REQUEST TO CONDUCT AN EVALUATION OF THE EFFECTIVENESS OF THE MONYETLA WORK READINESS PROGRAMME

BID CLOSING DATE: TUESDAY, 27 FEBRUARY 2018 AT 12:00 NOON
# TABLE OF CONTENTS

## SECTION 1: GENERAL CONDITIONS OF BID
1. Proprietary Information ........................................ 5
2. Enquiries ....................................................... 5
3. Bid Validity Period ........................................... 5
4. Instructions on submission of Bids ............................ 5
5. Preparation of Bid Response .................................. 6
6. Supplier Performance Management ......................... 6
7. Supplier Development ......................................... 6
8. IDC’s Rights .................................................... 7
9. Undertakings by the Bidder .................................... 7
10. Reasons for disqualification .................................. 8
11. Local Production and Content ............................... 8
12. Response Format (Returnable Schedules) ................. 8
13. Evaluation Criteria and Weightings ....................... 10
14. Promotion of Emerging Black owned Service Providers 11

## SECTION 2: SPECIFIC CONDITIONS OF BID
1. Bid Pre-qualification criteria ................................. 13

## SECTION 3: FUNCTIONAL REQUIREMENTS SPECIFICATION
1. Special instructions to bidders ............................. 15
2. Purpose ...................................................... 15
3. Background Information .................................... 15
4. Objectives ................................................... 17
5. Problem Statement .......................................... 17
6. Economic Imperative ....................................... 17
7. Scope of Work .............................................. 17
8. Deliverables ................................................ 18
9. Project Timelines .......................................... 20

## SECTION 4: PRICE PROPOSAL

## SECTION 5: ANNEXURES
Annexure 1: Acceptance of Bid Conditions and Bidder’s Details ........................................ 31
Annexure 2: Tax Compliance Requirements .................. 34
Annexure 3: Supply chain management practices questionnaire ........................................ 35
Annexure 4: Declaration of Interest 37
Annexure 5: Certificate of Independent Bid Determination 41
Annexure 6: Shareholders and Directors Information 44
Annexure 7: Response Format for Section 2 46
Annexure 8: BEE Commitment Plan 48
SECTION 1: GENERAL CONDITIONS OF BID
1. **Proprietary Information**

Industrial Development Corporation of SA Ltd (IDC) considers this Request for Proposal (RFP) and all related information, either written or verbal, which is provided to the respondent, to be proprietary to IDC. It shall be kept confidential by the respondent and its officers, employees, agents and representatives. The respondent shall not disclose, publish, or advertise this RFP or related information to any third party without the prior written consent of IDC.

2. **Enquiries**

2.1 All communication and attempts to solicit information of any kind relative to this RFP should be channelled **in writing** to:

Name: Ms Shirley Mampuru
Telephone Number: +27 11 269 3583
Email address: shirleym@idc.co.za

2.2 Enquiries in relation to this RFP will not be entertained after **16h00 on 20 February 2018**.

2.3 The enquiries will be consolidated and IDC will issue one response and such response will be posted, within two days after the last day of enquiries, onto the IDC website (www.idc.co.za) under tenders i.e. next to the same RFP document.

2.4 The IDC may respond to any enquiry in its absolute discretion and the bidder acknowledges that it will have no claim against the IDC on the basis that its bid was disadvantaged by lack of information, or inability to resolve ambiguities.

3. **Bid Validity Period**

Responses to this RFP received from bidders will be valid for a period of 120 days counted from the bid closing date.

4. **Instructions on submission of Bids**

4.1 Bids should be submitted in duplicate (2 hard copies) and one electronic copy (on CD) in PDF format all bound in a sealed envelope endorsed, **T04/02/18: Request to conduct an evaluation of the effectiveness of the Monyetla Work Readiness Programme**. The sealed envelope must be placed in the bid box at the Main Reception area of the IDC Building, 19 Fredman Drive Sandton by no later than 12:00 noon on **Tuesday, 27 February 2018**.

4.2 Bids must be submitted in the prescribed response format, herein reflected as Response Format.

4.3 The bid closing date, bidder name and the return address must also be endorsed on the envelope.

4.4 If a courier service company is being used for delivery of the bid response, the bid description must be endorsed on the delivery note/courier packaging and the courier must ensure that documents are placed / deposited into the bid box. **The IDC will not**
be held responsible for any delays where bid documents are handed to the IDC Receptionist.

4.5 No bid response received by telegram, telex, email, facsimile or similar medium will be considered.

4.6 Where a bid response is not in the bid box at the time of the bid closing, such a bid document will be regarded as a late bid. It is the IDC's policy not to consider late bids for tender evaluation.

4.7 Amended bids may be sent in an envelope marked “Amendment to bid” and should be placed in the bid box before the closing time.

5. **Preparation of Bid Response**

5.1 All the documentation submitted in response to this RFP must be in English.

5.2 The bidder is responsible for all the costs that it shall incur related to the preparation and submission of the bid document.

5.3 Bids submitted by bidders which are, or are comprised of companies must be signed by a person or persons duly authorised thereto by a resolution of the applicable Board of Directors, a copy of which Resolution, duly certified, must be submitted with the bid.

5.4 The bidder should check the numbers of the pages of its bid to satisfy itself that none are missing or duplicated. No liability will be accepted by IDC in regard to anything arising from the fact that pages of a bid are missing or duplicated.

5.5 A valid tax clearance certificate must be included in the bid response, or proof of application endorsed by SARS in this regard.

6. **Supplier Performance Management**

Supplier Performance Management is viewed by the IDC as a critical component in ensuring value for money acquisition and good supplier relations between the IDC and all its suppliers.

The successful bidder shall upon receipt of written notification of an award, be required to conclude a Service Level Agreement (SLA) with the IDC, which will form an integral part of the supply agreement. The SLA will serve as a tool to measure, monitor and assess the supplier performance and ensure effective delivery of service, quality and value-add to IDC’s business.

Successful bidders will be required to comply with the above condition, and also provide a scorecard on how their product / service offering is being measured to achieve the objectives of this condition.

7. **Supplier Development**

The IDC promotes enterprise development. In this regard, successful bidders may be required to mentor SMMEs and/ or Youth-Owned businesses. The implications of such arrangement will be subject to negotiations between the IDC and the successful bidder.
8. IDC’s Rights

8.1 The IDC is entitled to amend any bid conditions, bid validity period, RFP specifications, or extend the bid closing date, all before the bid closing date. All bidders, to whom the RFP documents have been issued and where the IDC have record of such bidders, may be advised in writing of such amendments in good time and any such changes will also be posted on the IDC’s website under the relevant tender information. All prospective bidders should therefore ensure that they visit the website regularly and before they submit their bid response to ensure that they are kept updated on any amendments in this regard.

8.2 The IDC reserves the right not to accept the lowest priced bid or any bid in part or in whole. It normally awards the contract to the bidder who proves to be fully capable of handling the contract and whose bid is functionally acceptable and/or financially advantageous to the IDC.

8.3 The IDC reserves the right to award this bid as a whole or in part.

8.4 The IDC reserves the right to conduct site visits at bidder’s corporate offices and / or at client sites if so required.

