



BID NUMBER	ECIC07P-2026/27
NAME OF BID	PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK
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.	Dear Head of Procurement XXXX [Name redacted by ECIC] intends to respond to ECIC07P-2026/27, the panel for the establishment of the SA Eximbank, for areas 1 (business case review) and 2 (financial modelling). In terms of the RFP timetable, we submit the following clarification questions, quoting the paragraph numbers of the RFP.		
	1.1. Paragraph 14.1, criterion 1.1: would a business case review for an investment holding company that raised capital through a stock exchange listing, or for a regulated financial services firm, be accepted as evidence relating to "a financing institution", or does the term mean only banks, insurers, export credit agencies and development finance institutions?	Paragraph 14.1, criterion 1.1	In the context of the tender and services required, the term "financing institution" means banks, insurers, Export Credit Agencies and Development Finance Institutions.
	1.2. Paragraph 14.2, criterion 1.1: How will "comparable operational scale" be measured for a new institution that does not yet exist, and would a financial model for a listed investment holding company or a multi-country group be accepted as comparable evidence?	Paragraph 14.2, criterion 1.1	The companies should have a comparable operational scale, as defined by annual revenue and employee count, to ensure relevance and applicability to our organizational context, i.e. for first (Commercial banks) or third tier (DFIs) financing institution.
	1.3. Paragraphs 7.1 and 13.1.2.2: please confirm that a consultancy established less than five years ago qualifies where its key personnel each have more than 10 years' experience in the area bid.	Paragraphs 7.1 and 13.1.2.2	The consultancy firm must have a minimum of 5years of existence and not less than 5 years.



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	1.4. Paragraph 5 and Annexure B: may a bidder bid for areas 1 and 2 only, and will the panel for each area be evaluated independently?	Paragraph 5 and Annexure B	Correct, a bidder can bid for any area they are interested in, for example, Area 1 only or Areas 1,2 and 5, etc. Each area is going to be evaluated independently, refer to evaluation criteria as stipulated in paragraph 14 of the bid document, which shows independent evaluation criteria in paragraph 14.1, 14.2, 14.3, 14.4, 14.5 and 14.6.
	1.5. Paragraph 18.4: are hourly or daily rate cards required at panel stage, or only with each RFQ issued to the panel? Thank you. We look forward to the consolidated answer document. Kind regards	Paragraph 18.4	Hourly or daily rate cards are not required at the panel stage. Pricing will only be required at RFQ stage.



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2.	Dear Ms Makwela RFP ECIC07P-2026/27: PANEL OF PROFESSIONAL SERVICE PROVIDERS FOR A PERIOD OF 5 YEARS FOR THE ESTABLISHMENT OF THE SA EXIMBANK: REQUEST FOR CLARIFICATION XXXX [Name redacted by ECIC] intends to respond to the above Request for Proposal. In terms of paragraph 16.1.2, we respectfully submit the following requests for clarification. Each request references the relevant paragraph of the RFP. We would be grateful for ECIC's consolidated response by 9 October 2026, as contemplated in paragraph 16.1.4.		
	2.1. Paras 6.2, 13.1.2.3 and 14.1 to 14.6 (Bidder's experience) Where the relevant work was performed by the bidder's Key Personnel in an executive or seconded capacity within a financing institution (for example, leading or coordinating the establishment of a development finance institution), please confirm that such work constitutes a "similar assignment" for purposes of pre-qualification and functional scoring. Please also specify the forms of proof ECIC will accept, for example reference letters, appointment or secondment letters, board or shareholder resolutions, and published annual reports.	Paras 6.2, 13.1.2.3 and 14.1 to 14.6	Yes, it will qualify and should be supported by reference letters.
	2.2. Paras 7.1 and 13.1.2.2 (Minimum requirements) Please confirm that the minimum requirement is satisfied where each of the bidder's Key Personnel has more than 10 years' experience in the relevant	Paras 7.1 and 13.1.2.2	The entity must have a minimum of 5years of existence.



