruption during the past five years.
 - c. willfully neglected, reneged on or failed to comply with any government, municipal or other public sector contract during the past five years; or
 - d. been listed in the Register for Tender Defaulters in terms of section 29 of the Prevention and Combating of Corrupt Activities Act (No 12 of 2004).
- 4 **In order to give effect to the above, the following questionnaire must be completed and submitted with the bid.**

Directors:

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Newtown
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4.1	<p>Is the bidder or any of its directors listed on the National Treasury's Database of Restricted Suppliers as companies or persons prohibited from doing business with the public sector?</p> <p>(Companies or persons who are listed on this Database were informed in writing of this restriction by the Accounting Officer/Authority of the institution that imposed the restriction after the <i>audi alteram partem</i> rule was applied).</p> <p>The Database of Restricted Suppliers now resides on the National Treasury's website(www.treasury.gov.za) and can be accessed by clicking on its link at the bottom of the home page.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.1.1	If so, furnish particulars:		
4.2	<p>Is the bidder or any of its directors listed on the Register for Tender Defaulters in terms of section 29 of the Prevention and Combating of Corrupt Activities Act (No 12 of 2004)?</p> <p>The Register for Tender Defaulters can be accessed on the National Treasury's website (www.treasury.gov.za) by clicking on its link at the bottom of the home page.</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.2.1	If so, furnish particulars:		
4.3	<p>Was the bidder or any of its directors convicted by a court of law (including a court of law outside the Republic of South Africa) for fraud or corruption during the past five years?</p>	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4.3.1	If so, furnish particulars:		

Directors:

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Table with 4 rows and 4 columns. Row 1: Question 4.4 about municipal rates and taxes, with Yes/No checkboxes. Row 2: Sub-question 4.4.1 for particulars. Row 3: Question 4.5 about contract termination, with Yes/No checkboxes. Row 4: Sub-question 4.7.1 for particulars.

CERTIFICATION

I, THE UNDERSIGNED (FULL NAME)

CERTIFY THAT THE INFORMATION FURNISHED ON THIS DECLARATION FORM TRUE AND CORRECT.

I ACCEPT THAT, IN ADDITION TO CANCELLATION OF A CONTRACT, ACTION MAY BE TAKEN AGAINST ME SHOULD THIS DECLARATION PROVE TO BE FALSE.

.....
Signature

.....
Date

.....
Position

.....
Name of Bidder

Directors:
Ms Dineo Majavu (Chairperson), Mr Ntshavheni Mukwevho (Managing Director and Executive Director),
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MBD 9

CERTIFICATE OF INDEPENDENT BID DETERMINATION

- 1 This Municipal Bidding Document (MBD) must form part of all bids¹ invited.
- 2 Section 4 (1) (b) (iii) of the Competition Act No. 89 of 1998, as amended, prohibits an agreement between, or concerted practice by, firms, or a decision by an association of firms, if it is between parties in a horizontal relationship and if it involves collusive bidding (or bid rigging).² Collusive bidding is a *pe se* prohibition meaning that it cannot be justified under any grounds.
- 3 Municipal Supply Regulation 38 (1) prescribes that a supply chain management policy must provide measures for the combating of abuse of the supply chain management system, and must enable the accounting officer, among others, to:
 - a. take all reasonable steps to prevent such abuse;
 - b. reject the bid of any bidder if that bidder or any of its directors has abused the supply chain management system of the municipality or municipal entity or has committed any improper conduct in relation to such system; and
 - c. cancel a contract awarded to a person if the person committed any corrupt or fraudulent act during the bidding process or the execution of the contract.
- 4 This MBD serves as a certificate of declaration that would be used by institutions to ensure that, when bids are considered, reasonable steps are taken to prevent any form of bid-rigging.
- 5 In order to give effect to the above, the attached Certificate of Bid Determination (MBD 9) must be completed and submitted with the bid:

¹ Includes price quotations, advertised competitive bids, limited bids and proposals.

² Bid rigging (or collusive bidding) occurs when businesses, that would otherwise be expected to compete, secretly conspire to raise prices or lower the quality of goods and / or services for purchasers who wish to acquire goods and / or services through a bidding process. Bid rigging is, therefore, an agreement between competitors not to compete.

Directors:

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Johannesburg Water
PO Box 61542
Marshalltown
2107

Tel +27(0) 11 688 1400
Fax +27(0) 11 688 1528

www.johannesburgwater.co.za

MBD 9

CERTIFICATE OF INDEPENDENT BID DETERMINATION

I, the undersigned, in submitting the accompanying bid:

(Bid Number and Description)

in response to the invitation for the bid made by:

(Name of Municipality / Municipal Entity)

do hereby make the following statements that I certify to be true and complete in every respect:

I certify, on behalf of: _____ that:

(Name of Bidder)

1. I have read and I understand the contents of this Certificate.
2. I understand that the accompanying bid will be disqualified if this Certificate is found not to be true and complete in every respect.
3. I am authorized by the bidder to sign this Certificate, and to submit the accompanying bid, on behalf of the bidder.
4. Each person whose signature appears on the accompanying bid has been authorized by the bidder to determine the terms of, and to sign, the bid, on behalf of the bidder.
5. For the purposes of this Certificate and the accompanying bid, I understand that the word "competitor" shall include any individual or organization, other than the bidder, whether or not affiliated with the bidder, who:
 - (a) has been requested to submit a bid in response to this bid invitation.
 - (b) could potentially submit a bid in response to this bid invitation, based on their qualifications, abilities or experience; and
 - (c) provides the same goods and services as the bidder and/or is in the same line of business as the bidder

Directors:

Ms Dineo Majavu (Chairperson), Mr Ntshavheni Mukwevho (Managing Director and Executive Director),
Mr Kgaugelo Mahlaba (Chief Financial Officer and Executive Director), Mr Siphon Mthembu, Ms Zandile Meeleso, Mr Pholoso Matjele,
Mr Molate Mashifane, Ms Pamela Mabece, Mr Collen Sambo, Mr Makoko Makgonye, Ms Thabiso Kutumela, Mr Kefiloe Mokoena

Ms Kethabile Mabe (Company Secretary),
Johannesburg Water SOC Ltd
Registration Number: 2000/029271/30



a world class African city



City of Johannesburg

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6. 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 consortium³ will not be construed as collusive bidding.
7. In particular, without limiting the generality of paragraphs 6 above, there has been no consultation, communication, agreement or arrangement with any competitor regarding:
 - (a) prices.
 - (b) geographical area where product or service will be rendered (market allocation)
 - (c) methods, factors or formulas used to calculate prices.
 - (d) the intention or decision to submit or not to submit, a bid.
 - (e) the submission of a bid which does not meet the specifications and conditions of the bid; or
 - (f) bidding with the intention not to win the bid.
8. In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications and conditions or delivery particulars of the products or services to which this bid invitation relates.
9. 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 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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10. 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.

.....
Signature

.....
Date

.....
Position

.....
Name of Bidder

Directors:

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