



AIDC Eastern Cape SOC Ltd

**THE APPOINTMENT OF A SERVICE PROVIDER  
TO PROVIDE MEDIA MANAGEMENT SERVICES FOR A PERIOD  
OF ONE YEAR FOR AIDC-EC**

**BID NUMBER: RFQ1023/2025**

**BIDDER:**

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**CLOSING DATE:** 20 February 2026

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**VIRTUAL** Date: 10 February 2026  
**COMPULSORY** Time: 14h00 pm  
**BRIEFING DATE:** Venue: Microsoft Teams  
Meeting ID: 319 292 910 148 16  
Passcode: 3ft6gt7y

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**PRICE OFFER:**

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**CSD NUMBER:**

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ETHICS & FRAUD HOTLINE REPORTING CHANNELS - HOTLINE DETAILS	
Hotline Name:	AIDC-EC Ethics & Fraud Hotline
Contact Number:	0800 116 665
WhatsApp Number:	0860 004 004
Dedicated Email Address:	<a href="mailto:aidcec@behonest.co.za">aidcec@behonest.co.za</a>
SMS Number:	48691
Free Post	BNT165, Advance Call Pty (Ltd), Brooklyn Square, 0075
Website Link	<a href="http://www.behonest.co.za">www.behonest.co.za</a>



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## REQUEST FOR QUOTATION

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### BID NUMBER: RFQ1023/2025

Bids are hereby invited for **THE APPOINTMENT OF A SERVICE PROVIDER TO PROVIDE MEDIA MANAGEMENT SERVICES FOR A PERIOD OF ONE YEAR FOR AIDC-EC.**

The Automotive Industry Development Centre Eastern Cape (AIDC-EC) a wholly owned company by ECDC, is the province's institutional mechanism that is mandated to promote and facilitate the automotive industry growth and development by supporting the government's industrial policy and other strategic initiatives that will contribute towards the provincial economic growth. As a developmental institution, AIDC-EC has positioned itself to contribute to the growth of the South African automotive industry; support the government's automotive-related objectives; contribute to the government and industry's goals of continuous growth and sustainable job creation, and support ECDC's macro development plan and consequently contribute to the provincial growth and development plans.

The objective of this RFQ is to identify a service provider who would be responsible for providing media management services to the AIDC Eastern Cape for a period of 1 year.

Activity		Date	Time
1	Issuing of Quotation to Service Providers	30 January 2026	08.00
2	Briefing Date	10 February 2026	14:00
2	Date of submission quotation	20 February 2026	11:00

**Quotations must be e-mailed to the e-mails stated below, by not later than 11h00 on Friday, 20 February 2026**

***For all enquiries regarding the bid document please contact SCM at 041 393 2100, e-mail: [procurement@aidcec.co.za](mailto:procurement@aidcec.co.za) during normal working hours.***



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### 1. EVALUATION CRITERIA

A Three-stage evaluation process will be employed. In Stage One, all bids received will be evaluated for compliance with the bid requirements. Only service providers who comply with all the compliance requirements of Stage 1 will proceed to Stage two of functionality, and only service providers who comply with all the functionality requirements will proceed to Stage three, Price and Specific Goals, in accordance with the Preferential Procurement Regulations of 2022. Bidders must ensure that all required information is clearly provided.

<b>Stage 1</b>	<b>Compliance with bid Requirements:</b> Attend the virtual compulsory briefing session and provide proof of affiliation with relevant professional bodies.
<b>Stage 2</b>	<b>Functionality:</b> Involves an evaluation of Functionality only. At this stage, Bidders must score a minimum score of <b>70 points</b> for functionality before they are evaluated in terms of the preferential procurement points.
<b>Stage 3</b>	<b>Preference point system:</b> Price and Specific goals Price and Specific Goals in accordance with the Preferential Procurement Regulations of 2022.

### 2. SCOPE OF WORK AND DELIVERABLES

The AIDC-EC is the Eastern Cape Provincial Government's implementing arm for the automotive sector growth and competitiveness, established in 2003. Its mandate includes policy advocacy, skills development, SMME support and promotion of e-mobility programmes such as the recent provincial EV-charger roll-out. To support its communications strategy, AIDC-EC requires a structured approach to media planning, buying, monitoring, and tracking. The above necessitates the appointment of a capable service provider to support media management functions.

The appointed service provider will be responsible for the planning, buying, execution, monitoring and reporting of all paid, unpaid media and social media campaigns in support of AIDC-EC's strategic programmes and flagship initiatives. The service provider must deliver an



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integrated, data-driven approach that enhances visibility, strengthens stakeholder engagement, and drives measurable outcomes across traditional, digital and social media platforms.

### 2.1 Media Planning

The service provider is required to develop a comprehensive annual media strategy and implementation plan that aligns with AIDC-EC's fiscal year and priority initiatives (e.g., Automotive Skills Development Programmes, Aftermarket Support Programmes, Supplier Development Programmes, Investment Promotion activities and various AIDC-EC marketing initiatives).

The media planning component must include:

- 2.1.1 **Strategic Framework:** A clear, evidence-based annual media plan outlining campaign objectives, positioning, messaging themes and media channels.
- 2.1.2 **Audience Mapping:** Identification and segmentation of priority audiences (trade and industry, investors, SMMEs, government stakeholders, youth, and broader public). Each segment must include recommended channels, messaging approaches and preferred media environments.
- 2.1.3 **Phased Timetable:** A structured roll-out plan comprising launch, build and sustain phases for key campaigns. Quarterly optimisation checkpoints must be built into the planning cycle.
- 2.1.4 **Budget Allocation:** A recommended channel mix with rationale and indicative spend allocations to maximise Return On Investment (ROI).
- 2.1.5 **Paid Social Media Strategy:** Channel selection (LinkedIn, YouTube), audience targeting strategies, retargeting approach, and creative considerations.



