



BID NUMBER	ECIC06P-2026/27
NAME OF BID	PANEL OF LEGAL SERVICES FOR 5 YEARS
QUESTIONS AND ANSWERS	

The following questions were received by the Export Credit Insurance Corporation of South Africa (SOC) Limited (ECIC) on the abovementioned bid, and are hereby responded to as follows:

Number	Question	Reference	Response
1.	Good day, We refer to the attached bid document. Kindly indicate to us how we must select the areas of law we wish to bid for. There is Annexure B, which has been left intentionally blank (on page 21). Please indicate how we are to use Annexure B. Thank you. Good day With reference to the abovementioned tender, please provide clarity to the following hereunder:	Page 21	Bidders are required to indicate which areas of law they are bidding for. Bidders are required to provide evidence of their experience/expertise in each area of law they are applying for, in Annexure B
2.	2.1. On page 28, on checklist in the table, it states two printed copies 1 original 1 copy 1 electronic copy submitted? And on Page 13 it says bid documents must be submitted on pdf format to email address. Just for clarity is it an option to hand deliver 1 original 1 copy and 1 electronic copy if we have a problem submitting via email?	Page 13	Correct. Bidders have an option of submitting their proposal electronically through email or physically. In the event that they submit physically, bidders are required deliver 1 original 1 copy and 1 electronic copy.



BID NUMBER	ECIC06P-2026/27
NAME OF BID	PANEL OF LEGAL SERVICES FOR 5 YEARS
QUESTIONS AND ANSWERS	

Number	Question	Reference	Response
2.2.	For submission of tender, can we submit whatever area of law we are bidding for as one combined document, or do we have to separate each category for submission?		The areas of law can be submitted in one bidding document or combined.
2.3.	On page 11 under evaluation criteria, written references, must it be 5 in total for categories bided for or 5 letters for each category bided for?		It is the responsibility of the bidder to ensure that they identify their supporting documents for the area of law they are bidding for.
2.4.	On page 11 under evaluation criteria, Capability, how many individual resources are required for each category of law bided for?	Page 11	It should be 5 in total for each of the categories bidding for.
			For each of the areas or categories bidding for, the bidder must demonstrate capability and there is no prescribed number of individual resources.
Dear Sir/Madam,			
[XXXX, name redacted by ECIC] refers to the Export Credit Insurance Corporation of South Africa Limited Request for Proposal for the Renewal Panel of Legal Services for Five Years, Bid No. ECIC06P-2026/27.			
To ensure that our submission is aligned with ECIC's requirements, we would appreciate clarification on the following:			
3.	3.1. Evaluation by area of law Paragraph 5.2 requires bidders to indicate the areas of law for which they are applying and to provide evidence of experience and expertise in each area. Please confirm whether each area of law will be evaluated separately or whether one functional score will apply to the and overall submission.	Paragraph 5.2 and Paragraph 13.1.3	Each area of the law will be considered separately. The team, experience and references and supporting information must be submitted separately for each area.



BID NUMBER	ECIC06P-2026/27
NAME OF BID	PANEL OF LEGAL SERVICES FOR 5 YEARS
QUESTIONS AND ANSWERS	

Number	Question	Reference	Response
	Reason for clarification: This will determine whether the team, experience, references and supporting information must be submitted separately for each area. RFP reference: paragraph 5.2, page 6 and paragraph 13.1.3, page 9.		Paragraph 13.1.3 describes Phase 3 Functional evaluation where bidders are expected to score minimum 80,00 The ECIC will list to the panel only bidders who have achieved a minimum of 80.00 points under this evaluation criteria and who also satisfy the requirements listed under paragraph 15
3.2.	Areas not covered in Table 1 Paragraph 2.1 lists areas of law that do not have corresponding scope and expertise requirements in Table 1. Please confirm the scope and expertise requirements for the areas listed in paragraph 2.1 that are not covered in Table 1. Reason for clarification: This will enable us to align the proposed team and experience with ECIC's requirements for those areas. RFP reference: paragraph 2.1, pages 3–4 and Table 1, pages 5–6.	<i>Paragraph 2.1</i>	Areas not included in Table 1 and listed in paragraph 2.1 should be included. The bidder will be required to indicate the experience and capability in those areas.
3.3.	Government Sector experience Table 2 refers to "Experience within the Government Sector", with the highest sub-factor score referring to experience that "included Schedule 3B Public Entities." Please confirm whether ECIC will also consider relevant experience involving Schedule 2 Major Public Entities and Schedule 3 Part A National Public Entities under this criterion.	<i>Table 2, page 10</i>	Yes, ECIC will consider experience within Government Sector or public sector in general other, including public entities listed in Schedules 2 and 3 of the Public Finance Management Act 1 of 1999 as amended.



