



SOUTH AFRICAN TOURISM

PART C: TENDER EVALUATION PROCESS- SAT TENDER SAT345/25- GLOBAL BRAND EXPERIENTIAL INCLUDING MANAGEMENT AND PRODUCTION

Table 1: Evaluation Summary of the Evaluation Phases (table below):

Phase 1 Pre-qualification Criteria	Phase 2 A Desktop, Technical Evaluation Criteria	Phase 2 B Pitch Presentation	Phase 3 Price and Specific Goals Evaluation
Bidders' responses will be evaluated based on compliance with the listed administrative and mandatory requirements.	1. Phase 2. A: Desktop technical functional evaluation = 100 points A bidder must meet a minimum threshold of 70 points of desktop technical functional evaluation to be considered for the next phase of evaluation, Phase 2B (Pitch Presentation) Failure to meet the minimum threshold of 70 points will result in disqualification in this Phase 2A.	2. Phase 2. B Pitch Presentation = 100 points A bidder must meet the minimum threshold of 70 points of Phase 2B functional evaluation to be considered for the next phase of evaluation, Phase 3 (Price and Specific Goal evaluation). Failure to meet the minimum threshold of 70 points on Phase 2B will result in disqualification in this phase.	Service provider(s) who achieved a minimum threshold of 70 points in phase 2B will be evaluated on the 80/20 or 90/10 preference points system/specific goals. Once a tender is received, the lowest acceptable tender will be used to determine the preference point system to be used for the evaluation. Where the lowest acceptable tender is below R50 million, the 80/20 preference point system must be used and If the lowest acceptable tender is above R50 million, the 90/10 preference point system must be used.

Phase 1: Administrative bid evaluation

All documents must be completed, each page initialized and signed by the duly authorized representative of the prospective service provider (s). During this phase, service providers' responses will be evaluated based on compliance with the listed administrative and mandatory bid evaluation.

Table 2: Phase 1: Administrative Requirements

Documents that must be submitted	YES/NO	
Invitation SBD 1		Complete and sign where applicable.
Registration on the Central Supplier Database (CSD)		- All bidders, including proposed partner/subcontractor agencies, must be registered as a service provider on the National Treasury's Central Supplier Database (CSD). - If the bidder is not registered, register with your company before submitting your proposal. Visit https://secure.csd.gov.za/ to obtain your vendor number. Submit proof of registration. (Applicable to South African Companies only) - Proof of registration can be in any form that SAT can verify that the bidder is registered on the CSD, e.g., MAAA number, CSD report, etc. - Tax compliance is only considered when awarding the tender (the bidder), not during various evaluation phases. - During the award phase, if a bidder is found to be non-compliant as per the CSD or SARS confirmation, the bidder must provide proof of compliance or written proof by SARS of their tax compliance status within seven working days, of which failure will result in the tender not being awarded to the bidder. - SAT reserves the right to consider the next bidder within the process.
Declaration of Interest - SBD 4		Complete and sign where applicable.
Preference points claim form in terms of the preferential procurement regulations 2022 - SBD 6.1		If any bidder is found to have missed signing off or duly completed the SBD, SAT may require, within two working days, a sign-off or duly completed of the SBD, and failure will result in the bid being disqualified.
Copies of latest audited Statement of financial position, Statement of financial performance and Cash flow statement and latest audit report (issued by independent auditors).		- Shortlisted bidders will be required to submit full set of latest financials upon request from South African Tourism; - SA Tourism may assess the financial health (Liquidity, solvency ratio, etc.) of the recommended bidder. Should the result of the financial assessment reflect financial distress that may hinder the supplier from successfully delivering the project, SA Tourism reserves the right not to award the Bid to the highest point scorer. - SAT reserves the right to consider the next bidder within the process.

If Applicable, bidders who participate in Joint Venture, Consortium, Partnership and Service level agreement must attached signed agreement by all parties involved.		Failure to attach signed document JV, Consortium, partnership or SLA will lead to disqualification.
--	--	---

Phase 2: Desktop Technical Evaluation = Weighting out of 100 basis points

All bidders are required to respond to the technical evaluation criteria scorecard and provide information/portfolio of evidence that they unconditionally hold the available capacity, ability, experience, and qualified staff to provide the requisite business requirements to South African Tourism under this tender.

The technical functional evaluation (functionality) will comprise two (2) phases:

Phase 2A will measure the responsiveness of proposals as per submission on or before the closing date and time of the bid and Phase 2B will comprise of Pitch Presentation.

Phase 2A Desktop technical functional evaluation - A bidder will be evaluated out of 100 points and is required to score a minimum threshold of **70 points out of 100 points** to qualify for the pitch presentation in Phase 2B

Phase 2B Pitch Presentation -A bidder will be evaluated out of 100 points and is required to score a minimum threshold of **70 points out of 100 points** to be evaluated further in the next phase of evaluation phase 3 (Price and Specific Goals).

