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 FOR APPROVAL FROM BAC INLINE WITH EXP 21 TO APPOINT WHO OWNS WHOM 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 7.7.5 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 **Who Owns Whom** 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 7.7.5 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 **11th of April 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 establishment of the Transformation Fund. The Transformation Fund, which is a collaborative initiative between **the dtic**, the NEF, and key industry partners, serves as a catalytic vehicle to finance black-owned and black-managed enterprises, with a focus on priority sectors that can deliver sustained job creation, industrialisation and competitiveness. Through targeted funding and strategic partnerships, the Fund aims to dismantle historical barriers to entry, enable greater participation in value chains, and position black-owned businesses at the forefront of South Africa's economic growth story.

2.8 In addition to the Transformation Fund, there has been a great need to assess the progress of the transformation agenda through credible data, research and analysis. Whilst the use of specialised BBBEE verification agencies such as Empowerdex, KPMG and others are important towards this exercise there is need to extend the scope of such services to incorporate research oriented services which may include sector analysis and key stakeholder mapping within targeted/identified sectors for transformation. Such research analysis will assist **the dtic** to understand the numbers and dynamics behind key transformation objectives such as corporate ownership, financial interests and size of shareholding, and the sector profile.

2.9 In order to address the challenges relating to access of credible data and statistics within the South African sector and ownership structure's, 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.

2.10 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 Who Owns Whom database which provides information and data on South African based company ownership structures and profiles and African sector-based research

3.2 Whilst **the dtic** has subscribed to Who Owns Whom for a number of years now and has ascertained and confirmed that Who Owns Whom 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 economic intelligence and profiles of South African based sector industries and their ownership structure 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 key national and international sector economic research reports for key economic sectors- 20 key sectors as identified by the department
- Provide industry reports
- Provide information on international company ownership reports / profiles
- Provide national company ownership reports/profiles

3.5 During desktop market research process, the KMC identified five (5) possible companies including Who Owns Whom that would be compared and evaluated based on the above-mentioned specifications on para 3.4

I. **Company 1- ReportLinker**

ReportLinker is a research, technology driven company with economic analysts responsible for searching, processing and targeting the most recent industry reports on the web by source, sector and series. Based in France, ReportLinker works as an aggregator of data and uses predictive algorithms to extract market and company insights from millions of reports and sector data sources. It monitors governments and premium publications, corporate press releases and business news company.

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- Fitch Solutions**

Fitch Solutions provides Fitch Connect which is primarily a credit risk and macro-intelligence platform providing credit research, credit ratings, macroeconomic and financial fundamental data, country risk research and indices. Fitch country research covers 26 global markets through the provision of qualitative and quantitative data and information.

IV. **Company 4- Global Data**

Global Data as a company aims to help clients decode the future, make better decisions and reach more customers. Global Data Explorer is a cross-sector platform providing information across 22 industries. Combining macroeconomic data and information on thousands of companies, Global Data Explorer offers broad yet detailed coverage of the global trends that are shaping industries and impacting companies. Global Data Explorer provides key insight that allows for the comparison of sectors and an understanding of market drivers shaping an industry. The database contains features that include an advertising database, job analysis, sector reports, themes, and social media analytics.

V. **Company 5- Who Owns Whom**

Who owns Whom is an independent research organisation producing high quality, original research on the African business and economic environment. The research covers over 300 key industries across all African countries, ownership by major groups and takeover and merger activity into Africa. Who owns Whom enables users the ability to perform the following functions;

- Extensive industry research and analysis
- Identification of investment opportunities within desired sectors across the African continent
- Access statutory information and financial information on locally listed companies
- Access ownership and directorship information of global companies

- Detailed and bespoke reports on economic sectors per SIC code

4. MARKET RESEARCH EVALUATION PROCESS

4.1 The Bid Evaluation Committee (BEC) convened on the **23rd of October 2025** to evaluate the five (5) identified companies 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 1.

4.2 Who Owns Whom 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 Who Owns Whom is the only service provider that can offer the service as required by **the dtic.**

Table 1

Specification	**Fitch Solutions**	**Report Linker**	**Global Data**	**The Economist Intelligence Unit (EIU)**	**Who Owns Whom**
Must be an Electronic Current Off-the-Shelf Online South African Sector and Ownership Structure Database	×	×	×	×	√
Data / Information must be made available through a complete and fully web-based interface to facilitate access of the information via the internet. Access to the system must be web-based.	√	√	√	√	√
Provide key national and international sector economic research reports of the following 20 key economic sectors: **the dtic** takes into consideration that databases proposed by bidders may not comprise of the complete list of the **20** sectors listed below. Bidders will therefore have to indicate in the space provided below par 3.4.3 which of these sectors are covered by their proposed database. A **70%** coverage is required for compliance - Agriculture, Forestry, Hunting and fishing - Construction - Transport, Storage and Communication - Community, Social and Personal	×	√	×	×	√