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### 3.2 Media Buying

The service provider will be responsible for procuring and placing paid media across traditional, digital, and social platforms. Activities include:

#### 3.2.1 Multi-Channel Negotiation and Placement:

1. **Print:** National and regional newspapers, business publications.
  2. **Broadcast:** Radio and TV placements
  3. **Digital:** Industry portals
  4. **Outdoor:** Static and digital billboards, airport sites, transit hubs.
  5. **Social media:** Paid campaigns across LinkedIn, Meta platforms, X/Twitter, YouTube and other relevant platforms.
- **Optimisation and Performance:** Performance checks for digital and social media placements, with adjustments to bids, audience segments, creatives and flighting as needed.
  - **Insertion Orders (IOs):** Issue IOs within three (3) working days after campaign approval. Manage all cancellations, amendments and rescheduling requests.
  - **Proof of Flighting:** Provide verifiable evidence of all placements, including tear sheets, screenshots, logs, audio/visual recordings or publisher affidavits.

#### Centralised Billing and Financial Governance:

- Consolidate all media vendor invoices.
- Reconcile monthly spend against approved budgets.
- Flag discrepancies or variances within five (5) working days.
- Maintain transparent documentation of agency commissions, discounts or rebates.



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### 3.2.2 Media Monitoring and Social Listening

The service provider must provide comprehensive, real-time monitoring of AIDC-EC's media presence across traditional, online and social media channels.

The monitoring solution must include:

- **Full-spectrum Coverage:** Tracking of AIDC-EC mentions, key project themes, stakeholder names, and relevant industry issues across:
- **Alerts:** Immediate notifications for high-impact stories, emerging risks, misinformation or sentiment shifts.
- **Monthly Dashboards:** A digital dashboard showing coverage volume, reach, engagement, share-of-voice vs competitors (including other AIDCs and broader automotive sector).
- **Social Listening Analytics:** Sentiment analysis, conversation themes, trending topics, keyword tracking and influencer mapping.

### 3.2.3 Reporting and Insights

The service provider is required to deliver structured, insight-driven reporting at monthly and quarterly intervals.

#### Monthly Performance Report

The monthly report must include:

- Spend vs Budget overview
- Channel-level performance metrics: impressions, reach, clicks, Click-Through Rate (CTR), Cost Per Click (CPC), Cost Per View (CPV), cost-per-result (CPR)
- Paid social media performance and audience insights
- Sentiment analysis across media platforms
- Top-performing media outlets, digital placements and influencers
- Narrative insights explaining key trends and variances



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- Recommendations for ongoing optimisation

### 3.2.4 Quarterly Strategic Insights Pack

Each quarter, the service provider must conduct a comprehensive performance review that includes:

- ROI assessment based on pre-defined KPIs
- Comparative analysis vs competitors in the sector
- Campaign effectiveness evaluation across all channels
- Lessons learned and strategic recommendations for the next quarter optimisation
- Updates to the annual media plan based on insights and market shifts

**All media data, dashboards, and analytics accounts remain the property of AIDC-EC**

#### ➤ DELIVERABLES

Deliverable	Frequency	Format
Annual media strategy	Campaign-based	PDF + presentation
Monthly performance dashboard	Monthly	Digital dashboard PDF + presentation
Proof of flight	Campaign-based	Evidence pack
Quarterly insights report	Quarterly	PDF + presentation
Annual close-out report	End of project	PDF + presentation



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### 3. EVALUATION CRITERIA

A Three-stage evaluation process will be employed. In Stage One, all bids received will be evaluated for compliance with the bid requirements. Only service providers who comply with all the compliance requirements of Stage 1 will proceed to Stage two of functionality, and only service providers who comply with all the functionality requirements will proceed to Stage three, Price and Specific Goals, in accordance with the Preferential Procurement Regulations of 2022. Bidders must ensure that all required information is clearly provided.

#### STAGE 1: COMPLIANCE WITH BID REQUIREMENTS

- Attendance at the **virtual compulsory briefing** session.
- **Affiliation to professional bodies:** Bidders are mandatorily required to submit one of the following:
  - **PRISA** (Public Relations Institute of Southern Africa,
  - **MASA** (Marketing Association South Africa),
  - **IAB SA** (Interactive Advertising Bureau South Africa) or
  - **ACA** (Association for Communication and Advertising).
- Bidders must submit proof of financial capability in the form of the following:
  - Bank Rating Certificates with a Code C or higher.

#### STAGE 2: FUNCTIONALITY

Functionality assessment scoring criteria	Points	Weights
<b>Company Experience</b> Bidders must submit proof of experience in rendering Media Management services to a minimum of three public/private sector clients or entities similar in size to AIDC-EC.	<ul style="list-style-type: none"><li>• 15 years' experience and more = <b>50 points</b></li><li>• 11 -14 years' experience = <b>40 points</b></li><li>• 6 -10 years' experience = <b>30 points</b></li><li>• 3-5 years' experience = <b>20 points</b></li><li>• less than 3 years' experience = <b>0 points</b></li></ul>	<b>50 Points</b>





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<p><b>NB: Please provide proof of relevant projects completed (Proof of experience MUST be submitted in <u>ANY</u> of the following documents:</b></p> <ul style="list-style-type: none"> <li>• Signed Reference letters on the client's letterhead, or</li> <li>• Signed and stamped reference forms (attached to the bid documents)</li> </ul> <p><b>Proof must outline the contract value, as well as the start and end dates.</b></p>		
<p><b>Proposal Methodology:</b> Detailed proposal outlining the solution with a clear implementation plan as per the key deliverables.</p>	Submission	<b>10 Points</b>
<p><b>Key Expertise:</b> Account Manager and Media Planner/Buyer qualifications and relevant experience. Submit CVs and proof of qualifications.</p> <p><b>Qualifications should be certified not older than three months</b></p>	<p><b>Account Manager with experience in Integrated Communications and Marketing qualifications.</b></p> <ul style="list-style-type: none"> <li>• With more than 15 years of relevant experience and qualification = <b>20 points</b></li> <li>• With 10-15 years relevant experience, qualification = <b>15 points</b></li> <li>• With 5–10-year relevant experience and qualification = <b>10 points</b></li> <li>• With less than 5 years of relevant experience and qualification = <b>5 points</b></li> </ul>	<b>40 Points</b>
	<p><b>Media Buyer with experience in Integrated Communications and Marketing qualifications.</b></p>	



