

Bidder's Information: The Manager/Director

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Dear Sir/Madam

INVITATION TO BID: SCM 09/2021/SANC: APPOINTMENT OF A SERVICE PROVIDER TO DEVELOP REVENUE MODELS AND BEST PRICING STRATEGY FOR REVENUE STREAMS FOR THE SOUTH AFRICAN NURSING COUNCIL OVER A PERIOD OF THREE (3) MONTHS

The South African Nursing Council is a regulatory body established in terms of the Nursing Act No. 33 of 2005 (the Nursing Act) to regulate the nursing profession and to provide for matters connected therewith.

The South African Nursing Council invites bidders to participate and submit bids/proposals for the appointment of a service provider to develop revenue models and best pricing strategy for revenue streams for the South African Nursing Council over a period of three (3) months.

You are requested to complete the tender documents and submit them in accordance with the stipulations mentioned hereunder.

1. The conditions contained in the attached annexures apply.
2. The bid must be submitted in two (2) separate envelopes with a name and address of the bidder, bid number, description of the bid and closing date.
3. **Envelope 01:** This envelope is for technical/administrative documents only- one (01) original document, three (03) copies and the USB.
4. **Envelope 02:** This envelope is for pricing only, i.e. pricing schedule and/or the formal quote by the bidder - one (01) original.
5. **All couriered bid proposals must be addressed to the SANC Supply Chain Management Unit and they must be submitted before 11H30 on 12 August 2021 and will be valid for a period of 120 days after the closing date. No late submissions will be accepted.**



Cecilia Makiwane Building,
602 Pretorius Street, Arcadia, Pretoria 0083
Private Bag X132, Pretoria 0001,
Republic of South Africa



Tel: 012 420 1000
Fax: 012 343 5400
SANC Fraud Hotline: 0800 20 12 16



website: www.sanc.co.za

6. The attached forms/annexures, if completed in detail and returned, will form part of your price quotation.
7. With reference to the Preference Point Claim form (SBD 6.1), the following documents must be submitted with your price quotation:
 - a) Proof of claims (B-BBEE Certificate issued by the accredited Verification Agency or Sworn Affidavit signed by the vendor and affirmed by the Commissioner of Oath)
 - b) Proof that the supplier is registered and complying with National Treasury - Central Supplier Database (CSD) requirements (CSD report).
8. Please take note that, this bid will be evaluated in terms of 80/20 Preference Point System
9. All communication should be made through the use of an email. The cut-off date for all enquiries will be at **16H30** on **10 August 2021**.

Yours faithfully

Chief Financial Officer

Mr T Ndadana

Signature:

Date: 2021-07-05

INVITATION TO BID

YOU ARE HEREBY INVITED TO BID FOR REQUIREMENTS OF THE SOUTH AFRICAN NURSING COUNCIL.					
Bid number:	SCM 09/2021/SANC	Closing date:	12 AUGUST 2021	Closing time:	11H30
Description:	APPOINTMENT OF A SERVICE PROVIDER TO DEVELOP REVENUE MODELS AND BEST PRICING STRATEGY FOR REVENUE STREAMS FOR THE SOUTH AFRICAN NURSING COUNCIL OVER A PERIOD OF THREE (3) MONTHS				
THE SUCCESSFUL BIDDER MAY BE REQUIRED TO SIGN THE SERVICE LEVEL AGREEMENT / CONTRACT					

Bid response documents may be deposited in the bid box situated at (street address)	The South African Nursing Council, 602 Pretorius Street, Arcadia, Pretoria, 0083 (Reception)
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SUPPLIER INFORMATION

Name of bidder:			
Postal address:			
Street address:			
Telephone number:			
Cell phone number:			
E-mail address:			
VAT registration number:			
Tax clearance status PIN:		CSD NUMBER:	
B-BBEE status level verification certificate [tick applicable box]	<input type="checkbox"/> Yes <input type="checkbox"/> No	B-BBEE status level verification certificate [tick applicable box]	<input type="checkbox"/> Yes <input type="checkbox"/> No
If Yes, who was the certificate issued by?			

[A B-BBEE STATUS LEVEL VERIFICATION CERTIFICATE/SWORN AFFIDAVIT (FOR EMEs& QSEs) MUST BE SUBMITTED IN ORDER TO QUALIFY FOR PREFERENCE POINTS FOR B-BBEE]

The Accredited Representative In South Africa for the goods /services /works offered?	<input type="checkbox"/> Yes <input type="checkbox"/> No [if yes enclose proof]	Are you a foreign based supplier for the goods /services /works offered?	<input type="checkbox"/> Yes <input type="checkbox"/> No [if yes answer part 3 below]
Signature of Bidder:		Date:	
Capacity under which this bid is signed (attach proof of authority to sign this bid; e.g. resolution of directors, etc.)			