8.5 The IDC reserves the right to consider the guidelines and prescribed hourly remuneration rates for consultants as provided in the National Treasury Instruction 01 of 2013/2014: Cost Containment Measures, where relevant.

8.6 The IDC reserves the right to request all relevant information, agreements and other documents to verify information supplied in the bid response. The bidder hereby gives consent to the IDC to conduct background checks, including FICA verification, on the bidding entity and any of its directors / trustees / shareholders / members.

8.7 The IDC reserves the right, at its sole discretion, to appoint any number of vendors to be part of this panel of service providers.

9. Undertakings by the Bidder

9.1 By submitting a bid in response to the RFP, the bidder will be taken to offer to render all or any of the services described in the bid response submitted by it to the IDC on the terms and conditions and in accordance with the specifications stipulated in this RFP document.

9.2 The bidder shall prepare for a possible presentation should IDC require such and the bidder will be required to make such presentation within five (5) days from the date the bidder is notified of the presentation. Such presentation may include a practical demonstration of products or services as called for in this RFP.

9.3 The bidder agrees that the offer contained in its bid shall remain binding upon him/her and receptive for acceptance by the IDC during the bid validity period indicated in the RFP and calculated from the bid closing hour and date such offer and its acceptance shall be subject to the terms and conditions contained in this RFP document read with the bid.

9.4 The bidder furthermore confirms that he/she has satisfied himself/herself as to the correctness and validity of his/her bid response; that the price(s) and rate(s) quoted cover all the work/item(s) specified in the bid response documents; and that the price(s) and rate(s) cover all his/her obligations under a resulting contract for the services
contemplated in this RFP; and that he/she accepts that any mistakes regarding price(s) and calculations will be at his/her risk.

9.5 The successful bidder accepts full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on him/her under the supply agreement and SLA to be concluded with IDC, as the principal(s) liable for the due fulfilment of such contract.

9.6 The bidder accepts that all costs incurred in the preparation, presentation and demonstration of the solution offered by it shall be for the account of the bidder. All supporting documentation and manuals submitted with its bid will become IDC property unless otherwise stated by the bidder/s at the time of submission.

10. Reasons for disqualification

10.1 The IDC reserves the right to disqualify any bidder which does any one or more of the following, and such disqualification may take place without prior notice to the offending bidder, however the bidder will be notified in writing of such disqualification:

10.1.1 bidders who do not submit an original valid Tax Clearance Certificate and / or proof of application of such as endorsed by SARS on the closing date and time of the bid submission and / or failure to provide the IDC with its SARS issued Tax Verification PIN code giving access to the IDC to electronically verify tax compliance;

10.1.2 bidders who submit incomplete information and documentation according to the requirements of this RFP document;

10.1.3 bidders who submit information that is fraudulent, factually untrue or inaccurate information;

10.1.4 bidders who receive information not available to other potential bidders through fraudulent means;

10.1.5 bidders who do not comply with mandatory requirements if stipulated in the RFP document;

10.1.6 bidders who fail to comply with FICA requirements;

11. Local Production and Content

The IDC promotes Local Production and Content. In the case of designated sectors, only locally produced goods, services or works or locally manufactured goods, with a stipulated minimum threshold for local production and content will be considered. IDC reserves the right at its sole discretion to set minimum thresholds for sectors which may not have been declared as designated sectors by the dti in an effort to stimulate local production and content where relevant.

12. Response Format (Returnable Schedules)

Bidders shall submit their bid responses in accordance with the response format specified below (each schedule must be clearly marked):

12.1 Cover Page: (the cover page must clearly indicate the RFP reference number, bid description and the bidder’s name)

12.2 Schedule 1:
12.2.1 Executive Summary (explaining how you understand the requirements of this RFP and the summary of your proposed solution)

12.2.2 Annexure 1 of this RFP document (duly completed and signed)

12.3 Schedule 2

12.3.1 Valid Tax Clearance Certificate(s) (TCC) and / or proof of application as endorsed by SARS and / or SARS issued tax verification pin code;

12.3.2 Originally certified copies of bidder’s CIPC company registration documents listing all members with percentages, in case of a CC.

12.3.3 Copy of Board Resolution, duly certified;

12.3.4 Originally certified copy of ID document for the Company Representative

12.3.5 Annexure 2 of this RFP document (duly completed and signed);

12.3.6 Annexure 3 of this RFP document (duly completed and signed);

12.3.7 Annexure 4 of this RFP document (duly completed and signed);

12.3.8 Annexure 5 of this RFP document (duly completed and signed);

12.3.9 Annexure 6 of this RFP document (duly completed and signed);

12.3.10 Latest Audited Financial Statement

12.3.11 Response to Annexure 8: BEE Commitment Plan

12.3.12 B-BBEE verification certificate indicating the contribution level of the bidding entity. An Exempted Micro Enterprises (EME) with an annual turnover less than R10 million, is only required to obtain a sworn affidavit confirming the annual total revenue and level of black ownership. A Qualifying Small Enterprise (QSE) that has 51% or more black beneficiaries may obtain a sworn affidavit confirming the annual total revenue and level of black ownership. If a bidder is a Joint Venture or Consortium, the bidder must submit a consolidated B-BBEE scorecard as if they were a group structure. Any misrepresentation in terms of the declaration constitutes a criminal offence as set out in the B-BBEE Act as amended.

**Note:** If a bidder is a Consortium, Joint Venture or Prime Contractor with Subcontractor(s), the documents listed above (12.3.1-12.3.8) must be submitted for each Consortium/ JV member or Prime Contractor and Subcontractor(s).

12.3.13 Copy of Joint Venture/ Consortium/ Subcontracting Agreement duly signed by all parties (if applicable)

12.4 Schedule 3:

12.4.1 Response to Section 3 of this document, in line with the format indicated in this RFP document.

12.4.2 Annexure 7 of this RFP document, duly completed and signed

12.5 Schedule 4: Price Proposal (response to Section 3 of this RFP document) (*Must be submitted in a separate envelope within the sealed envelope of the bid*)

12.6 One (1) CD with all Schedules listed above, also included in the sealed envelope of the bid
13. Evaluation Criteria and Weightings

Bids shall be evaluated in terms of the following process:

13.1 Phase 1: Initial Screening Process: During this phase, bid responses will be reviewed for purposes of assessing compliance with RFP requirements including the general bid conditions and also the Specific Conditions of Bid, which requirements include the following:

- Submission of a valid Tax Clearance Certificate as referenced in 12.3.1 above
- Submission of Company Registration Forms as referenced 12.3.2 above
- Submission of ID copy for the Company Representative as referenced in 12.3.4 above
- BEE Status Certification as referenced in 12.3.12 above and the consideration of the Specific Bid Conditions as referenced in Section 2
- Completion of all Standard Bidding Documents and other requirements, as reflected in this RFP, which covers the following:
  - Section 3: Statement of compliance with the Functional Evaluation Criteria for this RFP
  - Section 4: Cost Proposal and Price Declaration Form
  - Annexure 1: Acceptance of Bid Conditions
  - Annexure 2: Tax Compliance Requirements
  - Annexure 3: Supply Chain Management Questionnaire
  - Annexure 4: Declaration of Interest
  - Annexure 5: Certificate of Independent Bid Determination
  - Annexure 6: Shareholders' Information/ Group Structure
  - Annexure 7: Bidders Experience & Project Team
  - Annexure 8: BEE Commitment Plan

Failure to comply with the requirements assessed in Phase 1 (compliance), may lead to disqualification of bids.