Table 4: Phase 2A: Desktop Technical Functional Evaluation

100 points	Percentage points allocated for FUNCTIONALITY		To be completed by the bidder.	
70 points	Lowest acceptable points for FUNCTIONALITY - Tenderers with less than this score will be eliminated			
Deliverables / Performance Indicators -Experiential Marketing - Activations Management and Production			Value allocated	Reference Page in Bidders Proposal
	Criteria 1: Company Expertise and Experience for International Brand Activations execution (Outside South Africa): Illustrate your experience as per the RFP scope of work conducted in the past FIVE years for both local and global executions. Demonstrating agency capacity, capabilities and experience in executing activations across various industries. Please provide the following elements: Maximum of two case studies (Demonstrating Experience & Performance): 1. Maximum of two (2) Case Studies demonstrating execution against the RFP scope of work:		25	

	- Two (2) International Executions outside South Africa: Demonstrating experience with global/multi-market clients and projects. 2. For all two case studies, you must illustrate the following: - The original Business Challenge or objective. - The Solution (concept and mechanics) implemented. - The detailed Implementation process. - Performance Reporting on the activation (e.g., key metrics, ROI, success against objectives). - Valid contact details for the client in relation to the case studies (where the services offered can be verified) - Case studies must be within five (5) years. 3. The case studies presented must be representative of project-based budget executions. 4. Cross-Agency Synergy (Demonstrating Collaboration): - Illustrate your ability to work and synergise effectively with multiple contracted agencies to execute collaborative projects, Ratings scale • 2 = Strong Capability: The submission includes one high-quality, relevant case study in International Executions outside South Africa) for the past five years. Th case study must be highly detailed and meet the requirements of 1 to 4 above. • 3 = Exceptional Capability (Meets all requirements and expectations): The submission includes two high-quality, relevant case studies International Executions outside South Africa) for the past five years. All two case studies are highly detailed and have met the requirements of 1 to 4 above. • 0 = Unsatisfactory Capability (failure to meet basic requirements): The submission of less than two case studies, or the case study submissions are older than five years. Shows limited or no relevant experience working with multiple agencies on activations or the presented work is not relevant to the RFP scope (no listing points 1 to 4 above).		
	Criteria 2: Company Expertise and Experience in executing activation in South African (In South Africa)- Global Standard Illustrate your experience as per the RFP scope of work conducted in the past FIVE years for both local and global executions. Demonstrating agency capacity, capabilities and	25	

experience in executing activations across various industries. Please provide the following elements:

Maximum of two case studies (**Demonstrating Experience & Performance**):

1. **Maximum of two (2) Case Studies** demonstrating execution against the RFP scope of work:
 - **Two (2) Global-Standard Executions in South Africa:** Demonstrating experience with high-quality, impactful activation work relevant to any industry.
2. For **all two** case studies, you must illustrate the following:
 - **Original Business Challenge** or objective.
 - The **Solution** (concept and mechanics) implemented.
 - The detailed **Implementation** process.
 - **Performance Reporting** on the activation (e.g., key metrics, ROI, success against objectives).
 - **Valid contact details for the client in relation to the case studies (where the services offered can be verified)**
 - Case studies must be within five (5) years.
3. The case studies presented **must be representative of project-based budget executions.**
4. Cross-Agency Synergy (Demonstrating Collaboration):
 - Illustrate your ability to work and synergise effectively with multiple contracted agencies to execute collaborative projects,

Ratings scale

- 2 = Strong Capability: The submission includes one high-quality, relevant case study executed in South African Global-Standard) for the past five years. Th case study must be highly detailed and meet the requirements of 1 to 4 above.
- 3= Exceptional Capability (Meets all requirements and expectations): The submission includes two high-quality, relevant case studies executed in South African Global-Standard) for the past five years. All two case studies are highly detailed and have met the requirements of 1 to 4 above.
- 0 = Unsatisfactory Capability (failure to meet basic requirements): The submission of less than two case studies, or the case study submissions are older than five years. Shows limited or no relevant experience working with multiple