Total number of items offered		Total bid price (all inclusive)	
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THE SOUTH AFRICAN NURSING COUNCIL:			
BIDDING PROCEDURE ENQUIRIES MAY BE DIRECTED TO:		TECHNICAL INFORMATION MAY BE DIRECTED TO:	
Contact person:	Tintswalo Nyathi	Contact person	Prince Makhubedu
Telephone number:	012 426 9575	Telephone number	012 426 9570
E-mail address	tnyathi@sanc.co.za	E-mail address	pmakhubedu@sanc.co.za

TERMS AND CONDITIONS FOR BIDDING

1. BID SUBMISSION:
1.1. Bids must be delivered by the stipulated time to the correct address. Late bids will not be accepted for consideration.
1.2. All bids must be submitted on the official forms provided– (not to be re-typed) or online
1.3. This bid is subject to the Preferential Procurement Policy Framework Act 2000 and the Preferential Procurement Regulations, 2017, and, if applicable, any other legislation or Special Requirement of the Contract.
2. TAX COMPLIANCE REQUIREMENTS
2.1 Bidders must ensure compliance with their tax obligations.
2.2 Application for tax compliance status (tcs) pin may be made via e-filing through the sars website www.sars.gov.za .
2.3 In bids where consortia / joint ventures / sub-contractors are involved, each party must submit a separate tcs certificate / pin / csd number.
2.4 Where no TCS pin is available but the bidder is registered on the central supplier database (csd), a csd number must be provided.
2.5 No bids will be considered from persons in the service of the state, companies with directors who are persons in the service of the state, or close corporations with members persons in the service of the state."
3. QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS:
3.1. Is the bidder a resident of the Republic of South Africa (RSA)? <input type="checkbox"/> Yes <input type="checkbox"/> No
3.2. Does the bidder have a branch in the RSA? <input type="checkbox"/> Yes <input type="checkbox"/> No
3.3. Does the bidder have a permanent establishment in the RSA? <input type="checkbox"/> Yes <input type="checkbox"/> No
3.4. Does the bidder have any source of income in the RSA? <input type="checkbox"/> Yes <input type="checkbox"/> No

If the answer is "no" to all of the above, then, it is not a requirement to obtain a tax compliance status/tax compliance system pin code from the South African Revenue Service (SARS) and if not register as per 2.3 above.

SPECIAL REQUIREMENT OF QUOTATION:

1. CONTRACT PERIOD:

- 1.1 This is a contract for the appointment of a service provider to develop revenue models and best pricing strategy for revenue streams for the South African Nursing Council over a period of three (3) months.
- 1.2 SANC reserves the right to extend or cancel the contract, pending available funding and satisfaction with service delivery.

2. ACCEPTABLE BIDS/OFFERS:

- 2.1 The SANC reserves the right to cancel or withdraw the bid without prior notification.
- 2.2 SANC is not obliged to award the quotation to the lowest bidder.
- 2.3 The SANC may request interviews/presentations/pitching sessions with shortlisted bidders before the final selection is made.
- 2.4 The SANC will not be liable for any cost incurred by a service provider in the process of responding to this bid, including on-site presentations and the preparation of the proposal.
- 2.5 The SANC will not consider any late bids. All bids submitted after the stipulated closing date and time will not be considered and it will be sent back to the bidder unopened.
- 2.6 Any effort by the bidder to influence bid evaluation, bid comparisons or bid award decisions in any manner, may result in rejection of the bid concerned.
- 2.7 The successful bidder will be informed in writing of the intent to award or per an official order.
- 2.8 The bid has a validity period of 120 days from date of closure of the bid/tender.
- 2.9 No bid may be awarded to a person who has failed to submit proof of his/her tax compliance status (tax clearance certificate and personal identification number issued by SARS) or any proof certifying that the taxes of that person is in order or that suitable arrangements have been made with SARS,
- 2.10 Where it is discovered that an advantaged company used a disadvantaged person, as a "front" to acquire a Bid, such company will be disqualified and the Bid shall be withdrawn.
- 2.11 Only bids complying with all requirements as stipulated in the Terms of Reference/Scope of Work/Specification will be regarded as acceptable.
- 2.12 The following qualifying criteria must be strictly adhered to and bidders should attach the following documents. **Non-compliance to these criteria will invalidate your bid:**

Document that must be submitted				Non-compliance with items against which a "YES" is denoted shall result in disqualification
Invitation to Bid		YES		Complete and sign the supplied pro forma document.
Tax Status Tax Clearance Certificate		YES		i. Proof of Registration on the Central Supplier Database. ii. In the event where the Bidder submits a hard copy of the Tax Clearance Certificate, the CSD verification outcome will take precedence.
Declaration of Interest		YES		Complete and sign the supplied pro forma document.
Preference Form	Point	Claim	NO	Non-submission will lead to a zero (0) score on B-BBEE.