13.2 Phase 2: Technical/ Functionality Evaluation

Bid responses will be evaluated in accordance with the Functional criteria as follows:

13.2.1 Other Functional/ Technical Requirements

With regard to the other Functional Requirements, the following criteria (set out in more detail in section 2 of this RFP document) and the associated weightings will be applicable:
<table>
<thead>
<tr>
<th>ELEMENT</th>
<th>WEIGHT</th>
</tr>
</thead>
<tbody>
<tr>
<td>BIDDER’S EXPERIENCE</td>
<td>30%</td>
</tr>
<tr>
<td>PROPOSED METHODOLOGY</td>
<td>20%</td>
</tr>
<tr>
<td>QUALIFICATIONS AND SKILLS OF THE TEAM</td>
<td>25%</td>
</tr>
<tr>
<td>SKILL TRANSFER PLAN</td>
<td>5%</td>
</tr>
<tr>
<td>PRESENTATIONS</td>
<td>20%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

Note: Bidders who score 56 points out of 70 points (70%) or more in total for the functional/technical requirements will be shortlisted for presentation.

All bids that fail to achieve the minimum overall qualifying score of 70% on functional/technical requirements including the presentation will not be considered for further evaluation which would include Price and BEE.

13.3 Phase 3: Preference Point System

All bids that achieve the minimum qualifying score for Functionality (acceptable bids) will be evaluated further in terms of the preference point system, as follows:

<table>
<thead>
<tr>
<th>CRITERIA</th>
<th>POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>80</td>
</tr>
<tr>
<td>B-BBEE</td>
<td>20</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>100 points</strong></td>
</tr>
</tbody>
</table>

14. Promotion of Emerging Black owned Service Providers

It is the IDC’s objective to promote transformation across all industries and/or sectors of the South African economy and as such, bidders are encouraged to partner with a black owned entity (being 50%+1 black owned and controlled). Such partnership may include the formation of a Joint Venture and/or subcontracting agreement etc., where a portion of the work under this tender would be undertaken by black owned entities. To give effect to this requirement, bidders are required to submit a partnership / subcontracting proposal detailing the portion of work to be outsourced, level of involvement of the black owned partner and where relevant, submit a consolidated B-BBEE scorecard in-line with the provisions of the PPPFA Regulations which will be considered as part of the B-BBEE scoring listed in 13.3.
SECTION 2: SPECIFIC CONDITIONS OF BID
1. Bid Pre-qualification criteria

1.1 In terms of Regulation 4 of the 2017 PPPFA Regulations, the IDC requires that bidders meet the following pre-qualification criteria:

   (a) Bidders must have a minimum B-BBEE contributor status level of 4 or better.

1.2 The IDC will only consider a bid if the relevant bidder meets these pre-qualification criteria. Where a bidder fails to meet these pre-qualification criteria, the bid will be considered an unacceptable bid and will be disqualified from further evaluation.
SECTION 3: FUNCTIONAL REQUIREMENTS SPECIFICATION
SECTION 3: FUNCTIONAL REQUIREMENTS SPECIFICATION

1. Special instructions to bidders

1.1 Should a bidder have reason to believe that the Functional Requirements are not open / fair and/or are written for a particular service provider; the bidder must notify IDC Procurement within five (5) days after publication of the RFP.

1.2 Bidders shall provide full and accurate answers to the questions posed in this RFP document, and, where required explicitly state either “Comply/Not Comply” regarding compliance with the requirements. Bidders must substantiate their response to all questions, including full details on how their proposal/solution will address specific functional/technical requirements; failure to substantiate may lead to the bidder being disqualified. All documents as indicated must be supplied as part of the bid response.

1.3 Failure to comply with Mandatory Requirements may lead to the bidder being disqualified.

2. Purpose

The purpose of the project is to review and assess the impact of the Monyetla Work Readiness Program from 1 April 2013 to date.

3. Background Information

The Monyetla Work Readiness Programme™ prepares unemployed youth for employment in the Business Process Services (also known as Business Process Outsourcing) industry. Employer-led consortia, made up of BPS operators, accredited training providers and recruiters enter into training agreements with unemployed young people who become their learners. The employer then commits to employ at least 70% of the allocated learners for a minimum period of 12 months following training.

The programme is funded by the Jobs Fund and the National Skills Fund. As conditions of the grant, the consortia must train 1 additional person at their own cost for every learner allocated to them, and they must offer a minimum of 12 months employment contracts to at least 70% of their learners who successfully complete the training.

The programme commenced in 2008 and runs in annual phases. To date it has put approximately 16 000 people into training with an estimated 70% of those having been absorbed into BPS centers across the country. The first two phases (pilot project and 2nd phase) were rolled out through a partnership between the dti, the Business Trust and the National Skills Fund through the Department of Higher Education and Training.

The Monyetla Work Readiness pilot project was successfully completed in March 2009 and the 2nd phase of the project which commenced in July 2010 and has been completed. The purpose of the pilot project and 2nd phase rollout was to prove the concept and the implementation methodology with a view to institutionalising work readiness training for the BPS sector, in which both investment and employment are growing.

The pilot of the Monyetla Work Readiness Programme™ implemented in 2008/9 was found, by an external evaluation, to be well-designed, effective, appropriately funded and
replicable. Over 86% of all learners completed the skills programme successfully and 90% of those learners were employed. In addition, 369 team leaders or supervisors were trained at the cost of employers. This exceeded the target set by over 60%.

A larger implementation was conducted in 2010/2011 to train 3,350 learners for employment. The employment rate was recorded at 74%.

- Phase 3A was implemented in 2013/2014 for which 71% employment rate was recorded. Phase 3B was conducted in 2014/2015 and achieved 87% employment rate.
- Phase 4A was conducted in 2015/2016 and enrolled 3000 learners for which 95% employment rate was achieved.
- Phase 4B was conducted in 2016/2017 and has just been completed with 95% employment rate still to be signed off by steering committee.

As part of the conditions of the funding of the programme, an external evaluation must be conducted at the end of each phase of the program. This evaluation request is issued in order to perform an assessment on the performance of the program for the years:

- 1 April 2013- 31 March 2014: Approximately 40 companies
- 1 April 2014- 31 March 2015: Approximately 25 companies
- 1 April 2015 -31 March 2016: 17 companies
- 1 April 2016- 31 March 2017: 19 companies

The objectives of Monyetla are the following:

- To equip unemployed South Africans from the National Skills Development Strategy target groups with the skills required to enter employment in the BPS sector.
- To implement an employer-led consortium model to optimise employment.
- To ensure the placement of at least 70% of learners in employment on completion.
- To ensure the development of home-grown supervisors and managers.
- To encourage skills programme learners to enter into certificated learnerships to complete the remaining 68 credits.