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	<ul style="list-style-type: none"> <li>• With more than 15 years of relevant experience and qualification = <b>20 points</b></li> <li>• With 10-15 years relevant experience, qualification = <b>15 points</b></li> <li>• With 5–10-year relevant experience and qualification = <b>10 points</b></li> <li>• With less than 5 years of relevant experience and qualification = <b>5 points</b></li> </ul>	
<b>Total Points</b>		<b>100</b>

Technical Evaluation Criteria Presentation	
Categories	Experience and capacity
<b>Print</b>	Compliant <input type="checkbox"/>
	Non-compliant <input type="checkbox"/>
<b>Broadcast</b>	Compliant <input type="checkbox"/>
	Non-compliant <input type="checkbox"/>
<b>Digital</b>	Compliant <input type="checkbox"/>
	Non-compliant <input type="checkbox"/>

Categories	Experience and capacity
<b>Outdoor</b>	Compliant <input type="checkbox"/>
	Non-compliant <input type="checkbox"/>
<b>Social media</b>	Compliant <input type="checkbox"/>



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	Non-compliant <input type="checkbox"/>
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**NB: Bidders must comply with all the above requirements and the evidence required. Failure to comply with any of the above requirements will lead to immediate rejection of the bid.**

### STAGE 3 - PRICE & SPECIFIC GOALS

CRITERIA	POINTS
Price	80
Specific goals	20
Total	100

Price and specific goals points will be calculated as described in the Preferential Procurement Regulations of 2022. SBD 6.1 form must be used to claim points for specific goals for the company.

***A copy of CSD report and Proof of Address must be submitted as proof of specific goals. When the above documentation is not provided as proof the company will automatically score zero.***

POINTS FOR SPECIFIC GOALS (R50K to R1mil)			
Specific Goals Category	Weighting (of 20 Points)	Number of points	Acceptable Evidence
Locality (Enterprises located in the Eastern Cape Province)	60%	12	Proof of address
Enterprise located outside the Eastern Cape			
>51% Women Ownership	20%	4	CSD report.
<50% Women Ownership		0	
>51% Youth Ownership	20%	4	CSD report.
<50% Youth Ownership		0	



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TOTAL	100%	20	
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**BIDDERS SHALL TAKE NOTE OF THE FOLLOWING BID CONDITIONS:**

- The Automotive Industry Development Centre Eastern Cape Supply Chain Management Policy will apply.
- Bidders must be registered with the National Treasury Central Supplier Database (CSD) and provide a copy of CSD full report for the month of January 2026.
- Automotive Industry Development Centre Eastern Cape does not bind itself to accept the highest bid or any other bid and reserves the right to accept the whole or part of the bid.
- Bids which are late, incomplete, unsigned, will not be accepted.
- Bids submitted are to hold good for a period of 90 days
- A service level agreement shall be signed with the successful service provider.
- AIDC-EC reserves the right to terminate the contract if not satisfied with the work produced by the service provider. Only bidders that have met the requirements of the proposal / specification shall be considered during the adjudication process.
- Companies that bid as joint venture must submit an official signed business agreement by both parties. If the service provider does not meet this requirement, it will be automatically disqualified.
- The AIDC-EC Bid Committee and the Supply Chain Management Unit may, before a bid is adjudicated or at any time during the bidding process, oblige a bidder to substantiate any claims it may have made in its bid documents.

**The following documents must be submitted with the tender document:**

- Proof of registration with Treasury Central Supplier Database (CSD)
- Company Registration Documents and shareholder's certificate showing ownership details of the Company.
- Proof of address
- SBD 4, 6.1, 6.2 and Annexure C
- Companies who bid as a joint venture must supporting documents for both companies and a JV agreement.



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## CONDITIONS SPECIFIC TO THIS BID

### 1. RESPONSIBILITIES AND DUTIES

Notwithstanding the fact that a description of the services has been provided above, AIDC-EC shall be entitled to request additional services related to deliverables required to ensure the successful completion of the services set out above on such further terms and conditions as may be agreed between the parties in writing.

The service provider shall always faithfully and timeously carry out and perform the Services and shall use its best endeavours to properly conduct, improve, extend and develop the business of AIDC-EC in the provisioning of the services.

The Services shall as part of his duties, attend such meetings as may be required by AIDC-EC from time to time and submit weekly or monthly progress reports on the services as may be required and requested by AIDC-EC.

### 2. OBLIGATION TO PERFORM AND SUB-CONTRACTING

The bidder shall notify AIDC-EC in writing of all subcontracts awarded under this contract if not already specified in the bid. Such notification, in the original bid or later, shall not relieve the bidder from any liability or obligation under the contract.

The bidder shall not assign, in whole or in part, its obligations to perform under the contract, except with AIDC-EC's prior written consent.

### 3. PERFORMANCE GUARANTEE

Within thirty (30) days of receipt of the notification of contract award, the successful bidder shall furnish to AIDC-EC the performance security of the amount specified above.

The proceeds of the performance security shall be payable to AIDC-EC as compensation for any loss resulting from the bidder's failure to complete his obligations under the contract.