Document that must be submitted		Non-compliance with items against which a "YES" is denoted shall result in disqualification
Original / certified copy of a B-BBEE certificate	NO	Valid B-BBEE certificate
Declaration of Bidder's Past Supply Chain Management Practices	YES	Complete and sign the supplied pro forma document.
Certificate of Independent Bid Determination	YES	Complete and sign the supplied pro forma document.
Registration on Central Supplier Database (CSD)	NO	<p>The service provider must be registered as a service provider on the Central Supplier Database (CSD). If you are not registered proceed to complete the registration of your company prior to submitting your proposal. Visit https://secure.csd.gov.za/ to obtain your vendor number.</p> <p>Submit proof of registration.</p>
Pricing Schedule	YES	Submit full details of the fixed pricing proposal in a separate envelope.
Certification	YES	Proof that the project leader is an active member of an accredited professional body such as the Chartered Institute of Management Accountant (CIMA) and/or the South African Institute of Chartered Accountants (SAICA) etc.
Vendor experience	YES	A minimum of three (3) contactable reference letters on the client letterhead where revenue and pricing models were developed. These contactable references must not be older than 5 years.

2.13 Please take note that, should the bidder/tenderer fail to comply with the above matter their offer will be regarded as non-responsive.

3. SUBMISSION OF BIDS:

3.1 Bidders will be required to submit their bids/proposals via email or hand delivered as stipulated below:

3.1.1 Tenderers are required to submit a Completed Bid pack (this documents), including:

- a) Duly completed and signed RFQ documents
- b) B-BBEE certificate or Sworn Affidavit.
- c) Proof of CSD registration report.

3.2 Any bidder who fails to comply with any requirement of the bid may, at the discretion of the Bid Evaluation Committee, be regarded as non-compliant and as a result be rejected.

4. PAYMENTS:

4.1 The SANC undertakes to pay delivery validated invoices in full within thirty (30) days from the invoice date or upon agreed payment intervals as accepted in the contract. All invoices should be sent to the following email address: sancinvoices@sanc.co.za.

4.2 No invoices for outstanding deliverables or for any unproductive or duplicated time spent by the service provider will be validated for payment.

4.3 Invoices should be emailed or hand -delivered to SANC timeously.

4.4 The invoices should be original and must be accompanied by an inspection certificate and/or proof of delivery.

5. SUPPLY / DELIVERY VALIDATION:

5.1 The certificate and the related report of delivery/installation/ progress milestone/commissioning will be validated by a SANC representative prior to payment of final invoices.

6. VALUE ADDED TAX:

6.1 All contract prices are inclusive of 15% value added Tax (VAT), except in the case of a person that is not required to register for Value Added Tax. Companies not registered in terms of Value Added Tax, may not claim VAT on invoices.

7. PRICE AND PRICE QUALIFICATION:

7.1 Prices for this bid are firm.

7.2 All prices shall be quoted in the South African currency (ZAR).

7.3 The bid prices shall be given in the units shown and will be awarded as a whole not per item.

7.4 Prices must be inclusive of delivery costs and all taxes.

7.5 Please note that the foreign exchange risk in case of imported goods and service is for the account of the bidder.

7.6 No changes or extensions or additional ad hoc costs are accepted once the contract has been awarded and/or signed.

8. COMMUNICATION:

8.1 Communication will only be restricted to Supply Chain Management Officials.

8.2 The South African Nursing Council may request clarification in writing regarding the information provided by bidders. Bidders are to supply the required information within the specified period. Failing to do so may **invalidate** your bid.

9. INTELLECTUAL PROPERTY:

- 9.1** All the information contained in this document is intended solely for the purpose of assisting bidders to prepare their bids. Any use of the information contained herein for another purpose than those stated in this document is prohibited.
- 9.2** The ownership and intellectual property rights of all designs, specifications, programming code and all other documentation provided by the SANC to the bidder/tenderer, both successful and unsuccessful, remain the property of the SANC.

10. SUPPLIER DUE DILIGENCE:

- 10.1** SANC may conduct due diligence on all shortlisted bidders/tenderers to identify their specific capabilities and/or financial stability.
- 10.2** The SANC may visit the premises of the bidders or those of their suppliers.
- 10.3** Some of the key elements that should be documented and included during the comprehensive supplier analysis/due diligence include: the current workload of the supplier, cost structure of the tender/bid, the financial status of the bidder/tenderer, the previous customer satisfaction levels, the support capabilities, their relative strength, weaknesses and core capabilities, how SANC fits into the tenderers/bidders business and how the tenderer/bidder is viewed by the public, etc.
- 10.4** Bidders may be required to provide names of traceable references who may also be visited to confirm their testimonials.

11. DISPUTES

- 11.1** The relevant bidder agrees that should any dispute arise from the contract, the matter shall be submitted to the relevant Bid Adjudication Committee for a ruling and such ruling shall be final.

12. THE SOUTH AFRICAN NURSING COUNCIL RESERVES THE RIGHT

- 12.1.** To negotiate with one or more preferred bidder(s) identified in the evaluation process, regarding any terms and conditions, including price without offering the same opportunity to any other bidder(s) who has not been awarded the status of the preferred bidder(s).
- 12.2.** To correct any mistakes at any stage of the tender that may have been in the bid documents or occurred at any stage of the tender process.
- 12.3.** To cancel and/or terminate the tender process at any stage, including after the Closing Date and/or after presentations have been made, and/or after tenders have been evaluated and/or after the preferred bidder(s) have been notified of their status as such.