Consortia consisting of BPS operators, training providers and recruitment companies are allocated funding per learner to recruit unemployed young people, not older than 35, and train them on condition that the employer will absorb at least 70% of the trained learners into employment in their operation post 80 day training.

**Consortium Model**
4. Objectives

The objectives of this project are:

- Testing the completeness and reliability of the project’s portfolio of evidence, taking into consideration the data collection system, process and methodology used by the implementation agent.
- Sufficient assessment evidence should be gathered to substantiate in all material respects the accuracy of reported figures per phase from inception to date.
- To assess the extent to which the project performance were in-line with project objectives and implementation plans.
- To evaluate the relevance and impact of the programme on participating companies and learners.

4.1 To obtain an independent, objective, professional opinion of:

- The performance of the project and the results generated by the project.
- The accuracy of reported achievements against the indicators contracted in the Project.
- The impact of the programme post implementation by developing a tool that will:
  - Track the learners who have exited the programme i.e. who is still in the BPO space verses those who have left.
  - Determine whether the Monyetla programme was a valuable platform for employment creation.

4.2 To propose recommendations for the improvement of the programme in the future.

5. Problem Statement

The challenge has always been that at the end of the 80-day training, the relationship between the dti and the benefiting companies comes to an end upon submission by the latter, of the employment contracts for at least 70% of the learners which have undergone training. This gap has presented challenges in instances of audits and where Parliament requires the status of the learners who have been trained some years back on the line.

6. Economic Imperative

The proposed research should endeavor to shed light by rigorously examining impact of the objectives of the Monyetla Work Readiness Program.

The review exercise should be able to provide an analysis of the potential economic imperative of the improvements or amendments required to strengthen and enhance the strategic and operative functionality of the sector-specific strategy.

7. Scope of Work

The service provider is expected to execute the following scope of work:

7.1 To assess the extent to which the project performance was in-line with project objectives and implementation plans.

7.2 To evaluate the relevance and impact of the programme on participating companies and learners.

7.3 To assess the impact of the programme post implementation by developing a tool that will:
➢ Track the learners who have exited the programme i.e. who is still in the BPO space verses those who have left.
➢ Determine whether the Monyetla programme was a valuable platform for employment creation.

7.4. To propose recommendations for the improvement of the programme in the future.

7.5 The main areas of focus for the appointed service provider will include the following years:

- 7.5.1 1 April 2013- 31 March 2014: Approximately 40 companies
- 7.5.2 1 April 2014- 31 March 2015: Approximately 25 companies
- 7.5.3 1 April 2015 - 31 March 2016: 17 companies
- 7.5.4 1 April 2016- 31 March 2017: 19 companies

7.6 The assessment work will cover agreed-upon objectives in which an evaluator is expected to carry out the scope of work outlined in the TOR;

- To report on factual findings through the verification of validity, accuracy and completeness of information prepared by previous implementing agents,
- As well as the verification of the reported achievements against the contracted indicators and the implementation of the project in accordance with the grant agreement (with implementing agent).

7.7 The areas to be covered in the assessment are specified below.

- Adherence to key contractual obligations for project success
- The work shall test the extent to which consortia has adhered to, or implemented key project related agreements (such as the SLA agreement that are critical to the success of the project and its outcomes.

7.8 This should include ascertaining whether:

- 7.8.1 The consortia maintained the original project objectives.

8. Deliverables

The appointed service provider will be expected to report on the progress per milestone to the dti and steering committee in accordance with the stated scope of work.

8.1 Inception Report

The appointed service provider and the dti will have an inception meeting at the beginning of the project. The purpose of this meeting will be to discuss and agree on project objectives, methodology, implementation pan, project team, project management and reporting structure and project milestones and deliverables. All decisions agreed to in this meeting will be captured in an inception report which the appointed service provider will compile and submit to the dti for sign off before the actual implementation commences.

8.2 Interim reports on the following:

- The performance of the project and the results generated by the project.
- Achievements against the indicators contracted in the Project
• Completeness and reliability of the project's portfolio of evidence, with a view of the data collection system, process and methodology.

• All material respects the accuracy of reported figures per phase from inception to date

• The extent to which the project performance were in-line with project objectives and implementation plans

• the relevance and impact of the programme on participating companies and learners

• Recommendations for the improvement of the programme in the future.

• Recommend ways to improve on the identified shortcomings

• Satisfaction survey by participants on the implementing agents per phase

• Indication of the status of past learners highlighting the following:
  o whether they are in employment or unemployed,
  o if employed whether they are in the BPS industry or in other industries.
  o If employed whether they are in entry level or managerial or supervisory positions
  o A brief salary survey of the learners who are currently employed

• A tracking tool to be used by the dti on an ongoing basis

• A dashboard report indicating the targets versus what has been achieved should be provided as part of the report

8.3 Submission of the final report

• Final report with notes of the methodology used

• Executive summary in Word

• PowerPoint presentation of the report

• 4 hard copies of the final report

• 3 copies of CD version of the Executive Summary and final

• The final draft of the study should be submitted in Word 2007 format along with the detailed financial model in Excel 2007 format without macros and should be constructed to facilitate amendment of input data.

• The final report should include amongst others:
  o A clear set of achievable, realistic recommendations emanating from the findings of the research must be outlined.
  o As part of the recommendations, it should be clear who the proposed responsible entity should be for each recommendation.
This is because, if the recommendations are adopted, they will become Key Action Programmes and each will need to be allocated to a responsible department/division/entity etc.

9. Project Timelines

The appointed service provider(s) will be required to start immediately after signing the contract and the project must be completed within six (06) months from the date of signing the service level agreement.

10. Technical Evaluation Criteria

10.1 Technical Requirements

The bidder must indicate its compliance/non-compliance to the requirements and should substantiate its response in the space provided below. If more space is required to justify compliance, please ensure that the substantiation is clearly cross-referenced to the relevant requirement.

<table>
<thead>
<tr>
<th>10.1.1 BIDDER'S EXPERIENCE</th>
<th>Comply</th>
<th>Partially Comply</th>
<th>Not Comply</th>
</tr>
</thead>
<tbody>
<tr>
<td>The bidder must demonstrate relevant experience in monitoring and evaluation of human resource related projects.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The bidder must display their expertise on the following:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>➢ Human Resource Management and Development.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>➢ Skills Development (National Qualification Frameworks, SETA processes and Skills Programme and Learnership Design).</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The bidder must provide two (2) relevant contactable references of similar work done in the past 5 (five) years. Please refer to Table (a) of Annexure 7 of this document for the format in which the required information must be provided.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Substantiate / Comments</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>10.1.2 BIDDER'S EXPERIENCE</th>
<th>Comply</th>
<th>Partially Comply</th>
<th>Not Comply</th>
</tr>
</thead>
<tbody>
<tr>
<td>The bidder must demonstrate relevant experience in monitoring and evaluation of training programmes.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The bidder must provide two (2) relevant contactable references of similar work done in the past 5 (five) years. Please refer to Table (b) of Annexure 7 of this document for the format in which the required information must be provided.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Substantiate / Comments</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
10.1.3 BIDDER’S PROPOSED METHODOLOGY

<table>
<thead>
<tr>
<th>Comply</th>
<th>Partially Comply</th>
<th>Not Comply</th>
</tr>
</thead>
</table>

The bidder must demonstrate thorough understanding of the objectives and deliverables of this project.

