



SCM Division
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Auckland Park 2092
Johannesburg
Private Bag X1
Auckland Park 2006

REQUEST FOR QUOTATION (RFQ)

RFQ	RFQ/TV/2023/92
RFQ ISSUE DATE	08 AUGUST 2023
RFQ DESCRIPTION	APPOINTMENT OF A SERVICE PROVIDER TO PROVIDE QUARTER 3 MEDIA PLANNING & BUYING SERVICE FOR SABC VIDEO ENTERTAINMENT (SABC 1, SABC 2 & S3) AS A ONCE-OFF PROJECT.
COMPULSORY/NON-COMPULSORY BRIEFING SESSION	NOT APPLICABLE
CLOSING DATE & TIME	21 AUGUST 2023 @ 12 PM

Submissions must be electronically emailed to RFQSubmissions@sabc.co.za on or before the closing date of this RFQ.

For queries, please contact **Lerato Masango** via email: Tenderqueries@sabc.co.za

The SABC requests your quotation on the services listed above. Please furnish us with all the information as requested and return your quotation on the date and time stipulated above. Late and incomplete submissions will invalidate the quote submitted.

SUPPLIER NAME: _____

POSTAL ADDRESS: _____

TELEPHONE
NO: _____

FAX NO: _____

E MAIL ADDRESS: _____

CONTACT PERSON: _____

CELL NO: _____

SIGNATURE OF BIDDER: _____

NOTES ON QUOTATIONS AND PROPOSALS SUBMISSION

1. All electronic submissions must be submitted in a **PDF** format that is protected from any modifications, deletions, or additions.
2. Financial/pricing information must be presented in a **separate** attachment from the Technical / Functional Response information.
3. The onus is on the Bidder to further ensure that all mandatory and required documents are included in the electronic submission.
4. All submissions should be prominently marked with the following details in the email subject line:
 **RFQ Number and bidders' name.**
5. Bidders are advised to email electronic submissions at least thirty minutes before the bid closing time to cater for any possible delay in transmission or receipt of the bid. The onus is on bidder to ensure that the bid is submitted on time via email
6. Tender submission emails received after submission date and time will be considered late bid submissions and will not be accepted for consideration by SABC.
7. SABC will not be responsible for any failure or delay in the email transmission or receipt of the email including but not limited to:
 - receipt of incomplete bid
 - file size
 - delay in transmission receipt of the bid
 - failure of the Bidder to properly identify the bid
 - illegibility of the bid; or
 - Security of the bid data.

NB: THE BIDDER SHOULD ENSURE THAT LINKS FOR WETRANSFER AND GOOGLE DROP BOX EXPIRE AFTER 30 DAYS OF THEIR SUBMISSIONS INSTEAD OF SEVEN DAYS

1. FIRST PHASE – MANDATORY DOCUMENTS

None.

2. REQUIRED DOCUMENTS

- 2.1** Submit proof Central Supplier Database (CSD) registration
- 2.2** Proof of Valid TV License Statement for the Company; all active Directors and Shareholder must have valid TV Licenses.
- 2.3** (Verification will also be done by the SABC internally).
- 2.4** Valid Tax Clearance Certificate or SARS “Pin” to validate supplier’s tax matters
- 2.5** Original or Certified copy of Valid BBBEE Certificate (from SANAS accredited Verification Agency)
- 2.6** Certified copy of Company Registration Document that reflect Company Name, Registration number, date of registration and active Directors or Members.
- 2.7** Certified copy of Shareholders’ certificates.
- 2.8** Certified copy of ID documents of the Directors or Members.

NB: NO CONTRACT WILL BE AWARDED TO ANY BIDDERS WHO’S TAX MATTERS ARE NOT IN ORDER.

NO CONTRACT WILL BE AWARDED TO ANY BIDDERS WHO’S TV LICENCE STATEMENT ACCOUNT IS NOT VALID.