The performance security shall be denominated in the currency of the contract or in a freely convertible currency acceptable to AIDC-EC and shall be in one of the following forms:

A bank guarantee or an irrevocable letter of credit issued by a reputable bank located in South Africa, acceptable to AIDC-EC, in the form provided in the bid documents or another form acceptable to AIDC-EC; or A cashier's or certified cheque



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The performance security will be discharged by AIDC-EC and returned to the bidder not later than thirty (30) days following the date of completion of the bidder's performance obligations under the contract, including any warranty obligations, unless otherwise specified in SCC.

Notwithstanding the provisions above, the bidder shall not be liable for forfeiture of its performance security, damages, or termination for default if and to the extent that his delay in performance or other failure to perform his obligations under the contract is the result of an event of force majeure.

### **4. ANTI-DUMPING AND COUNTERVAILING DUTIES**

When, after the date of bid, provisional payments are required, or anti-dumping or countervailing duties are imposed, or the amount of a provisional payment or anti-dumping or countervailing right is increased in respect of any dumped or subsidized import, AIDC-EC is not liable for any amount so required or imposed, or for the amount of any such increase. When, after the said date, such a provisional payment is no longer required or any such anti-dumping or countervailing right is abolished, or where the amount of such provisional payment or any such right is reduced, any such favourable difference shall on demand be paid forthwith by the contractor to AIDC-EC or AIDC-EC may deduct such amounts from moneys (if any) which may otherwise be due to the contractor in regard to supplies or services which he delivered or rendered, or is to deliver or render in terms of the contract or any other contract or any other amount which may be due to him.

### **5. AIDC-EC FACILITIES**

Unless otherwise agreed in writing by AIDC-EC, the Service Provider will work from its own office and provide its own facilities, such as transport, telephone, cell phone, fax and computer facilities to perform the services.

The service provider may use certain facilities made available by AIDC-EC to assist in performing the services, including but not limited to computer facilities, telephone and fax facilities and stationery. In this regard the service provider agrees to:

Abide by the health, safety and security measures as prescribed by AIDC-EC from time to time;  
To use such accommodation and facilities entirely at his own risk and AIDC-EC shall not be liable for any loss or damage whatsoever and howsoever caused arising out of or in connection



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with the use of these items, other than loss or damage caused because of AIDC-EC's own wilful misconduct.

### **6. FORCE MAJEURE**

If a force majeure situation arises, the bidder shall promptly notify AIDC-EC in writing of such condition and the case thereof. Unless otherwise directed by AIDC-EC in writing, the bidder shall continue to perform its obligations under the contract as far as is reasonably practical and shall seek all reasonable alternative means for performance not prevented by the force majeure event.

### **7. RESPONSIBILITY TO BE PERFORMED**

Delivery of the goods and performance of services shall be made by the bidder in accordance with the time schedule prescribed by AIDC-EC in the contract.

If at any time during performance of the contract, the bidder or its subcontractor(s) should encounter conditions impeding timely delivery of the goods and performance of services, the bidder shall promptly notify ECDC in writing of the fact of the delay, its likely duration and its cause(s). As soon as practicable after receipt of the bidder's notice, AIDC-EC shall evaluate the situation and may at his discretion extend the bidder's time for performance, with or without the imposition of penalties, in which case the extension shall be ratified by the parties by amendment of contract.

AIDC-EC reserves the right to procure outside of the contract small quantities or to have minor essential services executed if an emergency arises, the bidder's point of supply is not situated at or near the place where the supplies are required, or the bidder's services are not readily available.

A delay by the bidder in the performance of its delivery obligations may render the bidder liable to the imposition of penalties, unless an extension of time is agreed upon without the application of penalties.

AIDC-EC shall, without prejudice to its other remedies under the contract, deduct from the contract price, as a penalty, a sum calculated on the delivered price of the delayed goods or unperformed services using the current prime interest rate calculated for each day of the delay until actual delivery or performance.



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AIDC-EC may also consider termination of the contract.

### **8. DURATION OF THE CONTRACT**

It is anticipated that the appointment will be made during October 2024. The service provider will be expected to be available and start immediately as soon as a Service Level Agreement is signed.

### **9. PAYMENTS AND TAX**

Payments shall only be made in accordance with the fees as quoted in this documentation. Prices charged by the bidder for goods delivered and services performed under the contract shall not vary from the prices quoted by the bidder in this bid, with the exception of any price adjustments authorized at AIDC-EC's request for bid validity extension, as the case may be.

- ✓ Payments shall only be made in accordance with the fees as quoted in this documentation. Prices charged by the bidder for goods delivered and services performed under the contract shall not vary from the prices quoted by the bidder in this bid/RFQ, with the exception of any price adjustments authorized at AIDC-EC's request for bid validity extension, as the case may be.
- ✓ AIDC-EC will re-imburse the service provider for expenses and disbursements incurred subject to the submission of satisfactory proof that such expenses and disbursements have been incurred and subject to it being within the budget as indicated in this documentation.
- ✓ The service provider shall from time to time during this contract duration furnish AIDC-EC with a VAT compliant tax invoice accompanied by a copy of the delivery note and upon fulfilment of other obligations stipulated in the contract. Each invoice must be accompanied by a detailed timesheet and expense claim forms substantiating the amount claimed.
- ✓ Payments shall be made promptly by AIDC-EC in Rand, but in no case later than thirty (30) days after submission of a VAT compliant tax invoice and supporting documentation by the service provider if the services have been properly executed as agreed.
- ✓ The service provider shall retain all proof of expenditure and maintain such accounts and records as are reasonable necessary, claimed above, should AIDC-EC require an audit to





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substantiate that expenditure and allows AIDC-EC's own personnel or an independent auditor access to those records.

- ✓ Should the above audit reveal that AIDC-EC has been overcharged, the Service Provider will re-imburse the AIDC-EC the amount overcharged within 30 days inclusive of interest calculated at prime plus 2% per annum;
- ✓ A foreign bidder shall be entirely responsible for all taxes, stamp duties, license fees, and other such levies imposed outside the Republic of South Africa.
- ✓ A local bidder shall be entirely responsible for all taxes, duties, license fees, etc., incurred until delivery of the contracted goods to AIDC-EC.

### 10. EXTENT OF THE BID

This contract is for the provision of the services as detailed in the attached Specification (page 4-5).

### 11. CONTRACT TO BE BINDING

The formal acceptance of the Purchase Order by the AIDC will constitute a contract binding on both parties. A service level Agreement will be signed by both parties.

### 12. MODE OF THE BID

All Bids shall be completed and signed: All forms, annexure, addendums and specifications shall be signed and returned with the Bid document as a whole. ***The lowest or any Bid will not necessarily be accepted.*** The AIDC wishes to deal on a prime contractual basis with the successful Bidder being responsible and accountable for all aspects of the entire solution or service offered.

### 13. QUALITY

Should the specifications and / or descriptions not address any aspects of quality as specified, clarity should be provided to the AIDC prior to the submission of a quotation.



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### 14. PERIOD OF VALIDITY FOR BIDS AND WITHDRAWAL OF BID AFTER CLOSING DATE

All bids must remain valid for a period of 90 (ninety) days from the closing date as stipulated in the Bid document.

### 15. AUTHORITY TO SIGN DOCUMENTS

In the case of a Bid being submitted on behalf of a company, close corporation or partnership, evidence must be submitted to the AIDC-EC at the time of submission of the Bid that the Bid has been signed by persons properly authorized thereto by resolution of the directors or under the articles of the entity.

### 16. DURATION OF THE WORKS: 1 year

### 17. AGREEMENT

The successful bidder undertakes to be bound by all terms and conditions contained in this bid document. The successful bidder will be awarded a Purchase Order which serves as the binding contract with AIDC-EC.

### 18. VALUE ADDED TAX (VAT)

- ✓ **Prices quoted by VAT Vendors MUST be inclusive of VAT** and as such any price charged by the vendor in respect of any taxable supply of goods or services shall for the purposes of the VAT Act Section 64(1) be deemed to include any tax payable in terms of section 7(1) (a) in respect of such supply, whether or not the vendor has included tax in quote/bid price
- ✓ In all instances where bidders ( including VAT Vendors) have excluded VAT from the prices quoted , such prices must be evaluated excluding VAT and if the bidder is successful , the letter of award of contract will state that the price at which the contract is awarded is exclusive of VAT and the VAT will not be added on at any stage . **The successful bidder will have to absorb the adverse financial implications of not including VAT in the price quoted.**
- ✓ **Prices quoted by non-VAT Vendors MUST NOT include VAT.** However Non-VAT vendors who submit bids for contracts that would, if successful, take their annual turnover to be above the threshold of R1 million are obliged to include VAT in the prices quoted and must therefore immediately upon award of the contract, register with the South African Revenue Services



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(SARS) as VAT Vendors. **The award of such a contract would be conditional pending the successful Bidder submits proof of registration as a VAT Vendor with SARS.**



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SUPPLIER INFORMATION			
<b>Note:</b> Mandatory Requirement. Failure to complete and Sign this document will result in the bid being non responsive.			
<b>Legal Name of Bidder:</b> (Same as CSD)			
<b>Trading Name of Bidder:</b> (Same as CSD)			
<b>Registration Number</b> (Same as CSD)			
<b>Physical Address</b>			
<b>Postal Address</b>			
<b>Contact Person</b>			
<b>Title/Position in the Firm</b>			
<b>Mobile Number</b>			
<b>Bidder Telephone Number</b>			
<b>Facsimile Number</b>			
<b>Email Address of Contact Person</b>			
<b>Email Address of Bidder</b>			
<b>VAT Registration Number</b> (Same as CSD)			
<b>Central Supplier Database Number</b>	MAAA		
<b>Are the Accredited Representative in</b>		<b>Are you a foreign based supplier for the</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No



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<b>South Africa for the Goods /Services/Works Offered?</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No  (If Yes enclose Proof)	<b>Goods/Services/Works Offered?</b>	(If yes, answer the questionnaire Below)
<b>QUESTIONNAIRE TO BIDDING FOREIGN SUPPLIERS</b>			
Is the Entity a resident of the Republic of South Africa (RSA)  Does the Entity have a branch in the RSA?  Does the Entity have a permanent establishment in the RSA?  Does the Entity have any source of income in the RSA			<input type="checkbox"/> Yes <input type="checkbox"/> No  <input type="checkbox"/> Yes <input type="checkbox"/> No  <input type="checkbox"/> Yes <input type="checkbox"/> No  <input type="checkbox"/> Yes <input type="checkbox"/> No
<b>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 (SARS) and if not register</b>			
<p><b><u>VERY IMPORTANT</u></b>  <b><u>Directors/Employees in the Service of State</u></b></p> <p>Where a person within the Bidding Entity is an Employee of the State, Bidder should</p> <p><b>a)</b> submit a signed letter on a letter head from their Accounting Officer/Accounting Authority (AO/AA of the Government Institution where they are employed) stating that they are not prohibited from conducting business with the State in terms of Section 8 of the Public Administration Management Act, 2012 (Act No.11 of 2014- “the PFMA”)</p> <p><b>b)</b> submit a signed letter on a letter from their AO/AA granting permission to perform other remunerative work outside of their employment where the PAMA does not apply to such an employee</p> <p>ECDC reserves the right to verify such information from their AO/AA</p>			



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**SERVICE PROVIDER ACKNOWLEDGEMENT OF REQUEST AND TERMS AND CONDITIONS:**

I..... (NAME) HEREBY ACCEPT THE TERMS OF THIS  
REQUEST FOR BID AND ACKNOWLEDGE

THAT I AM APPROPRIATELY DELEGATED TO RESPOND ON BEHALF OF (ATTACH  
DELEGATION OF AUTHORITY)

.....