TERMS OF REFERENCE

APPOINTMENT OF A SERVICE PROVIDER TO DEVELOP REVENUE MODELS AND BEST PRICING STRATEGY FOR REVENUE STREAMS FOR THE SOUTH AFRICAN NURSING COUNCIL OVER A PERIOD OF THREE (3) MONTHS

1. PURPOSE

- 1.1 The purpose of this Terms of Reference is to appoint a service provider to develop revenue models and best pricing strategy for the revenue streams for the South African Nursing Council (SANC) within a period of three (3) months.

2. BACKGROUND

- 2.1 The South African Nursing Council is a regulatory body established in terms of the Nursing Act, Act No. 33 of 2005, to regulate the nursing profession and to provide for matters connected therewith.
- 2.2 The South African Nursing Council seeks to appoint a service provider with expert knowledge of Revenue Models and Pricing best practices to facilitate a workshop to develop revenue models and pricing strategies for SANC revenue streams.

3. SCOPE OF WORK

- 3.1 **SANC requires the service from a reputable service provider in the financial services sector to:**
 - 3.1.1 Develop revenue models and pricing best practices for SANC revenue streams within its broad revenue categories which include Accreditation, Assessment and Registration sections. Refer to *Annexure A* on revenue categories.
 - 3.1.2 Obtain information from key stakeholders at SANC on current revenue processes applied which will inform pricing strategies
 - 3.1.3 Facilitate a consultative workshop with SANC Managers to discuss the best revenue models and pricing strategies for SANC taking into account best practices.
 - 3.1.4 Prepare a draft report on the workshop outputs and present the finding to the Senior Management, Finance committee and the Council of SANC.
 - 3.1.5 Consolidate all inputs into a final report for approval by the Council.
 - 3.1.6 To conduct this engagement with a clear understanding of the operations of SANC and the organisational governance structure.

4. SUBMISSION REQUIREMENTS

- 4.1 **The successful bidder must meet the following requirements:**
 - 4.1.1 The project leader must possess, as a minimum, a post graduate degree in Financial/Management Accounting.
 - 4.1.2 Must have a minimum of five (5) years' experience of developing revenue and pricing models.

- 4.1.3 Provide proof of three (3) (minimum) contactable references where revenue and pricing models were developed. These contactable references must not be older than 5 years.
- 4.1.4 Must be an active member of an accredited professional body or institute. Must provide a company profile including CVs of individuals who will be rendering the services.
- 4.1.5 Must provide a detailed proposed methodology to achieve the given scope of work, timelines and costs per activity or service.

5. DURATION AND MILESTONES

- 5.1 Once the initial assessment has been completed, the contracted service provider will outline a project plan.
- 5.2 The intended term of the contract or Service Level Agreement will be within a period of three (3) months.

6. EVALUATION PROCESS

- 6.1 Bids will be evaluated in three (3) steps (Administrative Compliance, Functionality, Presentation and Price and B-BBEE).

7.1.1 The following qualifying criteria will be used:

a) Step 1: Mandatory and Administrative Compliance:

Document that must be submitted				Non-compliance with items against which a "YES" is denoted shall result in disqualification
Invitation to Bid	YES			Complete and sign the supplied pro forma document.
Tax Status	YES			<ul style="list-style-type: none"> • Proof of Registration on the Central Supplier Database.
Tax Clearance Certificate				<ul style="list-style-type: none"> • In the event where the Bidder submits a hard copy of the Tax Clearance Certificate, the CSD verification outcome will take precedence.
Declaration of Interest	YES			Complete and sign the supplied pro forma document.
Preference Point Claim Form	NO			Non-submission will lead to a zero (0) score on B-BBEE.
Original / certified copy of a B-BBEE certificate	NO			Valid B-BBEE certificate.
Declaration of Bidder's Past Supply Chain Management Practices	YES			Complete and sign the supplied pro forma document.

Document that must be submitted		Non-compliance with items against which a "YES" is denoted shall result in disqualification
Certificate of Independent Bid Determination	YES	Complete and sign the supplied pro forma document.
Registration on Central Supplier Database (CSD)	NO	<ul style="list-style-type: none"> The service provider must be registered as a service provider on the Central Supplier Database (CSD). If you are not registered proceed to complete the registration of your company prior to submitting your proposal. Visit https://secure.csd.gov.za/ to obtain your vendor number. Submit proof of registration.
Pricing Schedule	YES	Submit full details of the fixed pricing proposal in a separate envelope.
Certification	YES	Proof that the project leader is an active member of an accredited professional body such as the Chartered Institute of Management Accountant (CIMA) or the South African Institute of Chartered Accountants (SAICA) etc.
Vendor experience	YES	A minimum of three (3) contactable reference letters on the client letterhead where revenue and pricing models were developed. These contactable references must not be older than 5 years.

b) Step 2: Functionality:

Only Bidders that have met the mandatory and administrative criteria in step 1 will be evaluated in step 2 for functionality. Functionality will be evaluated as follows:

- i. **Technical Evaluation** – Bidders will be evaluated out of **80** points. Bidders must score a minimum of **60** points on Technical Evaluation for invitation to presentation.
- ii. **Presentation** – Bidders will be evaluated out of **20** points.
- iii. The overall combined score must be equal or above **80** points in order to proceed to step 3 for Price and B-BBEE evaluations.

