the dtic
Department:
Trade, Industry and Competition
REPUBLIC OF SOUTH AFRICA

SUBMISSION

Enquiries: *Doctor Mthombeni*
Division: *Research Branch*
Email: *DMthombeni@thedtic.gov.za*

TO: **THE CHAIRPERSON: BID ADJUDICATION COMMITTEE (BAC)**

SUBJECT: **REQUEST APPROVAL FROM BAC INLINE WITH EXP 21 TO APPOINT FT FDI MARKETS FOR A PERIOD OF THREE YEARS BASED ON A DEVIATION PROCESS FOLLOWED ON SOLE SOURCE PROCUREMENT IN COMPLIANCE WITH SCM POLICY, SECTION 15, PAR 7.4 AND 7.75 FOR SOLE SOURCE PROCUREMENT**

1. PURPOSE

1.1 The purpose of this submission is to request approval from the Bid Adjudication Committee (BAC) in-line with EXP 21 to appoint **FT FDI Markets** for a period of three years based on a deviation process followed on Sole Source Procurement in compliance with SCM Policy, Section 15, Par 7.4 and 7.75 for Sole Source Procurement.

2. BACKGROUND

2.1 The Department of Trade, Industry and Competition (**the dtic**) is mandated with facilitating and promoting the South African economic growth that is characterised by competitiveness, equity, inclusiveness and decent employment. The **dtic's** strategic objectives are to:

- Facilitate transformation of the economy to promote industrial development, investment, competitiveness and employment creation;
- Build mutually beneficial regional and global relations to advance South Africa´s trade, industrial policy and economic development objectives;
- Facilitate broad-based black economic participation through targeted interventions to achieve more inclusive growth;

— Create a fair regulatory environment that enables investment, trade and enterprise development in an equitable and socially responsible manner

2.2 The Knowledge Management Centre (KMC) is responsible among others for providing information and knowledge management services support to the Ministers, Director General and all the divisions of the dtic. KMC achieves this mandate by mainly;

— Identify and procuring relevant and current economic databases and subscriptions;
— Serve as an information and knowledge repository for **the dtic**
— Providing thought leadership for the dtic by convening knowledge networks and dialogues that help the department to better understand current socio-economic phenomena's

2.3 Given that access to credible information and economic data is integral to the work of Government, **the dtic** therefore requires access to world-class, credible data and knowledge sources via the procurement of relevant and current economic databases and subscriptions in-order to assist with the implementation mandate.

2.4 The current subscription in-terms of this service expires on the **24th of May 2026**

2.5 Based on the 2025/2026 Annual Performance Plan (APP) the core branches within **the dtic** must produce research and analysis on traversal topics such as investment, economic transformation, BBBEE, inclusive growth, Master Plans, Localisation and Exports.

2.6 Accurate and up to date investment statistics are an essential ingredient of research documents like country briefings, analysis and strategies. The availability of accurate and reliable investment statistics is however a major constraint faced by all staff within **the dtic**.

2.7 One of the key priorities for the department for the 2025/26 financial year is the drive towards attracting new investment for re-industrialisation. The current policy discussion is that the "business as usual" industrial policy approach of the department will not be sufficient to arrest the current phase of de-industrialisation affecting the economy. A new industrial policy is required to introduce a 'whole-of-government' approach to industrialisation; stabilise industries in distress while scaling-up investment and support to emerging industries; and more closely align policy levers to our industrialisation objectives. This will require partnerships with the private sector in-order to stimulate investment and growth in emerging sectors characterised by innovation and high potential, such as green hydrogen, hemp, and global business services (GBS).

2.8 Furthermore South Africa will leverage its position as the chair of the Group of 20 Nations (G20) to spotlight issues that affect developing countries and African countries in particular within the themes of *Solidarity, Equality and Sustainability* to attract further in-ward investment into South Africa and the continent as per the President's investment target of R2 trillion over the MTDP period

2.9 Lastly, the commodity-based economic structure of the country requires large capital investment into public infrastructure to support bulk exports of low-value-added goods such as gold, platinum, iron-ore, chrome, and coal to key export markets such as China and the European Union.

2.10 In order to address the challenges relating to access of credible data and statistics within the Foreign Direct Investment monitoring workstream, the Knowledge Management Centre (KMC) as part of its core function is mandated to procure relevant and current subscriptions and databases that services the needs of the department and its officials.

2.11 The regular procurement of such databases and subscriptions will enable the value-addition of analytical and information support which is a necessary pre-requisite of any strategy development and economic policy making process.