(NAME OF BIDDER).

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Designation

\_\_\_\_\_  
Signature



## AIDC Eastern Cape SOC Ltd

### SBD 3.1: Pricing Schedule

**Note:** Mandatory Requirement. Failure to complete and Sign this document will result in the bid being non responsive.

Bidders are required to expressly cover their proposed fee/price and disbursement structure based on the activities they propose undertaking to provide the services requested in this call for proposals.

The AIDC-EC reserves the right to negotiate any aspect of the proposed fees/pricing and disbursements with the preferred Bidder and shall not be bound to the fees/pricing and disbursements submitted by any Bidder.

The Bid Fees/Prices must remain valid for a period of 90 days from date of closure of bid.

AIDC-EC reserves the right to request the Bidder's latest audited financial statements in order to ascertain financial stability of the Bidder prior to award of the bid. Failure by the Bidder to provide the latest audited financial statements may invalidate the bid.

Prices will be fixed and firm for the duration of the project.

**KINDLY NOTE THAT A FAILURE TO EXPRESSLY COVER THIS IN YOUR PROPOSAL WILL RESULT IN YOU PROPOSAL BEING REJECTED WITHOUT FURTHER CONSIDERATION**

Bidders are required to quote as per the specification contained on this document.

The AIDC-EC reserves the right to negotiate any aspect of the proposed fees/pricing and disbursements with the preferred Bidder and shall not be bound to the fees/pricing and disbursements submitted by any Bidder.

The Bid Fees/Prices must remain valid for a period of 90 days from date of closure of bid:

N o	Description/Project Phases	UNIT	COST PER UNIT (EXCLUDING VAT)	Total Amount (Excluding VAT)
1	<ul style="list-style-type: none"> <li>Service provider who would be responsible for providing an Media Management Services for the AIDC Eastern Cape</li> <li>Note that bidder needs to submit their proposal/Quote on the Company letterhead, based on the specification on pages 3 - 7</li> </ul>	01	<ul style="list-style-type: none"> <li>Note that bidder needs to submit their proposal/Quote on the Company letterhead</li> </ul>	
Sub Total				

SIGNATURE of the DELEGATED AUTHORITY (Attach		DATE	
--	--	------	--



AIDC Eastern Cape SOC Ltd

Delegation Authority)	of			
--------------------------	----	--	--	--





## AIDC Eastern Cape SOC Ltd

### SBD 4: BIDDER'S DISCLOSURE

**Note:** Mandatory Requirement. Failure to complete and sign this document will result in the bid being nonresponsive.

#### 1. PURPOSE OF THE FORM

Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

--	--

- 2.1 If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of institution	State

2.1 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution?	Yes <input type="checkbox"/> No <input type="checkbox"/>
--	---

- If so, furnish particulars:

2.2 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any interest in any other related	Yes <input type="checkbox"/>
---	---------------------------------



## AIDC Eastern Cape SOC Ltd

enterprise whether or not they are bidding for this contract?

No

☐

- If so, furnish particulars:

## 2. DECLARATION

I, the undersigned, (name)..... in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

- 3.1 I have read, and I understand the contents of this disclosure;
- 3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;
- 3.3 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 consortium<sup>1</sup> will not be construed as collusive bidding.
- 3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.
- 3.5 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.
- 3.6 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.
- 3.7 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.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 5 ABOVE IS CORRECT.

<sup>1</sup> Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.



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I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF  
PARAGRAPH 6 OF PFMA SCM INSTRUCTION 05 OF 2021/22 ON PREVENTING AND  
COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS  
DECLARATION PROVE TO BE FALSE.

.....  
Signature

.....  
Date

.....  
Position

.....  
Name of bidder



## SBD 6.1 Preference Point Claim in terms of the Preferential Procurement Regulations 2022

### SBD 6.1: Complete in full and sign

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 Principle applicable for this tender /quotation is:

- a) The value of this bid is estimated not to exceed R1 000 000 (all applicable taxes included) and therefore the applicable preference point system for this tender is the **80/20** preference point system.

1.3 Points for this tender shall be awarded for:

- (a) Price; and  
(b) Specific Goals.

1.4 The maximum points for this tender are allocated as follows:

Above R50K – R1Mil	
	POINTS
<b>PRICE</b>	80
<b>SPECIFIC GOALS</b>	
Eastern Cape based supplier.	12
51 % and above women owned enterprises.	04
51 % and above youth owned enterprises.	04

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



## AIDC Eastern Cape SOC Ltd

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 regarding preferences, in any manner required by the organ of state.

## 2. 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).

## 3. 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**

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

Where

Ps = Points scored for price of tender under consideration

Pt = Price of tender under consideration



## AIDC Eastern Cape SOC Ltd

P<sub>min</sub> = 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

$$P_s = 80 \left( 1 + \frac{P_t - P_{max}}{P_{max}} \right) \text{ or } P_s = 90 \left( 1 + \frac{P_t - P_{max}}{P_{max}} \right)$$

Where

P<sub>s</sub> = Points scored for price of tender under consideration

P<sub>t</sub> = Price of tender under consideration

P<sub>max</sub> = Price of highest acceptable tender

### 4. 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 goals stated in table 1 below as may be supported by proof/ documentation stated in the conditions of this tender:

4.2. 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



## AIDC Eastern Cape SOC Ltd

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 (80/20 system) (To be completed by the organ of state)	Number of points claimed (80/20 system) (To be completed by the tenderer)
Locality (Enterprises located in the Eastern Cape Province)	12	
>51% Youth Ownership	04	
>51% Women Ownership	04	
<b>Total</b>	<b>20</b>	

### DECLARATION WITH REGARD TO COMPANY/FIRM

4.3. Name of company/firm.....

4.4. Company registration number: .....

4.5. 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



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[TICK APPLICABLE BOX]

- 4.6. 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:**

.....