	agencies on activations or the presented work is not relevant to the RFP scope (no listing points 1 to 4 above).		
	Criteria 3: Agency Methodology and Approach (Demonstrating Innovation & Process): Select one case study from Criteria 1 to clearly illustrate the agency's methodology and overall approach to project execution A. Submitted case study must detail the systematic process and workflow the agency will implement, focusing specifically on elements that demonstrate innovation - Unique tools, - New techniques or streamlined processes that will lead to superior outcomes. B. The case study must further demonstrate the ability to develop and execute world class activations events of similar size, demonstrating the ability to meet tight deadlines, flexibility of client requests Rating Scale • 3 points = The bidder submitted one case study that meet the requirements of A & B • Zero scoring - Failure to select/submit case study from criteria 1 - Case studies that are outside Five years - No Valid contact details for Client in relation to the case study - Case study that are not as per the scope of work and not covering point A and B	25	
	Criteria 4: Credentials of agency resource and expertise of Service Team: Illustrate the composition and structure of the team, inclusive of the relevant experience (with a minimum of 6 years) and include details of applicable noteworthy credentials. • 3x experienced members of the team with CV'S OR Profile's, showing a minimum of 6 years = 1 point • 4x - 6x experienced members of the team with CVs or Profiles, showing a minimum of 6 years = 2 points • Seven (7) experienced members of the team with CVs or	25	

	Profiles, showing a minimum of 6 years = 3 points Zero ratings - No Curriculum vitae (CVs OR Profile's) attached or CV or Profile's with no experience - Less than 6 years of experience - Less than three CV'S or Profile's attached	
PHASE 2 A TOTAL		100
Phase 2B PITCH PRESENTATION		
Pitch Presentation Brief & Evaluation Criteria The agency is required to present a comprehensive, dual-market Activation Execution Plan designed to successfully launch the global brand campaign in the following regions: China and North America. The presentation will be evaluated based on the following THREE core criteria: 1. Creative Vision and 'The Big Idea' This assesses the agency's ability to generate impactful and innovative concepts. • The Big Idea: Clarity, originality, and potential impact of the core activation concept. • Creativity & Innovation: Demonstrated ability to adapt the global campaign creatively while introducing unique, innovative tactics that resonate locally and maximise reach. 2. Execution Methodology and Process This assesses the agency's operational capability and professionalism. • Agency Methodology: Clear, robust, and repeatable processes for project management, risk mitigation, and cross-regional coordination. • Implementation Plan: A realistic and detailed roadmap showing the steps, timeline, and resource allocation required for timely execution in both territories. 3. Project Budget Management This assesses the agency's ability to manage resources effectively. • Budget Clarity: Detailed and justifiable allocation of funds for each regional plan. • Cost Efficiency: Demonstration of a commitment to maximising campaign impact while ensuring strict budget adherence and providing clear mechanisms for financial tracking and control. Rating Scale • 3 = Excellent: The criterion is thoroughly and insightfully addressed, demonstrating exceptional strategic thinking, creativity, and readiness for execution and covering point 1,2 and 3 above.		50

• 2 = Good: The criterion is clearly and adequately addressed. The pitch is solid but may lack significant innovation or deep insight in two areas. • 1= Fair: The criterion is partially addressed or contains major weaknesses. The approach is generic, lacks clarity, or shows a superficial understanding of the requirements in one area. • 0 =Unacceptable: The criterion is not addressed, or the response is completely irrelevant to the brief.																				
Criteria 2 Agency Capability and Team Dynamics This criterion assesses the effectiveness of the team that will execute the plan, their structure, and their collaborative synergy. <table><tr><th>Sub-Criteria</th><th>Focus</th></tr><tr><td>Team Structure & Expertise</td><td>Clarity of the roles and responsibilities, and evidence that the team possesses the necessary regional (China/North America) and functional expertise.</td></tr><tr><td>Team Dynamics & Cohesion</td><td>The apparent level of synergy, communication, and confidence demonstrated by the presenting team. This includes their ability to handle Q&A efficiently and speak with a unified voice.</td></tr><tr><td>Account Management Model</td><td>The proposed structure for dedicated client communication, project leadership, and escalation points.</td></tr></table> Suggested Rating for Team Dynamics (0-3) <table><tr><th>Rating</th><th>Team Dynamics & Cohesion Description</th></tr><tr><td>3</td><td>The team is highly cohesive and synergistic, demonstrating exceptional knowledge, confidence, and seamless interaction during the presentation and Q&A.</td></tr><tr><td>2</td><td>The team is competent and professional, with clear roles, but cohesion or energy may be average, or one member dominates the discussion.</td></tr><tr><td>1</td><td>The team exhibits noticeable communication gaps, awkward transitions, or a lack of unified strategy and confidence.</td></tr><tr><td>0</td><td>The team appears disorganised or unprepared, with conflicting information or an inability to effectively answer basic questions.</td></tr></table>	Sub-Criteria	Focus	Team Structure & Expertise	Clarity of the roles and responsibilities, and evidence that the team possesses the necessary regional (China/North America) and functional expertise.	Team Dynamics & Cohesion	The apparent level of synergy, communication, and confidence demonstrated by the presenting team. This includes their ability to handle Q&A efficiently and speak with a unified voice.	Account Management Model	The proposed structure for dedicated client communication, project leadership, and escalation points.	Rating	Team Dynamics & Cohesion Description	3	The team is highly cohesive and synergistic , demonstrating exceptional knowledge, confidence, and seamless interaction during the presentation and Q&A.	2	The team is competent and professional , with clear roles, but cohesion or energy may be average, or one member dominates the discussion.	1	The team exhibits noticeable communication gaps , awkward transitions, or a lack of unified strategy and confidence.	0	The team appears disorganised or unprepared , with conflicting information or an inability to effectively answer basic questions.	50	
Sub-Criteria	Focus																			
Team Structure & Expertise	Clarity of the roles and responsibilities, and evidence that the team possesses the necessary regional (China/North America) and functional expertise.																			
Team Dynamics & Cohesion	The apparent level of synergy, communication, and confidence demonstrated by the presenting team. This includes their ability to handle Q&A efficiently and speak with a unified voice.																			
Account Management Model	The proposed structure for dedicated client communication, project leadership, and escalation points.																			
Rating	Team Dynamics & Cohesion Description																			
3	The team is highly cohesive and synergistic , demonstrating exceptional knowledge, confidence, and seamless interaction during the presentation and Q&A.																			
2	The team is competent and professional , with clear roles, but cohesion or energy may be average, or one member dominates the discussion.																			
1	The team exhibits noticeable communication gaps , awkward transitions, or a lack of unified strategy and confidence.																			
0	The team appears disorganised or unprepared , with conflicting information or an inability to effectively answer basic questions.																			
Total Weight		100																		