Bidders will be scored in accordance with the following matrix:

Value	Description
5 - Excellent	Exceeds the functionality requirements
4 - Very Good	Above average compliance to the requirements
3 - Good	Satisfactory and meets the requirements

2 - Average	Average Partial compliance to the requirements
1 - Poor	Does not meet set criteria
0 - Unacceptable	Non submission

- The following functional criteria and weights shall apply when considering bids:

Criteria	Description	Sub-Criteria	Weight
Qualification Project leader and team members qualifications	Qualification of key personnel and team members who will be assigned to the project (Certified copies of valid qualifications not older than six months attached).	<ul style="list-style-type: none"> ✓ Non-submission = 0 ✓ No relevant qualifications = 1 ✓ Diploma Financial / Management Accounting = 2 ✓ B.Com Financial / Management Accounting = 3 ✓ Post graduate Degree in Financial / Management Accounting = 4 ✓ Certified Financial / Management Accountant belonging to professional body like SAICA, CIMA, ICB and SAIPA = 5 	20
Project leader and team members knowledge and experience	<p>Appropriate experience of the proposed team members' and the project leader and must have at least five (5) years' experience in developing revenue models and pricing best practices.</p> <p>NB: Detailed CVs with demonstrated experience should be submitted in support.</p>	<p>Level of experience in managing similar projects:</p> <ul style="list-style-type: none"> ✓ Less than (1) year experience = 0 ✓ One (1) year' experience = 1 ✓ Two (2) years' experience = 2 ✓ Three (3) years' experience = 3 ✓ Four (4) years' experience = 4 ✓ Five (5) years' and more = 5 	20
Develop a methodology in executing revenue models and best pricing strategy for the revenue streams	The bidder has to outline the methodology, project plan and timelines which addresses the requirements in the TOR.	<ul style="list-style-type: none"> ✓ Non-submission = 0 ✓ No methodology, no outline of project plan and timelines = 1 ✓ The methodology, project plan and timelines is standard and does not address the entire scope of work in detail and the service provider has aligned the approach with the requirements of the TOR = 2 ✓ The methodology, project plan and timelines is standard and addresses 	40

		<p>50% of the scope of work in detail and the service provider has aligned the approach with the requirements of the TOR = 3</p> <p>✓ The methodology, project plan and timelines is standard and addresses 70% of the scope of work in detail and the service provider has aligned the approach with the requirements of the TOR = 4</p> <p>✓ The methodology, project plan and timelines is standard and addresses the entire of the scope of work in detail and the service provider has aligned the approach with the requirements of the TOR = 5</p>	
Total			80

- Presentation**

The presentation must not exceed 20 minutes. The following will be covered during the presentation:

Presentation	Weights
Summary of the proposal	3
Project Plan/ Milestone	5
Methodology	7
Value added services (Provide information of any value added services that can be offered to SANC)	5
Questions and answers on technical submissions	
TOTAL weights for presentation	20

c) Step 3: Price and B-BBEE:

Thereafter, bids will be evaluated in terms of the **80/20 Preference Point System** (80 points for price and 20 points for B-BBEE).

The following formula will be applied to calculate the points for price.

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

Where

P_s = Points scored for price of bid under consideration
P_t = Rand value of bid under consideration
P_{min} = Rand value of lowest **acceptable** bid

The following formula will be used to calculate the points for B-BBEE:

Bids from non-compliant B-BBEE contributors will not be disqualified. Any B-BBEE qualifying contributor who does not submit a substantiating certificate will be allocated zero points but the bid will not be disqualified.

Points will be awarded to a tenderer for attaining their B-BBEE status level of contributor in accordance with the table below:

B-BBEE Status Level of Contributor	Number of points (80/20)
1	20
2	18
3	16
4	12
5	8
6	6
7	4
8	2
Non-compliant contributor	0

Required by (End-User):

Management Accounting

Required at (Address):

Cecilia Makiwane Building
602 Pretorius Street
Arcadia, Pretorius 0083

Brand and model (if applicable):

.....

Country of origin (if applicable):

.....

Guarantee period (if applicable):

.....

Does the offer comply with the specification? ***Mark the relevant block with an X**

☐ Yes ☐ No ☐ N/A

If not to specification, indicate deviation(s)

.....

How long it will take for the bidder to deliver goods/services after receipt of a purchase order?
(Only firm delivery period will be considered):

.....

DECLARATION BY THE BIDDER:

Iconfirm that the information furnished is correct and true. I accept that the South African Nursing Council may act against me should this declaration prove to be false.

Name of Bidder:.....**Position:**.....

Signature:.....**Date:**.....

