

Tender Number: RFI25/07/19

RFI description: Consulting services for implementation for SAFGG

Question and Answers Version 1

No.	Question	Type	Answer
1	Is it necessary that the lead company of an international consortium be registered in South Africa?	Commercial	The RFI did not stipulated if the lead company must be registered in South Africa
2	How will the BEE factor be concretely applied in the evaluation? Is there a specific formula?	Commercial	At the RFP stage the IDC will use 80/20 Point system as per PPPFA regulations. 80 will be for price and 20 will be for BEE
3	How would an international (non-resident) company without any BEE categorization be evaluated?	Commercial	The international company without any BEE will be scored accordingly as per the PPPFA regulations applying the 80/20 point system
4	I am enquiring about the SAFGG program and wish to obtain further details on how I can get involved as a sustainability consultant.	Commercial	The IDC has published the RFI document and the document can be downloaded on IDC website www.idc.co.za under the tenders tab.
5	Could you share with me the value, mobilisation date and duration of the contract in order for us to undergo a feasibility assessment of the opportunity?	Technical	Please check page 11 of the FRI document paragraph 2 it provides an indication of the loan amount. This RFI constitutes the first phase of the tender process and will be followed by a Request for Proposal to only prequalified Respondents were details about mobilisation and duration of the contract will be detailed.
6	In case of a Joint Venture or Subcontractor partnering, is it enough, that one of the Partners meets the "Black Economic Empowerment" score in accordance with the local Legislation and IDC Procurement Policy?	Commercial	In case of a Joint Venture both bidders will be required to submit a consolidated BEE certificate. In terms of a subcontractor it will depend on the percentage split between the prime and a subcontractor, bidders are encouraged to read on PPPFA regulations on guidance of how the BEE will be scored.
7	On page 5 of the RFI document, it is mentioned that the Financial Capacity Statement shall indicate a minimum turnover of ZAR 20 million (or currency equivalent). Should the capacity statements of all associated partners be stated in ZAR or can they also be stated in Euros or Dollars for companies based outside of South Africa? In case we have to state all figures in ZAR, which exchange rate to Euro/Dollar should be applied?	Commercial	In case the Respondent's Balance Sheets and Profit and Loss Statements are not denominated in ZAR, the relevant figures shall be converted into ZAR and presented in the Financial Capacity Statement. The converted figures shall be certified by a third-party auditor or the firm's Chief Financial Officer (CFO). Any exchange rate shall be based on the applicable spot exchange rate of the date of the publication of this RFI (either Respondent's resident county central bank rate, IMF or reputable online services (Oanda, XE or similar).
8	To clarify – where it is e.g. a lead and sub-consultant agreement, is it a max of 10 pages for all companies combined, or could each lead and sub-consultant company prepare up to 10 pages? Would an increase be considered e.g. to max 10 pages per associated partner to ensure adequate information can be provided to describe required technical capabilities. Alternatively, to keep the main response section to the 10 pages, may we attach additional information in an Annex?	Commercial	The Presentation of Respondent including any JV / associated partners shall be limited to 10 pages. Additional information may be presented in an Annex.
9	To clarify – where it is e.g. a lead and sub-consultant agreement, is it a max of 15 reference projects for all companies combined, or could each lead and sub-consultant company prepare up to 15 project references? Would an increase be considered (e.g. max 15 per associated partner) if needed to demonstrate the required experience.	Technical	The number of references to be presented and considered for evaluation is limited to 15.
10	Where documents require signatures: Do any documents need to be submitted with an original handwritten signature, or would electronic/printed signatures be accepted?	Commercial	The Cover Page and the following Declarations shall be signed in original handwriting: - Power of Attorney - Declaration of Association - Statement of Affiliations - Declaration of Undertaking In cases it might not be feasible to obtain an original handwritten signature by a representative of a JV / associated partner or sub-consultant (for instance if such partners are located in another country than the Lead Consultant) e-signatures will be accepted at RFI stage.
11	It is our understanding that the qualification criteria "Implementation of ESMS for Financial Intermediaries", requires us to showcase our experience for financial sector. We have considerable experience of developing Environment and Social Management Framework for various projects/organisations who in turn have been funded by World Bank/ IFC and similar institutions. Will such experience be considered relevant or only the projects undertaken directly for Banks and Financial Institutions are required to be presented.	Technical	Such references would be considered, but would not receive the highest score as ESMS experience with Financial Intermediaries are considered the most relevant for this assignment.
12	The second qualification criteria is on conducting ESDD. Against this criterion, is it acceptable to present ESIA and ESMP related experience as well. We have vast experience of development of Environment and Social Action Plan and ESMPs which are prepared for projects requiring detailed Environment and Social Assessment, Environment and Social Impact Assessment and Environment and Social Scoping studies. can these be showcased in addition to the ESDDs.	Technical	If a ESIA / ESMP reference projects presented fully reflects the other requirements or scope of the ESHS criterion #2, these would be considered and could receive the full score.
13	Technical Score criteria 1.1.2 requires firms to showcase experience in technical and commercial/ financial due diligence. Would projects involving techno-commercial feasibility studies and Transaction Advisory be considered eligible.	Technical	If such reference projects include elements of technical and commercial due diligence for investment decisions, such references would be eligible, but would not receive the highest score.
14	We would like to understand if signed but scanned copies of the declarations and firm level financial documents in the proposal is acceptable, or they need to be original (signed hard copies) documents	Commercial	Please refer to clarification #10.