BID NUMBER	ECIC06P-2026/27
NAME OF BID	PANEL OF LEGAL SERVICES FOR 5 YEARS
QUESTIONS AND ANSWERS	

Number	Question	Reference	Response
	Reason for clarification: We have acted for some Schedule 3B Public Entities and would like to confirm whether Schedule 2 Major Public Entities and Schedule 3 Part A National Public Entities may also be considered under this evaluation criterion. RFP reference: Table 2, page 10.		
3.4.	Written references Table 2 refers to “Current written reference provided with contactable references” and states that the highest sub-factor score applies where the “Bidder provided at least five written contactable references.” Please confirm whether bidders are required to submit five written reference letters, or whether providing the details of at least five contactable client referees will meet this requirement. Please also confirm whether the requirement applies to the overall submission or separately to each area of law applied for. Reason for clarification: The criterion refers to both a “written reference” and “contactable references”. This will clarify the form of reference evidence that bidders are required to submit. RFP reference: Table 2, page 11.	Table 2, page 11	Correctly, bidders are required to submit five written reference letters, with contactable client referees for each area of law applied for.



BID NUMBER	ECIC06P-2026/27
NAME OF BID	PANEL OF LEGAL SERVICES FOR 5 YEARS
QUESTIONS AND ANSWERS	

Number	Question	Reference	Response
3.5.	Practitioners proposed for more than one area Please confirm whether the same Lead Legal Practitioner and/or Key Personnel may be proposed for more than one area of law, provided that the relevant experience and expertise are demonstrated for each area. Reason for clarification: Certain areas require overlapping expertise, and this will assist us in structuring the proposed teams correctly. RFP reference: paragraph 5.2, page 6 and Table 2, page 11.	<i>Paragraph 5.2</i>	Yes, the same Lead Legal Practitioner and/or Key Personnel may be proposed for more than one area of law provided he/she has experience in the different areas of law,



BID NUMBER	ECIC06P-2026/27
NAME OF BID	PANEL OF LEGAL SERVICES FOR 5 YEARS
QUESTIONS AND ANSWERS	

Number	Question	Reference	Response
	3.6. LPC registration Paragraph 6.3 states: “Bidders must be law firms, and all proposed practitioners must be registered with the Legal Practice Council. The bidder must provide proof of registration with the Legal Practice Council.” Please confirm whether the LPC registration requirement applies to all proposed team members, or only to the Lead Legal Practitioner proposed for each practice area. Reason for clarification: This will clarify whether proof of LPC registration is required for every team member included in the proposal or only for the Lead Legal Practitioner for each area. RFP reference: paragraph 6.3, page 7.	<i>Paragraph 6.3, Page 7</i>	The lead practitioner and team members must provide proof of registration with the Legal Practice Council.
	We would appreciate ECIC's guidance on the above to ensure that our submission is complete and responsive to the requirements of the RFP. Thank you Kind regards		



BID NUMBER	ECIC06P-2026/27
NAME OF BID	PANEL OF LEGAL SERVICES FOR 5 YEARS
QUESTIONS AND ANSWERS	

Number	Question	Reference	Response
4.	Dear Team Please could you clarify the areas of law relevant to the above RFP. Pages 5 and 6 of the RFP set out 7 areas of law. Clause 5.2 on page 6 refers to Annexure B, which has 17 areas of law. Kind regards		Annexure B should be utilised to indicate the area(s) of law the bidder is bidding for.
5.	Dear Sir/Madam I refer to Page 21 of your TOR relating to category of the firms. Upon perusal of the document, I can't find a document titled Annexure B. Please direct me as to which page I can find Annexure B so that I can compile my documents properly. Kind regards		Good day, The citated document can be accessed from the following links: https://www.etenders.gov.za/home/Download/?blobName=5bb48240-4a18-42df-86dc-d701ad785539.pdf&downloadedFileName=Annexure%20B.pdf https://www.ecic.co.za/wp-content/uploads/2026/09/Annexure-B-Category-of-firms-Example.docx