



## **Request for Proposals – SAE 05/2024**

### **Event Proposals for a period of 24 Months**

#### **1. BACKGROUND**

- 1.1. The Durban ICC is one of the most advanced conferencing facilities in the world, having been voted Africa's Leading Conference Centre by World Travel Awards for 18 years. The Centre is graded 5-star by the South African Tourism Grading Council. It has also obtained certification from the International Organisation for Standardisation; in ISO 9001 (Quality Management), ISO 14001 (Environmental Management), ISO 22000 (Food Safety) and ISO 45001 (Occupational Health and Safety).
- 1.2. The Durban ICC was established to serve primarily as a catalyst for economic development for the City of Durban and the Province of KwaZulu-Natal. In promoting its mandate, the Durban ICC is calling for Event Proposals for a period of 24 months.

#### **2. PURPOSE**

- 2.1. The purpose of this Request for Proposal (RFP) is to invite event professionals to submit event proposals for the hosting of iconic and signature events at the Durban ICC and/or the Durban Exhibition Centre for a period of 24 months.
- 2.2. The RFP will test the market and evaluate the interest and proposals from event professionals in order to secure iconic revenue-generating events for the Durban ICC and/or the Durban Exhibition Centre with the aim of contributing positively to the economic impact of the City of Durban and Kwa-Zulu Natal.

#### **3. SCOPE AND SPECIFICATION OF THE REQUEST FOR PROPOSALS**

- 3.1. Submission of an event proposal and execution of iconic and signature events at the Durban ICC for a **period of 24 months** for the **2023/2024 and 2024/2025** financial year (01 June 2024 – 30 May 2026);
- 3.2. The Durban ICC is looking for favourable Bids to partner in the creation and execution of world class events that generate revenue and significant social and economic impact to Durban and the KZN Province.

3.3. These events should encompass areas of the Inkosi Albert Luthuli International Convention Centre Complex (i.e Durban ICC) and the Durban Exhibition Centre.

3.4. Bidders will be required to:

- 3.4.1. Schedule and attend meetings with key stakeholders in line with the event proposal;
- 3.4.2. Segment and pitch the event proposal to gain stakeholder support;
- 3.4.3. Develop a sales model for the event;
- 3.4.4. Secure Sales and Exhibitors for the event; and
- 3.4.5. Secure sponsorships for the event.

**4. MANDATORY REQUIREMENTS**

4.1. Service Providers must comply with **ALL** of the mandatory requirements.

4.2. Any Bid submission that does not meet the mandatory requirements and specifications will be deemed non-responsive.

NO.	MANDATORY REQUIREMENTS	COMPLY	
		YES	NO
1.	Applications are opened for the period 01 June 2024 – 30 May 2026 however preferably annual holiday periods, such as Easter, School Holidays, Christmas Holidays, New Year’s Eve and others.		
2.	The Service Provider must have organised and managed similar events, with at least 3 000 participants, over the past ten (10) years. Please provide a minimum of 2 reference letters from previous Clients.		
3.	The Service Provider must provide a portfolio of evidence of sponsorships secured for events of a similar nature. Please submit proof of sponsorship which includes the sponsorship amount.		
4.	The Service Provider must provide a portfolio of evidence of ticket sales and return on investment for events of a partnership of similar nature. This must include the event concept document and financials, including return on investment from the event (ROI). The portfolio of evidence must include a minimum of three (3) events, over the past ten (10) years.		

**5. EVALUATION PROCESS**

A three (3) Stage Evaluation process will be employed. In Stage One (1) Bids will be evaluated for Pre-qualification. Only bidders who meet all the criteria for Pre-qualification will proceed to Stage 2 (Functionality). Bidders who obtain a **minimum score of 70 points** and above on functionality will proceed to Stage Three (3) where bids will be evaluated on presentation.

**6. STAGE 1 - PRE-QUALIFICATION:**

6.1. The proposal must meet all **the mandatory requirements**.

6.2. Bid documents must be duly completed and submitted with the Schedule of Key Staff, Staff CVS, Company Profile and the Event proposal.

**7. STAGE 2 – FUNCTIONALITY AND PREFERENCE POINTS:**

7.1. Functionality is to be used as a threshold for evaluation. Event proposals that fail to score the minimum number of evaluation points for Functionality will be deemed non-responsive.