PREFERENCE POINTS CLAIM FORM IN TERMS OF THE PREFERENTIAL PROCUREMENT REGULATIONS 2017

This preference form must form part of all bids invited. It contains general information and serves as a claim form for preference points for Broad-Based Black Economic Empowerment (B-BBEE) Status Level of Contribution

NB: BEFORE COMPLETING THIS FORM, BIDDERS MUST STUDY THE SPECIAL REQUIREMENTS OF QUOTATION, DEFINITIONS, AND DIRECTIVES APPLICABLE IN RESPECT OF B-BBEE, AS PRESCRIBED IN THE PREFERENTIAL PROCUREMENT REGULATIONS, 2017.

1. GENERAL CONDITIONS

- 1.1 The following preference point systems are applicable to all bids:
- the 80/20 system for requirements with a Rand value of up to R50 000 000 (all applicable taxes included); and
- 1.2 The value of this bid is estimated to not exceed R50 000 000 (all applicable taxes included) and therefore the 80/20 preference point system shall be applicable; or
- 1.3 The 80/20 preference point system will be applicable to this tender.
- 1.4 Points for this bid shall be awarded for:
- (a) Price; and
 - (b) B-BBEE Status Level of Contributor.
- 1.5 The maximum points for this bid are allocated as follows:

	POINTS
PRICE	80
B-BBEE STATUS LEVEL OF CONTRIBUTOR	20
Total points for Price and B-BBEE must not exceed	100

- 1.6 Failure on the part of a bidder to submit proof of B-BBEE Status level of contributor together with the bid will be interpreted to mean that preference points for B-BBEE status level of contribution are not claimed.
- 1.7 The Purchaser reserves the right to require of a bidder, either before a bid is adjudicated or at any time subsequently, to substantiate any claim in regard to preferences, in any manner required by the purchaser.

2. DEFINITIONS

- (a) **"B-BBEE"** means broad-based black economic empowerment as defined in section 1 of the Broad-Based Black Economic Empowerment Act;
- (b) **"B-BBEE status level of contributor"** means the B-BBEE status of an entity in terms of a code of good practice on black economic empowerment, issued in terms of section 9(1) of the Broad-Based Black Economic Empowerment Act;
- (c) **"bid"** means a written offer in a prescribed or stipulated form in response to an invitation by an organ of state for the provision of goods or services, through price quotations, advertised

competitive bidding processes or proposals;

- (d) **"Broad-Based Black Economic Empowerment Act"** means the Broad-Based Black Economic Empowerment Act, 2003 (Act No. 53 of 2003);
- (e) **"EME"** means an Exempted Micro Enterprise in terms of a code of good practice on black economic empowerment issued in terms of section 9 (1) of the Broad-Based Black Economic Empowerment Act;
- (f) **"functionality"** means the ability of a tenderer to provide goods or services in accordance with specifications as set out in the tender documents.
- (g) **"prices"** include all applicable taxes less all unconditional discounts;
- (h) **"proof of B-BBEE status level of contributor"** means:
 - 1) B-BBEE Status level certificate issued by an authorized body or person;
 - 2) A sworn affidavit as prescribed by the B-BBEE Codes of Good Practice;
 - 3) Any other requirement prescribed in terms of the B-BBEE Act;
- (i) **"QSE"** means a qualifying small business enterprise in terms of a code of good practice on black economic empowerment issued in terms of section 9 (1) of the Broad-Based Black Economic Empowerment Act;
- (j) **"rand value"** means the total estimated value of a contract in Rand, calculated at the time of bid invitation, and includes all applicable taxes;

3. POINTS AWARDED FOR PRICE

3.1 THE 80/20 PREFERENCE POINT SYSTEMS

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

80/20

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

Where

- P_s = Points scored for the price of a bid under consideration
- P_t = Price of a bid under consideration
- P_{\min} = Price of lowest acceptable bid

4. POINTS AWARDED FOR B-BBEE STATUS LEVEL OF CONTRIBUTOR

- 4.1 In terms of Regulation 6 (2) and 7 (2) of the Preferential Procurement Regulations, preference points must be awarded to a bidder for attaining the B-BBEE status level of contribution in accordance with the table below:

B-BBEE Status Level of Contributor	Number of points (80/20 system)
1	20
2	18
3	14
4	12
5	8
6	6
7	4
8	2
Non-compliant contributor	0

5. BID DECLARATION

- 5.1 Bidders who claim points in respect of B-BBEE Status Level of Contribution must complete the following:

5.1.1 B-BBEE STATUS LEVEL OF CONTRIBUTOR CLAIMED:

B-BBEE Status Level of Contributor: = (Maximum of 20 points)

(Points claimed must be in accordance with the table reflected in paragraph 4.1 and must be substantiated by the relevant proof of B-BBEE status level of the contributor.