Services - Electricity, Oil, Gas and Water Supply - Clothing and Textiles - Automotive - Chemicals Sector - Metals fabrication, capital and rail transport equipment; - Steel Industry; - Plastics - Mineral Beneficiation (Particularly production data on the 21 critical minerals listed in the Critical Minerals Strategy) - Mining Capital Equipment; - Business Process Services(BPS) - Film sector - Green industries - Marine manufacturing and associated services; - Aerospace and Defence - Electro-technical - Advanced materials					
Reports on Industries covering at least the following information: - Introduction - Description- production data, import and export data - Size- regional and international market size and players - SWOT analysis - Industry associations - Company profiles	×	×	×	×	√
Information on international company ownership reports / profiles covering at least the following information: - Name of Company - Name of Directors - Size of Shareholding - Financial Profile	×	×	×	×	√
National company ownership reports/profiles should include the following minimum information: - Name of Company - Name of Directors - Size of Shareholding - Financial Profile - BBBEE Status	×	×	×	×	√
It should be possible for all research and data to be downloaded in Microsoft Word, PDF, and Excel format	√	√	√	√	√
Provide training on the system to all the users of the database	√	√	√	√	√
The ability of bidders to provide ad-hoc reports to **the dtic** in instances that there is a need for ad-hoc reports.	√	√	√	√	√

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 Who Owns Whom on the **16th of January 2026** with a closing date of **29th January 2026**

5.3 The Bid Evaluation Committee (BEC) convened on the **5th 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 Who Owns Whom is **R1 380 981.49** *inclusive of VAT*, which is the ceiling price for the service over the 3 years

5.5 The quoted cost is only **2.5%** more than the cost of the current service which is for the period of 2023-2026. This provides a significant value for money for **the dtic**. The cost of the current service is **R1 347 299**

5.6 Who Owns Whom will provide training for the service at no additional cost.

5.7 Who Owns Whom will provide the dtic with four (4) free *ad hoc* reports within the 3 year period should **the dtic** require this service. However, a cost of **R37 000.00** *excl VAT* will be levied for any additional *ad hoc* report required/produced.

5.8 Who Owns Whom also submitted a **Sole Provider Letter** which indicates that they are the sole provider of the required service.

Table 2

Product: Who Owns Whom	**BEC Member:** Leslie Nyagah	**BEC Member:** Frans Kgaloshi	**BEC Member:** Tshilidzi Mathobo	**BEC Member:** City Phaahlamohlaka
Specification				
Must be an Electronic Current Off-the-Shelf Online South African Sector and Ownership Structure Database	√	√	√	√
Data / Information must be made available through a complete and fully web-based interface to facilitate access of the information via the internet. Access to the system must be web-based.	√	√	√	√
Provide key national and international sector economic research reports of the following 20 key economic sectors: **the dtic** takes into consideration that databases proposed by bidders may not comprise of the complete list of the **20** sectors listed below. Bidders will therefore have to indicate in the space provided below par 3.4.3 which of these sectors are covered by their proposed database. A **70%** coverage is required for compliance - Agriculture, Forestry, Hunting and fishing - Construction	√	√	√	√

- Transport, Storage and Communication - Community, Social and Personal Services - Electricity, Oil, Gas and Water Supply - Clothing and Textiles - Automotive - Chemicals Sector - Metals fabrication, capital and rail transport equipment; - Steel Industry; - Plastics - Mineral Beneficiation (Particularly production data on the 21 critical minerals listed in the Critical Minerals Strategy) - Mining Capital Equipment; - Business Process Services(BPS) - Film sector - Green industries - Marine manufacturing and associated services; - Aerospace and Defence - Electro-technical - Advanced materials				
Reports on Industries covering at least the following information: - Introduction - Description- production data, import and export data - Size- regional and international market size and players - SWOT analysis - Industry associations - Company profiles	√	√	√	√
Information on international company ownership reports / profiles covering at least the following information: - Name of Company - Name of Directors - Size of Shareholding - Financial Profile	√	√	√	√
National company ownership reports/profiles should include the following minimum information: - Name of Company - Name of Directors - Size of Shareholding - Financial Profile - BBBEE Status	√	√	√	√
It should be possible for all research and data to be downloaded in Microsoft Word, PDF, and Excel format	√	√	√	√
Provide training on the system to all the users of the database	√	√	√	√
The ability of bidders to provide ad-hoc reports	√	√	√	√

to **the dtic** in instances that there is a need for ad-hoc reports.				

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 **Who Owns Whom** 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 Who Owns Whom	**16th January 2026**
Closing Date of Request for Quotations	**29th January 2026**
Assessment of Quotation to determine compliance with the Specification requirements	**5th February 2026**
Recommendation submission to BAC	**26th February 2026**
Appointment of a service provider	**12th April 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 price quoted by Who Owns Whom is **R1 380 981.49** *inclusive of VAT*, which is the ceiling price for the service over the 3 years. This price is also fixed for the duration of the contract.

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

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

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

9.5 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 **Who Owns Whom** 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 7.7.5 for Sole Source Procurement.

Requested by:

Mr. LESLIE NYAGAH
Director: Research

Date 13 / 03 / 2026

Availability of funds confirmed/~~not confirmed~~

Ms. Boitshoko Tsiri
ACTING FINANCIAL ADVISOR: Research

Date 19 / 03 / 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 **Who Owns Whom** 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 7.7.5 for Sole Source Procurement.

Recommended / ~~Not Recommended~~

Mr. NKOSIYOMZI MADULA
Acting DDG: Research
Date: 20/03/2026

Approved / Not Approved

Signed By:Irene Mashudu Ramafola
Signing Date:2026-03-27 13:07:54 +02:00
Reason:Witnessing Irene Mashudu Ramafol

CHAIRPERSON: BAC
Date: ___/___/2026

27/03/26

Approval in line with BAC recommendation that 4 extra reports are approved @ a cost of R148 000.00 (Vat excl.) and R170 200,00 VAT incl. Total cost approved is therefore R1 551 181,49 over a period of 3 years.