7.2. The evaluation criteria for measuring Functionality and Preference Points are:

- 7.2.1. Schedule of The Key Staff;
- 7.2.2. Curriculum Vitae (CV) of Key Staff;
- 7.2.3. Company Profile;
- 7.2.4. Event Proposal; and
- 7.2.5. Preference Points.

**7.3. Functionality and Preference Points Requirements:**

7.3.1. The Service Provider must score **70 points and above for functionality and preference points to proceed to stage 3.** The criteria and maximum scores are, as follows:

CRITERIA	WEIGHT
1. Experience of the Key Staff	<b>10</b>
(a) One (1) Project Manager	(5)
(b) One (1) Marketing <b>or</b> PR Manager <b>or</b> Liaison Officer	(5)
2. Company Profile	<b>10</b>
3. Event Proposal	<b>60</b>
4. Preference Points	<b>20</b>
<b>5. The maximum possible score (MS)</b>	<b>100</b>

### 7.3.1.1 **Experience of Key Staff**

- 7.3.1.1.1 The Service Provider's Key Staff must include a proposed minimum of one (1) Project Manager and one (1) Marketing / PR Manager / Liaison Officer.
- 7.3.1.1.2 The Project Manager must have a minimum of five (5) years of Project Management experience in events of a similar nature, with a capacity of 3 000 participants or more.
- 7.3.1.1.3 The Marketing or PR Manager or Liaison Officer must have a minimum of five (5) years of Marketing or PR Management or Liaison Officer experience.
- 7.3.1.1.4 The Service Provider must submit a **schedule of the key staff** listed above, clearly indicating the experience of such staff. The schedule must include:
  - 7.3.1.1.4.1 Position (in respect of this request for proposal);
  - 7.3.1.1.4.2 Name and Surname; and
  - 7.3.1.1.4.3 Years of experience in managing similar events (as requested for event proposals), with a capacity of 3000 participants or more, in respect of the role they will fulfil for the request for event proposals.
- 7.3.1.1.5 **Submission of CVs for the Key Staff are compulsory.** Any non-submission of CVs will result in the bidder being deemed non-responsive. Each CV should be structured under the following headings:
  - 7.3.1.1.5.1 Personal particulars;
  - 7.3.1.1.5.2 Qualifications or certificates specific to their role and responsibility;
  - 7.3.1.1.5.3 Experience and skills specific to their role and responsibility;
  - 7.3.1.1.5.4 Name of current employer and current position within the enterprise; and
  - 7.3.1.1.5.5 Outline of recent assignments and key role over the past five years.

7.3.1.1.6 The scoring of the Project Manager experience will be as follows:

Score	Relevant Project Management Experience
No Response (Score 0)	No document submitted / Insufficient information to evaluate
Poor (Score 40)	Project Manager has less than 1 – 4 years of Project Management experience in events of a similar nature, with a capacity of 3 000 participants or more
Satisfactory (Score 70)	Project Manager has between 5 – 7 years of Project Management experience in events of a similar nature, with a capacity of 3 000 participants or more
Good (Score 90)	Project Manager has between 8 – 9 years of Project Management experience in events of a similar nature with a capacity of 3 000 participants or more
Very Good (Score 100)	Project Manager has more than 10 years of Project Management experience in events of a similar nature with a capacity of 3 000 participants or more

## 7.3.1.1.7

The **scoring of the Marketing or PR Manager or Liaison Officer** experience will be as follows:

Score	Relevant Marketing / PR Management Experience
No Response (Score 0)	No document submitted / Insufficient information to evaluate
Poor (Score 40)	Marketing or PR Manager or Liaison Officer has less than 1 – 4 years of Marketing or PR Manager or Liaison Officer experience in events of a similar nature, with a capacity of 3 000 participants or more
Satisfactory (Score 70)	Marketing or PR Manager or Liaison Officer has between 5 – 7 years of Marketing or PR Manager or Liaison Officer experience in events of a similar nature, with a capacity of 3 000 participants or more
Good (Score 90)	Marketing or PR Manager or Liaison Officer has between 8 – 9 years of Marketing or PR Manager or Liaison Officer experience in events of a similar nature , with a capacity of 3 000 participants or more
Very Good (Score 100)	Marketing or PR Manager or Liaison Officer has more than 10 years of Marketing or PR Manager or Liaison Officer experience in events of a similar nature, with a capacity of 3 000 participants or more

**7.3.1.2 Company Profile**

7.3.1.2.1 The Service Provider **must submit a company profile** which must include the following information:

7.3.1.2.1.1 background;

7.3.1.2.1.2 years of experience; and

7.3.1.2.1.3 previous events of a similar nature and demonstration of capability to carry out events that event proposals are requested for.