5.1.2 SUB-CONTRACTING

- i) Will any portion of the contract be sub-contracted? ☐ Yes ☐ No
(Tick applicable box)

- ii) If yes, indicate:

- What percentage of the contract will be subcontracted.....%
- The name of the sub-contractor.....
- The B-BBEE status level of the sub-contractor.....
- Whether the sub-contractor is an EME or QSE. ☐ Yes ☐ No

(Tick applicable box)

- Specify, by ticking the appropriate box, if your company will subcontract with any other enterprise in terms of Preferential Procurement Regulations, 2017, as per the table below :

Designated Group: An EME or QSE which is at least 51% owned by:	EME ✓	QSE ✓
Black people		
Black people who are youth		
Black people who are women		
Black people with disabilities		
Black people living in rural or underdeveloped areas or townships		
Cooperative owned by black people		
Black people who are military veterans		
OR		
Any EME		
Any QSE		

5.1.3 DECLARATION WITH REGARD TO COMPANY/FIRM

5.1.3.1 Name of company/firm:

5.1.3.2 VAT registration number:

5.1.3.3 Company registration number:

5.1.3.4 TYPE OF COMPANY/ FIRM

Partnership/Joint Venture / Consortium

One person business/sole propriety

Close corporation

Company

(Pty) Limited

[TICK APPLICABLE BOX]

5.1.3.5 DESCRIBE PRINCIPAL BUSINESS ACTIVITIES

.....
.....

5.1.3.6 COMPANY CLASSIFICATION

Manufacturer

Supplier

Professional service provider

Other service providers, e.g. transporter, etc.

[TICK APPLICABLE BOX]

5.1.3.7 A total number of years the company/firm has been in business:

5.1.3.8 I/we, the undersigned, who is / are duly authorised to do so on behalf of the company/firm, certify that the points claimed, based on the B-BBEE Status Level of Contributor indicated in paragraph 5.1.1 of the foregoing certificate, qualifies the company/ firm for the preference(s) shown and I / we acknowledge that:

- i) The information furnished is true and correct;
- ii) In the event of a contract being awarded as a result of points claimed, the contractor may be required to furnish documentary proof to the satisfaction of the purchaser that the claims are correct;
- iii) If the B-BBEE status level of contributor has been claimed or obtained on a fraudulent basis or any of the conditions of the contract have not been fulfilled, the purchaser may, in addition to any other remedy it may have –
 - (a) disqualify the person from the bidding 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 favorable arrangements due to such cancellation;
 - (d) recommend that the bidder or contractor, its shareholders and directors, or only the shareholders and directors who acted on a fraudulent basis, be restricted by the National Treasury from obtaining business from any organ of state for a period not

- (e) exceeding 10 years, after the *audi alteram partem* (hear the other side) rule has been applied; and
- (f) Forward the matter for criminal prosecution.

Signatures of the bidder (s): _____ Date: _____

Witnesses: (01) _____ (02) _____

DECLARATION OF INTEREST:

<p>1. Any legal person, including persons employed by the SANC, or persons having a kinship with persons employed by the SANC, including a blood relationship, may make an offer or offers in terms of this invitation to bid (includes a price quotation, advertised competitive bid, limited bid or proposal). In view of possible allegations of favouritism, should the resulting bid, or part thereof, be awarded to persons employed by the SANC, or to persons connected with or related to them, it is required that the bidder or his/her authorized representative declare his/her position in relation to the evaluating/adjudicating authority and/or take an oath declaring his/her interest, where –</p> <ul style="list-style-type: none"> - the bidder is employed by the SANC; and/or - the legal person on whose behalf the bidding document is signed, has a relationship with persons/a person who are/is involved in the evaluation and or adjudication of the bid(s), or where it is known that such a relationship exists between the person or persons for or on whose behalf the declarant acts and persons who are involved with the evaluation and or adjudication of the bid. 	
<p>2. In order to give effect to the above, the following questionnaire must be completed and submitted with the bid.</p>	
2.1 Full names of bidder or his/her representative:	
2.2 Identity number:	
2.3 Position occupied in the company (Director, trustee, shareholder)	
2.4 Registration number of the company, enterprise, close corporation, partnership agreement or trust:	
2.5 Tax Reference Number:	
2.6 VAT Registration Number:	
2.7 Are you or any person connected with the bidder/tenderer, presently employed by SANC? If so furnish particulars as an attached schedule:	<input type="checkbox"/> Yes <input type="checkbox"/> No
2.8 Are you or any person connected with the bidder presently employed by the SANC? If so furnish particulars as an attached schedule.	<input type="checkbox"/> Yes <input type="checkbox"/> No
2.9 If you are presently employed by the SANC, did you obtain the appropriate authority to undertake remunerative work outside employment? If yes, did you attach proof of such authority to the bid document? If no, furnish the reasons for non-submission of such proof as an attached schedule.	<input type="checkbox"/> Yes <input type="checkbox"/> No
2.10 Did you or your spouse, or any of the company's directors/shareholders/members or their spouses conducted business with the SANC in the past twelve (12) months? If so furnish particulars as an attached schedule.	<input type="checkbox"/> Yes <input type="checkbox"/> No
2.11 Do you or any person connected with the bidder, have any relationship (family, friend, other) with a person employed by SANC and who may be involved with the evaluation and/or adjudication of this tender/bid? If so furnish particulars as an attached schedule.	<input type="checkbox"/> Yes <input type="checkbox"/> No
2.12 Are you or any person connected with the bidder, aware of any relationship (family, friend, other) between the bidder and any person employed by SANC who may be involved with the evaluation	<input type="checkbox"/> Yes <input type="checkbox"/> No

and/or adjudication of this bid? If so, furnish particulars as an attached schedule.	
2.13 Do you or any of the directors/shareholders/ members of the company have any interest in any other related companies whether or not they are bidding for this contract? If so, furnish particulars as an attached schedule.	<input type="checkbox"/> Yes <input type="checkbox"/> No