3. MARKET RESEARCH ON AVAILABLE SUBSCRIPTIONS

3.1 The Knowledge Management Centre (KMC) currently has a valid subscription to the FT FDI Markets database which provides information and data on Foreign Direct Investment (FDI).

3.2 Whilst **the dtic** has subscribed to FT FDI Markets for a number of years now and has ascertained and confirmed that FT FDI Markets is a **sole provider** of the provided service, the KMC has endeavoured to conduct a market assessment on potential subscriptions and databases that can assist the department in terms of providing Foreign Direct Investment monitoring and intelligence for the purposes of complying with relevant procurement procedures.

3.3 KMC conducted this assessment via desktop market research in-order to differentiate between possible various service providers.

3.4 The key specifications of the required service is to have the ability to perform the following key functions;

- Provide access to real-time/live monitoring of all Foreign Direct Investment projects
- Provide alerts/signals on new Foreign Direct Investments
- Provide profiles of companies investing in global Foreign Direct Investment (FDI)
- Provide access to reports on historic and current Foreign Direct Investment trends

3.5 During desktop market research process, the KMC identified six (6) possible companies including FT FDI Markets that would be compared and evaluated based on the above-mentioned specifications on para 3.4

I. **Company 1- Bloomberg**

Bloomberg Intelligence (BI) provides interactive data and investment research across industries and global markets, plus insights into company fundamentals. Bloomberg Intelligence (BI) also helps clients make more informed decisions in the rapidly moving market and investment landscape. BI's coverage spans all major global markets, over 135 industries and 2,000 companies while considering strategic, equity and credit perspectives. In addition, BI has dedicated teams focused on analysing the impact of government policy, litigation and ESG

II. **Company 2- Economic Intelligence Unit (EIU)**

The Economist Intelligence Unit operates as an independent research and analysis business within the London-based Economist Group that publishes the Economist Magazine. It has provided services since 1946. Free access to creatin reports and other information if granted on the EIU website whilst other reports and data are available for purchase or through paid-subscriptions. The EIU service mainly provided access to certain data for free or purchase on economic and business information for specific national markets. Some of the features of the EIU functionality include; global country analysis, country risk service, risk briefing, liveability index and economic online.

III. **Company 3- Reuters**

Reuters Corporate Knowledge provides businesses with tools and data for financial, legal, and risk management. This includes financial data and research for executives and investor relations, legal technology for law departments, and solutions for tax, trade, and fraud detection. The platform is designed to help corporations stay informed, boost efficiency, and gain a competitive edge through access to real-time information and advanced technology. Key aspects of the platform include; financial and investor relations, legal solutions, tax and accounting, trade and risk management, and AI integration.

IV. **Company 4- Statista**

Statista is an online data and statistics platform that provides access to a vast collection of quantitative data on a wide range of topics, including business, finance, technology, health, and more. It is a renowned data portal used by businesses, researchers, and academic institutions to find, analyse, and present information. Key features of the service include; data collection, analysis and presentation, reports and insights, customised services.

V. **Company 5- Euromonitor**

Euromonitor is a leading independent provider of global business intelligence, market analysis, and consumer insights. It offers data and analysis on a wide range of markets, industries, economies, and consumers worldwide to help organizations make strategic growth decisions. Key aspects of the service include; online market research, tailored consulting services and pre-published market reports.

VI. **Company 6- FT FDI Markets**

FDI Markets is the most comprehensive online database for tracking global Foreign Direct Investment (FDI) projects. It is a subscription-based service provided by FT Locations, part of the Financial Times Group, and offers real-time data and analytics on cross-border investment activities worldwide.
Key features of the service include;

- Tracks new physical investment projects (greenfield FDI) and expansions of existing operations since 2003, including information on capital investment and job creation.
- Provides detailed profiles of over 130,000 active investor companies, including their investment history and key contact details.
- Data is updated daily, and the platform offers "investor signals" which are early indications that a company may be considering an investment, helping users to identify potential new business opportunities ahead of public announcements.
- Users can conduct in-depth analysis of FDI trends by sector, source market, destination market, and more, using advanced analytics tools.

4. MARKET RESEARCH EVALUATION PROCESS

4.1 The Bid Evaluation Committee (BEC) convened on the **30th of October 2025** to evaluate the six (6) identified companies based on the specification requirements which are in the Terms of Reference. The outcomes of the evaluation process is provided on the below table 1.

4.2 FT FDI Markets is the only company that complies with all the listed specifications

4.3 Para 7.5 of Section 15 of the Supply Chain Management Policy of the department notes that '*prospective suppliers in cases of deviation may be identified from the CSD, from current contracts of* ***the dtic****, from market research done by a Branch or in the case of Sole Supplier a certification from the supplier certifying sole supplier status with justifiable reasons why the specific product or service will be the only acceptable product or service*".