7.3.1.2.2 The **scoring of the Company Profile** will be as follows:

Score	Service Providers Company Profile
No Response (Score 0)	No information provided; OR submission of no substance / irrelevant information provided
Poor (Score 40)	The Company Profile is poor and gives no relevant information in satisfying the events/projects objectives, it is generic.
Satisfactory (Score 70)	The Company Profile is specific to the proposed events/projects objectives and demonstrates the ability of the Service Provider to successfully execute events/projects of a similar nature, as proposed. The Company Profile satisfactorily satisfies all stated criteria.
Good (Score 90)	The Company Profile is specifically tailored to the proposed events/projects objectives and demonstrates the ability of the Service Provider to execute events/projects of a similar nature, as proposed, in an exceptional manner. The Company Profile satisfies all stated criteria in an exceptional manner.

**7.3.1.3 Event Proposal**

7.3.1.3.1 The **event proposal must include the following information**, as a minimum:

7.3.1.3.1.1 Event concept;

7.3.1.3.1.2 Concept overview;

7.3.1.3.1.3 Event Programme - please provide details of the overall event programme i.e is it ticketed, the proposed times etc;

7.3.1.3.1.4 Event Format - please indicate the structure and manner in which the event will be managed i.e various role-players and their responsibilities etc;

- 7.3.1.3.1.5 Proposed venue - Durban ICC [halls 1 -3, the arena hall 4-6 or the Durban Exhibition Centre];
- 7.3.1.3.1.6 Target Audience including LSM;
- 7.3.1.3.1.7 Event objectives - Primary objectives for staging the event. Please outline any risks associated with the event;
- 7.3.1.3.1.8 Organisational Capacity - Previous event management experience. Operating structure for the event. Persons responsible. Ownership of the event;
- 7.3.1.3.1.9 Financial Management - Provide a detailed event budget. Must attach a spreadsheet with anticipated expenditure and income;
- 7.3.1.3.1.10 Sponsorships;
- 7.3.1.3.1.11 Other municipal or spheres of government funding;
- 7.3.1.3.1.12 Event Marketing and Communications Campaign;
- 7.3.1.3.1.13 Ticket sales Management;
- 7.3.1.3.1.14 Insurance, SASREA and Business license requirements and compliance; and
- 7.3.1.3.1.15 Procurement and management of service providers.

7.3.1.3.2 The **scoring of the Event Proposal** will be as follows:

Score	Service Providers Event Proposal
No Response (Score 0)	No information provided; OR submission of no substance / irrelevant information provided
Poor (Score 40)	The Event Proposal is poor and gives no relevant information in satisfying an event which falls in any of the stated categories.
Satisfactory (Score 70)	The Event Proposal falls under one the stated categories and meets the objectives of that particular category. The proposal also satisfactorily covers all the recommended areas to be covered in an event proposal.
Good (Score 90)	The Event Proposal falls under one the stated categories and exceeds the objectives of that particular category. The proposal also exceedingly covers all the recommended areas to be covered in an event proposal.
Very Good (Score 100)	The Event Proposal falls under one the stated categories and exceeds the objectives of that particular category. The proposal also exceedingly covers all the recommended areas to be covered in an event proposal, and includes value adds to Durban ICC.



**8. STAGE 3 – PRESENTATION:**

8.1. Bidders that obtain a **minimum score of 70 points** in stage 2 will proceed to stage 3, were qualifying bidders will then be required to present to an evaluation committee.

**9. PREFERENCE POINT SYSTEM AND SPECIFIC GOALS**

9.1. The 80/20 preference points system will be applied.

9.2. Preference Point System and Specific Goals

9.2.1. The definitions as per the SCM Policy are applicable.

9.2.2. Preference Points (either 20 or 10) will be derived from points claimed on Returnable Document **MBD 6.1: “Preference Points Claim Form”** (in Section 4 of this procurement document) for the **Specific Goal(s)** as indicated on the table(s) below, and according to the specified Goal Weightings.

**RDP Goal: The promotion of South African-owned enterprises**

The tendering entity’s **Address** (as stated on the National Treasury Central Supplier Database (CSD) or on the eThekweni Municipality Vendor Portal) is to be used in the determination of the tenderer’s claim for **Preference Points** for this Specific Goal.