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	area, irrespective of the period for which the bidding entity itself has been established, given the alternative "or individuals with more than 10 years' experience" in paragraph 7.1.		
2.3.	Para 14.3, criterion 1.2 (Business analysts)	Para 14.3, criterion 1.2	
2.3.1.	May a single resource be credited with more than one of the listed disciplines where the CV evidence experiences in each?		Yes, it will be credited.
2.3.2.	May the Team Leader also be credited?		Yes
2.3.3.	Are associates who are not permanent employees, but who are committed to the bidder in writing, acceptable as resources?		Yes
2.4.	Para 14.4, criterion 1.1 (Capital raising)	Para 14.4, criterion 1.1	
2.4.1.	Does "demonstrated the requisite skills and expertise in raising equity and debt funding" require evidence of closed (financially concluded) transactions, or will advisory and arranging mandates in capital raising processes also be recognised?		Requisite skills should be demonstrated by evidence of closed transactions. Advisory and arranging mandates should also be confirmed by successful raising of funding be it equity and/or debt.
2.4.2.	Is there a minimum transaction size or number of transactions?		There is no minimum size or number of transactions.



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	2.5. Para 15 (Objective criteria) Please confirm that the criteria in paragraphs 15.1.1 to 15.1.3 operate as exclusion criteria, and that classification as a Prominent Influential Person will be determined in accordance with the definitions in the Financial Intelligence Centre Act 38 of 2001, including the 12-month period after a person ceases to hold a prominent public function.	Paragraphs 15.1.1 to 15.1.3	These are not exclusions and PIP will be assessed in accordance with FICA.
	2.6. Para 18.6.4 (Joint proposals) For a joint proposal, please confirm: 2.7. Whether each party is evaluated only in the areas for which it is named;	Para 18.6.4 (Joint proposals)	The joint venture will be evaluated in the areas they are bidding for as a whole. No party will be evaluated individually if they have bidder as a joint venture. Joint ventures will be evaluated
	2.8. Which documents each party must submit (SBD 1, SBD 4, CSD report, tax compliance status, B- BBEE certificate); and		The joint venture must be the one submitting the required documents. In instances where the joint venture is an unincorporated entity, the parties to the joint venture must submit the required individual documents (i.e. each party must submit the required documents).



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	2.9. Whether a signed letter of commitment between the parties is sufficient at panel stage, with a formal joint venture or consortium agreement required only on award of an RFQ.		If the bidder is bidding as a joint venture that needs to be confirmed upfront. A letter of commitment would not suffice.
	2.10. Paras 9.2 and 18.2.2, Table 8 (Specific goals) 2.10.1. Table 8 lists SBD 1 and SBD 4 only. Please confirm that SBD 6.1 and B-BBEE certificates or sworn affidavits are not required at panel stage and will be requested at RFQ stage.	Paras 9.2 and 18.2.2, Table 8	Correct, this will only be required at RFQ stage. The only returnable documents required at this stage are the SBD 1 and SBD 4.
	2.10.2. Please also indicate the preference point system and specific goals ECIC intends to apply at RFQ stage.		The preference point system and specific goals ECIC intends to apply at RFQ stage may vary from each RFQ. The Procurement Policy of ECIC provides for inclusion of any or combination of the following in determination of Specific Goals: a. an EME or QSE which is owned by black people; b. an EME or QSE which is owned by black people who are youth; c. an EME or QSE which is owned by black people who are women;



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			d. an EME or QSE which is owned by black people with disabilities; e. an EME or QSE which is owned by black people living in rural or underdeveloped areas or townships; f. a cooperative which is owned by black people; g. an EME or QSE which is owned by black people who are military veterans; h. B-BBEE Recognition Level or B-BBEE Procurement Recognition; i. Promotion of enterprises located in a specific province for work to be done or services to be rendered in that province; j. Promotion of enterprises located in a specific region for work to be done or services to be rendered in that region; and k. Promotion of enterprises located in a specific municipal area for work to be



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			done or services to be rendered in that municipal area. Each RFQ will indicate which Specific Goals will be used in evaluation for preference points for that specific RFQ.
	2.11. Paras 3.3, 4.2 and Annexure B (Areas bid for) Is a single consolidated proposal covering several areas acceptable, provided each area is addressed in a separately identified section with its own team and evidence, or must a separate proposal be submitted per area?		Either way is acceptable, the honours rest the bidder to ensure that for each area they are bidding for, ECIC will be able to distinguish through documentation (evidence) provided.
	2.12. SBD 1 Part B, para 1.2; SBD 4 (Official forms) Please confirm that the official SBD forms may be completed electronically on the PDF issued with the RFP and then signed, and that an annexure to SBD 4 is acceptable where the tables in paragraphs 2.2.1 and 2.3.1 provide insufficient space for full disclosure. Yours faithfully		Correct. That is acceptable.