- Bids proposals will be evaluated strictly according to the bid evaluation criteria stipulated in this section.
- Service providers must, as part of their bid documents, submit supportive documentation for all functional

requirements as indicated in the Terms of Reference. The panel responsible for scoring the respective bids will evaluate and score all bids based on information presented in the bid proposals in line with the RFP.

Phase 3: Price and Special Goals Evaluation (80+20 or 90+10) = 100 points

Only Bidders who meet the minimum 70 points threshold of functionality in Phase 2B will be evaluated in Phase 3 for price and preference (Specific goals).

SA Tourism will consolidate the total points for price evaluation (out of 80/20 or 90/10) and the total points for Specific Goals evaluation (out of 20/10). The bidder who scores the highest points for comparative pricing and specific goals will normally be considered the preferred bidder with whom South African Tourism will enter into further negotiations.

Upon the successful negotiation and signing of a contract and services level agreement with the preferred bidder, all other bidders will be considered unsuccessful.

Table 6: Price and Preference (specific goals)

1. LIST OF RETURNABLES			
BIDDERS SHOULD PLEASE ADHERE THE FOLLOWING INSTRUCTIONS			
a) TICK APPLICABLE BOX			
b) ENSURE THAT THE FOLLOWING DOCUMENTS ARE COMPLETED, SUBMITTED AND SIGNED WHERE APPLICABLE			
ANNEXURES	DOCUMENT DESCRIPTION	YES	NO
PART A, B, & C (FULL RFP DOCUMENT)	IS THE BID TERMS, AND CONDITIONS FOR BIDDING COMPLETED, SCOPE OF WORK AND EVALUATION SIGNED, AND SUBMITTED?		
SUPPLIER IS REQUIRED TO USE THE PRESCRIBED SEQUENCE IN ATTACHING THE ANNEXURES THAT COMPLETE THE BID OR RFQ DOCUMENT			
ANNEXURE A	IS THE STANDARD BID DOCUMENT (SBD4) FORM THE BIDDER'S DISCLOSURE COMPLETED, SIGNED, AND SUBMITTED?		
ANNEXURE B	IS BIDDER'S SWORN AFFIDAVIT - EXEMPTED MICRO ENTERPRISE (EME) - OR QUALIFYING SMALL ENTERPRISE (QSE) - STILL VALID (FOR A <i>PERIOD OF 12 MONTHS</i>) FROM THE DATE SIGNED BY COMMISSIONER SUBMITTED TO CLAIM POINTS FOR SMME'S?		
ANNEXURE C	IS THE BIDDER'S QUOTED PRICE OR FINANCIAL OFFER SUBMITTED AND ALIGNED WITH THE SCOPE OF WORK? OR STATED IN THE BELOW TABLE OF DESCRIPTION OF SERVICE/GOODS? (SBD 3.3)		
ANNEXURE D	IS PROOF OF OWNERSHIP BY BLACK WOMAN ATTACHED IN THE FORM OF (A) COPY OF THE FOUNDING DOCUMENTATION OF THE COMPANY WITH WHICH THE OWNERSHIP IS LISTED, (B) COPY OF THE ID-DOCUMENT(S) OF THE BLACK WOMAN(E)		
ANNEXURE E	IS PROOF OF OWNERSHIP BY BLACK PERSON (S) IN THE FORM OF, (A) COPY OF THE FOUNDING DOCUMENTATION OF THE COMPANY WITH WHICH THE BLACK OWNERSHIP IS LISTED, AND (B) COPY OF IDENTITY DOCUMENTS.		
ANNEXURE F	IS PROOF OF OWNERSHIP BY BLACK YOUTH ATTACHED IN THE FORM OF (A)) COPY OF THE FOUNDING DOCUMENTATION OF THE COMPANY WITH WHICH THE OWNERSHIP IS LISTED, (B) COPY OF THE ID-DOCUMENT(S) OF THE BLACK YOUTH.		