Goal Weighting 50%		
Location	80/20	90/10
Not in South Africa	5	N/A
South Africa	8	N/A
KZN	9	N/A
ETM	10	N/A
<b>Proof of claim as declared on MBD 6.1</b> (1 or more of the following will be used in verifying the Bidder’s proposals status) <ul style="list-style-type: none"> <li>• CSD report</li> </ul>		

**RDP Goal: Creation of new jobs to address black youth unemployment**

The tendering entity's **Commitment to Appointment or Actual Appointment**, in terms of the categories below, is to be used in the determination of the tenderer's claim for **Preference Points** for this Specific Goal.

Goal Weighting 25%		
Number of jobs created	80/20	90/10
0 – 49	3	N/A
50 – 100	4	N/A
Over 100	5	N/A
<b>Proof of claim as declared on MBD 6.1</b> (1 or more of the following will be used in verifying the tenderer's status)		
<ul style="list-style-type: none"><li>• Commitment letter to appoint youth from local ward (for a year or more)</li><li>• Appointment letters signed by local councillor or chief (for a year or more)</li><li>• Consider other evidence etc. Copies of IDs and proof of address in Ethekwini</li></ul>		

**RDP Goal: The promotion SMMEs owned by PPG**

The Bidding entity's **Commitment to Sub-Contracting** (to Sub-Contractors conforming to the specified ownership demographics) the **percentage works**, as specified below, is to be used in the determination of the tenderer's claim for **Preference Points** for this Specific Goal.

Goal Weighting 25%		
Contract Participation Goal	80/20	90/10
Sub-contracting 0%	0	N/A
Sub-contracting <25%	3	N/A
Sub-contracting 25%	4	N/A
Sub-contracting ≥25% and <50%	5	N/A
<b>Proof of claim as declared on MBD 6.1</b> (1 or more of the following will be used in verifying the tenderer's status)		
<ul style="list-style-type: none"><li>• Contract Participation Goal Plan (% work to be allocated)</li></ul>		

**10. TERMS AND CONDITIONS**

- 10.1. The Durban ICC is entitled to cancel the Request for Proposal (RFP) at any time before the issue of the award. The Durban ICC shall, in no way, be liable for any damages whatsoever, including, without limitation, damages for loss of profit, in any way connected with the cancellation of this Request for Proposal.
- 10.2. The Service Provider will be required to complete a Pro-Forma SASREA Section 6(3) application for event risk categorisation and must complete the Event Safety File Requirements Checklist, before any event.
- 10.3. The successful Service Provider will be required to enter into a service level agreement.
- 10.4. The Service Provider assumes full risk when submitting bid proposals to the Durban ICC.

- 10.5. The Durban ICC reserves the right at its discretion to rescind a contract, based on the needs of the entity.
- 10.6. The Durban ICC will only make a final award should the Service Provider be tax compliant at time of award.
- 10.7. The Durban ICC may request written clarification regarding any aspect of this RFP and documents in response to the RFP. The Service Providers must supply the requested information in writing within the specified time frames after the request has been made, otherwise the proposal shall be disqualified. The supplied information shall not change the material aspects of the submission, i.e. RFP price, the firmness of the price and technical/functionality.

## **11. PRECONDITIONS**

- 11.1. A written proposal will not be considered unless the Service Provider who submits the quotation provides the following with their proposal:
  - 11.1.1. Full name
  - 11.1.2. Identification or company or other registration number
  - 11.1.3. Tax reference number and VAT number, if any
  - 11.1.4. Valid compliance report, confirming compliance at time of bid submission,
  - 11.1.5. Valid BBBEE Certificate
  - 11.1.6. Valid SARS tax clearance pin.
  - 11.1.7. Confirmation of registration on eThekweni Municipality's vendor portal database.
  - 11.1.8. MBD 4 Declaration of Interest form must be completed
  - 11.1.9. Statement that the company's water, electricity and rates are up to date or formal payment arrangements have been made.

## **12. REQUIREMENTS TO SUBMIT PROPOSAL**

- 12.1. All schedules in this document must be populated and will form part of the quotation.
- 12.2. Service Providers must submit a company profile and are to provide examples and references of similar work performed.
- 12.3. A contactable e-mail address and/or business card must be provided together with all written proposals/quotations.
- 12.4. The Service Provider must be registered on the CSD database as well as the eThekweni Municipality vendor portal database. Proof of registration on these two databases must be included together with the bid submission. Failure to register on these two databases may adversely impact on the award process.