.....

.....





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**This form must be completed by the authorized person of the bidder's current or previous clients. The form must be fully completed, signed, and stamped. Forms which are neither complete, nor signed nor stamped will not be considered for evaluation.**

## 1. REFERENCE FOR THE BIDDER

<b>Name of Institution (Client)</b>	
<b>Contract/Tender Number</b>	
<b>Contract Description</b>	
<b>Name of Service Provider (Bidder)</b>	
<b>Value of project</b>	
<b>Commencement Date</b>	
<b>Contractual Completion Date</b>	
<b>Bidder's Completion Date</b>	

**1.1 Please score the performance of the above-mentioned company by marking the relevant box**

Performance Rating			Comments
Work performed in compliance with contract terms.	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Financial Status of the bidder in relation to the work to be performed.	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Timelines of work are met.	Excellent	5	
	Good	4	



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	Fair	3	
	Poor	2	
	Very Poor	1	
Customer services.	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Quality of Service.	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Communication and accessibility.	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Documentation records, receipts, invoices and computer-generated reports received in a timely manner and in compliance with contract specification	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Would you recommend using this service provider in future?	Yes	No	If no, provide reasons:

## OVERALL PERFORMANCE

Excellent		Good		Fair		Poor		Very Poor	
-----------	--	------	--	------	--	------	--	-----------	--

Name of Authorized Person \_\_\_\_\_

Designation \_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_

Official Stamp .....



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## **2. REFERENCE FOR THE BIDDER**

<b>Name of Institution (Client)</b>	
<b>Contract/Tender Number</b>	
<b>Contract Description</b>	
<b>Name of Service Provider (Bidder)</b>	
<b>Value of project</b>	
<b>Commencement Date</b>	
<b>Contractual Completion Date</b>	
<b>Bidder's Completion Date</b>	

**1.2 Please score the performance of the above-mentioned company by marking the relevant box**

<b>Performance Rating</b>			<b>Comments</b>
Work performed in compliance with contract terms.	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Financial Status of the bidder in relation to the work to be performed.	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Timelines of work are met.	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Customer services.	Excellent	5	
	Good	4	



## AIDC Eastern Cape SOC Ltd

	Fair	3	
	Poor	2	
	Very Poor	1	
Quality of Service.	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Communication and accessibility.	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Documentation records, receipts, invoices and computer-generated reports received in a timely manner and in compliance with contract specification	Excellent	5	
	Good	4	
	Fair	3	
	Poor	2	
	Very Poor	1	
Would you recommend using this service provider in future?	Yes	No	If no, provide reasons:

### OVERALL PERFORMANCE

Excellent		Good		Fair		Poor		Very Poor	
-----------	--	------	--	------	--	------	--	-----------	--

Name of Authorized Person \_\_\_\_\_

Designation \_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_

Official Stamp .....



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### **AUTHORITY TO SIGN BID DOCUMENTS**

In the case of a bid being submitted on behalf of a company, close corporation or partnership, evidence must be submitted to ECPTA at the time of submission of the bid that the bid has been signed by persons properly authorized thereto by resolution of the directors or under the articles of the entity.

**Please attach proof to the next page.**

## **ATTACH RESOLUTION OF SIGNATORY**



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**PROOF OF ADDRESS**

**ATTACH PROOF OF ADDRESS HERE**



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## ACCREDITATION

ATTACH ACCREDITATION



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## CSD REPORT

ATTACH CSD





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## JOINT VENTURE DISCLOSURE FORM

### **GENERAL**

- i) All the information requested must be filled in the spaces provided. If additional space is required, additional sheets may be used and attached to the original documents.
- ii) A copy of the joint venture agreement must be attached to this form, in order to demonstrate the Affirmable, Joint Venture Partner's share in the ownership, control, management responsibilities, risks and profits of the joint venture, the proposed joint venture agreement must include specific details relating to:
  - a) the contributions of capital and equipment
  - b) work items to be performed by the Affirmable Joint Venture Partner's own forces
  - c) work items to be performed under the supervision of the Affirmable Joint Venture Partner.
- iii) Copies of all written agreements between partners concerning the contract must be attached to this form including those, which relate to ownership options and to restrictions/limits regarding ownership and control.
- iv) ABE partners must complete ABE Declaration Affidavits.
- v) The joint venture must be formalised. All pages of the joint venture agreement must be signed by all the parties concerned. A letter/ notice of intention to formalise a joint venture once the contract has been awarded will not be considered.
- vi) should any of the above not be complied with, the joint venture will be deemed null and void and will be considered non-responsive.

### **1. JOINT VENTURE PARTICULARS**

a) Name .....

b) Postal address .....

.....

.....



AIDC Eastern Cape SOC Ltd

c) Physical address.....

.....

.....

d) Telephone.....

e) Fax.....

**2. IDENTITY OF EACH NON-AFFIRMABLE JOINT VENTURE PARTNER**

**2.1(a)** Name of Firm .....

Postal Address .....

Physical Address.....

Telephone .....

Fax .....

Contact person for matters pertaining to Joint Venture Participation Goal requirements:

.....

**2.2(a)** Name of Firm .....

Postal Address .....

Physical Address.....

Telephone .....

Fax .....

Contact person for matters pertaining to Joint Venture Participation Goal requirements:

.....

*(Continue as required for further non-Affirmable Joint Venture Partners)*

**IDENTITY OF EACH AFFIRMABLE JOINT VENTURE PARTNER**

**3.1(a)** Name of Firm .....



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Postal Address .....

Physical Address .....