.....
Signature

.....
Date

.....
Position

.....
Name of Bidder

DECLARATION OF BIDDER'S PAST SUPPLY CHAIN MANAGEMENT PRACTICES:

1. This Standard Bidding Document must form part of all bids invited.
2. It serves as a declaration to be used by institutions in ensuring that when goods and services are being procured, all reasonable steps are taken to combat the abuse of the supply chain management system.
3. The bid of any bidder may be disregarded if that bidder or any of its directors have-
 - a. Abused the institution's supply chain management system;
 - b. Committed fraud or any other improper conduct in relation to such system; or
 - c. Failed to perform on any previous contract.
4. **In order to give effect to the above, the following questionnaire must be completed and submitted with the bid.**

Item	Question	Yes	No
4.1	Is the bidder or any of its directors listed on the National Treasury's database as companies or persons prohibited from doing business with the public sector? (Companies or persons who are listed on this database were informed in writing of this restriction by the Accounting Officer/Authority of the institution that imposed the restriction after the <i>audi alteram partem</i> rule was applied). The Database of Restricted Suppliers now resides on the National Treasury's website (www.treasury.gov.za) and can be accessed by clicking on its link at the bottom of the page.	Yes	No
4.1.1	If so, furnish particulars:		
4.2	Is the bidder or any of its directors listed on the Register for Tender Defaulters in terms of section 29 of the Prevention and Combating of Corrupt Activities Act (No 12 of 2004)? The Register for Tender Defaulters can be accessed on National Treasury's website, (www.treasury.gov.za) by clicking on its link at the bottom of the home page.	Yes	No
4.2.1	If so, furnish particulars:		
4.3	Was the bidder or any of its directors convicted by a court of law (including a court outside of the Republic of South Africa) for fraud or corruption during the past five years?	Yes	No
4.3.1	If so, furnish particulars:		
4.4	Was any contract between the bidder and any organ of state terminated during the past five years on account of failure to perform on or comply with the contract?	Yes	No
4.4.1	If so, furnish particulars:		

.....
Signature

.....
Date

.....
Position

.....
Name of Bidder

CERTIFICATE OF INDEPENDENT BID DETERMINATION:

I, the undersigned, in submitting the accompanying bid **APPOINTMENT OF A SERVICE PROVIDER TO DEVELOP REVENUE MODELS AND BEST PRICING STRATEGY FOR REVENUE STREAMS FOR THE SOUTH AFRICAN NURSING COUNCIL OVER A PERIOD OF THREE (3) MONTHS** in response to the invitation for the bid made by: **THE SOUTH AFRICAN NURSING COUNCIL (SANC)** do hereby make the following statements that I certify to be true and complete in every respect:

I certify, on behalf of: _____ that:

(Name of Bidder)

1. I have read and I understand the contents of this Certificate;
2. I understand that the accompanying bid will be disqualified if this Certificate is found not to be true and complete in every respect;
3. I am authorized by the bidder to sign this Certificate, and to submit the accompanying bid, on behalf of the bidder;
4. Each person whose signature appears on the accompanying bid has been authorized by the bidder to determine the terms of, and to sign the bid, on behalf of the bidder;
5. For the purposes of this Certificate and the accompanying bid, I understand that the word "competitor" shall include any individual or organization, other than the bidder, whether or not affiliated with the bidder, who:
 - (a) Has been requested to submit a bid in response to this bid invitation;
 - (b) Could potentially submit a bid in response to this bid invitation, based on their qualifications, abilities or experience; and
 - (c) Provides the same goods and services as the bidder and/or is in the same line of business as the bidder
6. The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium³ will not be construed as collusive bidding.
7. In particular, without limiting the generality of paragraphs 6 above, there has been no consultation, communication, agreement or arrangement with any competitor regarding:
 - (a) Prices;
 - (b) The geographical area where product or service will be rendered (market allocation)
 - (c) Methods, factors or formulas used to calculate prices;
 - (d) The intention or decision to submit or not to submit, a bid;
 - (e) The submission of a bid which does not meet the specifications and conditions of the bid; or
 - (f) Bidding with the intention not to win the bid.
8. In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, and conditions or delivery particulars of the products or services to which this bid invitation relates.
9. The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
10. I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting

business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

.....

Signature

.....

Date

.....

Position

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Name of Bidder