***CSD registration website: <https://secure.csd.gov.za>***

***EThekweni Vendor Portal registration: <https://ethekwinivendor.durban.gov.za>***

***Or contact 031 322 7011 / 7154: [Fatima.milazi@durban.gov.za](mailto:Fatima.milazi@durban.gov.za) / [phumla.mdabe@durban.gov.za](mailto:phumla.mdabe@durban.gov.za)***

## **13. CONTACT PERSON**

**Sameera Pillay** – Entertainment Manager

Tel: 031 360 1357,

Email: [sameerap@icc.co.za](mailto:sameerap@icc.co.za)

## **14. CLOSING DATE**

Quotations, together with this document, marked for the attention of the Procurement Department and are to be placed in the Tender Box at the Durban ICC security entrance on the ground floor, 45 Bram Fischer Road Durban before **12:00 on 5<sup>th</sup> April 2024**.

**15. PAST EXPERIENCE IN SIMILAR ASSIGNMENTS**

Assignment Description	Key Elements	Date Completed	Contact Person and Telephone Number	Assignment Value

I.....being duly authorized thereto by.....do hereby confirm that the information contained herein is true and correct and acknowledge that, should it be established that any of the information contained herein is false and incorrect, my company may be disqualified from quoting to the Durban ICC.

**Name:** *(Block Capitals)*

\_\_\_\_\_

**Signature:**

**Date:**

\_\_\_\_\_



**17. MBD4 DECLARATION OF INTEREST**

17.1 No bid will be accepted from persons in the service of the state<sup>1</sup>

17.2 Any person, having a kinship with persons in the service of the state, including a blood relationship, may make an offer or offers in terms of this invitation to bid. In view of possible allegations of favouritism, should the resulting bid, or part thereof, be awarded to persons connected with or related to persons in service of the state, it is required that the Service Provider or their authorised representative declare their position in relation to the evaluating/adjudicating authority.

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

17.1.1 Full name of Service Provider or his/her representative .....

17.1.2 Identity number: .....

17.1.3 Position occupied in the Company (director, trustee, shareholder<sup>2</sup>):

.....

17.1.3 Company Registration Number: .....

17.1.4 Tax Reference Number: .....

17.1.5 VAT Registration Number: .....

17.1.6 The names of all directors / trustees / shareholders members, their individual identity numbers and state employee numbers must be indicated in paragraph 4 below.

*References:*

<sup>1</sup> MSCM Regulations: “in the service of the state” means to be –

- (a) a member of –
  - any municipal council
  - any provincial legislature
  - the National Assembly or the National Council of Provinces
- (b) a member of the board of directors of any municipal entity;
- (c) an official of any municipality or municipal entity;
- (d) an employee of any national or provincial department, national or provincial public entity or constitutional institution within the meaning of the Public Finance Management Act, 1999 (Act No.1 of 1999);
- (e) a member of the accounting authority of any national or provincial public entity;
- (f) an employee of parliament or a provincial legislature.

<sup>2</sup> “Shareholder” means a person who owns shares in the company and is actively involved in the management of the company or business and exercises control over the company.

17.3.8 Are you presently in the service of the state?  
If yes, furnish particulars:

YES	NO
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17.3.9 Have you been in the service of the state for the past twelve months?  
If yes, furnish particulars:

YES	NO
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17.3.10 Do you have any relationship (family, friend, other) with persons in the service of the state and who may be involved with the evaluation and/or adjudication of this bid?  
If yes, furnish particulars:

YES	NO
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17.3.11 Are you aware of any relationship (family, friend, other) between any other Service Provider and any persons in the service of the state who may be involved with the evaluation and/or adjudication of this bid? If yes, furnish particulars:

YES	NO
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17.3.12 Are any of the company's directors, trustees, managers, principal shareholders or stakeholders in service of the state?  
If yes, furnish particulars:

YES	NO
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17.3.13 Is any spouse, child or parent of the company's directors, trustees, managers, principal shareholders or stakeholders in service of the state? If yes, furnish particulars:

YES	NO
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17.3.14 Do you or any of the directors, trustees, managers, principal shareholders or stakeholders of this company have any interest in any other company or business whether or not they are bidding for this contract? If yes, furnish particulars:

YES	NO
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## **MBD 6.1: PREFERENCE POINTS CLAIM**

### **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, SERVICE PROVIDERS MUST STUDY THE GENERAL CONDITIONS, DEFINITIONS AND DIRECTIVES APPLICABLE IN RESPECT OF THE TENDER AND PREFERENTIAL PROCUREMENT REGULATIONS, 2022**

## **1.0 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).
- the 90/10 system for requirements with a Rand value above R50 000 000 (all applicable taxes included).

