

**Tender Number: T09/06/16**

**Tender description: Request for Proposal to Conduct a Study on Maximising the Industrial Potential of SA Petroleum Resources**

**Question and Answers Version 1**

No.	Question	Type	Answer
1	The TOR cross references the standard service level agreement. Could this be provided as the price cannot be decided without reference to the terms and conditions.	Admin	The SLA terms and conditions will be negotiated between the IDC and the successful service provider.
2	The bid lays out clear evaluation parameters in terms of the technical /functional, minimum hurdle 70% and standard 90/10 price/BBBEE. However fundamentally the RFP has very "high level scope and deliverables". Thus effectively the scope and deliverable details that would be developed by the bidders and would be different and hence the prices different.  How would you evaluate the bids as prices would not be based on same DETAILED bid scope and DETAILED deliverable detail?	Technical	It is always anticipated in the RFP that bidders may develop different proposals which will come at different costs. The evaluation process, as it is laid out in the tender, starts with the technical/ functional evaluation. The price evaluation only considers proposals that meet the minimum technical requirements. Therefore, the evaluation is based on the most cost effective technically acceptance proposal.
3	Kindly assist in clarifying if it is mandatory to provide client reference letters or would it be sufficient to provide the contact details of each client reference submitted for the requirement as set out in item 9.1.1 of the RFP. BIDDER'S EXPERIENCE IN GAS AND OIL INDUSTRIES: The bidder must provide at least three (03) relevant contactable reference working on oil & gas commercial transactions, specifically in the up, mid and downstream sectors as well as policy and regulatory matters in Southern Africa.	Technical	It is not mandatory for a bidder to submit reference letters. However, if the bidder has reference letters, the bidder can still submit the letters together with the completed table in Annexure 5.
4	Please can you provide clarity on the location and staffing of the Gas Industrialisation Unit (GIU) as follows: a. Is it possible to provide any more detail on the GIU in terms of where it will be located within government and who it will report to? b. Will it be classified as a PPP? c. How is the staffing of the GIU envisaged?	Technical	The GIU will be housed at the dti. It will report to the DDG of the Industrial Development Division. It is envisaged that it will be a collaborative arrangement between various government departments and some industrial players. Staffing will be determined by the dti.
5	For a Bidder submitting the proposal as a Joint Venture(JV)/Consortium comprising of a South African company and a foreign company: How are the B-BBEE points determined? To expand on this question, if a South African firm with a level 4 rating and a foreign firm create a JV/consortium, how will the bid's rating be determined?	Technical	Bidders that are bidding as a JV/Consortium must submit a consolidated B-BBEE certificate.
6	Do you still need a Tax Clearance Certificate or proof of application endorsed by SARS for the foreign partner (who is not registered in South Africa)? Can a tax payment certificate in the company's home country be submitted instead?	Admin	Yes, Tax Clearance Certificate for a foreign company is a requirement for successful bidders. Please consult SARS and they will advise you. The contact person is Ms Selina Ravele: Manager: Operations Service Escalations and Support at sravele@sars.gov.za. Number is 012 422 8307
7	Alternatively, can only the South African partner of the Consortium submit the above Tax Clearance Certificate?	Admin	No, both members of the JV/ Consortium must submit Tax Clearance Certificates.
8	Do you want both partners to be registered on the Central Supplier Database (CSD) of National Treasury as RFP mentions non-registration as a reason for disqualification or is registration of the South African partner alone sufficient?	Admin	Yes, both partners must be registered on CSD.

9	The RFP mentions that a Board Resolution should be provided to support that the authorised signatory has the authority to sign the proposal and the documents. For a JV/ Consortium, do both partners need to appoint an authorised signatory? If only one authorised signatory is required for one Consortium/JV, then do other partners also have to provide a Letter of Authority to let this individual sign on behalf of the Consortium?	Admin	Bidders are required to submit the board resolution for the consortium/JV if it is incorporated and if not bidders must submit separate resolutions for each partner in the consortium/JV
10	Annexure 2 – Is this form to be filled out by all partners or only the South African partner?	Admin	As stipulated on page 8 of the tender document, Annexure 2 must be filled out by all partners in the Consortium/ JV
11	Annexure 3 – Is this form to be filled out by all partners or only the South African partner?	Admin	As stipulated on page 8 of the tender document, Annexure 3 must be filled out by all partners in the Consortium/ JV
12	Annexure 4 – Is this form to be filled out by all partners or only the South African partner?	Admin	As stipulated on page 8 of the tender document, Annexure 4 must be filled out by all partners in the Consortium/ JV
13	The RFP requires CIPC company registration documents (original certified copies). Is this also a requirement for the foreign partner of the JV/Consortium?	Admin	The foreign company must submit the company registration documents from their country.
14	Does the IDC require a Supplier Development proposal (Pg 5, item 7) as part of the proposal or is it something to be negotiated with only the successful bidder? In case it is the latter, do you require a lump sum fee or will it be on reimbursable basis?	Admin	As stipulated on page 5 of the tender document, the supplier development will be negotiated between the IDC and the Successful bidder.
15	Under the Reasons for disqualification (Pg 7, item 10.1.6) it states that “bidders who fail to comply with FICA requirements will be disqualified.” Please provide a list of the FICA documentation/ requirements that should be submitted with the bid.	Admin	The FICA documents are not required to be submitted with the bid/ proposal, however the recommended bidder will be required to comply with the FICA requirements and submit the relevant documentation.
16	Under Skills Transfer (Pg 16, item 7), it is mentioned that the Service Provider will be required to demonstrate that a “substantial” portion of its core team is made up of Historically Disadvantaged South Africans (HDSA). How is “substantial” defined and how is the same evaluated at the stage of the Technical Proposal evaluation?	Technical	The bidder is required to make a proposal with regard to skills transfer and the composition of the proposed team. The evaluation will take into consideration all aspects of the proposal e.g. how the bidders intends transferring skills to the dti team and the demographics of the proposed team.
17	Under Bidder’s experience in gas and oil industries (Pg 17, item 9.1.1) three references in "oil and gas commercial transactions, specifically in the up, mid and downstream sectors as well as policy and regulatory matters in Southern Africa" are required. To clarify, does this mean that the three references can either be in "oil and gas commercial transactions" or "policy and regulatory matters." It then goes on to say that the bidder must provide at least two South African references and one Mozambican reference. Are these in addition to the references above or do they refer to the countries in which the above references are located?	Technical	3 references in total with these 3 references being in South Africa and Mozambique i.e. 2 in South Africa and 1 in Mozambique.
18	The RFP states that 80% of the team should be based on the ground in South Africa (Pg 18, item 9.1.3). Would foreign consultants spending time in South Africa qualify for this time?	Technical	Yes
19	The RFP mentions that a maximum of 2 nominated members of the dti would need to be trained as part of the Skills transfer (Pg 18, item 9.1.4). Does this mean they would be part of the execution team throughout the 12 months or does it mean that a more well defined and structured training and skill transfer program has to be organised? If it is latter, what is the expected duration of the program?	Technical	They will be part of the execution team