NO CONTRACT WILL BE AWARDED TO ANY BIDDER WHO IS NOT REGISTERED ON THE CSD

3. BACKGROUND

SABC 1 BRAND ARCHITECT

BRAND ESSENCE: <i>Represent the Youth of Mzansi, while being a brand that evolves with them.</i>		
BRAND PROPOSITION: Mzansi For Shol	CREATIVE EXPRESSION: SWITCHED – ON	TARGET AUDIENCE South African Youth (18-24) – Gen Z
FUNCTIONAL BENEFITS Be a relevant voice and representation of the youth of South Africa.	BRAND PERSONA Modern Fashion Brand that challenges their norm	
EMOTIONAL BENEFITS A brand that affirms and restores the confidence of the youth in the country through assuring content.	TOPE AND STYLE Bold, Youthful, Energetic & Expressive	INSIGHT: They do not passively watch TV, they actively consume content and seek to be in charge of the content.



Target Audience

Journalism graduate and works at a community radio station.

Relocating out of the township bravely out of the country town.

Average Household income of 5K – 10K.

Social status – fashion sense, drive a sport car.

Supporting siblings and ensure they get quality education.

Family grounded – thinks of taking care of home first.

Increased streaming of music, movies, podcasts.

Increased consumption of sports and entertainment content.

Increased Second Screen activity as they look for interactive content.

They are associated with festivals that are in touch with cultural movements.

Meet Jabu AKA 'JB'.

Like most youngsters in the township 24-year-old Jabu is always exploring new ways to get out of e-kasi while uplifting edutainment – After all he is the older brother to two siblings raised by a single parent.

Audience Insight:

“We do not passively watch TV... we actively consume content that places us at the centre...and seek to be in charge of the content”.

SABC 2 BRAND ARCHITECT**STRATEGY ON A PAGE**

BRAND ESSENCE: Entertainment for the unconventional modern South African family		
BRAND PROPOSITION: You Belong	Brand EXPRESSION: A bold and expressive invitation	BRAND PRINCIPLES: Agility, openness, acceptance Respect, understanding, trust community, strength, diversity, hope and commitment
FUNCTIONAL BENEFITS Relevant entertainment for you and your unconventional family	BRAND PERSONA New age mother	TARGET AUDIENCE South African unconventional families
EMOTIONAL BENEFITS A sense of belonging and a channel that understands me and my family needs	TONE AND STYLE Bold & Expressive	INSIGHT: The reality is we live in a society full of unconventional families, however everyone's focus is always on the ideal family

Target Audience**THE DYNAMICS OF THE INDIVIDUALS LIVING AS A FAMILY**

We need to understand that a family is made up of **individuals**
and we need to be relatable to each individual.

The extended family

Family member	Single Mom Age 38	Young son Age 4	Sister Age 26	MaGogo Age 65	Sisters brother Age 28
Interests	Gym, healthy lifestyle and is a social being	A YouTube enthusiast The cellphone kids. Already knows how to navigate a cell phone and internet.	LGBTQI Climate change, vegan and social movements is her priority.	Mama we Sonito. Interested in church societies and stokvels.	The aspiring singer Interested in entertainment and the latest celebrity trends

S3 BRAND ARCHITECT



Target Audience

Who:

- 25-35 with the core being 30-year-olds.
- Male and female +LGBTQ
- SEMs 6-10
- Entrepreneur, E-Commerce business
- Urban City.

Segment: Global Citizens

- Conscious Citizens, Purpose-driven, Well-travelled, Well read. Individually orientated. Great interest in lifestyle experiences, sports, and entertainment.

Media consumption:

- Heavy on digital media
- Instagram and Twitter to stay up to date, and LinkedIn to connect professionally, YouTube for specific short-form content.
- Some Newspaper over the weekend but rarely

Target audience statements:

"They are more socially conscious and environmentally aware than their predecessors.

They are progressive and open-minded.

These individuals are open to new experiences, ideas and beliefs.

They are not rigid and do not accept things as simply being black or white; or, right or wrong.

They are not satisfied with a second opinion... they need a third perspective.

They want to analyse, criticize, and interrogate.

They want to absorb the world around them and also share glimpses of their lived experiences".

4. REQUIREMENTS AND SCOPE OF SERVICES

SABC VE Channels (SABC 1, SABC 2 & S3) have limited budget to compete with other broadcasters in terms of share of voice on OOH, we are looking for a solution that will reach our audience, at the right environment and keep the message to reinforce our message ensuring that we meet the objectives of awareness & driving appointment viewing. Thus, we need a solution that will give SABC VE Channels (SABC 1, SABC 2 & S3) tactical, well thought out OOH solutions.