The bidder must provide a detailed proposal of the methodology/approach to be used to carry out the scope of work outlined above and clearly demonstrating how the study objectives and deliverables will be achieved. The proposal must outline, amongst other things, the following:

- Qualitative and quantitative techniques to be used
- Stakeholder facilitation and engagement model
- Provide detailed analysis of the growth opportunities (if any) which have been secured by the learners who underwent Monyetla training since inception.

**Substantiate / Comments**
The bidder's key personnel of the proposed team must have relevant qualifications, skills and experience.

**Team Leader:**
- Relevant Post Graduate degree, B Tech or equivalent in Economic Sciences/ Social Sciences/ Development Studies, Research or related.
- Must have 10 years or more relevant research experience.

**Technical competency of the project team:**
Must have 3 years or more relevant research experience.
- Relevant Bachelors Degree or National Diploma in Economic Sciences/ Social Sciences/Development Studies, Training and Development Research or related
- Clear understanding of the dti objectives and its role and focus on human capital development;
- Good knowledge and understanding of the Industrial Policy Action Plan;
- The proposed team should have extensive understanding of the skills development environment, including National Qualification Frameworks, Quality Council for Trades and Occupations, SETA processes and Skills programme and learnership design.
- The proposed team should have the ability to: conduct monitoring and evaluation, manage finances, and produce detailed and complicated reports.

The bidders must submit, as part of its proposal, the following:
- The structure and composition of the proposed team, clearly outlining the main disciplines/specialties of this project and the key personnel responsible for each specialty. Please refer to **Table (b) Annexure 7** of this document for the format in which the required information must be provided.
- CVs of the key personnel; and the CVs must clearly highlight qualifications, areas of experience/competence relevant to the tasks and objectives of this project as outlined above.

**Substantiate / Comments**
10.1.5 SKILL TRANSFER PLAN

The bidder must provide a skills-transfer plan to accommodate a maximum of three (3) dti officials. The bidder is required to outline the skills transfer plan as part of this proposal.

The plan must articulate how skills transfer will take place with the dti over the period of the project. The bidder is required to provide skills-transfer to build the dti human resource capacity. As a minimum, this should involve providing research training for nominated staff member(s) of the dti.

Substantiate / Comments

11.1.1 PRESENTATIONS

Shortlisted bidders will be invited for a presentation. The presentation must include but not limited to the following:

<table>
<thead>
<tr>
<th>Presentations</th>
<th>Maximum points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bidder’s relevant experience</td>
<td>7%</td>
</tr>
<tr>
<td>Proposed Methodology</td>
<td>5%</td>
</tr>
<tr>
<td>Qualifications and Skills of key personnel</td>
<td>6%</td>
</tr>
<tr>
<td>Skills Transfer Plan</td>
<td>2%</td>
</tr>
</tbody>
</table>
SECTION 4: PRICE PROPOSAL
SECTION 4: Cost Proposal

1. **NOTE:** All prices must be VAT exclusive and must be quoted in South African Rand (ZAR).

2. Are the rates quoted firm for the full period of the contract?  
   - YES  
   - NO

   **Important:** If not firm for the full period, provide details of the basis on which price adjustments shall be applied e.g. CPI etc.

3. All additional costs associated the bidder’s offer must be clearly specified and included in the Total Bid Price.

4. Is the proposed bid price linked to the exchange rate?  
   - Yes  
   - No

   **If yes, the bidder must indicate CLEARLY which portion of the bid price is linked to the exchange rate:**

6. Payments will be linked to specified deliverables after such deliverables have been approved by the IDC. Payments will be made within 30 days from date of invoice.

7. The IDC reserves the right to consider the guidelines on consultancy rates as set out in the **National Treasury Instruction 01 of 2013/2014: Cost Containment Measures** which took effect from 01 January 2014, where relevant.

   The bidder must indicate if their proposed rates are in line with the provisions of the referenced National Treasury Instruction: Cost Containment Measures.

   **Substantiate / Comments**

8. **COSTING MODEL**

<table>
<thead>
<tr>
<th>Activity/ Deliverable</th>
<th>Resource(s)</th>
<th>Rate/ Hour per resource</th>
<th>Number of hours</th>
<th>Total Cost (VAT Excl.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inception Report</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interim reports on the following:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The performance of the project and the results generated by the project.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Achievements against the indicators contracted in the Project.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Activity/ Deliverable</td>
<td>Resource(s)</td>
<td>Rate/Hour per resource</td>
<td>Number of hours</td>
<td>Total Cost (VAT Excl.)</td>
</tr>
<tr>
<td>-----------------------</td>
<td>-------------</td>
<td>------------------------</td>
<td>----------------</td>
<td>-----------------------</td>
</tr>
</tbody>
</table>

Completeness and reliability of the project’s portfolio of evidence, with a view of the data collection system, process and methodology.

All material respects, the accuracy of reported figures per phase from inception to date.

The extent to which the project performance was in-line with project objectives and implementation plans.

The relevance and impact of the programme on participating companies and learners.

Recommendations for the improvement of the programme in the future.

Recommend ways to improve on the identified shortcomings.

Satisfaction survey by participants on the implementing agents per phase
<table>
<thead>
<tr>
<th>Activity/ Deliverable</th>
<th>Resource(s)</th>
<th>Rate/Hour per resource</th>
<th>Number of hours</th>
<th>Total Cost (VAT Excl.)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Indication of the status of past learners:

|                       |             |                        |                 |                       |
|                       |             |                        |                 |                       |

Development of a tracking tool to be used by the dti on an ongoing basis.

|                       |             |                        |                 |                       |
|                       |             |                        |                 |                       |

A dashboard report indicating the targets versus what has been achieved should be provided as part of the report

|                       |             |                        |                 |                       |
|                       |             |                        |                 |                       |

Skills transfer to three (3) dti officials.

|                       |             |                        |                 |                       |
|                       |             |                        |                 |                       |

Final Report

|                       |             |                        |                 |                       |
|                       |             |                        |                 |                       |

Disbursements

|                       |             |                        |                 |                       |

Total Bid Price (VAT Excl.)

Notes on pricing:

- Disbursements (incidental expenses other than professional fees e.g. travel and accommodation, printing costs, venue hire, and equipment hire etc.) must be clearly defined, outlining all assumptions. It is of utmost importance to submit clear and comprehensive cost proposals to
allow the IDC to fairly compare bid price / cost proposals. If there is no additional fee envisaged for Disbursements, then the bidder must clearly indicate “No Charge / Free of Charge”. Failure to clearly indicate this, would result in IDC penalising your bid response by taking the cost of the highest bidder and adding 50% thereto and apply this rate for purposes of price comparisons. Bidders are therefore requested to respond clearly and comprehensively on this aspect of their bid response.

