

South African National Accreditation System
 Libertas Office Park
 Cnr Libertas and Highway Streets
 Equestria
 Pretoria
 0184

REQUEST FOR QUOTATION



PLEASE COMPLETE AND SUBMIT TOGETHER WITH REQUIRED DOCUMENTS AND QUOTATION

DATE OF ISSUE:	26 November 2024	REQUISITION NUMBER	REQ0005539
CLOSING DATE:	04 December 2024	CLOSING TIME:	11:00
QUOTE VALIDITY:	60 days from the date the RFQ closed	Submissions and enquires to be made to:	Ms Nkhesani Mathebula procurement@sanas.co.za 012 740 8536

1. PRODUCT /SERVICE DETAILS

Description of goods / services: Negotiation Skills Training (Negotiate an agreement or deal in an authentic work situation)		Quantity required
1	NEGOTIATION SKILLS TRAINING Please quote on virtual facilitator-led online course. Date: TBC Venue: Virtual facilitator-led online No of delegates: 1 The below is compulsory requirements when quoting: 1. This course must be accredited (see below unit standard) 2. At the end of the training learners to complete a summative assessment in the form of a portfolio of evidence / Competency Certificate – Assessment costs to be included in quote 3. Must be virtual facilitator-led online short course 4. Delegate to be able to ask questions throughout the course 5. Training dates preferably in Jan/Feb 2025 Unit Standard: Aligned to unit standard 13948 at NQF Level 4 worth 5 credits. Negotiation Skills Training (Negotiate an agreement or deal in an authentic work situation) Course Objectives: • Understanding the need for negotiation skills in business • Identifying the characteristics of a good negotiator • Identifying individual negotiating styles • Knowing and applying the steps in the negotiation process • Explaining strategies that could be used in negotiation • Preparation - information gathering and goal setting • Developing communication skills essential to negotiate successfully • Gaining confidence – demonstrating persuasive and assertiveness techniques • Achieving the best deal/outcome possible Course Content: 1. Introduction to Negotiation • Defining negotiation • Identifying the characteristics of a good negotiator • Identifying and understanding individual negotiating styles 2. The Preparation Phase • Clarifying goals and establishing limits • Assess your power base • Preparing yourself psychologically – determining your authority • Preparing for a team negotiation – allocating roles • Gathering information - learning about the oppose	1 delegate

	3. Important People Skills for Successful Negotiators • Communication and people skills required to be a successful negotiator • Effective questioning techniques • Active listening skills • How perceptions, points of view and assumptions affect negotiations • The importance of reading body language • Exploring cultural differences and diversity in negotiations • Understanding Personality Types and how to adapt communications with each type 4. The Negotiation Process • Preparation – agenda strategies • Choice of venue • Setting the climate and ground rules on the day • Probing, building bridges and establishing rapport • How to distinguish and satisfy the needs of others • Demonstrating persuasive and assertiveness techniques • Using compromise, synthesis and synergy • Pressure: The issue of time • Strategies and tactics used in negotiations • Steps for closing the deal • Types of closes	
Expected date of delivery:	Training to take place in January or February 2025	
Contract or once-off:	Once-off	
Technical / Mandatory requirements:	Aligned to unit standard 13948 at NQF Level 4 worth 5 credits. Assessment costs to be included in quote Training dates preferably in Jan/Feb 2025 Must be virtual facilitator-led online short course	
Other information:	Quote to specify details such as Course Name, Unit Standard and course content.	
SECTION TO BE COMPLETED BY SUPPLIER		
2. SUPPLIER DETAILS		
Supplier name:		
CSD number:		
Contact person:		
Contact number:		
Email:		
VAT number (if applicable):		
Physical address:		

3. SCM COMPLIANCE REQUIREMENTS (please tick)

Central Supplier Database Report or Summary	
Completed and signed SBD 4	
Completed and signed SBD 6.1	
Completed and signed SBD 8	N/A
Completed and signed SBD 9	N/A
Certified valid B-BBEE Certificate	

EVALUATION PROCESS

All bids will be evaluated as follows:

The First stage, bids will be evaluated first for Administrative requirements, Bidders are required to submit the following administrative documents to be considered for evaluation.