4.4 Following the BEC market evaluation process, it is reasonably concluded that FDI Markets is the only service provider that can offer the service as required by **the dtic.**

Table 1

Specification	Bloomberg	Reuters	Statista	Euromonitor	FDI Markets	The Economist Intelligence Unit (EIU)
Provide access to an Off-the-Shelf online Foreign Direct Investment (FDI) Information database	×	×	√	×	√	√
Licence requirements; Limited licence- to only four (4) branches of the dtic. Each branch will require one (1) individual/user licence	√	√	√	√	√	√
The online system must provide access to real-time/live	×	×	×	×	√	×

monitoring of all Foreign Direct Investment projects, provide alerts/signals on new Foreign Direct Investments, provide profiles of companies investing in global Foreign Direct Investment (FDI) and allow the download of project-based data (in excel format) for purposes of generating customised reports						
The online system must provide access to real-time/live global Foreign Direct Investment (FDI) company reports as illustrated in the below format: - Project date - Investing company - Company profile - Sector - Activities - Sub-sector - Jobs created - Capital investment - Project type - Project status - Trends analysis (displayed in a graph) - Regional comparison capability (Foreign Direct Investment flows) - Investment announcements and current status of implementation	×	×	×	×	√	×
The online system must provide access to reports on historic and current Foreign Direct Investment trends- on a global scale as illustrated in the below format: - Key trends - Companies - Industry Analysis - Source Countries - Destination Countries - Project profiles	×	×	×	×	√	×
The online system must have the capability for all research and data (graphs or tables) to be downloaded in Microsoft Word, Excel and PDF formats and provide a history of downloaded reports	√	√	√	√	√	√
The product must be an off-the-shelf product which does not require any customization (plug-and-play). The product should also have a video tutorial or print brochure/manual to assist users with learning and navigating the system	√	√	√	√	√	√

5. PRICE PROCUREMENT AND EVALUATION PROCESS

5.1 The Knowledge Management Centre used the Request for Quotation (RFQ) method for procurement of a quotation form the service provider.

5.2 The Request for Quotation was sent to FT FDI Markets on the **16th of January 2026** with a closing date of **29th January 2026**

5.3 The Bid Evaluation Committee (BEC) convened on the **6th of February 2026** to evaluate the price quotation based on the specification requirements which are in the Terms of Reference. The results/outcomes of the evaluation process is provided on the below table 2

5.4 The price quoted by FT FDI is **R1 709 820** *inclusive of VAT*, which is the ceiling price for the service over the 3 years

5.5 The quoted cost is **20.5%** more than the cost of the current service which is for the period of 2023-2026. This price quote is acceptable to **the dtic** noting that the service provider is foreign-based and the services would be benchmarked at an international accessibility premium. The cost of the current service is **R 1 418 818**

5.6 FT FDI Markets also submitted a **Sole Provider Letter** which indicates that they are the sole provider of the required service.

Table 2

Product: FT	BEC Member: Leslie Nyagah	BEC Member: Lorraine Simangele Nkitseng	BEC Member: Neo Ramakoae	BEC Member: Derrick Letlonkane
Specification				
Provide access to an Off-the-Shelf online Foreign Direct Investment (FDI) Information database	√	√	√	√
Licence requirements; Limited licence- to only four (4) branches of the dtic. Each branch will require one (1) individual/user licence	√	√	√	√
The online system must provide access to real-time/live monitoring of all Foreign Direct Investment projects, provide alerts/signals on new Foreign Direct Investments, provide profiles of companies investing in global Foreign Direct Investment (FDI) and allow the download of project-based data (in excel format) for purposes of generating customised reports	√	√	√	√
The online system must provide access to real-time/live global Foreign Direct Investment (FDI) company reports as illustrated in the below format: - Project date - Investing company - Company profile - Sector - Activities - Sub-sector - Jobs created - Capital investment	√	√	√	√

- Project type - Project status - Trends analysis (displayed in a graph) - Regional comparison capability (Foreign Direct Investment flows) - Investment announcements and current status of implementation				
The online system must provide access to reports on historic and current Foreign Direct Investment trends- on a global scale as illustrated in the below format: - Key trends - Companies - Industry Analysis - Source Countries - Destination Countries - Project profiles	√	√	√	√
The online system must have the capability for all research and data (graphs or tables) to be downloaded in Microsoft Word, Excel and PDF formats and provide a history of downloaded reports	√	√	√	√
The product must be an off-the-shelf product which does not require any customization (plug-and-play). The product should also have a video tutorial or print brochure/manual to assist users with learning and navigating the system	√	√	√	√