ANNEXURE G	IS THE LATEST REPORT FROM CENTRAL SUPPLIER DATABASE (CSD) SUBMITTED? THE REPORT WILL BE USED AMONGST OTHERS TO VERIFY TAX COMPLIANT AND BANKING DETAILS. TO FURTHER CONFIRM IF THE SHAREHOLDERS/DIRECTORS OF THE COMPANY ARE BLACK WOMEN, BLACK YOUTH OR BLACK-OWNED. INFORMATION AND DETAILS ON BLACK WOMEN, BLACK YOUTH AND BLACK OWNERSHIP SHOULD BE SIMILAR TO THE INFORMATION SUBMITTED ON ANNEXURES C, D, E AND F ABOVE.		
ANNEXURE H:	COMPANY INFORMATION (SBD 1)		
ANNEXURE I:	BIDDER DECLARATION		
ANNEXURE J:	GENERAL CONDITIONS OF A CONTRACT		
ANNEXURE K:	PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2022 (SBD 6.1)		

2. APPLICATION OF PREFERENCE POINT SYSTEM

4.1 DEFINITIONS

HISTORICALLY DISADVANTAGED INDIVIDUALS (HDI) IS DEFINED AS A SOUTH AFRICAN CITIZEN -

- a) WHO, DUE TO THE APARTHEID POLICY THAT WAS IN PLACE, HAD NO VOTING RIGHTS IN THE NATIONAL ELECTIONS PRIOR TO THE INTRODUCTION OF THE CONSTITUTION OF THE REPUBLIC OF SOUTH AFRICA, 1983 (ACT NO. 100 OF 1983) OR THE CONSTITUTION OF THE REPUBLIC OF SOUTH AFRICA, 1993 (ACT NO. 200 OF 1993) (*"THE INTERIM CONSTITUTION"*) AND/OR
- b) WHO IS A WOMAN AND/OR
- c) YOUTH

4.2 WITH THE UNDERSTANDING THAT ANY PERSON WHO RECEIVED SOUTH AFRICAN CITIZENSHIP ON OR BEFORE THE INTRODUCTION OF THE INTERIM CONSTITUTION, WILL NOT BE DEEMED TO BE HDI.

4.3 ANY REFERENCE TO WORDS "BID" OR "BIDDER" HEREIN AND/OR IN ANY OTHER DOCUMENTATION SHALL BE CONSTRUED TO HAVE THE SAME MEANING AS THE WORDS "TENDER" OR "TENDERER".

4.4 "A WOMAN" REFERS TO A FEMALE PERSON WHO IS A SOUTH AFRICAN CITIZEN

4.5 "HDI EQUITY OWNERSHIP" REFERS TO THE PERCENTAGE OF A PARTNERSHIP OR BUSINESS THAT IS OWNED BY INDIVIDUALS, OR IN THE CASE OF A COMPANY, THE PERCENTAGE OF SHARES WHICH IS OWNED BY INDIVIDUALS WHO ARE ACTIVELY INVOLVED IN THE MANAGEMENT DECISIONS AND DAY TO DAY OPERATIONAL ACTIVITIES OF THE COMPANY OR BUSINESS AND WHO EXERCISES CONTROL IN THE BUSINESS IN RELATION TO THEIR OWNERSHIP AT THE CLOSE OF TENDER. WHERE INDIVIDUALS ARE NOT ACTIVELY INVOLVED IN THE MANAGEMENT AND DAY TO DAY OPERATIONAL ACTIVITIES OF BUSINESS AND WHO DOES NOT EXERCISE CONTROL IN RELATION TO THE PERCENTAGE OF THEIR OWNERSHIP, EQUITY OWNERSHIP POINTS CANNOT BE AWARDED.

4.6 "BLACK PEOPLE" IS A GENERIC TERM WHICH MEANS AFRICANS, COLOURED AND INDIANS WHO ARE CITIZENS OF THE RSA BY BIRTH OR DESCENT OR BY NATURALISATION BEFORE 27 APRIL 1994 OR AFTER.