- Completed and signed SBD 4
- Completed and signed SBD 6.1
- Valid BBBEE certificate or sworn affidavit signed by the commissioner of oath
- Valid tax pin, Central Supplier Database Report or Summary with compliant tax status

No	Name of Administrative Required Document	Clarification Time
1	Completed and signed SBD 4	48 working hours
2	Valid tax pin, Central Supplier Database Report or Summary with compliant tax status	7 Working days

Bidders who do not adhere to the indicated response time for clarifications requested by the SANAS will be deemed to be non-responsive and their submissions will not be evaluated further.

Stage 2: Price and SANAS specific goals:

PREFERENTIAL PROCUREMENT REFORM:

The Preferential Procurement Regulations, 2022 pertaining to the Preferential Procurement Policy Framework Act, Act No 5 of 2000. SANAS Preferential Procurement (PP) requirements as per the SANAS Supply Chain Management Policy, states that SANAS shall deal with suppliers in accordance with the SANAS specific goals. The application of the specific goals will be as per the applicable pricing formula, the 80/20 system.

SANAS specific goals are in support of the following:

- Previously disadvantaged groups by allocating points for black owned businesses. Black owned businesses are defined as per the Broad-Based Black Economic Empowerment Act 53 of 2003 as Amended by Act No 46 of 2013 which states that "Black People" is a generic term which means Africans, Coloureds and Indians who are citizens of the Republic of South Africa by birth or descent; or who became citizens of the Republic of South Africa by naturalisation before 27 April 1994 or on or after 27 April 1994; and who would have been entitled to acquire citizenship by naturalization prior to that date.
- Black women as per the Amended Code Series 100 of the Amended Codes of Good Practice issued under section 9 (1) of B-BBEE Act No 53 of 2003 as Amended by Act No 46 of 2013.

- Black people who are youth as defined in the National Youth Commission Act of 1996.
- Black people who are persons with disabilities as defined in the Code of Good Practice on employment of people with disabilities issued under the Employment Equity Act.
- Exempt micro enterprises (EMEs) and thus promoting small businesses.
- Qualifying small enterprises (QSEs).

All responsive tender offers shall be evaluated in terms of Price and SANAS specific goals. The 80/20 Preference Point System shall be applicable in accordance with the Preferential Procurement Framework Act (No.5) of 2000.

Points will be allocated in terms of the SANAS specific goals as indicated in the table below. Bidders must submit valid B-BBEE Certificates or sworn affidavit to claim points on specific goals.

PRICE	80
SANAS SPECIFIC GOALS	20

Note: To claim points Bidders must submit a valid BBBEE certificate or sworn affidavit signed by the commissioner of Oath together with a fully completed and signed SBD 6.1. Bidders are required to indicate the preference point claimed in the SBD 6.1.

Specific Goal	20	10
100% Black Owned	6	4
51% - 99% Black Owned	4	2
100% Black Women Owned	6	3
51% - 99% Black Women Owned	4	2
5% Youth Owned	2	1
2% Owned by Persons with Disabilities	1	1
Exempt Micro Enterprise (EME)	5	0
Qualifying Small Enterprise (QSE)	3	1

This RFQ will be evaluated according to the above SANAS specific goals. Failure to submit supporting documents may result to a bidder being allocated zero (0) points. Bidders are required to claim SANAS specific goals in the provided SBD 6.1 attached.

4. QUOTATION TERMS & CONDITIONS:

1. Quote validity refers to calendar days
2. SANAS reserves the right to award to multiple suppliers.
3. SANAS reserves the right to increase or decrease quantities at the prices quoted.
4. SANAS reserves the right to cancel this request.
5. All goods/services must be quoted in Rand value.
6. SANAS reserves the right to negotiate with bidders.
7. All fields must be filled in / completed for this document to be accepted.
8. Failure to submit the quotation by the date and time stipulated will result in disqualification.
9. Payment will be made 30 days after delivery of goods of services.
10. THIS QUOTE DOES NOT CONSTITUTE AN ORDER

5. ACKNOWLEDGEMENT AND SUBMISSION:

I hereby acknowledge and accept the terms and conditions of this request for quotation:

Name:

Signature:

Date:

