SOUTH AFRICAN TOURISM

PART A
REQUEST FOR QUOTATIONS (RFQ)

YOU ARE HEREBY INVITED TO BID FOR THE REQUIREMENTS OF THE (SA TOURISM)					
RFQ NUMBER	RFQ-AFRICA-12-2026	**CLOSING DATE:**	20 AUGUST 2026	**CLOSING TIME:**	**16:00(SA TIME**)
DESCRIPTION	**Digital Amplification – Africa Land**				

BID RESPONSE DOCUMENTS MAY BE PROVIDED BY THE BELOW METHODS
All proposals must be uploaded using the following email address quotes@southafrica.net **NOTE:** *IT IS THE BIDDER'S RESPONSIBILITY TO ENSURE THE COMPLETED RFQ DOCUMENT WITH APPROPRIATE SUPPORTING DOCUMENTS ARE DELIVERED TO THE CORRECT ADDRESS ON OR BEFORE THE CLOSING DATE AND TIME.*

BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO	
CONTACT PERSON	**Raymond Mabuela**
TELEPHONE NUMBER	011 895 300
E-MAIL ADDRESS	**quotes@southafrica.net**

SUPPLIER INFORMATION					
NAME OF BIDDER					
POSTAL ADDRESS					
STREET ADDRESS					
TELEPHONE NUMBER	CODE		NUMBER		
CELLPHONE NUMBER					
E-MAIL ADDRESS					
VAT REGISTRATION NUMBER (If applicable)					
SUPPLIER COMPLIANCE STATUS	TAX COMPLIANCE SYSTEM PIN:		**OR**	CENTRAL SUPPLIER DATABASE No:	MAAA

ARE YOU A FOREIGN BASED SUPPLIER FOR **THE GOODS /SERVICES /WORKS OFFERED?**	☐Yes ☐No [IF YES, PLEASE PROVIDE DETAILS]

QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS	
IS THE ENTITY A RESIDENT OF THE REPUBLIC OF SOUTH AFRICA (RSA)?	☐ YES ☐ NO
DOES THE ENTITY HAVE A BRANCH IN THE RSA?	☐ YES ☐ NO
DOES THE ENTITY HAVE A PERMANENT ESTABLISHMENT IN THE RSA?	☐ YES ☐ NO

DOES THE ENTITY HAVE ANY SOURCE OF INCOME IN THE RSA?	☐ YES ☐ NO
IS THE ENTITY LIABLE IN THE RSA FOR ANY FORM OF TAXATION?	☐ YES ☐ NO

IF THE ANSWER IS "NO" TO ALL OF THE ABOVE, THEN IT IS NOT A REQUIREMENT TO REGISTER FOR A TAX COMPLIANCE STATUS SYSTEM PIN CODE FROM THE SOUTH AFRICAN REVENUE SERVICE (SARS) AND IF NOT REGISTER AS PER 2.3 BELOW.

PART B
TERMS AND CONDITIONS FOR BIDDING

1. BID SUBMISSION:

1.1. BIDS MUST BE DELIVERED BY THE STIPULATED DATE AND TIME TO THE CORRECT EMAIL ADDRESS AND OR PLATFORM. NO HAND DELIVERY MAY BE ACCEPTED. ALL COMPLETED DOCUMENTS SHOULD BE SEND TO quotes@southafrica.net

1.2. BIDDERS FAILURE TO COMPLETE THE REGISTER WILL INVALIDATE THE RFQ. LATE BIDS/RFQ WILL NOT BE CONSIDERED WHEN MAKING A DECISION TO AWARD.

1.3. ALL BIDS MUST BE SUBMITTED ON THE OFFICIAL FORMS PROVIDED – OR IN THE MANNER PRESCRIBED IN THE BID DOCUMENT. THE STANDARDS BIDDING DOCUMENTS (SBD) FORMS MUST BE COMPLETED, SIGNED AND RETURNED WITH THE RFQ / BID DOCUMENTS.

1.4. BIDDER'S ARE NOT ALLOWED TO ALTER THE CONTENT AND SEQUENCE OF INFORMATION IN THE SBD4 FORM.

1.5. THE UNDERSIGNED BIDDER DECLARES AND FURTHER AGREES TO HAVE READ 2010 VERSION OF THE GENERAL CONDITIONS OF CONTRACT (GCC) IS AVAILABLE ON THE NATIONAL TREASURY WEBSITE. TO ACCESS THE GCC THE BIDDER SHOULD CLICK THE FOLLOWING LINK http://www.treasury.gov.za/divisions/ocpo/sc/GeneralConditions/ OR DOWNLOAD THE DOCUMENT FROM THE WEBSITE OF NATIONAL TREASURY.

1.6. THE **80 / 20** PREFERENTIAL POINT SYSTEM WILL BE APPLIED WHEREIN **80** POINTS IS FOR PRICE AND **20** POINTS IS FOR SPECIFIC GOALS. TENDERS WITH A RAND VALUE OF BETWEEN R 2 000 BUT NOT EXCEEDING R 50 MILLION (INCLUSIVE OF ALL APPLICABLE TAXES). FIRSTLY, THE SUBMISSION / RFQ WILL BE EVALUATED IN LINE WITH THE SET CRITERIA OR FUNCTIONALITY (*IF APPLICABLE*) AND THEREAFTER PROPOSAL WILL BE EVALUATED ON POINTS FOR PRICE AND SPECIFIC GOALS.

1.7. POINTS SCORED FOR SPECIFIC GOALS WILL BE ADDED TO THE POINTS SCORED FOR PRICE AND THE TOTAL WILL BE ROUNDED OFF TO THE NEAREST TWO (2) DECIMAL PLACES.

1.8. A TENDER OR RFQ MUST BE AWARDED TO THE TENDERER WHO SCORE THE HIGHEST TOTAL NUMBER OF POINTS IN TERMS OF THE PREFERENCE POINT SYSTEM (*PRICE AND SPECIFIC GOALS*) UNLESS OBJECTIVE CRITERIA IN TERMS OF SECTION 2 (1)(F) OF THE PPPFA JUSTIFY THE AWARD OF THE TENDER TO ANOTHER TENDERER

1.9. BIDDERS ARE REQUIRED TO SUBMIT RESPONSIVE BIDS BY COMPLETING ALL PRICING AND ITEM INFORMATION IN LINE WITH THE ENTIRE SCOPE OF WORK/GOODS/SERVICES. SHOULD THE SUPPLIER FAIL TO QUOTE ON THE ENTIRE SCOPE OF WORK AS PER THE RFQ THE SAT MAY NOT AWARD THE CONTRACT TO THE SUPPLIER.

1.10. THE SAT RESERVES THE RIGHT TO NEGOTIATE WITH THE BIDDERS PRIOR OR POST AWARD.

1.11. THE SAT MAY ALLOCATE ZERO/NIL POINTS FOR SPECIFIC GOALS WHERE PROOF IS NOT SUBMITTED WITH THE RFQ.

1.12. THE BID MUST BE VALID FOR A PERIOD OF 45 CALENDAR DAYS FROM THE CLOSING DATE AND TIME

2. TAX COMPLIANCE REQUIREMENTS

2.1 BIDDERS MUST ENSURE COMPLIANCE WITH THEIR TAX OBLIGATIONS.

2.2 BIDDERS ARE REQUIRED TO SUBMIT THEIR UNIQUE PERSONAL IDENTIFICATION NUMBER (PIN) ISSUED BY SARS TO ENABLE THE ORGAN OF STATE TO VERIFY THE TAXPAYER'S PROFILE AND TAX STATUS.

2.3 APPLICATION FOR TAX COMPLIANCE STATUS (TCS) PIN MAY BE MADE VIA E-FILING THROUGH THE SARS WEBSITE **WWW.SARS.GOV.ZA**

2.4 BIDDERS MAY ALSO SUBMIT A PRINTED TCS CERTIFICATE TOGETHER WITH THE BID.

2.5 IN BIDS WHERE CONSORTIA / JOINT VENTURES / SUB-CONTRACTORS ARE INVOLVED; EACH PARTY MUST SUBMIT A SEPARATE TCS CERTIFICATE / PIN / CSD NUMBER.

2.6 WHERE NO TCS IS AVAILABLE BUT THE BIDDER IS REGISTERED ON THE CENTRAL SUPPLIER DATABASE (CSD), A CSD NUMBER MUST BE PROVIDED.

Table A: *Provide documentation and/or information [South African Tourism (SAT) reserves the right to review and verify submitted documentations on mandatory requirements/information]*	**Comply**	**Not Comply** *NB: (Non-compliant on any of the below may result in disqualifications unless SAT indicates as not applicable)*
1.1. Proof of National Treasury Central Supplier Database *(CSD Summary report - SAT may verify the information as per the CSD) (unless supplier is a foreign supplier)*		
1.2. CSD Overall Tax Status must be compliant *(Tax Compliant during evaluation and award stage) (unless it's a foreign supplier)*		
1.3. Conformance to the Scope of Work/ Terms of Reference (ToR)		
MANDATORY		
Relevant Regional Experience: Bidders must submit evidence of at least one comparable paid digital media project completed within the last three years in at least one of the following markets: **Botswana, Eswatini, Lesotho, Malawi, Mozambique, Namibia, Zambia or Zimbabwe.** The evidence must confirm: • the country or countries covered; • the campaign or project; • the delivery period; • the paid digital media services delivered; and • the bidder's role in the project. Acceptable evidence may include an appointment letter, completion certificate, case study, media plan, campaign report, platform report or other verifiable proof of delivery. Client names, commercial values and commercially sensitive information may be redacted where confidentiality obligations apply.		

INITIALS-----------

3. LIST OF RETURNABLES

BIDDERS SHOULD PLEASE ADHERE TO 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	IS BID INVITATION FORM, TERMS, AND CONDITIONS FOR BIDDING COMPLETED, 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 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 *PERIOD OF 12 MONTHS*) 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?		
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	IS THE MANDATORY REGIONAL EXPERIENCE DECLARATION COMPLETED AND SUBMITTED TOGETHER WITH ACCEPATABLE SUPPORTING EVIDENCE?		

4. 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 THE 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, COLOUREDS 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 / 20 PREFERENCE POINT SYSTEM**

TENDERERS WILL BE AWARDED POINTS AS FOLLOWS:

The points must be allocated and awarded as follows:

i.	Total Tendered Price	:	80 points	
ii.	Black Women Ownership	:	04 points	**Specific Goals (Maximum points)**
iii.	Black Ownership	:	10 points	
iv.	Black Youth	:	02 points	
v.	Small, Medium and Micro Enterprises (SMME's)	:	04 points	
	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.

$$Ps = 80\left(1 - \frac{Pt - Pmin}{Pmin}\right)$$

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 AFFIDAVID 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 DISABLED. 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		

4.16 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.

4.17 TENDER 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.

5. 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 TENDERES SCORE EQUAL TOTAL NUMBER OF POINTS IN ALL RESPECTS, THE AWARD WILL BE DECIDED BY THE DRAWING OF LOTS

6. DELIVERIES

1. 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

2. DELIVERIES NOT COMPLYING WITH THE PURCHASE ORDER FORM MAY BE RETURNED TO THE SUPPLIER(S) AT THE SUPPLIER'S EXPENSE.THE SATWILL NOT BE LIABLE FOR PAYMENT OF INCORRECTLY DELIVERED GOODS OR SERVICE

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

7. POPIA DISCLAIMER

7.1 COMPLIANCE WITH 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.

7.2 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.

7.3 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.

7.4 DUTY OF CARE

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

7.5 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 THEREFROM

SPECIFICATION

1. INTRODUCTION

South African Tourism (SAT) is established by Section 2 of the Tourism Act No. 72 of 1993 and continues under Section 9 of the Tourism Act No. 3 of 2014.

SAT is a Schedule 3A public entity under the Public Finance Management Act No. 1 of 1999. Our mandate, as per the Tourism Act, is to promote and develop sustainable tourism for the benefit of the Republic of South Africa, its residents, and visitors. Tourism plays a vital role in supporting the government's objectives of reducing unemployment, poverty, and inequality, and transforming the economy.

Section 217 of the Constitution of the Republic of South Africa prescribes that goods and services must be procured in a manner that is fair, equitable, transparent, competitive, and cost-effective.

SAT upholds good corporate governance and has policies aligned with government initiatives to ensure the transparency and accountability of all our processes.

The CEL Africa Business Unit implements consumer marketing activities across priority African source markets to build destination awareness, consideration and demand for travel to South Africa.

SAT invites suitably qualified and experienced digital media service providers to submit quotations for the planning, buying, management, optimisation and reporting of paid digital media activity in Botswana, Eswatini, Lesotho, Malawi, Mozambique, Namibia, Zambia and Zimbabwe for the period 1 October to 31 December 2026.
The appointed service provider will amplify SAT-approved campaign and destination content across appropriate digital channels. The campaign will support consideration of regional and cross-border travel, including short breaks, family, self-drive, and regional air travel opportunities from the Africa Land markets. The requirement is broader than paid social media and may include paid search, programmatic display and video, YouTube, digital publisher placements, native advertising, digital audio, mobile and other suitable digital channels.

2. PURPOSE OF THE RFQ

Develop a practical digital media strategy aligned to SAT’s approved campaign and market priorities.
Prepare detailed digital media plans and allocate the available budget across the most relevant markets, channels and audiences.
Purchase, set up, manage and optimise approved digital campaigns.
Provide transparent reporting on performance, media delivery and expenditure.
Reconcile all approved, committed and actual media costs and disclose all fees, commissions, credits, rebates and incentives.

3. CONTRACT PERIOD AND BUDGET

Contract period: 1 October 2026 to 31 December 2026.
Maximum available budget: R1,000,000.00 inclusive of all professional fees, media costs, technology costs, disbursements and VAT, where applicable. Quotations exceeding R1,000,000.00 inclusive of VAT, where applicable, will be treated as non-responsive.

Bidders must clearly distinguish net media investment from all agency, technology, production, reporting and other fees.

4. CAMPAIGN CONTEXT

The digital media activity will support SAT's approved Summer Digital Amplification Campaign in the specified regional markets. The activity may support:

- destination awareness and positive brand perceptions;
- travel consideration and intent;
- seasonal and tactical travel messages;
- engagement with approved campaign content;
- traffic to approved SAT digital platforms; and
- measurable conversion signals where tracking is available.

Campaign architecture: The proposed campaign must combine a focused always-on layer with higher-intensity campaign bursts. Always-on activity should maintain baseline visibility, capture travel intent, support retargeting and enable continuous learning. Campaign bursts should build stronger reach and frequency around approved summer and tactical messages. Bidders are not required to maintain continuous paid activity across all markets or channels.
The service provider must take into account relevant market sensitivities, including visitor safety concerns, xenophobia, and anti-immigration sentiment, and apply appropriate brand-safety controls.

5. PRIORITY MARKETS AND AUDIENCES

The digital media activity will cover eight (8) priority markets: Botswana, Eswatini, Lesotho, Malawi, Mozambique, Namibia, Zambia and Zimbabwe. The final investment allocation across these markets will be approved by SAT and must be supported by clear audience, performance and cost-efficiency considerations.
The provider must not allocate investment equally across markets without a clear strategic rationale. Recommendations must be based on campaign objectives, audience opportunity, market relevance, travel potential, media consumption, platform availability, cost efficiency and the available budget.
Potential audiences may include adults with the means and intent to travel; leisure travellers; families, couples, and solo travellers; business and bleisure travellers; visiting friends and relatives; repeat visitors; first-time visitors; users who have engaged with SAT content; website visitors; and relevant remarketing or similar audiences.

6. SCOPE OF WORK

6.1. Inception and review

Attend an inception meeting and review the approved campaign plans, available assets, historical performance information and measurement requirements.
Identify information, content, or tracking gaps, and submit an inception report and implementation schedule within five working days of the appointment.

6.2. Digital media strategy

Develop a three-month digital media strategy setting out the role of paid digital media, priority markets, audiences, channel recommendations, investment allocation, customer journey, campaign phases, performance indicators, optimisation approach, brand safety and key risks.
Obtain SAT approval before implementation.

6.3. **Media planning**

Prepare a detailed media plan that shows the campaign phase, market, channel, platform or publisher, target audience, objective, format, flighting, planned reach, impressions, frequency, investment, fees, performance indicators, tracking approach, and assumptions.

Clearly distinguish net media spend from agency, platform, technology and production costs.

6.4. **Media buying and campaign set-up**

Purchase approved media, negotiate with platforms or publishers where applicable, set up campaigns, traffic approved creative, complete quality assurance, confirm go-live dates and maintain booking and activation records.

No campaign may be activated before written approval of the media plan and related expenditure.

6.5. **Tracking and measurement**

Apply consistent campaign naming, UTM parameters and working links; use available platform and analytics tools; test tracking before launch; document limitations; and maintain a campaign tracking register.

Advertising accounts and campaign data created for SAT must remain accessible to SAT.

6.6. **Creative trafficking and basic adaptation**

Use SAT-approved core campaign assets and undertake only the basic adaptations required for paid placements, including resizing, approved copy adjustments, thumbnails, subtitles, calls to action, tracking links and simple display or paid social variants.

Major original creative development, large-scale production, influencer contracting and destination shoots are excluded unless separately approved in writing.

6.7. **Campaign management and optimisation**

Monitor active campaigns, manage budget pacing and frequency, assess performance by market, channel, audience, and creative, identify delivery risks, and implement approved optimisations.

Any reallocation between markets, channels or objectives requires SAT’s prior written approval.

6.8. **Brand safety and risk management**

Apply exclusion lists, publisher and placement controls and escalation procedures to reduce the risk of SAT advertising appearing alongside hate speech, xenophobia, discrimination, misinformation, violent, extremist, illegal, explicit adult, politically inflammatory or otherwise unsuitable content.

Immediately report material brand-safety incidents and implement corrective action.

6.9. **Reporting and financial reconciliation**

Provide weekly status updates during active campaigns and monthly, quarterly and final performance reports that interpret results and recommend action.

Report approved budget, committed spend, actual spend, remaining budget, net media investment and all fees.

Provide supporting evidence of media delivery and expenditure, including platform or publisher records, invoices where available, campaign screenshots, credits, rebates, incentives, under-delivery and unspent funds.

6.10. **Meetings and project management**
Provide a dedicated account lead and attend inception, weekly project status, monthly performance, quarterly digital review and final close-out meetings.

7. REQUIRED PROJECT DELIVERABLES

No.	Deliverable	Timing
1	Inception meeting, report and implementation schedule	Within five working days of appointment
2	Three-month digital media strategy, audience framework and brand-safety approach	Within ten working days of appointment
3	Detailed media plan and budget allocation	Before campaign activation
4	Campaign measurement and tracking framework	Before campaign activation
5	Campaign set-up, trafficking and quality assurance records	Before each campaign goes live
6	Weekly campaign status update	During active campaign periods
7	Monthly digital performance report	Within five working days after month-end
8	Monthly media and financial reconciliation	Within five working days after month-end
9	Quarterly digital performance review	At the end of each applicable quarter
10	Final campaign performance report	Within ten working days after contract completion
11	Final financial reconciliation and complete data handover	Within ten working days after contract completion

8. SAT RESPONSIBILITIES

Provide the approved campaign brief, implementation plan, available campaign assets and brand guidelines.
Confirm priority markets and campaign objectives.
Review and approve strategies, media plans, budgets, targeting, content, campaign activation and material changes.
Provide access to available analytics or tracking information where appropriate.
Provide consolidated feedback.

9. BIDDER RESPONSE FORMAT

To support consistent evaluation, bidders must respond to the prescribed technical submission requirements and structure the technical proposal under the following headings:

- Regional Digital Campaign Strategy (maximum 5 pages)
- Three-Month Media Plan and Budget (maximum 5 pages)
- Relevant Africa Land Digital Media Experience (maximum 3 pages, excluding supporting evidence)

- Bidders must respond directly to the submission requirements under each functionality criterion. A heading without a substantive response, or a reference to an unattached document, will be treated as not submitted.

10. FUNCTIONAL EVALUATION

Technical Evaluation

Only bidders that have met the pre-qualification criteria in (PART A, Table A) will be evaluated for functionality. The functionality will be evaluated as follows:

Each criterion will be rated on a scale of 0 to 3. The weighted score will be calculated as follows:

Rating achieved ÷ 3 × criterion weight = % Score

Points awarded for functionality:

EVALUATION CRITERIA	WEIGHT

Criterion 1: Regional digital campaign strategy **Objective** To assess the bidder's capability to develop a relevant, practical and regionally informed digital amplification strategy for South African Tourism. The criterion assesses whether the bidder can: • understand the regional campaign requirement; • identify and prioritise appropriate markets and audiences; • structure an always-on and campaign-burst approach; • select suitable digital channels; • define measurable campaign outcomes; and • manage brand and reputational risks. **Submission requirements** The bidder must submit a strategy containing all of the following: 1. Interpretation of SAT's campaign objectives 2. Defined target audiences 3. Market prioritisation 4. Rationale for the market prioritisation 5. Always-on activity approach 6. Campaign-burst approach 7. Recommended digital channels 8. Role of each proposed channel 9. Customer journey 10. Proposed KPIs linked to SAT's campaign objectives 11. Brand-safety approach 12. Response to visitor-safety, xenophobia and anti-immigration sentiment risks **Score 0** = No strategy submitted, or fewer than 6 of the 12 required elements are included **Score 1** = Between 6 and 8 of the 12 required elements are included. **Score 2** = Between 9 and 11 of the 12 required elements are included. **Score 3** = All 12 required elements are addressed. The bidder also classifies the markets according to the recommended level of activity: always-on, campaign burst or limited tactical activity and provides a rationale for the classification.	35%
Criterion 2: Media plan and Budget **Objective** To assess the bidder's capability to translate the campaign strategy into an implementable, affordable and measurable digital media plan within the approved R1 million budget. The criterion assesses whether the bidder can: • plan and phase media activity; • allocate investment by market and channel; • maximise the portion of the budget invested directly in media; • disclose all fees and costs; • manage performance and budget pacing; • optimise underperforming activity;	45%

• provide evidence of media delivery; and • reconcile actual expenditure against the approved budget. **Submission requirements** The bidder must submit a three-month media plan containing all of the following: 1. October, November and December flighting 2. Market allocation 3. Channel allocation 4. Always-on allocation 5. Campaign-burst allocation 6. Net media investment 7. Agency or professional fees 8. Technology or platform costs 9. VAT, where applicable 10. Percentage of budget invested directly in media 11. Planned reach 12. Planned impressions 13. Planned frequency 14. KPIs by channel 15. Campaign tracking approach 16. Budget-pacing process 17. Financial reconciliation process 18. Treatment of unspent media funds 19. Proof-of-delivery approach **Score 0** = No media plan is submitted, or fewer than 10 of the 19 required elements are included. A quotation exceeding R1 million inclusive of VAT, where applicable, will be treated as non-responsive and will not proceed to functionality evaluation. **Score 1** = Between 10 and 14 of the 19 required elements are included. **Score 2** = Between 15 and 18 of the 19 required elements are included. **Score 3** = All 19 required elements are included, the total does not exceed R1 million inclusive, and the figures in the media plan reconcile to the submitted pricing schedule.	

Criterion 3: Relevant African Digital Media Experience **Objective** To assess the bidder's demonstrated capability to deliver comparable paid digital media campaigns in the eight Africa Land markets covered by this RFQ. The criterion assesses whether the bidder has: • recent experience in one or more of the eight Africa Land countries; • delivered digital media planning, buying and optimisation; • worked across relevant digital channels; • managed measurable campaign outcomes; and • completed comparable single-market or multi-market assignments. **Submission requirements** For every project submitted, the bidder must provide evidence showing: 1. African country or countries covered 2. Campaign period 3. Scope of digital media services delivered 4. Digital channels used 5. Bidder's role 6. Proof that the campaign was delivered 7. Campaign results or performance measures Client names, contract values and commercially sensitive information may be redacted where confidentiality obligations apply. Only projects delivered in Botswana, Eswatini, Lesotho, Malawi, Mozambique, Namibia, Zambia or Zimbabwe will be counted for functionality scoring. **Score 0** = No qualifying project in any of the eight Africa Land markets is supported by acceptable evidence. **Score 1** = One qualifying project in one of the eight Africa Land markets is supported by acceptable evidence. **Score 2** = Two qualifying projects are supported by acceptable evidence, or one qualifying project covering at least two of the eight markets is submitted. **Score 3** = Three or more qualifying projects are supported by acceptable evidence, including at least one project covering multiple Africa Land markets with measurable results.	20%
TOTAL POINTS FOR FUNCTIONALITY	100
A threshold of 70% is applicable.	

Contract

The successful service provider will be required to enter into a service-level agreement with South African Tourism.

BIDDER'S DISCLOSURE (SBD 4)

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

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

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

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

---

1. GENERAL CONDITIONS

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

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

1.2 **To be completed by the organ of state**

(*delete whichever is not applicable for this tender*).

a) The applicable preference point system for this tender is the 90/10 preference point system.

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

c) Either the 90/10 or 80/20 preference point system will be applicable in this tender. The lowest/ highest acceptable tender will be used to determine the accurate system once tenders are received.

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

(a) Price; and

(b) Specific Goals.