4.7 "SMALL ENTERPRISE" MEANS A SEPARATE AND DISTINCT BUSINESS ENTITY, TOGETHER WITH ITS BRANCHES OR SUBSIDIARIES, IF ANY, INCLUDING COOPERATIVE ENTERPRISES, MANAGED BY ONE OWNER OR MORE PREDOMINANTLY CARRIED ON IN ANY SECTOR OR SUBSECTOR OF THE ECONOMY.

4.8 "YOUTH" IS A GENERIC TERM WHICH MEANS PERSONS BETWEEN 14 TO 35 YEARS OF AGE. (THE MAXIMUM AGE OF PERSON/DIRECTOR/SHAREHOLDER ETC MUST BE BELOW OR 35 YEARS ON OR BEFORE THE CLOSING DATE AND TIME OF THE RFQ)

4.9 “EXEMPTED MICRO ENTERPRISE (EME)” IN TERMS OF THE GENERIC CODES OF GOOD PRACTICE, IT REFERS TO AN ENTERPRISE WITH AN ANNUAL TOTAL REVENUE OF R 10 MILLION OR LESS.

4.10 “QUALIFYING SMALL ENTERPRISE (QSE)” IN TERMS OF THE GENERIC CODES OF GOOD PRACTICE, IT REFERS TO AN ENTERPRISE WITH AN ANNUAL TOTAL REVENUE OF BETWEEN R 10 MILLION AND R 50 MILLION

4.11 “SPECIFIC GOALS” REFERS TO CONTRACTING WITH PERSONS, OR CATEGORIES OF PERSONS, HISTORICALLY DISADVANTAGED BY UNFAIR DISCRIMINATION ON THE BASIS OF RACE, GENDER OR DISABILITY AND IMPLEMENTING PROGRAMME AS PUBLISHED IN THE GOVERNMENT GAZETTE NO. 16085 DATED 23 NOVEMBER 1994.

4.12. 80 or 90 / 20 Or 10 PREFERENCE POINT SYSTEM

TENDERERS WILL BE AWARDED POINTS AS FOLLOWS:

The points must be allocated and awarded as follows:

i.	Total Tendered Price	:	80 or 90 points	
ii.	Black Women Ownership	:	04 or 02 points	} Specific Goals (Maximum points)
iii.	Black Ownership	:	10- or 02-points	
iv.	Black Youth	:	02 or 04 points	
v.	Small, Medium and Micro Enterprises	:	04 or 02 points	

(SMME's)

Total :100 points

4.13 THE POINTS SCORED FOR SPECIFIC GOALS WILL BE ADDED TO THE POINTS SCORED FOR PRICE AND THE TOTAL MUST BE ROUNDED OFF TO THE NEAREST 2 DECIMAL PLACES

4.14 TENDER PRICE

THE FOLLOWING FORMULA WILL BE USED TO CALCULATE THE POINTS OUT OF 80 FOR PRICE IN RESPECT OF TENDER WITH A RAND VALUE NOT EXCEEDING R 50 MILLION (INCLUSIVE OF ALL APPLICABLE TAXES). THE LOWEST ACCEPTABLE TENDER MUST SCORE 80 POINTS FOR PRICE, AND OTHER TENDERS WHICH ARE HIGH IN PRICE MUST SCORE FEWER POINTS, ON PRO RATA BASIS.

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

WHERE -

PS = POINTS SCORED (AWARDED) FOR PRICE OF TENDER UNDER CONSIDERATION

PT = PRICE OF TENDER UNDER CONSIDERATION; AND

PMIN = PRICE OF THE LOWEST ACCEPTABLE TENDER

4.15 SPECIFIC GOALS

4.15.1 % OWNED BY PEOPLE WHO ARE BLACK WOMEN (WO)

A MAXIMUM OF FOUR (04) POINTS WILL BE AWARDED TO A TENDERER WHO IS A BLACK WOMAN. EQUITY OWNERSHIP FOR BLACK WOMEN WILL BE DETERMINED BY THE % OF THE ENTERPRISE OWNED BY SUCH A PERSON OR BY THE % OF SHARES OWNED BY MEMBER/S WHO ARE ACTIVELY INVOLVED IN THE DAY TO DAY MANAGEMENT OF THE COMPANY OR ENTERPRISE.