SABC 1

SABC1 wants to implement a memorable campaign over the summer period to drive appointment viewing of exciting shows being launched. The brand team need to create campaigns that allows the brand team to communicate the offering to the market and to maintain the consistency of the campaigns being in the market.

Campaign objectives:

- Create awareness and drive appointment viewing of the new shows and new seasons on the channel.
 - Integrated marketing campaigns
 - VE integrated marketing campaigns target: 10
- Generate PR coverage for SABC1 and put out good news stories that contribute to brand reputation.
 - SABC1 target:
 - Q1 – 1 million
 - Q2 – 2 million
 - Q3 – 2 million
 - Q4 – 1 million
- Brand exposure and lead generation.

SABC 1 OOH MEDIA CHANNELS

MEDIA CHANNEL	LIVING STANDARD MEASURE	START DATE	DURATION	CAMPAIGN
Digital billboards	LSM 5-10	01/10/2023	2 Months (1 month added Value) 3 Months	Q3 content
Highway Billboards	LSM 4 - 10	01/10/2023	2 Months (1 month added Value) 3 Months	Q3 content
City Lights	LSM 4 - 10	01/10/2023	2 Months (1 month added Value) 3 Months	Q3 content
Taxi wrap (Full)	LSM 1 - 8	01/10/2023	2 Months (1 month added Value) 3 Months	Q3 content
Bridge	LSM 1 - 8	01/10/2023	2 Months (1 month added Value) 3 Months	Q3 content

SABC 2

SABC 2 will be launching a variety of new shows and seasons and the continuation of the promotion of its flagship offerings over the period September till December 2023. The platform will require a media buying agency to give SABC 2 brand and shows to promote its festive offering.

Through the proposed services the platform seeks to drive appointment viewing, create awareness for its new offerings, and to reinforce SABC 2's position as the number one family viewing channel in the

country. The proposed campaign will drive these strategic objectives and ensure that the platform continues to remain competitive in the market.

In order to influence existing and potential viewers it is imperative that the platform maintains consistent brand visibility and brand awareness to remain top of mind within the vast competitive space. Ultimately SABC 2 would like to build brand resonance amongst its target audience and become synonymous with its brand promise of providing an enriching, multigenerational viewing experience.

Marketing Campaign Objectives:

- Sunday primetime block
 - 18h30 by 1% from 2,5% to 3,5%
 - 21:00 by 1% from 1,0% to 2,0%
- Grow weekday primetime.
 - 18h00 by 1% from 4,0 % to 5,0%
 - 19h00 by 1% from 3,5% to 4,5%
 - 21h30 by 1% from 14,5% to 15,5%
- Drive appointment viewing to achieve share objective.
- Create awareness and interest in the shows.
- Position SABC 2 as the number one family content channel

SABC 2 OOH MEDIA CHANNELS

MEDIA CHANNEL	LOCATION/AREA	LIVING STANDARD MEASURE	START DATE	DURATION
Billboard (Mass, Secondary; 3x12m)	Gauteng South, West, North, Western Cape	LSM 5 -10	01/10/2023	2 Months (1 month added Value) 3 Months
Street Pole (1700x1200mm) (x3)	Gauteng South, West, North, Western Cape, Eastern Cape	LSM 5- 10	01/10/2023	2 Months (1 month added Value) 3 Months
Digital Screen Mall	Gauteng, Kwa-Zulu Natal, North, Western Cape	LSM 5 - 10	01/10/2023	2 Months (1 month added Value) 3 Months
Digital Standees	Gauteng, Kwa-Zulu Natal, North, Western Cape	LSM 5 - 10	01/10/2023	2 Months (1 month added Value) 3 Months

S3

S3 is fighting its way out of being an underdog of channels within the broadcasting fraternity. The upcoming campaigns are aimed at positioning S3 as the home of premium content as well as the catalyst for constructive dialogue amongst Millennials.

A key requirement for S3 remains the promotion of content quarterly to attract and retain audiences, grow brand affinity and loyalty in this highly competitive market as well as to ensure that meaningful and relatable Marketing Campaigns are ideated and executed.