1.4 **To be completed by the organ of state:**

The maximum points for this tender are allocated as follows:

	POINTS
PRICE	
SPECIFIC GOALS	
Total points for Price and SPECIFIC GOALS	**100**

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

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

1. DEFINITIONS

(a) **"tender"** means a written offer in the form determined by an organ of state in response to an invitation to provide goods or services through price quotations, competitive tendering process or any other method envisaged in legislation;

(b) **"price"** means an amount of money tendered for goods or services, and includes all applicable taxes less all unconditional discounts;

(c) **"rand value"** means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes;

(d) **"tender for income-generating contracts"** means a written offer in the form determined by an organ of state in response to an invitation for the origination of income-generating contracts through any method envisaged in legislation that will result in a legal agreement between the organ of state and a third party that produces revenue for the organ of state, and includes, but is not limited to, leasing and disposal of assets and concession contracts, excluding direct sales and disposal of assets through public auctions; and

(e) **"the Act"** means the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000).

2. FORMULAE FOR PROCUREMENT OF GOODS AND SERVICES

3.1. **POINTS AWARDED FOR PRICE**

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

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

80/20 **or** **90/10**

$$Ps = 80\left(1 - \frac{Pt - P\,min}{P\,min}\right) \text{ or } \qquad Ps = 90\left(1 - \frac{Pt - P\,min}{P\,min}\right)$$

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmin = Price of lowest acceptable tender

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

3.2.1. **POINTS AWARDED FOR PRICE**

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

80/20 **or** **90/10**

$$Ps = 80\left(1 + \frac{Pt - P\,max}{P\,max}\right) \text{ or } \qquad Ps = 90\left(1 + \frac{Pt - P\,max}{Pmax}\right)$$

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration

Pmax = Price of highest acceptable tender

3. POINTS AWARDED FOR SPECIFIC GOALS

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

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

(a) an invitation for tender for income-generating contracts, that either the 80/20 or 90/10 preference point system will apply and that the highest acceptable tender will be used to determine the applicable preference point system; or

(b) any other invitation for tender, that either the 80/20 or 90/10 preference point system will apply and that the lowest acceptable tender will be used to determine the applicable preference point system,

then the organ of state must indicate the points allocated for specific goals for both the 90/10 and 80/20 preference point system.

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

(Note to organs of state: Where either the 90/10 or 80/20 preference point system is applicable, corresponding points must also be indicated as such.

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

The specific goals allocated points in terms of this tender	Number of points allocated (90/10 system) (To be completed by the organ of state)	Number of points allocated (80/20 system) (To be completed by the organ of state)	Number of points claimed (90/10 system) (To be completed by the tenderer)	Number of points claimed (80/20 system) (To be completed by the tenderer)
Black Women Ownership	02	04		
Black Youth Ownership	02	02		
Black Ownership	04	10		
Small, Medium, and Micro Enterprises (SMMEs)	02	04		
Total	10	20		

DECLARATION WITH REGARD TO COMPANY/FIRM

3.3. Name of company/firm……………………………………………………………………….

3.4. Company registration number: …………………………………………………………...

3.5. TYPE OF COMPANY/ FIRM

- ☐ Partnership/Joint Venture / Consortium
- ☐ One-person business/sole propriety
- ☐ Close corporation
- ☐ Public Company
- ☐ Personal Liability Company
- ☐ (Pty) Limited
- ☐ Non-Profit Company

☐ State Owned Company
[TICK APPLICABLE BOX]

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

i) The information furnished is true and correct;

ii) The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form;

iii) In the event of a contract being awarded as a result of points claimed as shown in paragraphs 1.4 and 4.2, the contractor may be required to furnish documentary proof to the satisfaction of the organ of state that the claims are correct;

iv) If the specific goals have been claimed or obtained on a fraudulent basis or any of the conditions of contract have not been fulfilled, the organ of state may, in addition to any other remedy it may have –

(a) disqualify the person from the tendering process;

(b) recover costs, losses or damages it has incurred or suffered as a result of that person's conduct;

(c) cancel the contract and claim any damages which it has suffered as a result of having to make less favourable arrangements due to such cancellation;

(d) recommend that the tenderer or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted from obtaining business from any organ of state for a period not exceeding 10 years, after the *audi alteram partem* (hear the other side) rule has been applied; and

(e) forward the matter for criminal prosecution, if deemed necessary.

....

SIGNATURE(S) OF TENDERER(S)

SURNAME AND NAME: ....

DATE: ....

ADDRESS: ....

....

....

....