

EXPRESSION OF INTEREST (EOI)

REQUEST FOR EOI FOR THE IMPLEMENTATION OF SMME SUPPORT FOR ESD BENEFICIARIES

Responses must only be submitted electronically to
esd@armscor.co.za

DETAILS OF THE BIDDER	
Name of the Bidder	
Company Registration Number	
Contact Person	
Telephone Number	
Mobile Number	
Email Address	
Industry / Sector	
Manufactured Products	
Physical Business Address	
Province	
Turnover	R
Latest Financial Year End	Starting (Day, Month, Year)
	Ending (Day, Month, Year)
Has the bidder done business with Armscor before?	
Supplier Code/Order number	
Number of employees of bidder	

1. RETURNABLES - INFORMATION REQUESTED

The bidder is requested to respond with the information as listed below:

Company Credentials		Tick
1.	Valid Proof of BBBEE Status	
2.	CIPC Registration Documents	
3.	CSD Registration Documents	
4.	Proof of turnover	
Mandatory selection documents		
5	- OEM accreditation letter to distribute/re-sell defence related commodities or - SABS/ Defcon Manufacturing Capability Report for the manufacturing of defence related commodities or - OEM sub-contractor agreement or similar contracts	

Note: all the information submitted will be treated with a high level of confidentiality

Note: failure to submit all the required documents above may result in disqualification

2. ACCEPTANCE OF THE RFI CONDITIONS

- 2.1. The costs of preparing the submission shall not be reimbursed.
- 2.2. Response to this EOI may result in ESD Beneficiary Entity being selected to exhibit at the AAD2026.
- 2.3. The selected ESD Beneficiary Entity must provide its own products to exhibit at the AAD2026 at no cost to Armscor.
- 2.4. Armscor shall provide the exhibition space and basic infrastructure for display purposes.

Credentials of a Person Duly Authorised to Provide this Information on behalf of the Bidder

Name & Surname : _____
Position : _____
Contact numbers : _____
Email Address : _____
Date : _____
Signature : _____

ANNEXURE A

1. SCOPE

AAD is a key biennial international exhibition and is rated the top six in the world. It boasts more than 450 participating companies in the defence and aerospace industries from 30 countries. AAD Expo provides a conducive environment for business-to-business linkages, as well as an ideal platform for engaging in dialogue and discourse on international defence, aerospace and other related best practice. AAD 2026 will be held at the Waterkloof Airforce Base from the 16 – 20 September 2026.

Enterprise and Supplier development (ESD) is defined as monetary and/or non-monetary contributions carried out in favour of the beneficiary with the objective of contributing to the development, sustainability, financial and operational independence of those beneficiaries. The beneficiaries of ESD are Exempted Micro Enterprises (EMEs) and Qualifying Small Enterprises (QSEs) which are at least 51% black owned or at least 51% black women owned. Entities that qualify as EMEs and QSEs are entities with a turnover of less than R50 million in a particular financial year.

Armcor aims to identify companies across the country with manufacturing capabilities and capacity within the Defence Industry. The aim of this initiative is to support black SMMEs and contribute towards the growth of South African Defence Industry (SADI), Aeronautics, Technology to name a few.

2. BID EVALUATION PROCESS

Each received bid will be evaluated in 1-stage. A bid that does not comply with the requirements of stage 1 will be eliminated from the evaluation process.

STAGE 1	Mandatory Criteria
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Criteria	Proof of compliance
1. The bidder shall be an entity which is at least 51% black owned EME/QSE	The bidder shall submit a valid BBBEE certificate (BBBEE certificate issued by SANAS accredited verification agency), or CIPC BBBEE certificate or a completed BBBEE Sworn Affidavit as proof of compliance
2. The bidder shall have manufacturing capability which manufactures commodities that are defence related or have application in the defence industry OR The bidder shall be accredited agent or distributor or reseller of a commodity of an OEM in the defence sector or have application in the defence industry	The bidder shall submit a SABS/Defcon Manufacturing Capability Report OR The bidder shall submit a valid proof of accreditation from the OEM of the commodity or OEM accreditation letter to distribute/re-sell defence related commodities

ANNEXURE A

3. ALLOCATION OF PREFERENCE POINTS FOR SPECIFIC GOALS

The preference points that will be awarded in terms of the specific goals with regards to procurement processes shall be as follow

Table 1: Specific Goals for Targeted Procurement

No	Specific Goals for Targeted Procurement	Points for 80/20 PPS
RDP Programme: Promotion of SMMEs		
1	EME or QSE entities which are at least 51% owned by black people	4 points
2	EME or QSE entities which are at least 51% owned by black women	4 points
3	EME or QSE entities which are at least 51% owned by black youth	4 points
4	EME or QSE entities which are at least 51% owned by black military veterans	4 points
5	EME or QSE entities which are at least 51% owned by black people living with disabilities	4 points
Total Points Per PPS		20 points

Evidence required:

1. The Bidder shall submit with the Bid documents the BBBEE certificate (BBBEE certificate issued by a SANAS accredited verification agency), or CIPC BBBEE certificate and or completed BBBEE Sworn affidavit as a proof of compliance to claim preference points.
2. If the Bidder is an unincorporated Joint Venture (JV) or Consortium, the Bidder shall submit with the Bid, a consolidated proof of BBBEE status.
3. Should the bidder fail to submit the evidence above, then the bidder shall score no points for PPS.