S3 will seek to promote new shows as well as formulate strategies to reinforce existing shows and content in the minds of viewers throughout the country. Content on S3 is dynamic and as such Marketing is proposing slot-promotion as well as a show-specific hybrid approach to its Marketing Initiative.

Marketing Campaign Objectives:

1. To expand and broaden our marketing efforts with a comprehensive OOH campaign that promotes a new catalogue of shows.

2. The proposed on-air competition will create audience flow across prime time with efforts of increasing prime time performance from 2% to 5%.
3. Retain audiences on the below time slots:
 - Weekday 17:00, 19:00 and 21:00
 - Weekends 18:30 and weekend movies 19:30
 - Sunday Natural History 17:00 and 18:30
4. Use PR to connect with audiences in a more meaningful way via multiple platforms.

S3 OOH MEDIA CHANNELS

MEDIA CHANNEL	LIVING STANDARD MEASURE	START DATE	DURATION	CAMPAIGN
Digital billboards	LSM 6-10	01/10/2023	2 Months (1 month added Value) 3 Months	Q3 content
Highway Billboards	LSM 6-10	01/10/2023	2 Months (1 month added Value) 3 Months	Q3 content
City Lights	LSM 6-10	01/10/2023	2 Months (1 month added Value) 3 Months	Q3 content
Taxi wrap (Full)	LSM 5 - 8	01/10/2023	2 Months (1 month added Value) 3 Months	Q3 content
Bridge	LSM 6-10	01/10/2023	2 Months (1 month added Value) 3 Months	Q4 content

Deliverables/Requirements:

Services required would be:

1. Media Strategy based on research and analytics.
2. Proposed media OOH placement including management of production of creative.
3. Client service
4. Reporting

Delivery Dates:

Start date: 01 October 2023, taking into account the production timelines.

5. RFQ Validity period

This bid will remain valid **90 (ninety) days** from the date of bid closing.

6. Costing

The indicative costing should reflect a detailed cost breakdown, and any direct or indirect costs associated with the rendering of services / supply and delivery of goods.

7. Duration of the Contract

Six (6) Months

8. Location

Auckland Park

9. FUNCTIONALITY CRITERIA

- The tender submission will be evaluated out of 100 for functional criteria.
- A minimum threshold of **70 out of a maximum of 100** has been set.
- Bidders achieving less than the set threshold will be declared non-responsive and therefore will not continue forward for evaluation of Price and specific goals.

Functional Evaluation Criteria

Evaluation Area	Evaluation Criteria	Min Points	Max Points
Previous Work done for broadcasters.	• Supply previous work done for broadcasters. (20) ○ Submit five case studies (campaign objectives, timelines, media used, achieved results and lessons learned) launching a series of television shows for a broadcaster. Bidders not providing all of the mentioned elements above will not score points. (10) ○ Reference letters from clients who have used media services in the last 12 months (from 01 June 2022- 31 July 2023). Signed reference letters must be in the company letterhead and confirm services. 3 and above reference letters- (10) Below 3 reference letters- (0)	10	20
Proposed media plan of campaign including flow plan, sites and visuals of proposed media (Presentation)	• Strategy/ rationale (20) ○ Strategy aligned to each brand and their campaign objectives (20) ○ Strategy not aligned to each of the brand but partially meets their campaign objectives (10) ○ Strategy not aligned to each brand and does not meet campaign objectives (0) • Proposed OOH elements to support the strategy/ rationale (15) ○ List the elements (5) ○ Reach (5) ○ Highlight the region (5)	40	50

	• Duration of sites being up in the market (10) ○ 2 months (5) ○ 3 months (1 month added value sites for an extra month on all sites) (10) • Value add (5 for all) ○ Flexible delivery ○ Quick turnaround time ○ Discounted rates		
Standard of proposal	• Strategy/ rationale (10) ○ High- Strategy informed by target audience, brand positioning and objectives. (10) ○ Medium- Strategy has some consideration for brand positioning, campaign objectives and target market. (5) ○ None – Strategy is not aligned to brand strategy and the objectives. (0) • Proposed OOH elements to support the strategy/ rationale (10) ○ Quality- focus on high impact and key strategic sites (5) ○ Quantity- focus on reach and the number of sites covering as much as possible. (5) ○ None (0)	15	20
Capacity and Timing Plan	• Current capacity to handle the SABC work that has been tendered for (5) ○ Demonstrate in the form of an organogram showcasing the personnel allocated to work on this project. • Timings (Include milestones i.e. briefing dates, confirmation of bookings, supplying chase list and going live) ○ 7 days and less (5) ○ Over 7 days (0)	5	10
Total		70	100

Functionality Threshold for Paper based Evaluation:

The points obtained for the paper-based evaluation must be at least 70 points out of a maximum of 100 points. Bidders who do not achieve the threshold will not be taken to the next phase of evaluations.

