

Technical Evaluation - Functionality

Criteria	Description	Weight (%)	Returnable Documents
1. Relevant Experience in Industrial Plant Valuation	Demonstrated experience in valuing industrial plant and machinery, particularly fertilizer, chemical, bulk materials handling, mining or processing plants. Evidence of similar projects completed within the last 10 years. • More than 10 similar industrial plant valuations completed (35) • 7–10 similar valuations (28) • 4–6 similar valuations (21) • 2–3 similar valuations (40) • 1 similar valuation (14) • No evidence (0)	35	• Company Profile indicating industrial plant valuation capability. • Schedule of similar industrial plant valuation projects completed within the last ten (10) years, including client names, project descriptions, dates, and values (where applicable). • A minimum of two (2) contactable reference letters for similar industrial plant valuation projects.
2. Proposed Valuation Methodology	Quality and appropriateness of the proposed methodology, including application of Market Comparable, Depreciated Replacement Cost (DRC), Forced Sale Value (FSV), and Scrap Value methodologies. Clear assumptions and valuation approach. • Comprehensive methodology covering Market Comparable, DRC, FSV, Scrap Value, assumptions, limitations and market assessment (30) • Good methodology with minor gaps (24) • Acceptable methodology addressing most requirements (18) • Limited methodology with significant gaps (12) • Poor methodology (6) • No methodology submitted (0)	30	• Detailed valuation methodology demonstrating the proposed approach to Market Comparable, Depreciated Replacement Cost (DRC), Forced Sale Value (FSV), Scrap Value, assumptions, limitations, and valuation process. • Completed Annexure B – Valuer Questionnaire.
3. Qualifications & Professional Registration of Key Personnel	Qualifications, professional registrations, and experience of the lead valuer and supporting team. Membership of recognised valuation or asset appraisal bodies. • Professionally registered lead valuer with >10 years' experience and suitably qualified team (20) • Registered lead valuer with 7–10 years' experience (16) • Registered lead valuer with 5–7 years' experience (12) • Relevant qualifications but limited experience (8) • Limited qualifications (4) • No evidence submitted (0)	20	• CVs of the Lead Valuer and key personnel proposed for the project. • Certified copies of relevant academic qualifications. • Professional registration or membership certificates with recognised valuation or asset appraisal professional bodies. • Proof of Professional Indemnity Insurance.

4. Market Assessment & Disposal Strategy	Demonstrated understanding of secondary markets for fertilizer blending equipment, identification of buyer markets, disposal options, and commercial recommendations. • Excellent understanding of second-hand markets, buyer identification and disposal strategy (10) • Good understanding demonstrated (8) • Adequate understanding (6) • Limited understanding (4) • Poor understanding (2) • No response (0)	10	• Market Assessment and Disposal Strategy outlining the target buyer market, assessment of demand for second-hand fertilizer blending plants, consideration of operational resale versus scrap value, and recommended disposal strategy.
5. Project Execution & Deliverables Plan	Proposed approach to inspections, verification, reporting, timelines, presentation of findings, and quality assurance processes. • Detailed inspection methodology, reporting plan, timelines and quality assurance (5) • Good execution plan with minor omissions (4) • Acceptable execution plan (3) • Limited execution plan (2) • Poor execution plan (1) • No plan submitted (0)	5	• Project Execution Plan detailing the inspection methodology, asset verification process, project programme, reporting timelines, quality assurance measures, key milestones, and deliverables.

General Submission Requirement

Bidders shall submit all supporting documentation relevant to each functionality criterion. Failure to submit the minimum supporting documents may result in a score of zero for the applicable criterion where the evaluation committee is unable to verify the bidder's capability. The Evaluation Committee reserves the right to verify all information and references submitted.

Bidders must achieve a minimum functionality score of 70% (70 out of 100 points) in the Technical Evaluation to be considered responsive and to qualify for further evaluation. Bidders scoring below 70% will not be considered for further stages of the evaluation process.