1.2 The applicable preference point system for this tender is the **80/20 preference point system**.

1.3 Preference Points for this tender shall be awarded for:

- **Price and Specific Goals:** Either 80 or 90 (price) and 20 or 10 (specific goals), in terms of 1.2 above.
- The total Preference Points, for Price and Specific Goals, is 100.

1.4 Failure on the part of the tenderer to submit the required proof or documentation, in terms of the requirements in the (Special) Conditions of Tender for claiming **Specific Goal** preference points, will be interpreted that preference points for **Specific Goals** are not claimed.

1.5 The Municipality 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 of preferences, in any manner required by the Municipality.

## **2.0 DEFINITIONS**

2.1 “**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.

2.2 “**price**” means an amount of money tendered for goods or services, and includes all applicable taxes less all unconditional discounts.

2.3 “**rand value**” means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes.

2.4 “**tender for income-generating contracts**” means a written offer in the form determined by Municipality 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 Municipality and a third party that produces revenue for the Municipality, 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.

2.5 “the Act” means the Preferential Procurement Policy Framework Act, 2000 (Act No. 5 of 2000).

### 3.0 FORMULA FOR CALCULATION OF PREFERENCE PRICE POINTS

#### 3.1 PROCUREMENT OF GOODS AND SERVICES

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

$$\begin{array}{ccc} \textbf{80 / 20 Points System} & \text{OR} & \textbf{90 / 10 Points System} \\ P_s = 80 \left(1 - \frac{P_t - P_{min}}{P_{min}}\right) & & P_s = 90 \left(1 - \frac{P_t - P_{min}}{P_{min}}\right) \end{array}$$

Where:

$P_s$  = Points scored for price of tender under consideration

$P_t$  = Price of tender under consideration

$P_{min}$  = Price of lowest acceptable tender

#### 3.2 DISPOSAL OR LEASING OF STATE ASSETS AND INCOME GENERATING PROCUREMENT

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

$$\begin{array}{ccc} \textbf{80 / 20 Points System} & \text{OR} & \textbf{90 / 10 Points System} \\ P_s = 80 \left(1 + \frac{P_t - P_{max}}{P_{max}}\right) & & P_s = 90 \left(1 + \frac{P_t - P_{max}}{P_{max}}\right) \end{array}$$

Where:

$P_s$  = Points scored for price of tender under consideration

$P_t$  = Price of tender under consideration

$P_{max}$  = Price of highest acceptable tender

#### 4.0 POINTS AWARDED FOR SPECIFIC GOALS

4.1 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 **points claimed** for the goal(s) stated in **Table 1** below, as supported by proof/ documentation stated in the **Conditions of Tender**:

4.2 In cases where the municipality intends 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, the municipality 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 municipality 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.

**Tenderers are to indicate their points claim for each of the Specific Goals.**

<b>The Specific Goals to be allocated points in terms of this tender</b>	<b>Number of points ALLOCATED (80/20 system)</b>	<b>Number of points ALLOCATED (90/10 system)</b>	<b>Number of points CLAIMED (80/20 system)</b>	<b>Number of points CLAIMED (90/10 system)</b>
<b>RDP Goal:</b> The promotion of South African owned enterprises.				
<b>RDP Goal:</b> The Creation of new jobs to address black youth unemployment				
<b>RDP Goal:</b> The promotion of SMMEs owned by PPG (contracts >R5m)				
Should the municipality apply a combination of Specific Goals, the <b>points for the individual goals</b> will be weighted according to the <b>Goal Weightings</b> specified in the Tender Data to arrive at the final points for <b>Preferential Points for Specific Goals</b> .				

I, the undersigned, who warrants that they are authorised to sign on behalf of the Tenderer, certify that the points claimed, based on the specific goals as specified in the tender, qualifies the tendering entity for the preference(s) shown.

I acknowledge that:

- 1) The information furnished is true and correct.
- 2) The preference points claimed are in accordance with the General Conditions as indicated in paragraph 1 of this form.
- 3) 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.
- 4) 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.

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Date

NAME (Block Capitals):

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SIGNATURE:

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**18 FULL DETAILS OF DIRECTORS / TRUSTEES / MEMBERS / SHAREHOLDERS**

Full Name	Identity Number	State Employee No.

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**Capacity**

\_\_\_\_\_  
**Name of Bidder**