- The bidder must provide a detailed breakdown of the Disbursements as follows:

<table>
<thead>
<tr>
<th>Cost Element</th>
<th>Cost (VAT Excl.)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total Disbursements

9 SUMMARY OF THE PROPOSAL

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>BIDDER’S PROPOSAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of resources (personnel)</td>
<td></td>
</tr>
<tr>
<td>Project duration (in hours)</td>
<td></td>
</tr>
<tr>
<td>Project duration (in months)</td>
<td></td>
</tr>
<tr>
<td>Commencement Date</td>
<td></td>
</tr>
</tbody>
</table>
Dear Sir,

Having read through and examined the Request for Proposal (RFP) Document, RFP no. T04/02/18, the General Conditions, and all other Annexures to the RFP Document, we offer to conduct an evaluation of the effectiveness of the Monyetla Work Readiness Programme provided in Section 4 of this RFP document.

R................................................................. (Excluding VAT)

In words
R........................................................................................................ (Excluding VAT)

We confirm that this price covers all activities associated with the service, as called for in the RFP document. We confirm that IDC will incur no additional costs whatsoever, other than in respect of VAT, over and above this amount in connection with the provision of this service.

We undertake to hold this offer open for acceptance for a period of 120 days from the date of submission of offers. We further undertake that upon final acceptance of our offer, we will commence with the provision of the required service when required to do so by the IDC.

We understand that you are not bound to accept the lowest or any offer, and that we must bear all costs which we have incurred in connection with preparing and submitting this bid.

We hereby undertake for the period during which this bid remains open for acceptance, not to divulge to any persons, other than the persons to whom the bid is submitted, any information relating to the submission of this bid or the details therein except where such is necessary for the submission of this bid.

SIGNED

_________________________________________ DATE ______________

(Print name of signatory)

Designation

FOR AND ON BEHALF OF: COMPANY NAME

Tel No
Fax No
Cell No
SECTION 5: ANNEXURES
Annexure 1: Acceptance of Bid Conditions and Bidder’s Details

Request for Proposal No: __________________________________________
Name of Bidder: ________________________________________________
Authorised signatory: ____________________________________________
Name of Authorised Signatory: _____________________________________
Position of Authorised Signatory: ___________________________________

By signing above the bidder hereby accept full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on him/her under this RFP.

[Note to the Bidder: The Bidder must complete all relevant information set out below.]

CENTRAL SUPPLIER DATABASE (CSD) INFORMATION

Bidders are required to be registered on the Central Supplier Database (CSD) of National Treasury. Failure to submit the requested information may lead to disqualification. Bidders are therefore required to submit as part of this proposal both their CSD supplier number and CSD unique registration reference numbers below:

<table>
<thead>
<tr>
<th>Supplier Number</th>
<th>Unique registration reference number</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

BIDDING STRUCTURE

Indicate the type of Bidding Structure by marking with an ‘X’:

- Individual Bidder
- Joint Venture/Consortium
- Prime Contractor with Sub Contractors
- Other

REQUIRED INFORMATION

If Individual Bidder:

<table>
<thead>
<tr>
<th>Name of Company</th>
<th>Registration Number</th>
<th>Vat registration Number</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Name of Individual</th>
<th>Contact Person</th>
<th>Telephone Number</th>
<th>Cellphone Number</th>
<th>Fax Number</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cellphone Number</th>
<th>Fax Number</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>
If Individual Bidder:

<table>
<thead>
<tr>
<th>Email address</th>
<th>Postal Address</th>
<th>Physical Address</th>
</tr>
</thead>
</table>

If Joint Venture or Consortium, indicate the following for each partner:

**Partner 1**

<table>
<thead>
<tr>
<th>Name of Company</th>
<th>Registration Number</th>
<th>Vat registration Number</th>
<th>Contact Person</th>
<th>Telephone Number</th>
<th>Cellphone Number</th>
<th>Fax Number</th>
<th>Email address</th>
<th>Postal Address</th>
<th>Physical Address</th>
<th>Scope of work and the value as a % of the total value of the contract</th>
</tr>
</thead>
</table>

**Partner 2**

<table>
<thead>
<tr>
<th>Name of Company</th>
<th>Registration Number</th>
<th>Vat registration Number</th>
<th>Contact Person</th>
<th>Telephone Number</th>
<th>Cellphone Number</th>
<th>Fax Number</th>
<th>Email address</th>
<th>Postal Address</th>
<th>Physical Address</th>
<th>Scope of work and the value as a % of the total value of the contract</th>
</tr>
</thead>
</table>
If bidder is a Prime Contractor using Sub-contractors, indicate the following:

<table>
<thead>
<tr>
<th>Prime Contractor</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of Company</td>
<td></td>
</tr>
<tr>
<td>Registration Number</td>
<td></td>
</tr>
<tr>
<td>Vat registration Number</td>
<td></td>
</tr>
<tr>
<td>Contact Person</td>
<td></td>
</tr>
<tr>
<td>Telephone Number</td>
<td></td>
</tr>
<tr>
<td>Cellphone Number</td>
<td></td>
</tr>
<tr>
<td>Fax Number</td>
<td></td>
</tr>
<tr>
<td>Email address</td>
<td></td>
</tr>
<tr>
<td>Postal Address</td>
<td></td>
</tr>
<tr>
<td>Physical Address</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sub contractors</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of Company</td>
<td></td>
</tr>
<tr>
<td>Company Registration Number</td>
<td></td>
</tr>
<tr>
<td>Vat registration Number</td>
<td></td>
</tr>
<tr>
<td>Contact Person</td>
<td></td>
</tr>
<tr>
<td>Telephone Number</td>
<td></td>
</tr>
<tr>
<td>Cellphone Number</td>
<td></td>
</tr>
<tr>
<td>Fax Number</td>
<td></td>
</tr>
<tr>
<td>Email address</td>
<td></td>
</tr>
<tr>
<td>Postal Address</td>
<td></td>
</tr>
<tr>
<td>Physical Address</td>
<td></td>
</tr>
</tbody>
</table>

Subcontracted work as a % of the total value of the contract
Annexure 2: Tax Compliance Requirements

1. TAX COMPLIANCE REQUIREMENTS

1.1 Bidders must ensure compliance with their tax obligations.

1.2 Bidders are required to submit their unique personal identification number (PIN) issued by SARS to enable the organ of state to view the taxpayer’s profile and tax status.

1.3 Application for tax compliance status (TCS) or PIN may also be made via e-filing. In order to use this provision, taxpayers will need to register with SARS as e-filers through the website www.sars.gov.za.

1.4 Bidders may also submit a printed TCS together with the bid.

1.5 In bids where consortia / joint ventures / sub-contractors are involved, each party must submit a separate proof of TCS / PIN / CSD number.

1.6 Where no TCS is available but the bidder is registered on the central supplier database (CSD), a CSD number must be provided.

2. QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS

2.1 Is the bidder a resident of the Republic of South Africa (RSA)?

☐ YES ☐ NO

2.2 Does the bidder have a branch in the RSA?

☐ YES ☐ NO

2.3 Does the bidder have a permanent establishment in the RSA?

☐ YES ☐ NO

2.4 Does the bidder have any source of income in the RSA?

☐ YES ☐ NO

If the answer is “No” to all of the above, then, it is not a requirement to obtain a tax compliance status / tax compliance system PIN code from the South African Revenue Service (SARS) and if not register as per 2.3 above.
Annexure 3: Supply chain management practices questionnaire

Request for Proposal No: ________________________________

Name of Bidder: _______________________________________

Authorised signatory: ___________________________________

[Note to the Respondent: The Respondent must complete the information set out below. If the Respondent requires more space than is provided below it must prepare a document in substantially the same format setting out all the information referred to below and return it with Returnable Schedule 2.]

The bidder must complete the following questionnaire.

Bidder’s past supply chain management practices:

<table>
<thead>
<tr>
<th>Item</th>
<th>Question</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.1</td>
<td>Is the Bidder or any of its directors listed on the South African National Treasury’s database as companies or persons prohibited from doing business with the public sector? (Companies or persons who are listed on this database were informed in writing of this restriction by the South African National Treasury after the audit alteram partem rule was applied).</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>If so, provide particulars:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.2</td>
<td>Is the Bidder or any of its directors listed on the Register for Bid Defaulters in terms of section 29 of the Prevention and Combating of Corrupt Activities Act No 12 of 2004? To access this Register enter the National Treasury’s website, <a href="http://www.treasury.gov.za">www.treasury.gov.za</a>, click on the icon “Register for Bid Defaulters” or submit your written request for a hard copy of the Register to facsimile number +27123265445.</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>If so, provide particulars:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.3</td>
<td>Was the Bidder or any of its directors convicted by a court of law (including a court outside of the Republic of South Africa) for fraud or corruption during the past five years?</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Item</td>
<td>Question</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>------</td>
<td>--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>-----</td>
<td>-----</td>
</tr>
<tr>
<td></td>
<td>If so, provide particulars:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.4</td>
<td>Does the Bidder relate to any IDC employee or part of IDC current or past staff (employee) establishment?</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>If so, provide particulars:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.5</td>
<td>Was any contract between the Bidder and any organ of state (within the Republic of South Africa or within any foreign territory) terminated during the past five years on account of failure to perform on or comply with the contract?</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>If so, provide particulars:</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

I, _____________________________ (print name) hereby certify that the information, facts and representations are correct and that I am duly authorized to sign on behalf of the company.

Name of Company: _____________________________

Company Registration Number: _____________________________

Company VAT Registration Number: _____________________________

____________________
Signature

____________________
Date
Annexure 4: Declaration of Interest

1. Any legal person, including persons employed by the state¹, or persons having a kinship with persons employed by the state, including a blood relationship, may make an offer or offers in terms of this invitation to bid (includes a price quotation, advertised competitive bid, limited bid or proposal). In view of possible allegations of favouritism, should the resulting bid, or part thereof, be awarded to persons employed by the state, or to persons connected with or related to them, it is required that the bidder or his/her authorised representative declare his/her position in relation to the evaluating/adjudicating authority where-

- the bidder is employed by the state; and/or

- the legal person on whose behalf the bidding document is signed, has a relationship with persons/a person who are/is involved in the evaluation and or adjudication of the bid(s), or where it is known that such a relationship exists between the person or persons for or on whose behalf the declarant acts and persons who are involved with the evaluation and or adjudication of the bid.

2. In order to give effect to the above, the following questionnaire must be completed and submitted with the bid.

2.1 Full Name of bidder or his or her representative: ……………………………………………………..

2.2 Identity Number: ……………………………………………………………………………………………

2.3 Position occupied in the Company (director, trustee, shareholder²): ………………………………..

2.4 Company Registration Number: …………………………………………………………………………..

2.5 Tax Reference Number: ……………………………………………………………………………………

2.6 VAT Registration Number: …………………………………………………………………………………

2.6.1 The names of all directors / trustees / shareholders / members, their individual identity numbers, tax reference numbers and, if applicable, employee / persal numbers must be indicated in paragraph 3 below.

“State” means –

(a) any national or provincial department, national or provincial public entity or constitutional institution within the meaning of the Public Finance Management Act, 1999 (Act No. 1 of 1999);

(b) any municipality or municipal entity;

(c) provincial legislature;
(d) national Assembly or the national Council of provinces; or
(e) Parliament.

"Shareholder" means a person who owns shares in the company and is actively involved in the management of the enterprise or business and exercises control over the enterprise.

2.7 Are you or any person connected with the bidder presently employed by the state? YES / NO

2.7.1 If so, furnish the following particulars:

Name of person / director / trustee / shareholder/ member: ...........................................................

Name of state institution at which you or the person connected to the bidder is employed:
............................................................

Position occupied in the state institution:
............................................................

Any other particulars:
..............................................................................................................................................
..............................................................................................................................................
..............................................................................................................................................

2.7.2 If you are presently employed by the state, did you obtain the appropriate authority to undertake remunerative work outside employment in the public sector? YES / NO

2.7.2.1 If yes, did you attached proof of such authority to the bid document? YES / NO

(Note: Failure to submit proof of such authority, where applicable, may result in the disqualification of the bid.)

2.7.2.2 If no, furnish reasons for non-submission of such proof:

..............................................................................................................................................
..............................................................................................................................................
..............................................................................................................................................

2.8 Did you or your spouse, or any of the company’s directors / YES / NO
trustees / shareholders / members or their spouses conduct business with the state in the previous twelve months?

2.8.1 If so, furnish particulars:

……………………………………………………………………
……………………………………………………………………
……………………………………………………………………

2.9 Do you, or any person connected with the bidder, have any relationship (family, friend, other) with a person employed by the state and who may be involved with the evaluation and or adjudication of this bid?  

2.9.1 If so, furnish particulars.

……………………………………………………………………
……………………………………………………………………
……………………………………………………………………

2.10 Are you, or any person connected with the bidder (i.e. shareholder, partner, director etc.), aware of any relationship (family, friend, other) between any other bidder or any other company and any person employed by the IDC or the dti who may be involved with the evaluation and or adjudication of this bid?  

2.10.1 If so, furnish particulars.

……………………………………………………………………
……………………………………………………………………
……………………………………………………………………

2.11 Do you or any of the directors / trustees / shareholders / members of the company have any interest in any other company whether or not they are bidding for this contract? The IDC reserves the right to undertake further background checks on any other company where partners, shareholders or any interested party of the bidder may be involved in and to consider any findings in this regard as part of its vetting processes.  

2.11.1 If so, furnish particulars:

……………………………………………………………………
……………………………………………………………………
……………………………………………………………………
3 Full details of directors / trustees / members / shareholders.

<table>
<thead>
<tr>
<th>Full Name</th>
<th>Identity Number</th>
<th>Personal Tax Reference Number</th>
<th>State Employee Number / Persal Number</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1. DECLARATION

I, THE UNDERSIGNED (NAME)…………………………………………………………………………………………………..

CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 2 and 3 ABOVE IS CORRECT. I ACCEPT THAT IDC MAY REJECT THE BID OR ACT AGAINST ME SHOULD THIS DECLARATION PROVE TO BE FALSE.