Telephone .....

Fax .....

Contact person for matters pertaining to Joint Venture Participation Goal requirements:

.....

**3.2(a)** Name of Firm .....

Postal Address .....

Physical Address .....

Telephone .....

Fax .....

Contact person for matters pertaining to Joint Venture Participation Goal requirements:

.....

**3.3(a)** Name of Firm .....

Postal Address .....

Physical Address .....

Telephone .....

Fax .....

Contact person for matters pertaining to Joint Venture Participation Goal requirements:

.....

1. **BRIEF DESCRIPTION OF THE ROLES OF THE AFFIRMABLE JOINT VENTURE PARTNERS IN THE JOINT VENTURE**

.....



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.....  
.....

### 5. OWNERSHIP OF THE JOINT VENTURE

a) Affirmable Joint Venture Partner ownership percentage(s)  
.....%

b) Non-Affirmable Joint Venture Partner ownership percentage(s)  
.....%

c) Affirmable Joint Venture Partner percentages in respect of: \*

(i) .....

Profit and loss sharing .....

(ii) .....

Initial capital contribution in Rands.....

.....  
.....

(\*Brief descriptions and further particulars should be provided to clarify percentages).

(iii) .....

Anticipated on-going capital contributions in Rands .....

.....  
.....

(iv) Contributions of equipment (specify types, quality, and quantities of equipment) to be provided by each partner.

.....  
.....



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.....

**5. RECENT CONTRACTS EXECUTED BY PARTNERS IN THEIR OWN RIGHT AS PRIME CONTRACTORS OR AS PARTNERS IN OTHER JOINT VENTURES**

	NON-AFFIRMABLE JOINT VENTURE PARTNERS	PARTNER NAME
a)		
b)		
c)		
d)		
e)		

	AFFIRMABLE JOINT VENTURE PARTNERS	PARTNER NAME
a)		
b)		
c)		
d)		
e)		

**7. CONTROL AND PARTICIPATION IN THE JOINT VENTURE**

(Identify by name and firm those individuals who are, or will be, responsible for, and have authority to engage in the relevant management functions and policy and decision making, indicating any limitations in their authority e.g. co-signature requirements and Rand limits).

(a) Joint Venture cheque signing

.....  
 .....  
 .....

(b) Authority to enter into contracts on behalf of the Joint Venture



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.....

.....

.....

- (c) Signing, co-signing and/or collateralising of loans

.....

.....

.....

- (d) Acquisition of lines of credit

.....

.....

.....

- (e) Acquisition of performance bonds

.....

.....

.....

- (f) Negotiating and signing labour agreements

.....

.....

.....



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**8. MANAGEMENT OF CONTRACT PERFORMANCE**

(Fill in the name and firm of the responsible person).

(a) Supervision of field  
operations.....

(b) Major  
purchasing.....

(c) Estimating  
.....

(d) Technical management  
.....

**9. MANAGEMENT AND CONTROL OF JOINT VENTURE**

(a) Identify the “managing partner”, if any,

.....  
.....  
.....  
.....

(b) What authority does each partner have to commit or obligate the other to  
financial institutions, insurance companies, suppliers, subcontractors and/or  
other parties participating in the execution of the contemplated works?

.....  
.....  
.....  
.....



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(c) Describe the management structure for the Joint Venture's work under the contract

MANAGEMENT FUNCTION / DESIGNATION	NAME	PART NER*

(Fill in "ex Affirmable Joint Venture Partner" or "ex non-Affirmable Joint Venture Partner".

## 10. PERSONNEL

(a) State the approximate number of operative personnel (by trade/function/discipline) needed to perform the Joint Venture work under the Contract.

TRADE/FUNCT ION/ DISCIPLINE	NUMBER EX AFFIRMABL E JOINT VENTURE PARTNERS	NUMBER EX NON- AFFIRMABL E JOINT VENTURE PARTNERS





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(Fill in “ex Affirmable Joint Venture Partner” or “ex non-Affirmable Joint Venture Partner”).

- (b) Number of operative personnel to be employed on the Contract who are currently in the employ of partners.

- (i) Number currently employed by Affirmable Joint Venture Partners

.....

- (ii) Number currently employed by the Joint Venture

.....

- (c) Number of operative personnel who are not currently in the employ of the respective partner and will be engaged on the project by the Joint Venture

.....

- (d) Name of individual(s) who will be responsible for hiring Joint Venture employees

.....

.....

- (e) Name of partner who will be responsible for the preparation of Joint Venture payrolls

.....

## 11. CONTROL AND STRUCTURE OF THE JOINT VENTURE

Briefly describe the manner in which the Joint Venture is structured and controlled.

The undersigned warrants that he/she is duly authorised to sign this Joint Venture Disclosure Form and affirms that the foregoing statements are true and correct and include



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all material information necessary to identify and explain the terms and operations of the Joint Venture and the intended participation of each partner in the undertaking.

The undersigned further covenants and agrees to provide the Employer with complete and accurate information regarding actual Joint Venture work and the payment therefore, and any proposed changes in any provisions of the Joint Venture agreement, and to permit the audit and examination of the books, records and files of the Joint Venture, or those of each partner relevant to the Joint Venture, by duly authorised representatives of the Employer.

Signature .....

Duly authorized to sign on behalf of .....

Name .....

Address.....

Telephone.....

Date .....

---

Signature .....

Duly authorized to sign on behalf of .....

Name .....

Address.....

Telephone.....

Date .....

---



AIDC Eastern Cape SOC Ltd

Signature .....

Duly authorized to sign on behalf of .....

Name .....

Address.....

Telephone.....

Date .....

---

Signature .....

Duly authorized to sign on behalf of .....

Name .....



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## JOINT VENTURE AGREEMENT

Bidders who tender as a Joint Venture must submit a Joint Venture Agreement here.