10. PRICE AND BEE (SPECIFIC GOALS)

- 10.1** The 80/20 preference point system will apply to evaluate responses.
- 10.2** The award of the tender / RFQ to will be based on functionality evaluation.
- 10.3** The Price and BEE (Specific goals) will be applicable to award the highest scoring bidder.

11. PRICE AND BEE (SPECIFIC GOALS) APPLICATION DURING CONTRACT IMPLEMENTATION

11.1 PRICE

The **80/20** preference point system

A maximum of **80** points is allocated for price on the following basis:

$$\text{Where: } P_s = 80 \left(1 - \frac{P_t - P_{\min}}{P_{\min}} \right)$$

P_s = Points scored for comparative price of bid under Consideration
 P_t = Comparative price of bid under consideration
 $P_{\min}$ = Comparative price of lowest acceptable bid

11.2 BEE (SPECIFIC GOALS)

SPECIFIC GOALS	80/20
EME/SME 51% owned by Black people	10
51% owned by Black people;	5
51% owned by Black people who are women	3
Black Youth	2

- **NB: All tenders will be issued to the market with all specific goals, and these will be scored in accordance with the evidence as submitted by the bidder. The bidder who does not meet the specific goals will not be disqualified but score zero.**

11.3 ADJUDICATION USING A POINT SYSTEM

- The bidder obtaining the highest number of total points will be awarded the contract.
- Preference points shall be calculated after process has been brought to a comparative basis taking into account all factors of non-firm prices.
- Should two or more bids be equal in all respects, the award shall be decided by the drawing of lots.

11.4 Objective Criteria

- The SABC reserves the right not to award this tender to any bidder based on the proven poor record of accomplishment of the bidder in previous projects within the SABC.
- The SABC will not award contract/s to the bidders who are blacklisted or have committed other acts of fraud and misrepresentation of facts e.g., tax compliance, company financials, etc. will be eliminated from the bid process.
- The SABC reserve the right not to award this tender to any bidder who fails the financial stability assessment.
- No SABC former employees shall be awarded contracts with the SABC within 24 months after termination of employment with the SABC.

- Should employees resign or retire from the employment of the SABC and become directors of other businesses tendering with the SABC, such tender shall not be considered until the cooling off period of 24 (twenty-four) months has expired.
- Should the employee be dismissed from the SABC employment, such employee shall be prohibited from conducting business with SABC for a period of 5 (five) years from the date of dismissal.
- Should the employee be found guilty in a court of law due to criminal conduct/act, such employee will not be considered to do/conduct business with SABC, until the criminal record has been legally expunged.
- The SABC shall not procure any goods, services, works or Content from any Board member or Board member owned business, to ensure that suppliers competing for the SABC's business have confidence in the integrity of SABC's selection process.
- Should the SABC's Board members no longer serve on the SABC Board but become directors of other companies, the SABC shall not conduct business with those companies until the cooling off period of 24 (twenty-four) months has expired.
- Should the Board member be found guilty in a court of law due to criminal conduct/act, such Board member will not be considered to do/conduct business with SABC, until the criminal record has been legally expunged.
- The SABC shall not procure any goods, services, works or Content from any independent contractor or independent contractor owned business, to ensure that suppliers competing for the SABC's business have confidence in the integrity of SABC's selection process.
- Should the Independent Contractor no longer be contracted to the SABC but become directors of other companies, the SABC shall not conduct business with those companies until the cooling-off period of 24 (twenty-four) months has expired.
- Should the Independent Contract be found guilty in a court of law due to criminal conduct/act, such employee will not be considered to do/conduct business with SABC, until the criminal record has been legally expunged.

12. COMMUNICATION

Respondents are warned that a response will be disqualified should any attempt be made by a tenderer either directly or indirectly to canvass any officer(s) or employees of SABC in respect of a tender, between the closing date and the date of the award of the business.