………………………………… ........…………………………………
Signature Date

………………………………… ........…………………………………
Position Name of bidder
Annexure 5: Certificate of Independent Bid Determination

CERTIFICATE OF INDEPENDENT BID DETERMINATION

1 This Standard Bidding Document (SBD) must form part of all bids¹ invited.

2 Section 4 (1) (b) (iii) of the Competition Act No. 89 of 1998, as amended, prohibits an agreement between, or concerted practice by, firms, or a decision by an association of firms, if it is between parties in a horizontal relationship and if it involves collusive bidding (or bid rigging).² Collusive bidding is a *pe se* prohibition meaning that it cannot be justified under any grounds.

3 Treasury Regulation 16A9 prescribes that accounting officers and accounting authorities must take all reasonable steps to prevent abuse of the supply chain management system and authorizes accounting officers and accounting authorities to:

   a. disregard the bid of any bidder if that bidder, or any of its directors have abused the institution’s supply chain management system and or committed fraud or any other improper conduct in relation to such system.

   b. cancel a contract awarded to a supplier of goods and services if the supplier committed any corrupt or fraudulent act during the bidding process or the execution of that contract.

4 This SBD serves as a certificate of declaration that would be used by institutions to ensure that, when bids are considered, reasonable steps are taken to prevent any form of bid-rigging.

5 In order to give effect to the above, the attached Certificate of Bid Determination (SBD 9) must be completed and submitted with the bid:

---

¹ Includes price quotations, advertised competitive bids, limited bids and proposals.

² Bid rigging (or collusive bidding) occurs when businesses, that would otherwise be expected to compete, secretly conspire to raise prices or lower the quality of goods and / or services for purchasers who wish to acquire goods and / or services through a bidding process. Bid rigging is, therefore, an agreement between competitors not to compete.
CERTIFICATE OF INDEPENDENT BID DETERMINATION

I, the undersigned, in submitting the accompanying bid:

______________________________________________________________________________

(Bid Number and Description)

in response to the invitation for the bid made by:

______________________________________________________________________________

(Name of Institution)

do hereby make the following statements that I certify to be true and complete in every respect:

I certify, on behalf of:_______________________________________________________that:

(Name of Bidder)

1. I have read and I understand the contents of this Certificate;
2. I understand that the accompanying bid will be disqualified if this Certificate is found not to be true and complete in every respect;
3. I am authorized by the bidder to sign this Certificate, and to submit the accompanying bid, on behalf of the bidder;
4. Each person whose signature appears on the accompanying bid has been authorized by the bidder to determine the terms of, and to sign the bid, on behalf of the bidder;
5. For the purposes of this Certificate and the accompanying bid, I understand that the word “competitor” shall include any individual or organization, other than the bidder, whether or not affiliated with the bidder, who:
   (a) has been requested to submit a bid in response to this bid invitation;
   (b) could potentially submit a bid in response to this bid invitation, based on their qualifications, abilities or experience; and
   (c) provides the same goods and services as the bidder and/or is in the same line of business as the bidder
6. 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 consortium\(^3\) will not be construed as collusive bidding.
7. In particular, without limiting the generality of paragraphs 6 above, there has been no consultation, communication, agreement or arrangement with any competitor regarding:

\(^{3}\) 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.
(a) prices;
(b) geographical area where product or service will be rendered (market allocation);
(c) methods, factors or formulas used to calculate prices;
(d) the intention or decision to submit or not to submit, a bid;
(e) the submission of a bid which does not meet the specifications and conditions of the bid; or
(f) bidding with the intention not to win the bid.

8. In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications and conditions or delivery particulars of the products or services to which this bid invitation relates.

9. 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.

10. 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.

---------------------------------------------------------------------------------------------------------------------------------  
Signature                                                              Date
---------------------------------------------------------------------------------------------------------------------------------  
Position                                                              Name of Bidder
Annexure 6: Shareholders and Directors Information

[Note to the bidder: the bidder must complete the information set out below. If the bidder requires more space than is provided below it must prepare a document in substantially the same format setting out all the information referred to below and return it with Returnable Schedule 2.]

6.1 Shareholders/ Members

<table>
<thead>
<tr>
<th>Name of the shareholder</th>
<th>ID Number</th>
<th>Race</th>
<th>Gender</th>
<th>% shares</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: The bidder must also attach the detailed Company/ Group Structure where relevant.

6.2 Black Shareholders/ Members as per the B-BBEE Certificate

<table>
<thead>
<tr>
<th>Name of the shareholder</th>
<th>ID Number</th>
<th>Race</th>
<th>Gender</th>
<th>% shares</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total Black Shareholding % as per the current and valid B-BBEE Certificate
### 6.3 Directors

<table>
<thead>
<tr>
<th>Name of the shareholder</th>
<th>ID Number</th>
<th>Race</th>
<th>Gender</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

I, THE UNDERSIGNED (NAME)………………………………………………………………………………………………

CERTIFY THAT THE INFORMATION FURNISHED ABOVE IS CORRECT.

…………………………………
Signature

…………………………………
Date

…………………………………
Position

…………………………………
Name of bidder
### Annexure 7: Response Format for Section 2

**Bidder’s Experience and the proposed Project Team**

Request for Proposal No:  

Name of Bidder:  

Authorised signatory:  

[Note to the Bidder: The bidder must complete the information set out below in response to the requirements stated in Section 2 of this bid document. If the bidder requires more space than is provided below it must prepare a document in substantially the same format setting out all the information referred to below and return it with this Returnable Schedule 3.]

The bidder must provide the following information:

Table (a) Details of the bidder’s current and experience in monitoring and evaluation of human resource related projects. (please refer to par 10.1.1 of Section 2 of this RFP document):

<table>
<thead>
<tr>
<th>Client’ Name</th>
<th>Project description</th>
<th>Project Cost</th>
<th>Project period (Start and End Dates)</th>
<th>Description of service performed and extent of Bidder’s responsibilities</th>
<th>Name, title and telephone contact of client</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Table (b) Details of the bidder's current and experience in monitoring and evaluation training programmes. (please refer to par 10.1.2 of Section 2 of this RFP document):

<table>
<thead>
<tr>
<th>Client' Name</th>
<th>Project description</th>
<th>Project Cost</th>
<th>Project period (Start and End Dates)</th>
<th>Description of service performed and extent of Bidder’s responsibilities</th>
<th>Name, title and telephone contact of client</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Table (c) Details of the key personnel of the bidders’ proposed team:

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Role / Duties in this Project</th>
<th>Relevant Project Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>Project description, Client, Project period</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Annexure 8: BEE Commitment Plan

The IDC encourages existing vendors and prospective bidders to support the objectives of B-BBEE and as far as possible strive to improve their B-BBEE contribution status. For bid evaluation purposes, bidders are allocated points in terms of a preference point system based on the B-BBEE Contribution Level status that is in accordance with a valid B-BBEE certificate.

Bidders are therefore required to submit a B-BBEE improvement plan in view of the new B-BBEE Codes of Good Practice. Bidders must indicate the extent to which their ownership, management control, employment equity, preferential procurement and enterprise development will be maintained or improved over the contract period in the event that they are successful in this bid process.