% OF ENTERPRISE OWNED BY BLACK WOMEN-----%

THUS, POINTS AWARDED: $4 \times \frac{\% WO}{100} = 14 \times \frac{\% WO}{100} =$

PROOF OF OWNERSHIP MUST BE ATTACHED IN THE FORM OF:

- a) COPY OF THE FOUNDING DOCUMENTATION OF THE COMPANY WITH WHICH THE OWNERSHIP IS LISTED I.E. CIPC ETC;
- b) COPY OF THE ID-DOCUMENT (S) OF THE BLACK WOMAN(E)
- c) LATEST CENTRAL SUPPLIER DATABASE (CSD) REPORT OF WHICH OWNERSHIP OF THE BLACK WOMAN IS LISTED

4.15.2 % OWNED BY BLACK PEOPLE (BO)

A MAXIMUM OF TEN (10) POINTS WILL BE AWARDED TO A TENDERER WHO IS A BLACK AND DID NOT HAVE VOTING RIGHTS ACCORDING TO THE DEFINITION OF AN HDI. EQUITY OWNERSHIP FOR BLACKS WILL BE DETERMINED BY THE % OF THE ENTERPRISE OWNED BY SUCH A PERSON OR BY THE % OF SHARES OWNED BY MEMBERS WHO ARE ACTIVELY INVOLVED IN THE DAY TO DAY ACTIVITIES OF THE COMPANY OR ENTERPRISE.

% OF ENTERPRISE OWNED BY BLACK PERSON(S) WHO DID NOT HAVE VOTING RIGHTS... ..%

THUS, POINTS AWARDED: $10 \times \frac{\% BO}{100} = 4 \times \frac{\% BO}{100} =$

PROOF OF OWNERSHIP MUST BE ATTACHED IN THE FORM OF:

- a) COPY OF ID DOCUMENT.
- b) COPY OF THE FOUNDING DOCUMENTATION ON THE COMPANY WITH WHICH THE OWNERSHIP IS LISTED I.E. CIPC ETC;
- c) LATEST CSD REPORT WITH BLACKS AS SHAREHOLDERS/DIRECTORS OF THE COMPANY

4.15.3 SMALL, MEDIUM AND MICRO ENTERPRISES (SMME'S)

A MAXIMUM OF FOUR (4) POINTS WILL BE AWARDED TO A TENDERER WHO IS CLASSIFIED AS SMME

IS THE COMPANY CLASSIFIED AS EME OR QSE?

YES = 4 POINTS

=

NO = 0 POINT

PROOF OF DOCUMENTATION MUST BE ATTACHED IN THE FORM OF:

- a) SWORN AFFIDAVIT THAT IS VALID FOR A PERIOD OF 12 MONTHS FROM THE DATE SIGNED BY THE COMMISSIONER.

4.15.4 % OWNED BY BLACK YOUTH

A MAXIMUM OF TWO (2) POINTS WILL BE AWARDED TO A TENDERER WHO IS Black Youth. EQUITY OWNERSHIP FOR BLACK YOUTH WILL BE DETERMINED BY THE % OF THE ENTERPRISE OWNED BY SUCH A PERSON OR BY THE % OF SHARES OWNED BY MEMBERS WHO ARE ACTIVELY INVOLVED IN THE DAY TO DAY ACTIVITIES OF THE COMPANY OR ENTERPRISE.

% OF ENTERPRISE OWNED BY BLACK YOUTH. %

THUS, POINTS AWARDED : $2 \times \frac{\% DO}{100} =$

PROOF OF OWNERSHIP MUST BE ATTACHED IN THE FORM OF:

- a) A COPY OF THE FOUNDING DOCUMENTATION OF THE COMPANY WITH WHICH THE OWNERSHIP IS LISTED I.E. CIPC ETC;
- b) A COPY OF ID DOCUMENT;
- c) LATEST CENTRAL SUPPLIER DATABASE (CSD) REPORT OF WHICH OWNERSHIP OF THE BLACK YOUTH IS LISTED.

table B: Ownership

NAME AND SURNAME /ENTITY NAME	GENDER (MALE OR FEMALE)	AGE i.e., 32	CITIZENSHIP (RSA, OR SPECIFY OTHER)	ETHNIC GROUP (BLACK, WHITE, ETC.)	NUMBER OF SHARES PER SHAREHOLDER	PERCENTAGE OF OWNERSHIP (%) PER SHAREHOLDER
-------------------------------	-------------------------	--------------	-------------------------------------	-----------------------------------	----------------------------------	---

Total						

(To be completed by bidder)

TABLE- C: SPECIFIC GOALS

Ownership	Total percentage of ownership	specific goals points claimed
Black Woman ownership		
Black Ownership		
Black Youth Ownership		
Total		

1. TO THE SAT, CAN ONLY AWARD POINTS PROVIDED SUFFICIENT INFORMATION AND REQUIRED DOCUMENTS ARE CORRECTLY COMPLETED AND RETURNED WITH THE PROPOSALS IN LINE WITH LIST OF RETURNABLE DOCUMENTS ON PARAGRAPH THREE (3) ABOVE. POINTS OBTAINED FOR PRICE SHOULD BE ADDED TO POINTS OBTAINED FOR SPECIFIC GOALS.