All enquiries relating to this RFQ should be emailed three days before the closing date.

13. CONDITIONS TO BE OBSERVED WHEN TENDERING

- The Corporation does not bind itself to accept the lowest or any tender, nor shall it be responsible for or pay any expenses or losses which may be incurred by the Tenderer in the preparation and delivery of his tender. The Corporation reserves the right to accept a separate tender or separate tenders for any one or more of the sections of a specification. The corporation also reserves the right to withdraw the tender at any stage.
- No tender shall be deemed to have been accepted unless or until a formal contract / letter of award is signed by both parties.
- **The Corporation reserves the right to:**
 - Not evaluate and award submissions that do not comply with this tender document.
 - Make a selection solely on the information received in the submissions
 - Enter into negotiations with any one or more of preferred bidder(s) based on the criteria specified in the evaluation of this tender.

- Contact any bidder during the evaluation process, in order to clarify any information, without informing any other bidders. During the evaluation process, no change in the content of the RFQ shall be sought, offered or permitted.
 - Award a contract to one or more bidder(s).
 - Accept any tender in part or full at its own discretion.
 - Cancel this RFQ or any part thereof at any time.
- Should a bidder(s) be selected for further negotiations, they will be chosen on the basis of the greatest benefit to the Corporation and not necessarily on the basis of the lowest costs, aligned to the BEE & Price.

14. Cost of Bidding

The Tenderer shall bear all costs and expenses associated with preparation and submission of its tender or RFQ, and the Corporation shall under any circumstances be responsible or liable for any such costs, regardless of, without limitation, the outcome of the bidding, evaluation, and selection process.

15. PAYMENT TERMS

SABC will effect payment sixty (60) days after the service provider has rendered the service and submitted an invoice / statement.

END OF RFQ DOCUMENT

Annexed to this document for completion and return with the document:

- Annexure A - **SBD 6.1 Form**
- Annexure B - Consortiums, Joint Ventures and Sub-Contracting Regulations
- Annexure C - Previous completed projects/Current Projects
- Annexure D - SBD 4 Form**

SBD 6.1**PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022**

This preference form must form part of all tenders invited. It contains general information and serves as a claim form for preference points for specific goals.

NB: BEFORE COMPLETING THIS FORM, TENDERERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF THE TENDER AND PREFERENTIAL PROCUREMENT REGULATIONS, 2022

1. GENERAL CONDITIONS

1.1 The following preference point systems are applicable to invitations to tender:

- the 80/20 system for requirements with a Rand value of up to R50 000 000 (all applicable taxes included); and
- the 90/10 system for requirements with a Rand value above R50 000 000 (all applicable taxes included).

1.2 To be completed by the organ of state

a) The applicable preference point system for this tender is the **80/20** preference point system.

1.3 Points for this tender (even in the case of a tender for income-generating contracts) shall be awarded for:

- (a) Price; and
- (b) Specific Goals.

1.4 To be completed by the organ of state:

The maximum points for this tender are allocated as follows:

SPECIFIC GOALS	80/20
EME/SME 51% owned by Black people	10
51% owned by Black people;	5
51% owned by Black people who are women	3
Black Youth	2

1.5 Failure on the part of a tenderer to submit proof or documentation required in terms of this tender to claim points for specific goals with the tender, will be interpreted to mean that preference points for specific goals are not claimed.

1.6 The organ of state reserves the right to require of a tenderer, either before a tender is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner

required by the organ of state.

2. DEFINITIONS

- (a) **“tender”** means a written offer in the form determined by an organ of state in response to an invitation to provide goods or services through price quotations, competitive tendering process or any other method envisaged in legislation.
- (b) **“price”** means an amount of money tendered for goods or services, and includes all applicable taxes less all unconditional discounts;
- (c) **“rand value”** means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes;
- (d) **“tender for income-generating contracts”** means a written offer in the form determined by an organ of state in response to an invitation for the origination of income-generating contracts through any method envisaged in legislation that will result in a legal agreement between the organ of state and a third party that produces revenue for the organ of state, and includes, but is not limited to, leasing and disposal of assets and concession contracts, excluding direct sales and disposal of assets through public auctions; and
- (e) **“the Act”** means the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000).