6. MOTIVATION FOR DEVIATION

6.1 EXP 21 of the financial delegations allows for the approval of a request to procure goods and services relating to deviations including the following: procurement relating to other means....limited bidding (single source, sole source and multiple source)

6.2 Para 7.4 (a) of the dtic SCM policy which relates to limited bidding also notes that "sole source procurement is where there is evidence that only one supplier possesses the unique and solely available capacity to meet the requirements of **the dtic** and it is evident there is no competition on the market and only the one supplier is able to provide the goods or services". In addition Para 7.7.5 of the dtic SCM policy further notes that "when goods or services can only be supplied or rendered by a particular provider and no reasonable alternative or substitute exists. In this instance, sufficient motivation should be provided".

6.3 In this instance, the followed procurement processes have conclusively demonstrated that that **FT FDI Markets** is the only service provider that can offer the service as required by **the dtic**

7. PROPOSED PROJECT PLAN TIMELINES

ACTION	DATE
Request for Quotation from FDI Markets	**16th January 2026**
Closing Date of Request for Quotations	**29th January 2026**
Assessment of Quotation to determine compliance with the Specification requirements	**6th February 2026**
Recommendation submission to BAC	**26th February 2026**
Appointment of a service provider	**25th of May 2026**

8. PROJECT DURATION

8.1 The service provider will be appointed for the period of three (3) years.

9. FINANCIAL IMPLICATION

9.1 The available budget for this service is **R 2,000,000 million** as per the attached budget shifting forms.

9.2 The branch will effect payment for the cost of the service on an annual basis over the three year period.

9.3 This planned expenditure was included in the **2025/26** approved procurement plan of the department.

9.4 Funds will be available as follows:

Responsibility: Research Management

Objective: Economic Research and Policy Coordination

Item: System Access and Information Fees

10. DECLARATION

10.1 All signatures hereby declare that they have no financial or business interest in this matter

11. RECOMMENDATIONS

11.1 It is recommended that approval be granted from the Bid Adjudication Committee (BAC) in-line with EXP 21 to appoint **FT FDI Markets** for a period of three years based on a deviation process followed on Sole Source Procurement in compliance with SCM Policy, Section 15, Par 7.4 and 7.75 for Sole Source Procurement.

Requested by:

____

Mr. LESLIE NYAGAH

Director: Research

Date 11 / Feb / 2026

Availability of funds confirmed/~~not confirmed~~

____

Ms. Boitshoko Tsiri

ACTING FINANCIAL ADVISOR: Research

Date 16 / 02 / 2026

11. DECLARATION

11.1 All signatures hereby declare that they have no financial or business interest in this matter

12. RECOMMENDATIONS

12.1 It is recommended that approval be granted from the Bid Adjudication Committee (BAC) in-line with EXP 21 to appoint **FT FDI Markets** for a period of three years based on a deviation process followed on Sole Source Procurement in compliance with SCM Policy, Section 15, Par 7.4 and 7.75 for Sole Source Procurement.

Recommended / ~~Not Recommended~~

Mr. NKOSIYOMZI MADULA
Acting DDG: Research
Date: 18/02/2026

Approved / Not Approved

Signed By:Irene Mashudu Ramafola
Signing Date:2026-03-25 00:52:32 +02:00
Reason:Witnessing Irene Mashudu Ramafol

CHAIRPERSON: BAC
Date: ___/___/2026

25/03/26

the **dtic**

Department:
Trade, Industry and Competition
REPUBLIC OF SOUTH AFRICA

ACTING CHIEF ECONOMIST: ECONOMIC RESEARCH AND CO-ORDINATION

ECONOMIC RESEARCH AND CO-ORDINATION BRANCH

In accordance with the provisions of the Public Service Act and the Public Service Regulations promulgated in terms of section 63 thereof, I, Mr S Hamilton: Director-General, within the Department of Trade, Industry and Competition, do hereby appoint Mr N Madula, Chief Director: Economic Research and Policy Co-ordination, as acting Chief Economist: **Economic Research and Co-ordination** within the Economic Research and Co-ordination Branch, from 1 November 2025 to 31 March 2026 or until the position is filled, or whichever occurs first.

Signed at **PRETORIA** on this **03** day of **November** 2025

Mr S Hamilton
Director-General

Mr N Madula
Chief Director: Economic Research and Policy Coordination
Date: 04/11/25