4.17TENDER MUST BE AWARDED TO THE TENDERER SCORING THE HIGHEST POINTS. HOWEVER, A CONTRACT MAY BE AWARDED TO A TENDERER THAT DID NOT SCORE THE HIGHEST POINTS ONLY IN ACCORDANCE WITH SECTION 2 (1)(F) OF THE PPPFA 05 OF 2000.

3. CRITERIA FOR BREAKING DEADLOCK IN SCORING

- a) IF TWO OR MORE OF THE TENDERERS HAVE SCORED EQUAL TOTAL NUMBER OF POINTS, THE CONTRACT WILL BE AWARDED TO THE TENDERER THAT SCORED THE HIGHEST POINTS FOR SPECIFIC GOALS;
- b) IF TWO OR MORE TENDERS SCORE EQUAL TOTAL NUMBER OF POINTS IN ALL RESPECTS, THE AWARD WILL BE DECIDED BY THE DRAWING OF LOTS

4. DELIVERIES

- a. ALL DELIVERIES MAY BE ACCOMPANIED BY A DELIVERY NOTE OR AN INVOICE OF AN OFFICIAL PURCHASE ORDER NUMBER AGAINST WHICH THE DELIVERY HAS BEEN AFFECTED
- b. DELIVERIES NOT COMPLYING WITH THE PURCHASE ORDER FORM MAY BE RETURNED TO THE SUPPLIER(S) AT THE SUPPLIER'S EXPENSE. SAT WILL NOT BE LIABLE FOR PAYMENT OF INCORRECTLY DELIVERED GOODS OR SERVICE

- c. BIDDERS SHOULD INDICATE THE PLANNED DELIVERY PERIOD (IN DAYS) FROM THE DATE AN ORDER IS ISSUED

5. POPIA DISCLAIMER**5.1. COMPLIANCE WITH THE PERSONAL INFORMATION ACT, 4 OF 2013**

PERSONAL INFORMATION SHARED WITH THE SAT SHALL BE TREATED WITH CONFIDENTIALITY AND IN COMPLIANCE WITH THE PROTECTION OF PERSONAL INFORMATION ACT, 4 OF 2013 (POPIA) AND OTHER APPLICABLE LAWS. FOR PURPOSES OF THIS DISCLAIMER, "PERSONAL INFORMATION" SHALL BE DEFINED AS DETAILED IN THE PROMOTION OF ACCESS TO INFORMATION ACT, ACT 2 OF 2000 (PAIA) AND POPIA, AND "PROCESSING" AND "FURTHER PROCESSING" SHALL BE READ, INTERPRETED AND UNDERSTOOD AS DETAILED AND DEFINED IN POPIA.

5.2. CONSENT TO PROCESSING AND FURTHER PROCESSING OF PERSONAL INFORMATION

THE SATMAY PROCESS AND FURTHER PROCESS RECEIVED PERSONAL INFORMATION, INTERNALLY OR EXTERNALLY, IN THE EXECUTION OF ITS MANDATE AND/OR AS REQUIRED BY LAW. THE SATMAY SHARE PERSONAL INFORMATION WITH ITS SERVICE PROVIDERS, AGENTS, CONTRACTORS, LEGAL AND OTHER PROFESSIONAL ADVISORS AUTHORISED TO PROCESS THIS INFORMATION. THE SATMAY THUS PLACE RECEIVED PERSONAL INFORMATION IN THE PUBLIC DOMAIN DUE TO THE NATURE AND REQUIREMENTS OF ITS WORK.

5.3. FURTHER PROCESSING OF PERSONAL INFORMATION

YOU FURTHER GRANT THE SATEXPRESS AND/OR IMPLIED PERMISSION TO FURTHER PROCESS RECEIVED PERSONAL INFORMATION AND PLACE IT IN THE PUBLIC DOMAIN, IN THE EXECUTION OF ITS MANDATE AND STATUTORY OBLIGATIONS.

5.4. DUTY OF CARE

THE SAT VALUES YOUR PRIVACY AND SHALL TAKE ALL REASONABLE MEASURES TO PROTECT RECEIVED PERSONAL INFORMATION.

5.5. EXEMPTION FROM LIABILITY

THE SAT (INCLUDING ITS OFFICIALS AND/OR EMPLOYEES) ACCEPTS NO LIABILITY WHATSOEVER, FOR ANY LOSS, DAMAGE (WHETHER DIRECT, INDIRECT, SPECIAL, OR CONSEQUENTIAL), AND/OR EXPENSES OF ANY NATURE WHATSOEVER WHICH MAY ARISE AS A RESULT OF, OR WHICH MAY BE ATTRIBUTABLE DIRECTLY OR INDIRECTLY, FROM INFORMATION MADE AVAILABLE HEREIN, OR ACTIONS OR TRANSACTIONS RESULTING THERE FROM

END