3. FORMULAE FOR PROCUREMENT OF GOODS AND SERVICES

3.1. POINTS AWARDED FOR PRICE

3.1.1 THE 80/20 OR 90/10 PREFERENCE POINT SYSTEMS

A maximum of 80 or 90 points is allocated for price on the following basis:

$$\begin{array}{ccc} \mathbf{80/20} & \mathbf{or} & \mathbf{90/10} \\ \\ Ps = 80 \left(1 - \frac{Pt - P_{min}}{P_{min}} \right) & \text{or} & Ps = 90 \left(1 - \frac{Pt - P_{min}}{P_{min}} \right) \end{array}$$

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmin = Price of lowest acceptable tender

3.2. FORMULAE FOR DISPOSAL OR LEASING OF STATE ASSETS AND INCOME GENERATING PROCUREMENT

3.2.1. POINTS AWARDED FOR PRICE

A maximum of 80 or 90 points is allocated for price on the following basis:

$$\begin{array}{ccc} \mathbf{80/20} & \mathbf{or} & \mathbf{90/10} \\ \\ Ps = 80 \left(1 + \frac{Pt - P_{max}}{P_{max}} \right) & \text{or} & Ps = 90 \left(1 + \frac{Pt - P_{max}}{P_{max}} \right) \end{array}$$

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmax = Price of highest acceptable tender

4. POINTS AWARDED FOR SPECIFIC GOALS

4.1. In terms of Regulation 4(2); 5(2); 6(2) and 7(2) of the Preferential Procurement Regulations, preference points must be awarded for specific goals stated in the tender. For the purposes of this tender the tenderer will be allocated points based on the goals stated in table 1 below as may be supported by proof/ documentation stated in the conditions of this tender:

4.2. In cases where organs of state intend to use Regulation 3(2) of the Regulations, which states that, if it is unclear whether the 80/20 or 90/10 preference point system applies, an organ of state must, in the tender documents, stipulate in the case of—

- (a) an invitation for tender for income-generating contracts, that either the 80/20 or 90/10 preference point system will apply and that the highest acceptable tender will be used to determine the applicable preference point system: or
- (b) any other invitation for tender, that either the 80/20 or 90/10 preference point system will apply and that the lowest acceptable tender will be used to determine the applicable preference point system,
- then the organ of state must indicate the points allocated for specific goals for both the 90/10 and 80/20 preference point system.

Table 1: Specific goals for the tender and points claimed are indicated per the table below.

Note to tenderers: The tenderer must indicate how they claim points for each preference point system.

The specific goals allocated points in terms of this tender	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed. (80/20 system) (To be completed by the tenderer)
SMMEs (inclusive or QSEs and EMEs) 51% owned by Black people	10	
51% owned by Black people;	5	
51% owned by Black people who are women	3	
Black Youth	2	

NB: All tenders will be issued to the market with all specific goals, and these will be scored in accordance with the evidence as submitted by the bidder. The bidder who does not meet the specific goals will not be disqualified but score zero

Source Documents to be submitted with the tender or RFQ

Specific Goals	Acceptable Evidence
B-BBEE	Valid BEE Certificate / Sworn Affidavit (in case of JV, a consolidated scorecard will be accepted)
Black Women Owned	Certified ID Documents of the Owners/shareholder
Black Youth owned	Certified ID Documents of the Owners
EME or QSE 51% Black Owned	Annual Financial/ Management Accounts/ B-BBEE Certificate / Affidavit/ Certified ID Documents of the Owners/shareholder
51% Black Owned	CIPC Documents / B-BBEE Certificate/Affidavit/ Certified ID Documents of the Owners/shareholder
South African Enterprises	CIPC Documents

DECLARATION WITH REGARD TO COMPANY/FIRM

- 4.3. Name of company/firm.....
- 4.4. Company registration number:
- 4.5. TYPE OF COMPANY/ FIRM
- ☐ Partnership/Joint Venture / Consortium

- ☐ One-person business/sole propriety
- ☐ Close corporation
- ☐ Public Company
- ☐ Personal Liability Company
- ☐ (Pty) Limited
- ☐ Non-Profit Company
- ☐ State Owned Company

[TICK APPLICABLE BOX]

4.6. I, the undersigned, who is duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the specific goals as advised in the tender, qualifies the company/firm for the preference(s) shown and I acknowledge that:

- i) The information furnished is true and correct;
- ii) The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form;
- iii) In the event of a contract being awarded as a result of points claimed as shown in paragraphs 1.4 and 4.2, the contractor may be required to furnish documentary proof to the satisfaction of the organ of state that the claims are correct;
- iv) If the specific goals have been claimed or obtained on a fraudulent basis or any of the conditions of contract have not been fulfilled, the organ of state may, in addition to any other remedy it may have –
 - (a) disqualify the person from the tendering process;
 - (b) recover costs, losses, or damages it has incurred or suffered as a result of that person's conduct;
 - (c) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation.
 - (d) recommend that the tenderer or contractor, its shareholders, and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted from obtaining business from any organ of state for a period not exceeding 10 years, after the *audi alteram partem* (hear the other side) rule has been applied; and
 - (e) forward the matter for criminal prosecution, if deemed necessary.

..... SIGNATURE(S) OF TENDERER(S)	
SURNAME AND NAME:	
DATE:	
ADDRESS:	
	
	
	

ANNEXURE B

CONSORTIUMS, JOINT VENTURES AND SUB-CONTRACTING REGULATIONS

1. CONSORTIUMS AND JOINT VENTURES

- 1.1 A trust, consortium or joint venture will qualify for points for their B-BBEE status level as a legal entity, provided that the entity submits their B-BBEE status level certificate.
- 1.2 A trust, consortium or joint venture will qualify for points for their B-BBEE status level as an unincorporated entity, provided that the entity submits their consolidated B-BBEE scorecard as if they were a group structure and that such a consolidated B-BBEE scorecard is prepared for every separate tender.

2 SUB-CONTRACTING

- 2.1 A person awarded a contract may only enter into a subcontracting arrangement with the approval of the organ of state.
- 2.2 A person awarded a contract in relation to a designated sector, may not subcontract in such a manner that the local production and content of the overall value of the contract is reduced to below the stipulated minimum threshold.
- 2.3 A person awarded a contract may not subcontract more than 30% of the value of the contract to any other enterprise that does not have an equal or higher B-BBEE status level of contributor than the person concerned, unless the contract is subcontracted to an EME that has the capability and ability to execute the subcontract.

3 DECLARATION OF SUB-CONTRACTING

- 3.1 Will any portion of the contract be sub-contracted? YES / NO
- 3.2 If yes, indicate:
 - 3.2.1 The percentage of the contract will be sub-contracted%
 - 3.2.2 The name of the sub-contractor
 - 3.2.3 The B-BBEE status level of the sub-contractor.....
 - 3.2.4 whether the sub-contractor is an EME YES / NO

SIGNATURE OF DECLARANT

TENDER NUMBER

DATE

POSITION OF DECLARANT

NAME OF COMPANY OR TENDERER

ANNEXURE “C”

Previous completed Host-to-Host projects (preferably provide a detailed company profile, detailed the below mentioned information)

Project Descriptions	Client	Contact no	Contact person	Email address	Period projects of	Value projects of	Project Commence date	Completed date

Current Host-to-Host projects (preferably provide a detailed company profile, detailed the below mentioned information)

Project Descriptions	Client	Contact no	Contact person	Email address	Period projects of	Value projects of	Project Commence date	Completion date

ANNEXURE "D"

BIDDER'S DISCLOSURE

SBD 4

1. PURPOSE OF THE FORM

Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

2. Bidder's declaration

2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest¹ in the enterprise, employed by the state? **YES/NO**

2.1.1 If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of institution	State

2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution? **YES/NO**

2.2.1 If so, furnish particulars:

.....

2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related enterprise whether or not they are bidding for this contract? **YES/NO**

2.3.1 If so, furnish particulars:

.....

¹ the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.

3 DECLARATION

I, the undersigned, (name)..... in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

- 3.1 I have read and I understand the contents of this disclosure;
- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;
- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium² will not be construed as collusive bidding.
- 3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.
- 3.4 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
- 3.5 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.
- 3.6 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.

I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS DECLARATION PROVE TO BE FALSE.

..... Signature	 Date
..... Position	 Name of bidder

² Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.